

**THE THIRTIETH LEGISLATURE  
APPLICATION FOR GRANTS  
CHAPTER 42F, HAWAII REVISED STATUTES**

Type of Grant Request:

Operating

Capital

Legal Name of Requesting Organization or Individual: Db a:

Maui Arts & Cultural Center

Amount of State Funds Requested: \$ 977,400

Brief Description of Request (Please attach word document to back of page if extra space is needed):

COMPLETION OF THE MAUI ARTS & CULTURAL CENTER'S MASTER PLAN THAT INCLUDES THE DESIGN AND CREATION OF THE COMMUNITY STAGE & EVENTS LAWN, STAGE COVER, NECESSARY INFRASTRUCTURE, SUPPORT SPACES AND OUTFITTING. THE ATTACHED REQUEST IS BROKEN DOWN INTO SEPARATE RANKED PRIORITIES.

Amount of Other Funds Available:

State: \$ 2,250,000

Federal: \$ \_\_\_\_\_

County: \$ 1,470,000

Private/Other: \$ 350,000

Total amount of State Grants Received in the Past 5 Fiscal Years:

\$ 2,250,000 (Contracts pending)

Unrestricted Assets:

\$ 22,904,629

New Service (Presently Does Not Exist):  Existing Service (Presently in Operation):

Type of Business Entity:

501(C)(3) Non Profit Corporation

Other Non Profit

Other

Mailing Address:

One Cameron Way

City: State: Zip:

Kahului Hawaii 96732

Contact Person for Matters Involving this Application

Name:  
ARTHUR J. VENTO

Title:  
President and CEO

Email:  
art@mauiarts.org

Phone:  
808.243.4264

Federal Tax ID#:

██████████

State Tax ID#

██████████



Authorized Signature

ARTHUR J. VENTO PRESIDENT & CEO

Name and Title

01.17.20

Date Signed

**received**  
1/17/20 20

2:57pm



**STATE OF HAWAII  
STATE PROCUREMENT OFFICE**

**CERTIFICATE OF VENDOR COMPLIANCE**

This document presents the compliance status of the vendor identified below on the issue date with respect to certificates required from the Hawaii Department of Taxation (DOTAX), the Internal Revenue Service, the Hawaii Department of Labor and Industrial Relations (DLIR), and the Hawaii Department of Commerce and Consumer Affairs

**Vendor Name: MAUI ARTS & CULTURAL CENTER**

**DBA/Trade Name: MAUI ARTS & CULTURAL CENTER**

**Issue Date: 01/14/2020**

**Status: Compliant**

Hawaii Tax#: W40418080-01

New Hawaii Tax#:

FEIN/SSN#: XX-XXX2998

UI#: XXXXXX5181

DCCA FILE#: 51971

**Status of Compliance for this Vendor on issue date:**

<b>Form</b>	<b>Department(s)</b>	<b>Status</b>
A-6	Hawaii Department of Taxation	Compliant
	Internal Revenue Service	Compliant
COGS	Hawaii Department of Commerce & Consumer Affairs	Compliant
LIR27	Hawaii Department of Labor & Industrial Relations	Compliant

**Status Legend:**

<b>Status</b>	<b>Description</b>
Exempt	The entity is exempt from this requirement
Compliant	The entity is compliant with this requirement or the entity is in agreement with agency and actively working towards compliance
Pending	The entity is compliant with DLIR requirement
Submitted	The entity has applied for the certificate but it is awaiting approval
Not Compliant	The entity is not in compliance with the requirement and should contact the issuing agency for more information

**DECLARATION STATEMENT OF  
APPLICANTS FOR GRANTS PURSUANT TO  
CHAPTER 42F, HAWAI'I REVISED STATUTES**

The undersigned authorized representative of the applicant certifies the following:

- 1) The applicant meets and will comply with all of the following standards for the award of grants pursuant to Section 42F-103, Hawai'i Revised Statutes:
  - a) Is licensed or accredited, in accordance with federal, state, or county statutes, rules, or ordinances, to conduct the activities or provide the services for which a grant is awarded;
  - b) Complies with all applicable federal and state laws prohibiting discrimination against any person on the basis of race, color, national origin, religion, creed, sex, age, sexual orientation, or disability;
  - c) Agrees not to use state funds for entertainment or lobbying activities; and
  - d) Allows the state agency to which funds for the grant were appropriated for expenditure, legislative committees and their staff, and the auditor full access to their records, reports, files, and other related documents and information for purposes of monitoring, measuring the effectiveness, and ensuring the proper expenditure of the grant.
- 2) If the applicant is an organization, the applicant meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
  - a) Is incorporated under the laws of the State; and
  - b) Has bylaws or policies that describe the manner in which the activities or services for which a grant is awarded shall be conducted or provided.
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawai'i Revised Statutes:
  - a) Is determined and designated to be a non-profit organization by the Internal Revenue Service; and
  - b) Has a governing board whose members have no material conflict of interest and serve without compensation.

Pursuant to Section 42F-103, Hawai'i Revised Statutes, for grants used for the acquisition of land, when the organization discontinues the activities or services on the land acquired for which the grant was awarded and disposes of the land in fee simple or by lease, the organization shall negotiate with the expending agency for a lump sum or installment repayment to the State of the amount of the grant used for the acquisition of the land.

Further, the undersigned authorized representative certifies that this statement is true and correct to the best of the applicant's knowledge.

Maui Arts & Cultural Center  
(Typed Name of Individual or Organization)

(Signature)

(Date)

1.17.20

Arthur J. Vento  
(Typed Name)

President & CEO  
(Title)

## Application for Grants

**If any item is not applicable to the request, the applicant should enter "not applicable".**

### **I. Certification – Please attach immediately after cover page**

#### **1. Certificate of Good Standing (If the Applicant is an Organization)**

If the applicant is an organization, the applicant shall submit one (1) copy of a certificate of good standing from the Director of Commerce and Consumer Affairs that is dated no earlier than December 1, 2019.

Certificate is enclosed

#### **2. Declaration Statement**

The applicant shall submit a declaration statement affirming its compliance with Section 42F-103, Hawaii Revised Statutes. ([Link](#))

The Maui Arts & Cultural Center affirms compliance to Section 42F-103.

#### **3. Public Purpose**

The applicant shall specify whether the grant will be used for a public purpose pursuant to Section 42F-102, Hawaii Revised Statutes. ([Link](#))

The grant received by the Maui Arts & Cultural Center will be used for the public purpose as documented in this grant.

### **II. Background and Summary**

This section shall clearly and concisely summarize and highlight the contents of the request in such a way as to provide the State Legislature with a broad understanding of the request. Please include the following:

#### **1. A brief description of the applicant's background;**

Described by The Maui News as the “educational and artistic heart of an entire community,” The Maui Arts & Cultural Center (MACC) is Hawai‘i’s only comprehensive, multi-disciplinary non-profit arts facility. This year, the MACC is celebrating its 25<sup>th</sup> Anniversary year. In 2010, The Center’s Board and principal staff members rearticulated its mission, which is *to inspire people*

*through personal and shared experiences of the arts achieved through learning, access & exposure, performances & exhibits.*

Since opening its doors, the MACC has served more than 4.8 million people, averaging 250,000 people through more than 1,700 activities annually. Over 66% of MACC's events are community-based, serving children to seniors. The MACC is an economic engine for Maui and the State of Hawaii. The MACC, with an annual operating budget of over \$8M, of which the majority is spent on Maui and in Hawaii, is a significant source of direct and indirect economic activity in the State of Hawaii. **In addition, over \$4.5 million in ancillary income is generated annually** in revenue to community businesses through performers, corporate groups, and audiences residing on or coming to Maui to participate in Maui Arts & Cultural Center activities. Furthermore, these activities create jobs. Economic studies show that for every \$100,000 the MACC spends, up to 1.98 jobs are created on Maui. When the direct spending and ancillary income are combined, the MACC, in payroll, direct and indirect spending **generates over 200 jobs in Hawaii.**

2. The goals and objectives related to the request;

Capital Campaign support in 2008, primarily from private contributions, helped to complete the construction of the Yokouchi Family Pavilion/Courtyard in January 2011. As a result, the MACC achieved one of its objectives in building an outdoor venue sophisticated enough to consistently attract world class entertainers as well as showcase the best talent of Hawaii.

While the MACC continues to attract growing audiences, our site and master planning has identified opportunities to further broaden community access to the MACC by making cost-effective incremental improvements to spaces already on our campus.

The MACC has a long range Master Plan developed with input from the community, board, staff and key stakeholders. Within the Master Plan the MACC has outlined priorities that can result in immediate impact and long term sustainability.

**FY 2020-2021 GIA funding is being requested to achieve the next steps of the MACC's Masterplan and builds on the prior GIA grant award in FY2020 with the implementation of Priority #1 the following:**

**Priority 1 FY20-21: Completion of the Community Stage Cover (estimated cost \$977,400)**

Priority 2: Completion of the Community Stage Support Spaces and Outfitting (estimated cost \$1,390,000)

**Priority 1 FY20-21: Complete the Community Stage Cover**

- An accessible and complementary outdoor community events space is a current gap in the MACC's inventory. Completing the stage cover in the current Events

Lawn would provide an opportunity to host variety of festivals that currently are making do in haphazard spaces around the island. Festivals celebrating our island culture, such as the Tahitian Festival, Barrio Festival etc. could call the Community Stage & Events Lawn home. A space that is complementary to the A&B Amphitheater is often needed for events that are not in the market for the full resources of the A&B Amphitheater. MACC's ability to support the community programming envisioned by this build-out of the community stage and stage cover is consistent with the MACC's long standing commitment to serve all peoples of Hawaii.

**Priority 2: Completion of the Community Stage Support Spaces and Outfitting**

- The building of support spaces and outfitting of the Community Stage & Events Lawn creates additional opportunities in the future, beyond the community access to host nationally touring festivals that require multiple stages to be set up for staggered use throughout the day. Other festival concepts made possible by completion of the Events Lawn include food or beverage themed events that require the support areas for food, be separate from the reserved seating area for the musical portion of the event.
- The landscape area are to be consistent with the existing parking lots and hillside. Convenient access to parking to be provided.
- Complete dressing rooms, support spaces and arcades for the community stage and events lawn

The FY 2020-2021 funding priorities listed will enable us to adapt our business model for growing audiences and changing demographics on Maui as we continue to build on the extraordinary public and private investments that have established and sustained the MACC over the past twenty-five years.

The MACC consistently seeks multiple sources of funding for capital improvements. In keeping with this model in addition to state GIA FY2018-2019 requested, MACC has secured 2.97 million in funding from public, private and foundation sources. FY2017-2018 GIA grant funded additional dance studios and classrooms, an unheralded yet significant piece of the masterplan. The County of Maui has agreed to fund another piece of the project to increase our parking capacity while providing convenient and safe pedestrian links from the multiple venues of the MACC.

The MACC has secured \$4,070,000 to date:

- State GIA grant \$2,250,000 (contracts pending)
- County of Maui \$1,470,000
- Private Funding/ Foundation Support \$350,000

Pending FY2020-2021 request other than State total \$700,000

**In summary:** The MACC has gone through a thoughtful and methodical Master Planning process to include unfinished elements of the original design and additional elements needed for the long term sustainability of the MACC. **The FY2020-2021 GIA request seeks to secure the funding necessary to complete key components of the Master Plan that will add to further increased community use, more accessibility to additional viable venues, increased capacity to respond to the growing demands of the community and maintain the MACC’s place in the State as the leader in the arts, arts education, entertainment, and community engagement.** The GIA funding will allow the MACC to continue to bring the best of the world to Hawaii and showcase the best of Hawaii to the world.

MAUI ARTS & CULURAL CENTER - COMPLETION OF COMMUNITY STAGE & EVENTS LAWN - STATE GIA 2020-21					
<b>Total Project</b>				\$6,720,000	
Project: Breakdown		Professional Fees		\$806,400	
		Staffing		\$75,200	
		Construction Total		\$5,837,400	
<b>Construction Total Breakdown</b>				\$5,837,400	
PROJECT COMPONENT 1		Rear Parking Connection	FUNDED	\$1,220,000	
PROJECT COMPONENT 2		Maintenance & Storage Building	FUNDED	\$1,000,000	
PROJECT COMPONENT 3		Additional Dance Studios/Classrooms	FUNDED	\$750,000	
PROJECT COMPONENT 4		Community Events Lawn Support Infrastructure	FUNDED	\$500,000	
PROJECT COMPONENT 5	2020-21 FUNDING PRIORITY #1	Community Stage Cover	Estimated Cos:	\$977,400	
PROJECT COMPONENT 6	FUNDING PRIORITY #2	Community Stage Support Spaces & Outfitting	Estimated Cost	\$1,390,000	
<b>Project: Funding</b>					<b>Percentage</b>
		Funding Secured to date from Private, Foundation, State and Remaining Funds to be Raised (Hard Costs: Priority #1, #2,+ Remaining Soft Costs: Professional Fees and Staffing)	60.57%	\$4,070,000	
			39.43%	\$2,650,000	
		GIA State of Hawaii Funding Request for FY2020-21		\$977,400	
		State Funding for Project to date	55.28%		
		Other Funding Sources for Project to Date	44.72%		

\* Copy attached in appendix for clearer viewing

The MACC has secured 60.57% of the project costs to date and is seeking state support of \$977,400 for the funding of Priority #1 Community Stage Cover, towards the completion of the project. As in the past, the MACC has converted additional resources and built assets into more events and educational opportunities to serve Hawaii. Completing these project components will allow the MACC to leverage its growing presence into an even stronger economic engine supporting Hawaii’s economy.

3. The public purpose and need to be served;

*Inspiration from Learning*

MACC has the mission of inspiring learning through experiences with the arts. By increasing our capacity to serve more diverse and concurrent performances and festivals, MACC increases its service to the growing population of Maui, adds scheduling flexibility which in turn can improve our operating bottom line. In so doing, MACC enhances its ability to preserve and share Hawaiian culture, build community and influence the creativity and innovative capacity of children attending schools on Maui, Lana'i and Moloka'i.

*Inspiration from Performances & Exhibits*

In addition to high standards of excellence, MACC performances and exhibits are selected to create experiences that are "unique, memorable, and life-affirming." *MACC Presents*, our annual performing and visual arts season, connects Maui's three-island community to the world through programs that attract nearly 80,000 island residents and visitors. These performances include MACC's free visual arts exhibits and innovative events (Maui 'Ukulele Festival, Starry Night Cinemas, Art=Mixx and the Kī Hō'alu Festival) that engage a broad cross-section of people through carefully tailored programming. Even with all these various presentations and activities, there are opportunities to add events in the new Community Stage and Events Lawn.

4. Describe the target population to be served; and

The 158,226<sup>i</sup> residents of Maui's tri-island county comprise the MACC's two most important target audience groups, each with very distinct personas whose arts and cultural traditions shape our distinctive culture. They are the: 144,444 residents of Maui island's diverse communities (29% Asian, 10% native Hawaiian & Pacific Islander, 12% Hispanic or Latino, 23% two or more races), and the 13,782 county residents in geographically remote areas that do not receive access to arts activities on a regular basis: the isolated town of Hāna, Maui (29% Hawaiian & Pacific Asian Islander), the islands of Lāna'i (55% Asian), and Moloka'i (26% Hawaiian).<sup>ii</sup>

5. Describe the geographic coverage.

The MACC serves all of Maui County including, outreach education programs that travel to Hana, as well as the islands of Lana'i and Moloka'i. The MACC brings the arts to areas of Maui County that are unable to travel to the MACC.

In addition the MACC regularly features artists from around the globe and welcomes visitors from across the U.S. and internationally.



### **III. Service Summary and Outcomes**

The Service Summary shall include a detailed discussion of the applicant's approach to the request. The applicant shall clearly and concisely specify the results, outcomes, and measures of effectiveness from this request. The applicant shall:

1. Describe the scope of work, tasks and responsibilities;

The MACC requests funding to:

**Priority 1: Completion of the Community Stage Cover FY20-21**

**Priority 2: Completion of the Community Stage Support Spaces and Outfitting**

The following tasks will be done by the Maui Arts & Cultural Center and subcontractors to achieve this result:

- Retain the existing board Facilities Committee for project oversight.
  - Make adjustments as necessary to keep scope within the project funding.
  - Define and refine building program requirements for the stage and stage cover, events lawn support infrastructure and stage support spaces and outfitting.
  - Complete construction documents for all components of the project.
  - Complete, design and install infrastructure to support Community Events Stage Venue and surrounding facilities.
  - Complete construction of all funded components of the project.
  - Design and install landscaping surrounding the Community Stage and Events Lawn.
2. Provide a projected annual timeline for accomplishing the results or outcomes of the service;

This project will begin upon funding approval received from the State of Hawaii. Project timeline for the phase proposed for funding is from July 1, 2020 through June 30, 2022. Timing subject to the completion of Dags contract & release by the Governor.

#### **July – September 2020**

- MACC Facility committee to review project scope, confirm funding and make recommendations to proceed based upon all contributing factors.
- Define and refine architectural building program requirements for each component of the project.
- 

**\*ONCE CONFIRMATION OF DAGS CONTRACT THE NEXT STEPS WILL BEGIN**

#### **October – December 2020**

- Develop preliminary design documents for funded priorities that may include: stage, stage cover, restrooms and related infrastructure.
- Assemble project team of architects, engineers and construction management consultants.

- Review project with County of Maui building Department to identify any potential obstacles.

**January – March 2021**

- Complete design development documents and begin construction documents for project components.

**March – June 2021**

- Complete construction documents and issue construction documents for bid to contractors.
- Select contractor and negotiate contract.

**July 2020 – June 2022**

- Contract complete and executed
- Notice to proceed given to contractor.
- Work proceeds with a 12 month construction schedule.

3. Describe its quality assurance and evaluation plans for the request. Specify how the applicant plans to monitor, evaluate, and improve their results; and

The MACC will establish the timeline with construction deliverables in close consultation with its Board Facilities Committee, whose members have extensive experience in construction. All plans and construction will be held to the high standard already in evidence in every facet of the MACC's existing design and construction. At critical junctures, evaluation of plans will be conducted both internally and by hired professional consultants to ensure that all plans meet the high standards of construction that are the hallmark of the MACC. The same MACC staff is in place for this project that has successfully overseen completion of over 50 million in capital improvements at the MACC in the past 25 years.

4. List the measure(s) of effectiveness that will be reported to the State agency through which grant funds are appropriated (the expending agency). The measure(s) will provide a standard and objective way for the State to assess the program's achievement or accomplishment. Please note that if the level of appropriation differs from the amount included in this application that the measure(s) of effectiveness will need to be updated and transmitted to the expending agency.

**Measures of Effectiveness**

1. A team of design and construction professionals are assembled to proceed with the project
2. Design, design development and construction documents are completed.
3. Plans are reviewed by construction management professionals for accurate cost estimates and value engineer alternatives.

4. Construction documents are bid and contract awarded.
5. Construction proceeds for an estimated 12 month construction period.
6. Upon completion increased audience numbers and events becomes a reality due to greater flexibility in event scheduling as a result of completion of the Community Stage and Events Lawn Area, expanded dance studios/classrooms, support structures, infrastructure, and parking.

## **IV. Financial**

### **Budget**

- The applicant shall submit a budget utilizing the enclosed budget forms as applicable, to detail the cost of the request.
  - a. Budget request by source of funds ([Link](#))
  - b. Personnel salaries and wages ([Link](#))
  - c. Equipment and motor vehicles ([Link](#))
  - d. Capital project details ([Link](#))
  - e. Government contracts, grants, and grants in aid ([Link](#))
- The applicant shall provide its anticipated quarterly funding requests for the fiscal year 2021.

Quarter 1	Quarter 2	Quarter 3	Quarter 4 and beyond	Total Grant
\$0	\$0	\$0	\$977,400	\$977,400

- The applicant shall provide a listing of all other sources of funding that they are seeking for fiscal year 2021.
  - New England Foundation for the Arts seeking \$5,000
  - Hawaii Tourism Authority County of Maui Product Enrichment Grant, seeking \$30,000
  - Hawaii State Foundation on Culture & the Arts Biennium Season Grant, seeking \$15,000
  - NEA-ARTWORKS Presenting Grant, seeking \$25,000
  - County of Maui/Office of Economic Development Operations, seeking \$318,000
  - County of Maui/Office of Economic Development Arts Education & Innovative Programs, seeking \$424,360
  - County of Maui – CIP request seeking \$600,000
  - Alexander & Baldwin Inc., CanDo Days, seeking \$10,000
  - Bendon Family Foundation, seeking \$5,000
  - Maui News, Slack Key Guitar Festival, seeking \$6,000
  - Kosasa Foundation, seeking \$10,000
  - Fred Baldwin Foundation, seeking \$25,000
  - Wayne & Nan Kocourek Foundation, seeking \$50,000
  - Strong Foundation, seeking \$100,000 CIP

4. The applicant shall provide a listing of all state and federal tax credits it has been granted within the prior three years. Additionally, the applicant shall provide a listing of all state and federal tax credits they have applied for or anticipate applying for pertaining to any capital project, if applicable.

The Maui Arts & Cultural Center is a tax exempt 501 c 3 Organization

5. The applicant shall provide a listing of all federal, state, and county government contracts, grants, and grants in aid it has been granted within the prior three years and will be receiving for fiscal year 2020 for program funding.

Please see attachment listing Government Contracts, grants and grants in aid for the past three years for program funding.

6. The applicant shall provide the balance of its unrestricted current assets as of December 31, 2019.

\$22,904,629

## **V. Experience and Capability**

### **1. Necessary Skills and Experience**

The applicant shall demonstrate that it has the necessary skills, abilities, knowledge of, and experience relating to the request. State your experience and appropriateness for providing the service proposed in this application. The applicant shall also provide a listing of verifiable experience of related projects or contracts for the most recent three years that are pertinent to the request.

The MACC successfully completed the *Generations to Come* campaign in December of 2005. This capital improvement plan was a great achievement as we **successfully reached and exceeded a \$15.9 million** goal to add educational and institutional capacity and prepare for our next steps in infrastructure. These included: building a permanent pavilion over the Yokouchi Founders' Court and the Alexander & Baldwin Amphitheater stage; an additional hospitality and event space overlooking the Kahului harbor and Founders' Court; and an upgraded food and beverage service area with a prep kitchen. The 23 month construction project was completed in 2011 on time and on budget.

These recent projects were aimed at increasing capacity and **the largest percentage was funded through privately raised monies**. Our Community Stage and Events Lawn Area seeks to further expand our community availability and public accessibility primarily through public funding with the addition of private and foundation support.

These projects will be managed by MACC President & CEO, Art Vento. Vento's background as an architect and project manager provides the unique skill set required for this proposed project. Vento brings a combination of design and construction experience with the intimate knowledge of the MACC's operations over the first 25 years and has a seasoned grasp of the MACC business model and audiences in Maui and Hawaii.

## **2. Facilities**

The applicant shall provide a description of its facilities and demonstrate its adequacy in relation to the request. If facilities are not presently available, describe plans to secure facilities.

The MACC is Hawai'i's most comprehensive multidisciplinary arts facility, with seven event spaces (1200-seat proscenium stage, 5,000 capacity outdoor amphitheater, 3,200 capacity special events outdoor gathering area, 250-seat studio theater; a pā (hula stage); Morgado Hall (2,400 sq.ft); Yokouchi Courtyard (5,220 sq ft.); Maui's only museum-quality gallery Schaefer International Gallery (4,100 sq. ft); dance studios; classrooms; and meeting rooms, all accessible to individuals with disabilities.

This grant request seeks to fill a gap in the MACC's already diverse inventory of spaces. The void would be filled with the completion of a permanent Community Stage and Stage Cover, the Community Events Stage and Event Lawn Support Structures, Restrooms and Infrastructure.

## **VI. Personnel: Project Organization and Staffing**

### **1. Proposed Staffing, Staff Qualifications, Supervision and Training**

The applicant shall describe the proposed staffing pattern and proposed service capacity appropriate for the viability of the request. The applicant shall provide the qualifications and experience of personnel for the request and shall describe its ability to supervise, train and provide administrative direction relative to the request.

The project will be led by President & CEO Art Vento. Roger Wark, Director of Facilities will be responsible for daily site integration and interaction of construction. Our Development Director will be in charge of administration for the project.

#### ***Art Vento – President & CEO***

Art Vento's tenure at the Maui Arts & Cultural Center originally began as the Project Manager for the Center's construction in 1992. He has been involved with the MACC from the ground up. Upon opening the facility in 1994, he became the Director of Operations, later named General Manager, Executive Vice President and eventually named President & CEO in October of 2010. Vento is an architect by training, who graduated with honors from the University of Notre Dame and also holds a secondary degree in art history. In Fort Lauderdale, Florida he

managed the construction of the \$60 million Broward Center for the Performing Arts, where he was a key member of the design team. Vento brings a unique combination of skills to the Maui Arts & Cultural Center as the organization moves forward into the next twenty years. Vento's background provides the skills required for this proposed project, bringing a combination of design and construction experience with the intimate knowledge of the MACC's operations over the past 24 years, a seasoned grasp of the MACC business model and audiences in Maui and Hawaii, and vision of how this project will move the MACC forward.

**Roger Wark, Director of Facilities**

Roger Wark has over 45 years of construction and facilities management experience. He was the lead contractor and saw completion of the MACC's 11 million dollar renovation 10 years ago. He is responsible for the long-term and daily maintenance of the MACC's facilities and grounds as well as overseeing the facilities budget. Wark has been a licensed contractor in Hawaii since 1980 and has been the lead contractor on many multi-million dollar construction projects.

**Renee Dustman-- Development Director**

Renee Dustman has over 20 years of experience managing departments and projects for both non-profit and for profit organizations in the United States and China. She has led development and grant writing programs for Cincinnati Children's Hospital, The Qingdao Expat Charity Group, Family Service of Northern Kentucky and The New School Montessori to mention a few. For 12 years she owned and operated her own business managing 10-15 employees at any given time. Dustman holds a MSW from the University of Cincinnati.

**2. Organization Chart**

The applicant shall illustrate the position of each staff and line of responsibility/supervision. If the request is part of a large, multi-purpose organization, include an organization chart that illustrates the placement of this request.

Please see attached. The MACC places **the community** at the center of our organizational chart. The Board and staff are all supporting the County of Maui.

**3. Compensation**

The applicant shall provide an annual salary range paid by the applicant to the three highest paid officers, directors, or employees of the organization by position title, not employee name.

President & CEO: \$135,000  
Executive Vice President: \$116,000  
VP Finance: \$115,000

## **VII. Other**

### **1. Litigation**

The applicant shall disclose any pending litigation to which they are a party, including the disclosure of any outstanding judgement. If applicable, please explain.

Not applicable

### **2. Licensure or Accreditation**

The applicant shall specify any special qualifications, including but not limited to licensure or accreditation that the applicant possesses relevant to this request.

Not applicable

### **3. Private Educational Institutions**

The applicant shall specify whether the grant will be used to support or benefit a sectarian or non-sectarian private educational institution. Please see [Article X, Section 1, of the State Constitution](#) for the relevance of this question.

Not applicable

### **4. Future Sustainability Plan**

The applicant shall provide a plan for sustaining after fiscal year 2020-21 the activity funded by the grant if the grant of this application is:

- (a) Received by the applicant for fiscal year 2020-21, but

The funds requested for 2020-2021 are to complete masterplan projects planned and started with a variety of funding sources. Additional funding will fund the completion of the MACC's Master Plan, only as funds allow.

- (b) Not received by the applicant thereafter.

Initiation and planned construction will be deferred, if necessary, until funding can be secured. Anticipated revenue and expense budgets based on increased utilization of proposed facilities will be deferred in turn until the projects are funded and completed

Applicant: Maui Arts & Cultural Center

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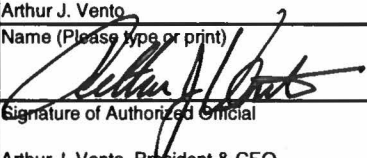
<sup>i</sup> 2012 Census, <sup>ii</sup> 2012 Maui County Data Book, <sup>iii</sup> As of June 30, 2013, <sup>iv</sup> FY 2012-13 Artist in the Community and Performances for Students



## BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2020 to June 30, 2021

App Maui Arts & Cultural Center

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
<b>A. PERSONNEL COST</b>				
1. Salaries				
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
<b>TOTAL PERSONNEL COST</b>				
<b>B. OTHER CURRENT EXPENSES</b>				
1. Airfare, Inter-Island				
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. Professional fees/consultants				100,000
10.				
11.				
12.				
13.				
14.				
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16.				
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18.				
19.				
20.				
<b>TOTAL OTHER CURRENT EXPENSES</b>				
<b>C. EQUIPMENT PURCHASES</b>				
<b>D. MOTOR VEHICLE PURCHASES</b>				
<b>E. CAPITAL</b>	977,400		600,000	100,000
<b>TOTAL (A+B+C+D+E)</b>	<b>977,400</b>			
<b>SOURCES OF FUNDING</b>		Budget Prepared By:		
(a) Total State Funds Requested	977,400	Arthur J. Vento	808.234.4264	
(b) Total Federal Funds Requested		Name (Please type or print)	Phone	
(c) Total County Funds Requested	600,000		1.17.20	
(d) Total Private/Other Funds Requested	100,000	Signature of Authorized Official	Date	
<b>TOTAL BUDGET</b>	<b>1,677,400</b>	Arthur J. Vento, President & CEO		
		Name and Title (Please type or print)		

\* \$1,000,000 GIA approved from FY2017-18 (contract pending)

\* \$750,000 GIA approved from FY2018-19 (contract pending)

\* \$500,000 GIA approved from FY2019-20 (contract pending)

\$4,070,000 (61%) of total project cost of \$6,720,000 has been secured.

State request for FY 20-21 is \$977,400 for Priority #1 community stage cover

**BUDGET JUSTIFICATION - PERSONNEL SALARIES AND WAGES**

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Arts & Cultural Center

POSITION TITLE	FULL TIME EQUIVALENT	ANNUAL SALARY A	% OF TIME ALLOCATED TO GRANT REQUEST B	TOTAL STATE FUNDS REQUESTED (A x B)
July 2020 - June 2022 (2 year project duration)				\$ -
Arthur J. Vento President & CEO	FT	\$135,000.00	15% per year x 2	\$ 40,500.00
Roger Walk, Facility Engineer	FT	\$80,000.00	15% per year x 2	\$ 23,700.00
Renee Dustman, Development Director	FT	\$75,000.00	8% per year x 2	\$ 12,000.00
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
				\$ -
<b>TOTAL:</b>				76,200.00
<b>JUSTIFICATION/COMMENTS:</b>				

## BUDGET JUSTIFICATION - EQUIPMENT AND MOTOR VEHICLES

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Arts & Cultural Center

DESCRIPTION EQUIPMENT	NO. OF ITEMS	COST PER ITEM	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				
<b>JUSTIFICATION/COMMENTS:</b>				

DESCRIPTION OF MOTOR VEHICLE	NO. OF VEHICLES	COST PER VEHICLE	TOTAL COST	TOTAL BUDGETED
			\$ -	
			\$ -	
			\$ -	
			\$ -	
			\$ -	
<b>TOTAL:</b>				
<b>JUSTIFICATION/COMMENTS: N.A.</b>				

## BUDGET JUSTIFICATION - CAPITAL PROJECT DETAILS

Period: July 1, 2020 to June 30, 2021

Applicant: Maui Arts & Cultural Center

<b>FUNDING AMOUNT REQUESTED</b>						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY: 2018-2019	FY: 2019-2020	FY:2020-2021	FY:2020-2021	FY:2021-2022	FY:2022-2023
PLANS		County \$600,000		Foundation \$100,000	\$282,600	
LAND ACQUISITION						
DESIGN						
CONSTRUCTION	State \$750,000	State \$500,000	\$977,400	County \$600,000	\$790,000	
EQUIPMENT						
<b>TOTAL:</b>	<b>\$750,000</b>	<b>1,100,00</b>	<b>\$977,400</b>	<b>\$700,000</b>	<b>\$1,072,600</b>	
<b>JUSTIFICATION/COMMENTS:</b>						
Total project cost of \$6,720,000 of which \$4,070,000 has been secured from State, County and private donations. \$977,400 of the remaining \$2,650,000 (31%) is requested for FY 20-21						

**GOVERNMENT CONTRACTS, GRANTS, AND / OR GRANTS IN AID**

Applicant: Maui Arts & Cultural Center

Contracts Total:

3,720,000

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)</b>	<b>CONTRACT VALUE</b>
1	Grant in Aid - Community Stage & Events Lawn-Main. Building	07/2017-	OCS	State -contract pending	1,000,000
2	Grant in Aid - Community Stage & Events Lawn-classroom	07/2018-	OCS	State -contract pending	750,000
3	Capital Improvements - Community Space & Events Lawn	07/2016-	OED	Maui	870,000
4	Capital Improvements - Community Space & Events Lawn	07/2019-	OED	Maui	600,000
5	Grant in Aid - Community Stage & Events Lawn -support infrastructure	07/2019-	OCS	State -contract pending	500,000
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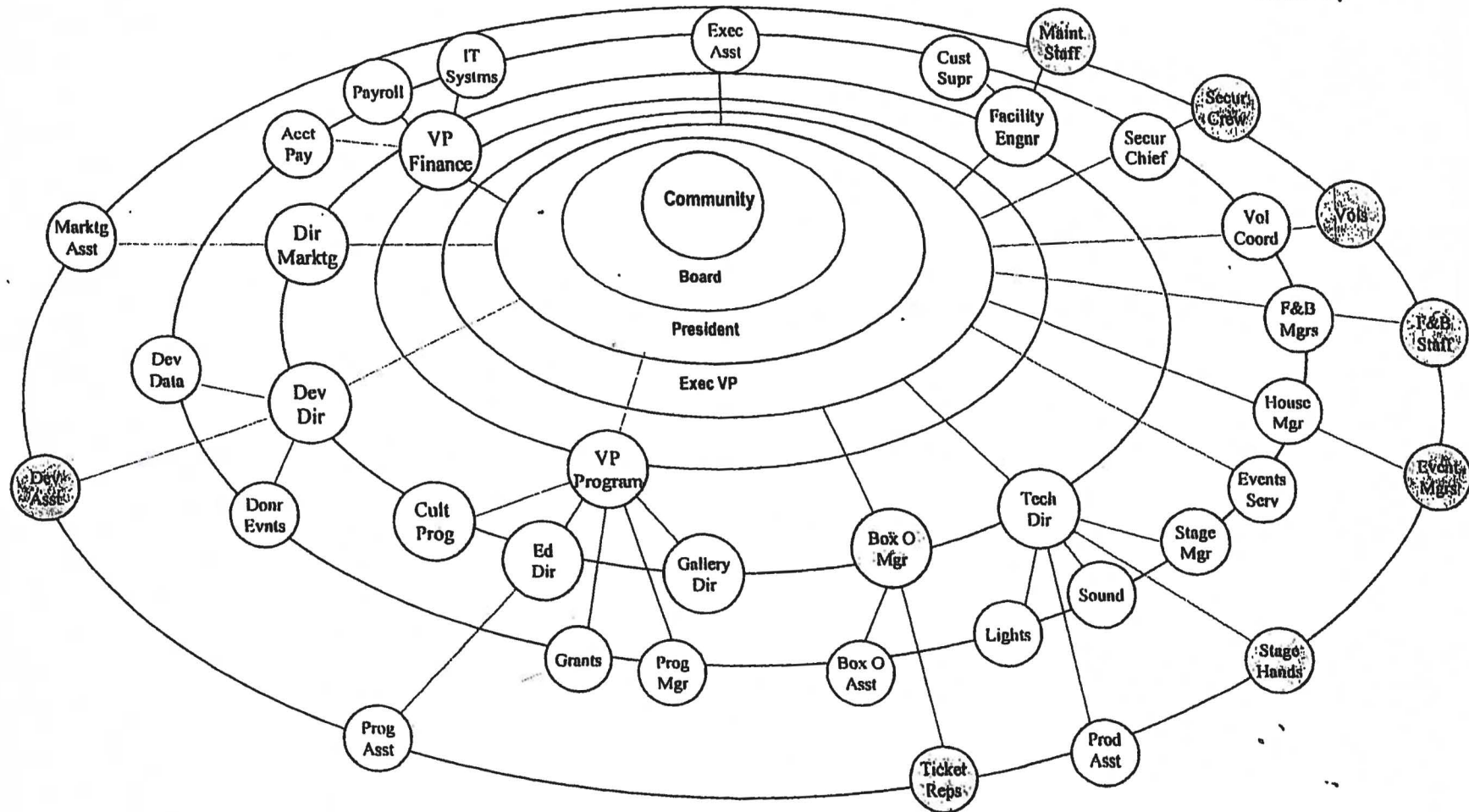
**Listing of all federal, state and county government contracts, grants and grants in aid it has been granted in the prior three years and will be receiving for fiscal year 2021 for program funding**

Applicant: Maui Arts & Cultural Center

	<b>CONTRACT DESCRIPTION</b>	<b>EFFECTIVE DATES</b>	<b>AGENCY</b>	<b>GOVERNMENT ENTITY (U.S. / State / Haw / Hon / Kau / Mau)</b>	<b>CONTRACT VALUE</b>
	Operation	07/2017 - 06/2018	OED	Maui	\$ 318,000
	Programs	07/2017 - 06/2018	OED	Maui	\$ 424,360
	Community Enrichment	01/2017 - 12/2018	HTA	State	\$ 25,000
	Product Enrichment	01/2017 - 12/2018	HTA	State	\$ 13,000
	Biennium Season Grant	07/2017 - 06/2018	HSFCA	State	\$ 12,904
	Biennium Education Grant	07/2017 - 06/2018	HSFCA	State	\$ 10,000
	Operation	07/2018 - 06/2019	OED	Maui	\$ 318,000
	Programs	07/2018 - 06/2019	OED	Maui	\$ 424,360
	Community Enrichment	01/2018 - 12/2019	HTA	State	\$ 25,000
	Community Enrichment	01/2018 - 12/2019	HTA	State	\$ 20,000
	Biennium Season Grant	07/2018 - 06/2019	HSFCA	State	\$ 18,107
	Biennium Education Grant	07/2018 - 06/2019	HSFCA	State	\$ 10,000
	MACC Season Grant	07/2018 - 06/2019	NEA	U.S.	\$ 40,000
	Operation	07/2019 - 06/2020	OED	Maui	\$ 318,000
	Programs	07/2019 - 06/2020	OED	Maui	\$ 424,360
	Community Enrichment	07/2019 - 06/2020	HTA	State	\$ 15,000
	Community Enrichment	07/2019 - 06/2020	HTA	State	\$ 30,000
	Biennium Season Grant	07/2019 - 06/2020	HSFCA	State	\$ 15,000
	Biennium Education Grant	07/2019 - 06/2020	HSFCA	State	\$ 30,000

# MACC Organizational Chart

7/14/15 mp



**MAUI ARTS & CULURAL CENTER - COMPLETION OF COMMUNITY STAGE & EVENTS LAWN - STATE GIA 2020-21**

<b>Total Project</b>	<b>\$6,720,000</b>
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Project Breakdown	Professional Fees	\$806,400
	Staffing	\$76,200
	Construction Total	\$5,837,400

<b>Construction Total Breakdown</b>	<b>\$5,837,400</b>
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PROJECT COMPONENT 1	Rear Parking Connection	FUNDED	\$1,220,000
PROJECT COMPONENT 2	Maintenance & Storage Building	FUNDED	\$1,000,000
PROJECT COMPONENT 3	Additional Dance Studios/Classrooms	FUNDED	\$750,000
PROJECT COMPONENT 4	Community Events Lawn Support Infrastructure	FUNDED	\$500,000
<b>PROJECT COMPONENT 5</b>	<b>2020-21 FUNDING PRIORITY #1 Community Stage Cover</b>	<b>Estimated Cost</b>	<b>\$977,400</b>
PROJECT COMPONENT 6	FUNDING PRIORITY #2 Community Stage Support Spaces & Outfitting	Estimated Cost	\$1,390,000

<b>Project Funding</b>	<b>Percentage</b>
------------------------	-------------------

Funding Secured to date from Private, Foundation, State and County	60.57%	\$4,070,000
Remaining Funds to be Raised (Hard Costs: Priority #1, #2,+ Remaining Soft Costs: Professional Fees and Staffing)	39.43%	\$2,650,000
GIA State of Hawaii Funding Request for FY2020-21		\$977,400
State Funding for Project to date	55.28%	
Other Funding Sources for Project to Date	44.72%	

**FUNDING PRIORITY #1 - Community Stage Cover**

• An accessible and complementary outdoor community events space is a current gap in the MACC’s inventory. Completing the stage cover in the current Events Lawn would provide an opportunity to host variety of festivals that currently are making do in haphazard spaces around the island. Festivals celebrating our island culture, such as the Tahitian Festival, Barrio Festival etc. could call the Community Stage & Events Lawn home. A space that is complementary to the A&B Amphitheater is often needed for events that are not in the market for the full resources of the A&B Amphitheater. MACC’s ability to support the community programming envisioned by this build-out of the community stage and stage cover is consistent with the MACC’s long standing commitment to serve all peoples of Hawaii.

**FUNDING PRIORITY #2 - Community Stage Support Spaces and Outfitting**

- The building of support spaces and outfitting of the Community Stage & Events Lawn creates additional opportunities in the future, beyond the community access to host nationally touring festivals that require multiple stages to be set up for staggered use throughout the day. Other festival concepts made possible by completion of the Events Lawn include food or beverage themed events that require the support areas for food, be separate from the reserved seating area for the musical portion of the event.
- The landscape area are to be consistent with the existing parking lots and hillside.
- Complete dressing rooms, support spaces and arcades for the community stage and events lawn





Maui  
Arts & Cultural Center

2020-2021 GIA REQUEST



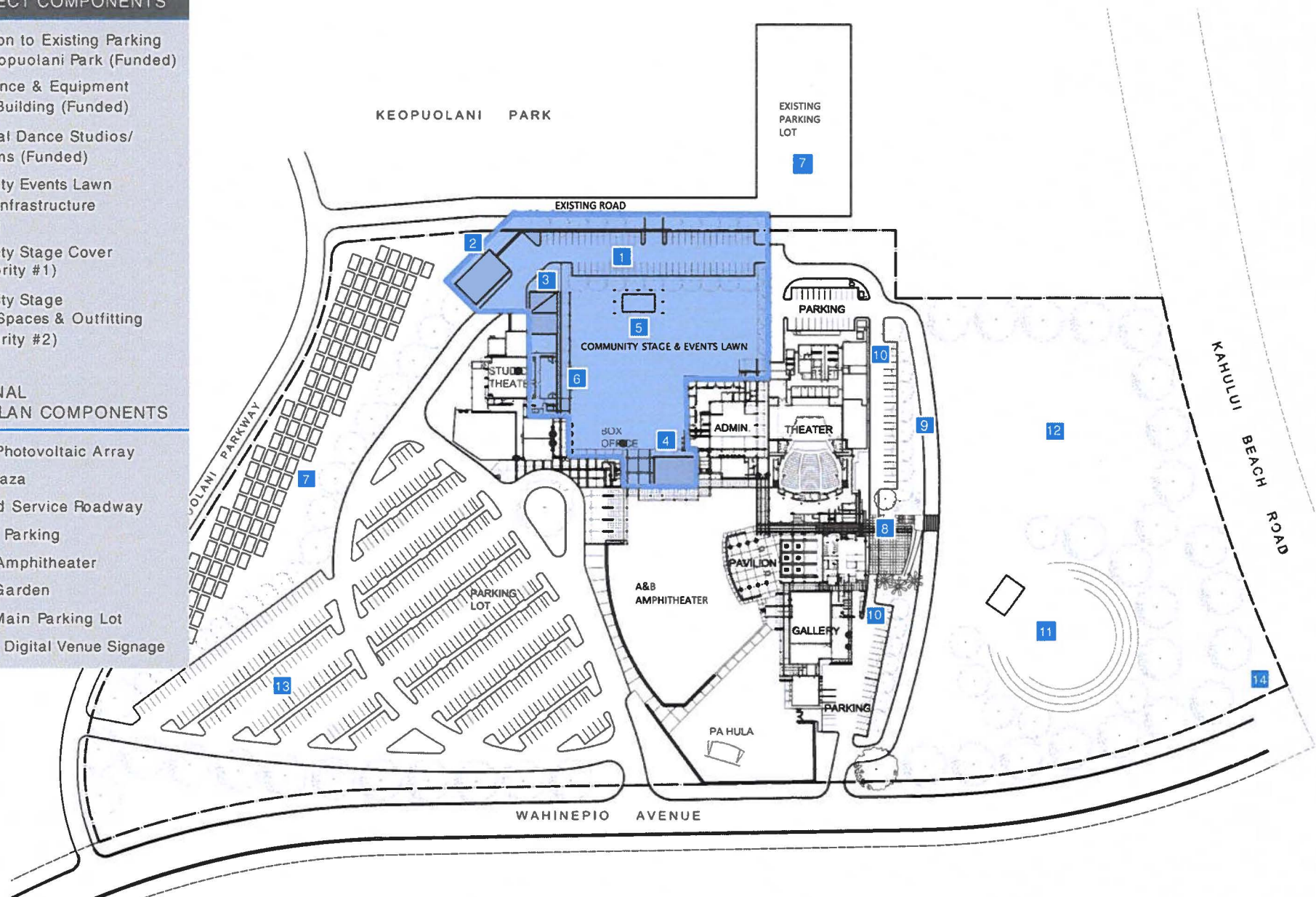
# MAUI ARTS & CULTURAL CENTER 2020-2021 GIA REQUEST

## GIA PROJECT COMPONENTS

- 1** Connection to Existing Parking Lot in Keopuolani Park (Funded)
- 2** Maintenance & Equipment Storage Building (Funded)
- 3** Additional Dance Studios/ Classrooms (Funded)
- 4** Community Events Lawn Support Infrastructure (Funded)
- 5** Community Stage Cover (GIA Priority #1)
- 6** Community Stage Support Spaces & Outfitting (GIA Priority #2)

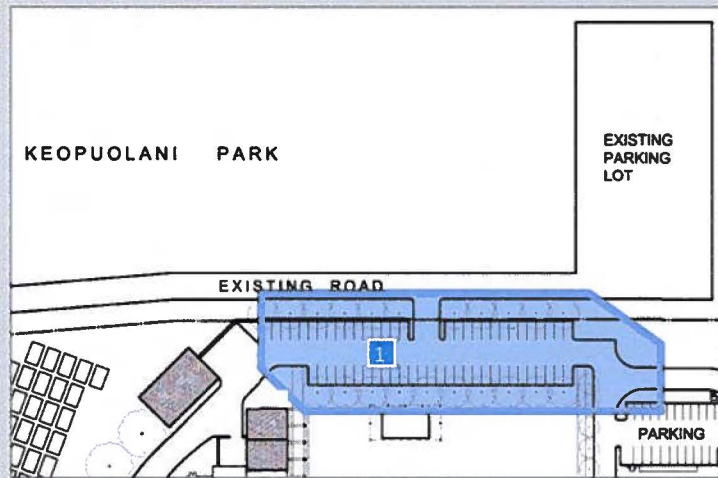
## ADDITIONAL MASTER PLAN COMPONENTS

- 7** Expand Photovoltaic Array
- 8** Makai Plaza
- 9** Relocated Service Roadway
- 10** Reserved Parking
- 11** Cultural Amphitheater
- 12** Coastal Garden
- 13** Expand Main Parking Lot
- 14** Electronic Digital Venue Signage



## COMPONENTS:

### 1 CONNECTION TO EXISTING PARKING LOT IN KEOPUOLANI PARK (FUNDED)



#### ■ OBJECTIVE

- Create a seamless connection to the existing 250 parking stalls directly behind the MACC in Keopuolani Park.
- Create 59 additional spaces in the linking process that can be used for overflow parking for large casts using backstage as well as those using the additional studios/classrooms and Events Lawn.
- Create a means of egress from the MACC site in the Wailuku direction separate from the existing Kahului side entrances. This additional egress location allows for the service road modification.

#### ■ NEED

On-site parking is often at a premium for large events as well as Castle Theater events with large casts and crew. There exist 250 parking stalls adjacent to the rear of Castle Theater in Keopuolani Park. If appropriately linked to the MACC, these stalls could provide overflow parking needs for a variety of events. The existing stalls in the park are used primarily during the day for sports related activities. At night, the parking area is rarely used, and when so used, seldom at capacity.

#### ■ DETAILS

- Create a link from the rear of the MACC to the existing stalls in the park.
- Make the new service road that links to the existing parking wide enough to allow for the creation of 59 additional spaces along a double loaded parking lot design.
- Document and confirm with the County of Maui an agreement for concurrent use for the 250 stalls.
- Install gated vehicular access to and from the existing 250 stalls controlled by the MACC.
- Build gated and lighted pedestrian walkway and wheelchair access to and from the existing 250 stalls controlled by the MACC.
- Landscape area consistent with existing parking lots and hillside.

#### ■ ADDITIONAL OPPORTUNITIES

The additional parking stalls created are in a good orientation to allow for covered parking using photovoltaic panels. The covered parking can be added as part of a power purchase agreement if funds are limited. Adding photovoltaic panels above parking stalls is much easier and therefore cost effective if done at the time of installing the original parking and asphalt rather than retrofitting/cutting existing lots.

## COMPONENTS:

2

## MAINTENANCE & EQUIPMENT STORAGE BUILDING (FUNDED)



### OBJECTIVE

- House all maintenance staff, equipment and supplies efficiently in a single location.
- Locate building in an area that is part of the complex, accessible for moving equipment around, but not use prime real estate for support buildings.
- Create indoor storage to prolong life cycle of equipment.
- Create adequate storage for growth to enable purchasing of equipment and event production inventory.
- Eliminate (a) haphazard temporary storage containers on site (b) marked-up costs of rental equipment.

### NEED

Current maintenance staff and equipment are located in multiple areas taking up valuable real estate within the main complex and adding redundancy to both inventory and footprint. Many of the areas are not designed as maintenance but have been used as interim solutions. Existing/Ad hoc maintenance and storage areas within the current building footprint can be freed up for higher and more efficient uses. Current overflow storage into shipping containers can be eliminated.

### DETAILS

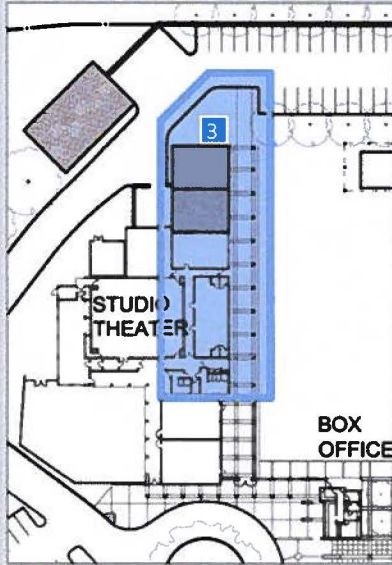
- Build Maintenance and Storage facility between the rear of the McCoy Studio Theater and the existing adjacent park road.
- Locate the storage building to be out of view from main entrance and parking lot and incorporate design elements to mitigate its visibility.
- Provide adequate building footprint for all equipment required for events such as portable staging equipment, large inventory of tables and chairs, signage, crowd controls supplies etc.
- House daily maintenance equipment including golf carts, forklifts, landscape equipment, and fire rated paint storage etc. in the new building
- Harmonize design with adjacent and current photovoltaic installation and future adjacent parking lot connection.
- Landscape area consistent with existing parking lot and hillside.

### ADDITIONAL OPPORTUNITIES

Maintenance Building can be designed to be integrated into the existing hillside. Since this is one of the few buildings on site that does not require peak nighttime energy demands and has limited public access it can be a prime candidate for integrated LEED energy and building concepts. LEED will require additional up front funding, but will reduce long-term costs.

## COMPONENTS:

### 3 ADDITIONAL DANCE STUDIOS/CLASSROOMS (FUNDED)



#### OBJECTIVE

- Add two additional studios/classroom spaces to the existing two Omori Studios.
- Create additional studios/classroom spaces to allow for:
  - The continuation and expansion of the MACC's nationally recognized Arts Education/Can Do Days.
  - Additional space available to expand current classes that are at full capacity in hula, ballet, jazz, tap, hip hop and ballroom dance.

#### NEED

MACC's Arts Education program has been lauded as a model for integrating arts education and learning into the classroom. The program has maximized the use of currently available space including the use of temporary adhoc space. The ability to expand this successful program is limited by available space. The expanded classrooms will allow the program to operate in more efficient instruction spaces, as well as to expand current opportunities for the children of Maui.

Current classes held in the existing space are at maximum capacity. Disciplines include jazz, tap, ballet, hip hop and ballroom dancing.

Three hula halau use the studios as the core location for their halau instruction. The additional space will enhance scheduling of the halau's instruction time.

#### DETAILS

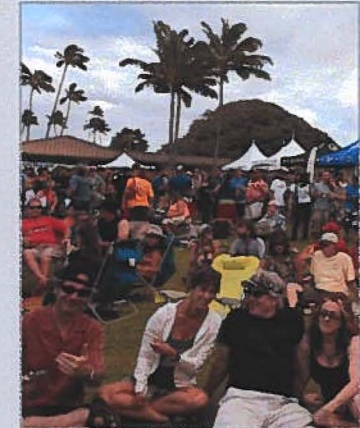
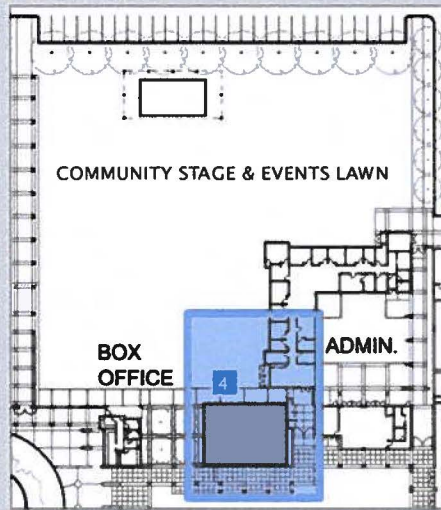
- Build two flexible studio spaces on the Wailuku side of the McCoy Studio Theater
- Extend current arcade to connect pedestrian access with the existing studios and arcade and provide design integrity.
- Provide access to expanded rear parking area via the extended arcade.
- Equip studios with sprung wooden floors.
- Build studios with high ceilings to accommodate ballet lifts and jumps
- Landscape area consistent with surroundings.

#### ADDITIONAL OPPORTUNITIES

The added studios can also be used as support spaces for the activities that occur on the Community Stage & Events Lawn.

## COMPONENTS:

### 4 RESTROOMS / SUPPORT FACILITY (FUNDED)



#### OBJECTIVE

- Create restroom/support facilities to service both the Community Events Lawn and the A&B Amphitheater.
- Restroom/support facility is an integral part of the Community Stage & Events Lawn to allow for maximum comfort for patrons. The Community Events Lawn will allow for flexibility in scheduling outdoors events, without compromising traffic flow in and out of other areas.

#### NEED

A space that is complementary to the A&B Amphitheater is often needed for events that are not in the market for the full resources of the A&B Amphitheater. MACC's ability to support the community programming envisioned by the build-out is consistent with the Center's mission.

The addition of built-in bathrooms eliminates the rental expense for portable toilets and create a sense of permanence and comfort for the public using the spaces.

The MACC is known as a world-class venue, and the pride of Hawai'i. Permanent restrooms are necessary to reinforce that consistent message and reputation.

#### DETAILS

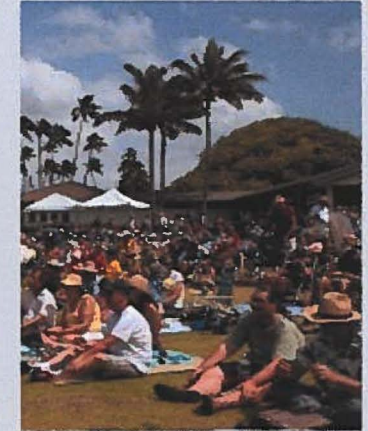
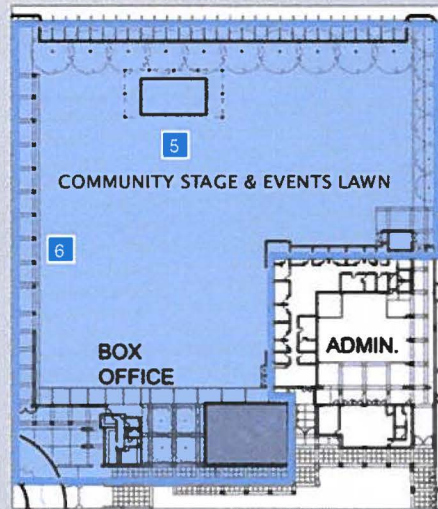
- Create entrances for the restrooms from both the Events Lawn direction and the Amphitheater side allowing for maximum accessibility and use, depending upon which areas are in use at any given time.
- Create a gated pedestrian entrance to the Community Stage & Events Lawn from the A& B Amphitheater via a small plaza that transitions from one venue to the other venue.

#### ADDITIONAL OPPORTUNITIES

The outfitting of the Community Stage & Events Lawn creates additional opportunities in the future to host nationally touring festivals that require multiple stages to be set up for staggered use throughout the day. Other festival concepts made possible by outfitting the Events Lawn include food or beverage themed events that require the support areas for food, and be separate from the reserved seating area for the musical portion of the event.

## COMPONENTS:

### 5 6 COMPLETE COMMUNITY STAGE COVER & EVENTS LAWN (GIA FUNDING PRIORITY 1 & 2)



#### OBJECTIVE

- Complete the Community Stage & Events Lawn to provide a turnkey space for community festival type events and allow for flexibility in scheduling outdoors events. Should an event need to be outside on a particular date when a Castle Theater event is already booked, the event can be produced in the community venue and not compromise the traffic flow in and out of Castle Theater.

#### Funding Priority #1

Replace the temporary Community Stage cover (i.e. tent) with a permanent, weather-safe structure.

#### Funding Priority #2

Complete the Community Stage, storage spaces, dressing rooms, arcade and landscaping to complement the functional use of the space.

#### NEED

An accessible and complementary outdoor community events space is a current gap in the MACC's inventory. Completing the shell that is the current Events Lawn would provide an opportunity to host a variety of festivals that currently are making do in haphazard spaces around the island. Festivals celebrating our island culture, such as the Tahitian Festival, Barrio Festival, etc., could call the Community Stage & Events Lawn home.

A space that is complementary to the A&B Amphitheater is often needed for events that are not in the market for the full resources of the A&B Amphitheater. MACC's ability to support the community programming envisioned by this build-out is consistent with the MACC's mission.

#### DETAILS

- Complete the outfitting of the Events Lawn space to include but not limited to: power distribution, staging, area lighting, and landscaping.
- Create a gated pedestrian entrance to the Community Stage & Events Lawn from the A&B Amphitheater via a small plaza that transitions from one venue to the other venue.
- Landscape area consistent with existing parking lots and hillside.
- Provide convenient access to parking area.

#### ADDITIONAL OPPORTUNITIES

The outfitting of the Community Stage & Events Lawn creates additional opportunities in the future to host nationally touring festivals that require multiple stages to be set up for staggered use throughout the day. Other festival concepts made possible by outfitting the Events Lawn include food or beverage themed events that require the support areas for food, and be separate from the reserved seating area for the musical portion of the event.