

**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
Pulse Oceania

Amount of State Funds Requested: \$50,000

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

Pulse Oceania is a new Hawai'i-based nonprofit serving as an indigenous creative incubator for the advancement of Native Hawaiian and Pacific Islander health equity through performing arts. Specifically, we foster collaborative networks for performance and creative writing across local, diasporic, and international indigenous communities through creative cohorts, land-based artist retreats, and our annual Pacific New Arts Festival, guided by cultural practice. We focus particularly on exchanges between Pacific peoples, honoring our intimately shared histories and futures.

We are seeking \$50,000 to support our operations in our first year. The main responsibilities this money will cover are: securing grants and sponsors for our main programs (ie launching our 2 creative cohorts, carrying out our first cultural exchange, and holding our first annual Pacific New Arts Festival in March 2026), running our fundraising campaign, and developing our marketing strategy.

Amount of Other Funds Available:

State: \$

Federal: \$

County: \$

Private/Other: \$10,000

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

\$

Unrestricted Assets:

\$

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:

1127 Bethel St Ste 2

City:
Honolulu

State:
HI

Zip:
96813

Contact Person for Matters Involving this Application

Name:
Leona N Lanzilotti

Title:
President

Email:
nawahine@pulseoceania.org

Phone:
808-783-1837

Authorized Signature

Leona N Lanzilotti, President

Name and Title


01/16/2025

Date Signed

Application Submittal Checklist

The following items are required for submittal of the grant application. Please verify and check off that the items have been included in the application packet.

- ☐ 1) Hawaii Compliance Express Certificate (If the Applicant is an Organization) *not applicable—new organization as of December 2024; see attached IRS tax exemption approval letter
- ☒ 2) Declaration Statement
- ☒ 3) Verify that grant shall be used for a public purpose
- ☒ 4) Background and Summary
- ☒ 5) Service Summary and Outcomes
- ☒ 6) Budget
 - 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](#))
- ☒ 7) Experience and Capability
- ☒ 8) Personnel: Project Organization and Staffing


AUTHORIZED SIGNATURE

Leona N Lanzilotti, President
PRINT NAME AND TITLE

01/16/2025
DATE



Department of the Treasury
Internal Revenue Service
Tax Exempt and Government Entities
P.O. Box 2508
Cincinnati, OH 45201

PULSE OCEANIA
1127 BETHEL ST STE 2
HONOLULU, HI 96813

Date:
11/19/2024
Employer ID number:
99-4438789
Person to contact:
Name: M. Meyer
ID number: 0194918
Telephone: 877-829-5500
Accounting period ending:
March 31
Public charity status:
170(b)(1)(A)(vi)
Form 990 / 990-EZ / 990-N required:
Yes
Effective date of exemption:
August 9, 2024
Contribution deductibility:
Yes
Addendum applies:
No
DLN:
26053719003134

Dear Applicant:

We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records.

Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter.

If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked.

If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter.

For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

Sincerely,

Stephen A. Martin
Director, Exempt Organizations
Rulings and Agreements

**DECLARATION STATEMENT OF
APPLICANTS FOR GRANTS PURSUANT TO
CHAPTER 42F, HAWAII REVISIED 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, Hawaii 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, Hawaii 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; and
- 3) If the applicant is a non-profit organization, it meets the following requirements pursuant to Section 42F-103, Hawaii 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.
- 4) The use of grant-in-aid funding complies with all provisions of the Constitution of the State of Hawaii (for example, pursuant to Article X, section 1, of the Constitution, the State cannot provide "... public funds ... for the support or benefit of any sectarian or nonsectarian private educational institution...").

Pursuant to Section 42F-103, Hawaii 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.

Pulse Oceania

(Typed Name of Individual or Organization)

01/16/2025

(Signature)

Leona N Lanzilotti

(Date)

President

(Typed Name)

(Title)

I. Compliance

1. Hawai'i Compliance Express Certificate

Not applicable (new nonprofit receiving tax exempt status December 2024).

2. Declaration Statement (see signed statement on following page)

3. Public Purpose

I, Nawahine Lanzilotti, President of Pulse Oceania, verify that this grant will be used for a public purpose pursuant to Section 42-F 102, Hawaii Revised Statutes—namely, to support land-based contemporary performance projects for Native Hawaiian and Pacific Islander communities. The specific services to be supported are to grow operations for our foundational year. We are requesting \$50,000 to cover these operating expenses, as part of our full budget of \$160,000.

II. Background and Summary

Pulse Oceania is an indigenous creative incubator program for Hawai'i's Native Hawaiian and Pacific Islander performance and storytelling artists. We fan the flames of creativity for out-of-the-box projects not supported by the local marketplace with an approach centered in aloha 'āina.

Specifically, we foster collaborative networks for performance and creative writing across local, diasporic, and international indigenous communities through creative cohorts, land-based artist retreats, and our annual Pacific New Arts Festival. We focus particularly on exchanges between Pacific peoples, honoring our intimately shared histories and futures in contemporary expression.

Pulse Oceania Founder and President Nawahine Lanzilotti is a kānaka 'ōiwi (Native Hawaiian) performing artist and artist educator from Mānoa, O'ahu. In 2024, Nawahine was chosen as a 2024 fellow for the Collaborative for Health Leadership Institute funded by the National Collaborative for Health Equity and the Robert Wood Johnson Foundation to support the work of Pulse Oceania in advancing health equity through performing arts rooted in aloha 'āina.

Nawahine's experience creating multi-cultural performance collaborations with indigenous communities from around the world brought her back home to Hawai'i from New Delhi, India in 2019. With the success of larger productions funded by the US and Indian governments, and enriching collaborations, she felt compelled to return home and address Hawaiian performing artists' great need for larger opportunities to collaborate and share our voices around the world without having to displace ourselves from our lands.

Pulse Oceania believes that helping indigenous artists thrive and connect across Oceania is essential for realizing a future that is truly inclusive and responsive to the needs of our community.

Locally, performing arts organizations' revenue have still not returned to pre-COVID-19 numbers. According to state reports, performing arts organizations make the least amount from their service revenue and simultaneously locally performing arts receive the least amount of state funding (from "State Foundation for Culture and the Arts 2023 Annual Report"). Furthermore, performing arts work is limited to a few industries such as tourism and film & tv production. According to CNHA data, Native Hawaiian musicians who work in these industries make less per dollar than their non-Hawaiian counterparts (\$.92).

In our “Hawai‘i Performing & Storytelling Artists Survey” (Oct 2024), 100% of respondents so far either agree or strongly agree that each of our three main offerings (cohorts, artist retreats, festival) is needed in Hawai‘i (see table 1.1 on next page), and on average 70% of respondents strongly agree that they would like to participate in each of our programs. Of those electing not to participate, they consistently list limited time and were more likely to want to participate in our festival and artist retreats—on average 80% of respondents strongly agreed they wanted to participate in these particular offerings.

There are a lack of services offering opportunities for creative exchange between our Native Hawaiian and Pacific Island creatives free from the pressures of the marketplace. Supporting indigenous approaches in all styles and forms is extremely important for the creative sustainability of our communities.

We are seeking \$50,000 to support our operations in our first year. The main responsibilities this money will cover are: securing grants and sponsors for our main programs (ie launching our 2 creative cohorts, carrying out our first cultural exchange, and holding our first annual Pacific New Arts Festival in March 2026), running our fundraising campaign, and developing our marketing strategy.

III. Service Summary and Outcomes

Scope of work for the duration July 1, 2025–June 30, 2026 is to: 1. develop operational capacity through fundraising, approaching sponsors, and applying for grants; 2. develop a marketing strategy and create promotional materials; 3. Engage 15 creatives and 150 community members in year one (through our 2 main community events in 2025 and our first annual Pacific New Arts Festival festival in March 2026). [*Note that documentation from these will be used for promotional materials.]

Our Treasurer will be responsible for monitoring our financial goals which will reflect both our progress in grants and sponsorships as well as our marketing success in fundraising and growing our listserv by 500% as of January 31, 2025. We are currently conducting a needs assessment among Pacific creatives and artists both locally and in diaspora and will continue to share that assessment throughout the community. This will provide a baseline for the impact surveys our participants will carry out after the completion of our first year of programming following our Pacific New Arts Festival in March 2026.

The attendance and survey feedback from our first year of programming, and additional funding we expect to receive as a result of this festival in quarter 2 of 2026 (April–June) will inform how we measure and improve our operations and programming to ensure continued growth towards serving diverse Native Hawaiian and Pacific Island communities and creating meaningful cultural exchange that has defined impact on wellbeing as well as creative economic opportunity. Our President and Secretary will keep records of these numbers for our own data collection and grant reporting purposes.

IV. Financial Budget

1. See the following budget forms:
 - a. Budget request by source of funds
 - b. Personnel salaries and wages
 - c. Listing of other sources of funding seeking for FY26
2. Anticipated quarterly funding requests for the fiscal year 2026:

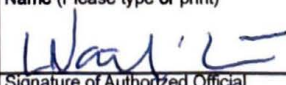
Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total Grant
50,000	50,000	50,000	50,000	50,000

*Note: Equipment list, Capital projects, Government contracts, and federal tax credits history, current asset balance **not applicable**

BUDGET REQUEST BY SOURCE OF FUNDS

Period: July 1, 2025 to June 30, 2026

Applicant: Pulse Oceania

BUDGET CATEGORIES	Total State Funds Requested (a)	Total Federal Funds Requested (b)	Total County Funds Requested (c)	Total Private/Other Funds Requested (d)
A. PERSONNEL COST				
1. Salaries	50,000	20,000		
2. Payroll Taxes & Assessments				
3. Fringe Benefits				
TOTAL PERSONNEL COST	50,000	20,000		
B. OTHER CURRENT EXPENSES				
1. Airfare, Inter-Island				10,000
2. Insurance				
3. Lease/Rental of Equipment				
4. Lease/Rental of Space				5,000
5. Staff Training				
6. Supplies				
7. Telecommunication				
8. Utilities				
9. Program development & execution				75,000
10. Grants and fundraising				
11				
12				
13				
14				
15				
16				
17				
18				
19				
20				
TOTAL OTHER CURRENT EXPENSES				90,000
C. EQUIPMENT PURCHASES				
D. MOTOR VEHICLE PURCHASES				
E. CAPITAL				
TOTAL (A+B+C+D+E)				
SOURCES OF FUNDING		Budget Prepared By: Leona N Lanzilotti 808-783-1837 Name (Please type or print) Phone		
(a) Total State Funds Requested	50,000	 Signature of Authorized Official 01/16/2025 Date		
(b) Total Federal Funds Requested	20,000			
(c) Total County Funds Requested				
(d) Total Private/Other Funds Requested	90,000			
TOTAL BUDGET	160,000	Leona N Lanzilotti, President Name and Title (Please type or print)		

Period: July 1, 2025 to June 30, 2026

Applicant: <u>Pulse Oceania</u>						
FUNDING AMOUNT REQUESTED						
TOTAL PROJECT COST	ALL SOURCES OF FUNDS RECEIVED IN PRIOR YEARS		STATE FUNDS REQUESTED	OTHER SOURCES OF FUNDS REQUESTED	FUNDING REQUIRED IN SUCCEEDING YEARS	
	FY:2023-2024	FY:2024-2025	FY:2025-2026	FY:2025-2026	FY:2026-2027	FY:2027-2028
PLANS		10000	50000	110000	175000	250000
LAND ACQUISITION						
DESIGN						
CONSTRUCTION						
EQUIPMENT						
TOTAL:			50,000		175,000	250,000
JUSTIFICATION/COMMENTS: Pulse Oceania President Nawahine Lanzilotti put \$10,000 (from a Collaborative of Health Leadership fellowship) into the seeding and development stage of the business in FY 2024–2025. \$50,000 requested in this grant will support the operational growth by allowing us to focus time and resources on applying for further grants, secure sponsorships, and fundraise, as well as develop a marketing strategy and promotional materials to ensure successful fundraising. We are seeking additional funds from other sources for FY25-26 to develop and execute our programs.						

V. Experience and Capability

1. Necessary Skills and Experience

President Nawahine Lanzilotti has worked across India, Canada, the continental US, and Hawai'i in developing performance collaborations rooted in community issues and cultural practice. She has managed GIA grants through her previous work developing and implementing place-based curriculum for the East-West Center Arts Program educational tours. While living in India, she developed performance collaborations for which she brought in grants through the US government (USAID and US embassy), secured partnerships, and ran successful fundraising campaigns. She has headed projects locally with various organizations including the Shangri La Museum of Islamic Art, Culture, & Design (both as music director for an artist-in-residence production and as an 8x8_shangrila artist in 2020), East-West Center Arts Program, and Ceeds of Peace. She currently holds an 18-month Collaborative of Health Leadership fellowship funded by the National Collaborative for Health Equity and Robert Wood Johnson Foundation to support her work advancing health equity through place-based arts through Pulse Oceania.

2. Facilities

We will operate small gatherings at our working headquarters that is part of Ulu La'au artist studios in Chinatown. For our larger events, we plan to work with community partners such as Lili'uokalani Trust, East-West Center Arts Program, and Kānehunamoku Voyaging Academy as the physical sites for our indigenous 'āina-based creative process programming.

VI. Personnel: Project Organization and Staffing

1. Proposed Staffing, Staff Qualifications, Supervision and Training

Our Board of Directors is uniquely qualified to move forward the goals and objectives for our first year of work. **Treasurer Ruth Lohr** served previously as Director of Finance for the East-West Center and the Hawai'i Authority for Rapid Transportation, and currently works as a financial and operational consultant.

Secretary Raquel Kealalōkahi Aki has worked in the Office of the President for the East-West Center for the last 5 years and currently works as the Corporate Secretary

for the Board of Governors and previously served as a founding board member of Papahānaumokuākea Marine Debris Project. She ensures we follow proper nonprofit procedure as well as stay responsible to our core demographic through essential guidance in strategic planning.

Vice President, Dr. Tammy Tabe was previously the Oceania Fellow in the East-West Center Research Department and now holds the position of assistant professor at the Center for Pacific Island Studies at University of Hawai'i Mānoa under the Mellon Foundation AAPI Environmental Humanities & Environmental Justice Initiative. She brings her extensive network both across Oceania and locally with Pacific Island student communities and her attention to cultivating creative and culturally competent research approaches with her students for the betterment of Pacific Islander communities ensure we continue to serve a diverse demographic of Native Hawaiian and Pacific Islander communities.

2. Organization Chart

Board of Directors

President (Nawahine Lanzilotti)

Vice President (Dr. Tammy Tabe)

Secretary (Raquel K Aki)

Treasurer (Ruth Lohr)

3. Compensation

For FY26 we expect only one employee, our President. We anticipate a salary of \$80,000 to both cover operational costs and program development and execution. This amount is pending acquiring appropriate funds.

VII. Other

1. Litigation – not applicable

2. Licensure or Accreditation—not applicable

3. Private Educational Institutions—Grant will not be used to support or benefit a private educational institution (sectarian or non-sectarian)

4. Future Sustainability Plan

The funding provided by this GIA would support our first-year operational capacity to secure grants and sponsorships, as well as to fundraise, ensuring our budget for future fiscal years. In addition to local grantors such as Atherton Foundation, Cooke

Foundation, Hawaii Community Foundation, Hawaii Peoples' Fund, OHA, Kamehameha Schools, and others, we are in conversation with national grantors from Mellon Foundation and Capitol West (Western distributor of National Endowment for the Arts funds). We are also seeking grants internationally through Creative Australia, Creative New Zealand, and the South Pacific Commission for their support in our Pacific Islands cultural exchange programming. We are currently in the middle of a grant with Creative Australia through a partner performing arts ensemble to support creative exchange for our Pacific New Arts Festival in Hawai'i in March 2026, and their festival in Queensland, Australia in June 2026.