



Ke'ena Kuleana Ho'okipa O Hawai'i  
Hawai'i Convention Center  
1801 Kalākaua Avenue, Honolulu, Hawai'i 96815  
**kelepona** tel 808 973 2255  
**kelepa'i** fax 808 973 2253  
**kahua pa'a** web hawaii tourismauthority.org

**Josh Green, M.D.**  
Governor

**John De Fries**  
President and Chief Executive Officer

**HĀLĀWAI KŪMAU O KE KŌMIKE MO'OHELU KĀLĀ, 'OIHANA KĀLĀ, A ME KE KIKOWAENA  
HĀLĀWAI O HAWAI'I  
KE'ENA KULEANA HO'OKIPA O HAWAI'I**

**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE MEETING  
HAWAI'I TOURISM AUTHORITY**

**PO'AHĀ, 30 'APELILA 2023, MA KA 9:30 KAK  
THURSDAY, APRIL 20, 2023 AT 9:30 AM**

**HĀLĀWAI KELEKA'A'IKE  
VIRTUAL MEETING**

*Hiki i ka lehulehu ke hālāwai pū ma o ka ZOOM.  
Webinar will be live streaming via ZOOM.*

<https://us06web.zoom.us/j/87280378157>

*E noi 'ia 'oe e kainoa me kou inoa. Na ka papa alaka'i e noi olu'olu, e ho'okomo i kou inoa piha akā hiki nō iā 'oe ke ho'ohana i ka inoa kapakapa e like me kou makemake. E noi 'ia 'oe e hā'awi mai i kāu helu leka uila. Hiki nō ke ho'opihapiha penei, \*\*\*\*\*@\*\*\*\*\*mail.com*

You may be asked to enter your name. The Board requests that you enter your full name, but you may use a pseudonym or other identifier if you wish to remain anonymous. You may also be asked for an email address. You may fill in this field with any entry in an email format, e.g., [\\*\\*\\*\\*\\*@\\*\\*\\*mail.com](mailto:*****@***mail.com).

*Hiki i ka lehulehu e komo ana ma ka hālāwai ma o ka Zoom ke hō'ike mai i nā 'ōlelo hō'ike ma o ka māhele nīnau a pane o ka Zoom.*

Members of the public attending via Zoom may provide testimony through the question and answer feature of the Zoom platform.

*Papa Kumumana'o*

**AGENDA**

1. *Ho'omaka A Pule*  
Call to Order and Opening Protocol
2. *E Mālama 'Ia Ana Ke Kikolā I Hiki Ke Ho'olauna 'Ia Nā Lālā Papa Luna Ho'okele A Me Nā Kānaka 'Ē A'e E Komo Pū Ana Ma Ka Hālāwai*  
Roll Call to Announce Name of Participating Board Members and to Identify Who Else is Present with Board Member if Location is Nonpublic



3. *‘Āpono i ka Mo’olelo o ka Hālāwai Kōmike o ka 28 Malaki 2023*  
Approval of the Minutes of the March 28, 2023, Committee Meeting
4. *Hō’ike’ike, Kūkākūkā A Ki’ina Hana No Ko Ke Kikowaena Hālāwai O Hawai’i Palapala Hō’ike Kālā No Malaki 2023 A Me Ka ‘ikepili Hou Ma Ko Ke Kikowaena Hālāwai O Hawai’i Papa Hana CIP 6 Makahiki*  
Presentation, Discussion, and Action on the Hawai’i Convention Center’s March 2023 Report and Update on the Hawai’i Convention Center’s 6-Year CIP Plan
5. *Hō’ike’ike, Kūkā, a Ki’ina Hana no ko ke Ke’ena Kuleana Ho’okipa o Hawai’i Mo’olelo Kālā Malaki*  
Presentation, Discussion, and Action on the HTA’s March 2023 Financial Report
6. *Ho’oku’u*  
Adjournment

\*\*\* *‘Aha Ho’okō: Ua hiki i ka Papa Alaka’i ke mālama i kekahi hālāwai kūhelu i kū i ka Hawai’i Revised Statutes (HRS) § 92-4. E mālama ‘ia kēia hālāwai kūhelu nei ma lalo o ka § 92-5 (a)(4), § 92-5 (a)(8) and §201B-4(a)(2) no ka pono o ko ka Papa Alaka’i kūkā a ho’oholo ‘ana i nā nīnūnē a nīnau i pili i ko ka Papa Alaka’i kuleana me ko ka Papa Alaka’i loio. He hālāwai kūhelu kēia i ‘ole paulele ‘ia ka ‘ikepili a i mea ho’i e mālama kūpono ai i ko Hawai’i ‘ano, he wahi i kipa mau ‘ia e nā malihini.*

\*\*\* **Executive Session:** The Board may conduct an executive session closed to the public pursuant to Hawai’i Revised Statutes (HRS) § 92-4. The executive session will be conducted pursuant to HRS § 92-5 (a) (2), § 92-5 (a)(4), § 92-5 (a)(8) and §201B-4(a)(2) for the purpose of consulting with the board’s attorney on questions and issues pertaining to the board’s powers, duties, privileges, immunities, and liabilities; to consider hiring and evaluation of officers or employees, where consideration of matters affecting privacy will be involved; and to discuss information that must be kept confidential to protect Hawai’i’s competitive advantage as a visitor destination.

*Kono ‘ia ka lehulehu e nānā mai i ka hālāwai a ho’ouna mai i ka ‘ōlelo hō’ike kākau ‘ia no kēlā me kēia kumuhana i helu ‘ia ma ka papa kumumana’o. Hiki ke ho’ouna mai i nā ‘ōlelo hō’ike kākau ‘ia ma mua o ka hālāwai iā [carole@gohta.net](mailto:carole@gohta.net) a i ‘ole ho’ouna i ka leka i Ke’ena Kuleana Ho’okipa O Hawai’i, 1801 Kalakaua Avenue, Honolulu, HI 96815 - Attn: Carole Hagihara-Loo. Inā he lawelawe a mea like paha e pono ai ke kīnānā, e ho’oka’a’ike aku me Carole Hagihara-Loo ma (808)-973-2289 a ma ka leka uila: [carole@gohta.net](mailto:carole@gohta.net) e like me ka wikiwiki i hiki, ‘a’ole ho’i a ma ‘ō aku o ka ‘ekolu lā ma mua o ka hālāwai. Inā ‘ike ‘ia he noi i ka lā ma mua o ka hālāwai, e ho’ā’o mākou e ‘imi i ka lawelawe a mea like paha, ‘a’ole na’e ho’i e hiki ke ho’ohiki ‘ia ke kō o ua noi lā.*

*Ua noa pū kēia ho’olaha ma nā kino ‘oko’a e la’a ke kope pa’i nui, Braille, a kope uila pū ma ke noi.*



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Members of the public are invited to view the public meeting and provide written testimony on any agenda item. Written testimony may be submitted prior to the meeting to the HTA by email to [carole@gohta.net](mailto:carole@gohta.net) or by postal mail to the Hawai'i Tourism Authority, 1801 Kalākaua Avenue, Honolulu, HI 96815 - Attn: Carole Hagihara-Loo. If you need an auxiliary aid/service or other accommodation due to a disability, contact Carole Hagihara-Loo at (808)973-2289 or by email: [carole@gohta.net](mailto:carole@gohta.net) as soon as possible, preferably no later than 3 days prior to the meeting. If a response is received the day before the meeting, we will try to obtain the auxiliary aid/service or accommodation, but we cannot guarantee that the request will be fulfilled.

Upon request, this notice is available in alternative formats such as large print, Braille, or electronic copy.

*E like nō me ka 'ōlelo o ke Kānāwai Hawai'i i ho'oholo 'ia māhele 92-32.7, e mālama ana ke Ke'ena Kuleana Ho'okipa o Hawai'i i kekahi wahi e hiki ai ka po'e o ka lehulehu ke noho a komo pū ma nā hālāwai ma o ka ho'ohana 'ana i ka 'enehana pāpaho (ICT). Aia ana kēia 'enehana pāpaho ma ka papahale mua o ka lumi ho'okipa i mua o ke Ke'ena Kuleana Ho'okipa o Hawai'i ma ka Hale 'Aha. 'O 1801 Kalakaua Avenue, Honolulu, Hawaii, 96815 ka helu wahi.*

In accordance with HRS section 92-3.7, the Hawaii Tourism Authority will establish a remote viewing area for members of the public and board members to view and participate in meetings held using interactive conference technology (ICT). The ICT audiovisual connection will be located on the 1st Floor in the Lobby area fronting the Hawaii Tourism Authority at the Hawaii Convention Center at 1801 Kalakaua Avenue, Honolulu, Hawaii, 96815.

### **3**

Approval of the Minutes of the  
March 28, 2023 Committee Meeting



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**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE MEETING  
HAWAII TOURISM AUTHORITY  
Tuesday, March 29, 2023, at 9:30 a.m.  
Virtual Meeting**

**MINUTES OF THE BUDGET, FINANCE & CONVENTION CENTER STANDING COMMITTEE MEETING**

<b>MEMBERS PRESENT:</b>	Ben Rafter (Chair), Mike White (Vice-Chair), David Arakawa, George Kam, Mahina Paishon-Duarte
<b>HTA STAFF PRESENT:</b>	Daniel Nāho'opi'i, Kalani Ka'anā'anā, Talon Kishi, Ilihia Gionson, Iwalani Kaho'ohanohano, Maka Casson-Fisher
<b>GUESTS:</b>	Teri Orton, Dennis Suo
<b>LEGAL COUNSEL:</b>	John Cole

**1. Call to Order and Opening Protocol**

Chair Rafter called the meeting to order at 9:35 a.m. Mr. Casson-Fisher did the opening protocol.

**2. Roll Call to Announce Name of Participating Board Members and to Identify Who Else is Present with Board Member if Location is Nonpublic**

Mr. Gionson did the roll call. All confirmed in attendance and that they were alone.

**3. Approval of the Minutes of the February 21, 2023, Committee Meeting**

Chair Rafter requested a motion to approve the February 21, 2023 minutes. Mr. Kam made a motion, and Ms. Paison-Duarte seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

**4. Presentation, Discussion, and Action on the Hawai'i Convention Center's February 2023**

## **Report and Update on the Hawai'i Convention Center's 6-Year CIP Plan**

Ms. Orton spoke about the February 2023 financials. The HCC budgeted for 12 events, and 15 events materialized. All were local events. They fell short of meeting their February month-end revenue by \$52,000, with a net loss of \$74,000 due to a local sporting event that did not materialize. Local events for the month did not generate what they initially forecasted. For the fiscal year to date through February, they are at \$8.6 million in gross revenue and \$3.1 million in operating subsidy. On a positive note, for the re-forecast, the local sales team has closed the gap on the \$1.2 million revenue shortfall they had earlier due to two canceled city-wide events. For the remainder of the fiscal year through June 2023, their revenue improved, and they are on target to meet their budgeted revenue at \$13 million and are making improvements to the bottom line to come in line with the budgeted expenses.

The current reforecast is at \$6.2 million, which is \$213,000 better than budgeted. The ROI is \$4.24, including the Visitor Bureau Sales and Marketing expenses, as well as all operating, sales and marketing expenses at the HCC. They are still returning revenue to the state at the HCC for the business they are bringing in.

Chair Rafter asked if there was a target. Ms. Orton said that pre-pandemic ran from \$22 to \$23 annually in ROI. For 2023 it is small because they do not have as many city-wides on the books, with only six. On average, they usually have over 20 city-wides. The next fiscal year will be good for the HCC as they have an average of 16 city-wide events on the books.

Ms. Orton spoke about recent events. The Honolulu Festival 2023 was from March 10 to 12, with 10,000 attendees. HIM 2023, the Hawaiian Island Ministries, a repeat group, also took place. The Hawai'i Hotel and Restaurant Show was a very successful show. She spoke about upcoming events. Kawaii Kon 2023 is coming up on March 31 to April 2, and they are expecting more attendees than they have had in the past. Chopsticks and Wine is their next social event, with about 1,000 attendees. The following upcoming city-wide is the 2023 ARRS Annual Meeting coming in mid-April. The city-wide sales team will assist them in ensuring a successful meeting in the HCC. She said they had their blessings for two Hawaiian cultural exhibits, Kahaemahu and 'ahu 'ula (feather cape), in March, displayed at the far end of the HCC. They had a little over 50 people attend for the blessings. Both exhibits are complimentary and open to the public, Monday to Friday.

Other events included Na Leo Pilimehana Mother's Day Brunch and Concert. The event was close to selling out for ticket, featuring Josh Tatofi as the special guest. This event will take place in the ballroom.

She updated on the carbon offset program. She said it has been a successful program as every city-wide meeting planner they presented to had zero pushback, and all city-wide events in the building have participated in the program. Local events are also starting to participate.

Ms. Orton said there had not been much change in the R&M projects. She spoke about the six-year plan and said they are moving through the RFP process and issuing awards for some upcoming projects. Cummings has most of the projects, and RLB has the temporary rooftop repair project.

Chair Rafter asked about updates on the \$64 million roof repair budget. Ms. Orton did not have an update. Mr. Ka'anā'anā said he had not heard anything, but Mr. Nāho'opi'i said the Finance Bill, HB300, it was not included in any of the R&M, and they are waiting for the worksheets for the Senate version of the budget, which should come out sometime during the week.

Ms. Orton spoke about Repair & Maintenance Projects, Construction, and Project Management Services by Cumming Group. She said they are working through the RFP process. For management of Rooftop Terrace Deck Temporary Repair, with RLB, they are working with them on the planning process, so they can let the sales team know when the construction will start so they can contact clients.

Mr. Arakawa asked if there was an update on either the \$30,000 HCC study or the \$500,000 study that was approved by the legislature. Mr. Nāho'opi'i said he has been working with DBEDT and READ to provide that HCC study, but they have not started on the larger project. Chair Rafter asked what the smaller project is. Mr. Nāho'opi'i said it was the presentation they gave them in the previous meeting. Chair Rafter asked for the scope. Mr. Nāho'opi'i said they are using parts of it in the planning to see where it can be utilized in marketing and some of the development, but it will mainly feed into the larger project, as it was a recommendations deal on ancillary hotel component build-out for the community, instead of just the HCC focus. He said he had the final version, and it was filed away, but he would ask the Board to access it. There were no changes to the one presented at the Board meeting. There were no further questions.

Chair Rafter noted that Mr. Arakawa joined the panel. Chair Rafter asked for a motion to approve the presentation, discussion, and action on the HCC budget and six-year CIP plan. Mr. Kam made a motion, and Mr. White seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

## **5. Presentation, Discussion, and Action on the HTA's February 2023 Financial Report**

Mr. Nāhoʻopīʻi asked Mr. Kishi to do the presentation. Mr. Kishi said for FY2022 ARPA funds they had a \$7.3 million allotment release, so they have the full \$60 million released and can spend the money as planned. For FY2023 ARPA funds, the \$35 million was released by BNF in February 2023. For the EDA Grants, the Grant Administration Plan was approved by the EDA, so they are executing the contract with DLNR, and will start the RFP process for the HTA's grants and projects. The Governor also approved the \$15 million CIP for the temporary rooftop repair in the past month.

Mr. Kishi spoke about a summary of the HTA's financial position. For 2022 ARPA funds, they have \$31.9 million. For 2023 ARPA funds, there is \$35 million. The HTA TSF, with the emergency trust fund, has \$24.1 million. For the HCC 2022 ARPA funds, there is \$10.2 million. For the CCESF, there is \$34.9 million. To date, the Tourism Federal Fund for FY2022 is \$42,595,485, encumbered and spent to date. He pointed out a typo mentioning that the \$42.2 should be \$42.6 million of the \$60 million budget utilized or encumbered, or about 71%. He pointed out another oversight: the HTA has \$14.5 million of encumbrances outstanding, not \$15.9 million.

For year-to-date activity, the HTA has spent \$28.1 million through February 2023, from the beginning of FY2022. He spoke about FY2023 and said there is \$35 million in the bank. Since February, the HTA has encumbered contracts such as the HTJ, Canadian, and island chapters contracts, encumbering about \$8.7 million thus far. For the TSF, there was not too much activity. Of the \$24.1 million, they have \$5.1 million in the emergency trust fund. As of February 2023, about \$1 million in money market funds and \$4.1 million held in U.S. treasury notes are laddered to mature in approximately three-month intervals. He has a copy of the trust fund statement with the financial statements for the members to review.

Chair Rafter asked how long it would be until it reached zero, other than the emergency part. Mr. Kishi said it would depend on how quickly the remaining projects and contracts they have are completed. Generally, contracts have about a five-year window for the money to be spent per HRS, but he would look more into that for timelines. Of the TSF, the HTA has \$13.6 million to spend as of February 2023. He spoke about the reserves the HTA has. The HTA has \$5 million in the emergency trust fund, and \$13.6 million of encumbered funds, leaving about \$5.4 million of unencumbered funds they will have to return to the general fund. Of the \$13.5 million that is unspent, he assumed that some of it would be released as unspent monies, so they will have to review to see which contracts are not making progress and which ones they need to keep for ongoing projects. The \$13.6 million may change.

Mr. Arakawa asked when the contract review would occur. Mr. Kishi said it is done periodically but mentioned that he just received an email asking him to go through records to pinpoint inactive contracts, which he will be working on. He will be pulling in all the programs to help



him with that. Mr. Arakawa asked about the fund accounts and the three or four ARPA accounts. He asked in which account the \$500,000 is for the HCC study. Mr. Kishi would revert with an answer. Mr. Arakawa asked what the status is on the study. Mr. Nāho'opi'i said that when he last spoke to DBEDT and READ, they had not yet put out an RFP or started on it. Mr. Arakawa asked about the status of the RFP for the management of the HCC, and asked what fund that would come out of. Mr. Nāho'opi'i said the HCC contract goes to the end of the current fiscal year. When they do the solicitation for the new contract, it will come out of 2024 general funds, depending on the budget after the legislature sessions, but they could try to get other funds from previous years.

Mr. Arakawa asked how long the RFP would take. Mr. Nāho'opi'i could only answer that later in an executive session but said they are planning to do a solicitation when that happens, and they are still determining that. Mr. Arakawa said several events at the HCC occur in late summer, fall, and winter, and he wanted to ensure they had someone in place for the upcoming events. Mr. Nāho'opi'i said the options would be to either put out the solicitation by the end of the year or request an extension of six months to a year from SPO. Mr. Arakawa asked for the reason for asking for the extension. Mr. Nāho'opi'i said a reason would be the fact that they still have the previous budget that was assigned for R&M projects, and since the FY2022 budget was only released recently, those R&M projects had not started yet, but are assigned to the current contractor and it would be prudent to solicit them out quickly and have an existing contractor implement those R&M projects. Mr. Nāho'opi'i said it was not due to a lack of staff.

Mr. Arakawa suggested to Chair Rafter they go into executive session at some time. He said the legislature is watching when and how they spend their money, and with the HCC repairs making the front page in the press, they need to be on top of all those issues.

Mr. Kishi continued with his report. He spoke about the TSF. There was \$50,000 in investment income year-to-date, which did not change from the previous month. There is also \$7.3 million expenditure year-to-date, primarily on the program costs. For the HCC Federal ARPA funds, there is \$10.2 million in cash, which has been consistent with prior months. There were no big changes or budget reallocations made in February 2023. Cumulatively, the HTA has spent \$751,000 from the beginning of FY2022, which had not changed from the previous month. For the CCESF, there is \$34.9 million in cash. Cash has remained consistent from the prior month. There is also \$37.1 million in cash with the contractor, or with DAGS from R&M projects, as of January 2023. Of the \$37.1 million, there is approximately \$3.9 million contract as of January 2023, and they have spent about \$1.5 million on current and future progress.

Mr. Arakawa asked about pages 10 and 11, and asked to update that for the upcoming meeting, as the issue is the HCC, the repairs and the legislature. Mr. Kishi said they would be ready for

the upcoming BOD. Mr. Kishi spoke about the HTA's reserves. They have \$29 million in reserves, and \$26.5 million of those are reserved for the HCC major R&M program as supported by the six-year plan. That is why the reserves increased from \$16.9 million the previous year. There was nothing much to report in terms of month-to-month changes. There is still \$5.9 million of prior year outstanding encumbrances being spent. For the HCC financial statements, there is \$2.6 million support, and they budgeted \$5.4 million for the year. The HTA spent \$10.1 million year-to-date for the R&M payments to the HCC.

Mr. Kishi spoke about the EDA grants. They budgeted \$14 million for the grants. The EDA approved the Grant Administration Plan. He pointed out the reason for the long delay for the gap plan to being approved was the construction project, They have since removed that project and reallocated the funds to already existing projects, which helped expedite the Grant Administration Plan process. Mr. Arakawa asked what the construction project was. Mr. Kishi said it was for building some buoys around the state, most in Maui, and for monitoring the buoys. Mr. Arakawa asked what the purpose of the buoys was. Mr. Nāho'opi'i said those were projects shared with DLNR, and they agreed with DLNR that the project should not be included and was reclassified. Mr. Arakawa asked for more details on the buoys. Mr. Ka'anā'anā clarified that it was DLNR projects and initiatives, but all of that went into the same Grant Administration Plan that had to get approved at the federal level, so it was not an HTA-initiated project. Mr. Arakawa asked if the grant is under the HTA's or DLNR's budgets. Mr. Arakawa reminded him that the House had previously had issues with the HTA doing work that other departments were supposed to do but under the HTA budget. Mr. Kishi said the grant is under the HTA. Mr. Arakawa said it might be an issue for the audit. Mr. Nāho'opi'i said they do not have the information, but Ms. Anderson is responsible for administering this, and she has the details and could provide it later. Mr. Arakawa suggested that those details should be provided in the meetings going forward.

Mr. Ka'anā'anā gave some context. Mr. Ka'anā'anā said ARPA money came through EDA as a non-competitive state grant, and it was for tourism and outdoor recreation. That is why the collaboration between HTA and DLNR was the intent from the notice of funding opportunity (NOFO). Mr. Arakawa asked how much the buoys were of the \$14 million. Mr. Ka'anā'anā deferred to Ms. Anderson for that. Mr. Arakawa asked about the other projects, which Ms. Anderson could answer. Mr. Arakawa said that non-competitive grants are good for the HTA as they do not have to compete with other states.

There were no further questions. Mr. Nāho'opi'i asked for acceptance and approval of the February 2023 financial report as amended. Mr. Kam made a motion, and Chair Rafter seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

## **6. Presentation, Discussion, and/or Action to Approve Funding for China \*\*\***

Mr. Ka'anā'anā said they were able to extend the HTC contract using the existing funds that had been attached to the contract. He gave an overview. \$1.8 million is the total contract value. \$733,000 was spent in calendar year 2022. The balance remaining was \$1.06 million. The Board looked at different amounts for different periods. From now until June 2023, \$87,000 is on the books for the first six months of the year, and the balance remaining would be \$980,000. He said there had been opportunities in the market as China reopened. He proposed to the Branding Standing committee, the BFCC members, and the full Board an adjustment on how they allocate the remaining funds through the different periods, meaning a new amount of \$102,000 through June 2023, \$225,000 through July to December of calendar 2023, for a total calendar year 2023 investment of \$327,000. The programs and projects he reviewed and proposed to the Board were listed on the table showing the proposed budget.

Ms. Duarte asked about the 2022 calendar year spend. Mr. Ka'anā'anā said the spending for the calendar year 2022 was \$733,616. For the calendar year 2023, they are proposing a total of \$327,000 if the adjustments are approved. In the subsequent calendar years, they proposed \$376,000 and \$362,000 for the calendar years 2024 and 2025. They are at about \$300,000 for each calendar year remaining through 2025.

Ms. Duarte spoke about the previous month's arrival numbers from China. She asked how the spend is justified for the current market arrival levels. Mr. Ka'anā'anā said that for Hawai'i, as a destination, their role at the HTA is to ensure they are creating awareness and demand consistently in a market they want to be in. There is a minimal amount of work the HTA should be investing in consistently over time. China is an important market for the HTA in the long term, and is a long-term investment. Their historic investment of \$2 million previously was not appropriate, but the current proposal of \$300,000 is reasonable. It cannot be justified on short-term statistics on arrivals, etc., but for long-term investment, it is reasonable.

Chair Rafter asked if there was evidence of an airline willing to commit their flights from China, and he also asked if there are domestic markets that have increased Chinese traffic significantly. Mr. Ka'anā'anā said he is aware of a route from ANA through Japan. One concern he raised with HTC is that he wants to ensure that if the HTA is going to partner with ANA's routes, they would only be doing co-operation based on the throughput from China all the way through Hawai'i. Mr. Suo said there are 40 flights between the U.S. and China, but currently, there are 24 flights weekly on the domestic side, mainly from Beijing and Shanghai, to Los Angeles, San Francisco, and New York City. There is increased flights between China and the U.S. Mr. Ka'anā'anā said, looking at the January 2023 fact sheet, that they saw 1,164 arrivals out of China in January 2023. Compared to the entire year in 2022, they were at 11,000 from

the previous January, so in January 2023, it was up by 45%. Total visitor expenditure from the China market was \$3.9 million. The average length of stay was 8.27 days, with about 70% first timer and 30% repeat. Mr. Suo spoke about their discussions with Hawaiian Airlines for several months with Dream Air, a one-channel operator from China. He discussed channel opportunities for a direct flight from Honolulu to Hangzhou, a city within a one-hour drive from Shanghai.

Mr. Arakawa said to travel from China to the mainland U.S. is increasing, even with the Taiwan and Russia issues. Mr. Suo said the environment is completely different as China has been open since January 8. Business travelers are increasing. U.S. visa applicants have increased since January 2023 in the Chinese embassy, Beijing embassy, and Shanghai consulate, and they are backed up until the third or fourth quarter with visa applications. Student visa applications are also increasing. The previous year the U.S. embassy issued about 80,000 student visas to the Chinese students studying in the U.S. So, the student market, the business market, and now the leisure market is returning. The geopolitical tensions are there, but people are still traveling.

Mr. Arakawa asked about the answer to Ms. Duarte's question about the overseas markets. He asked if the figures represent a minimum. Mr. Ka'anā'anā reiterated his points about long-term investments in China, etc. He said that given the situation they are in with the funds being tied to the Chinese contract and not being able to move them elsewhere, it is a prudent approach and makes it more regular for the contractors and the HTA, and the kind of activities they can do through the calendar year 2025. There may be a time in the future when the HTA can get it closer to \$2 million, but for the time being, with the market conditions and the slow restart of the air service, they have to figure out the air service from China and what it looks like, with regards to the transit, etc. He said it is important for them to be present in the Chinese market. For the trade mission in Beijing and Shanghai in 2023, he said it is important that the HTA gets back in the market so that people can see that Hawai'i is serious about the Chinese market, as they have been absent in person for a while. Many industry partners view China as an important partner in the long term.

Mr. Ka'anā'anā asked for a recommendation and motion from the BFCC for \$327,000 for all of the calendar year 2023, and then \$376,600 and \$362,784 to take them through the calendar year 2024 and 2025. This will then go to the Branding Standing Committee and the Full Board for approval. Ms. Duarte asked what other questions they, as a committee, should ask when the members consider approving budgets for continuing branding activities. Chair Rafter said they are not looking for a return but looking to start investing for that return now. So this would be asking if the airfare is coming, if there is consumer sentiment that wants to go to Hawai'i, or domestic U.S. locations, if visas are being approved, if there are global political

forces in play, etc. The Japanese market is encouraged to travel. He said they need to find a tipping point if people are ready to travel. He said that for China, he is concerned about the geopolitical forces at work that might discourage travel.

Mr. Ka'anā'anā said in his conversations with the Chinese Chamber of Commerce, other hotel partners, and operators that they see the long-term opportunity in China, and that is where they are orienting themselves in the future. He said that planting some seeds is important to Chair Rafter's point. He also sees good alignment with industry in terms of what they are looking at.

Chair Rafter said that on the hotel side; they depend on airfare, how the fuel subsidies are going, and the currencies. Mr. Suo mentioned that about currencies, the Chinese Yen has been consistent with the U.S. dollar, so has not weakened. He spoke about geopolitical issues and said that they are targeting the top 5 to 10% of fluent people, so the general geopolitical issues affect 90% of the country, so the other 10% still want to travel. He said they are working on charter flights and asked the members to keep that information confidential for competitive reasons.

There were no further questions. Chair Rafter asked for a motion to approve funding for China, as presented by Mr. Ka'anā'anā and the team. Mr. Arakawa made a motion, and Mr. Kam seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

#### **7. Presentation, Discussion, and Action on Proposal to Reallocate FY22 Funds from Hawaiian Culture Initiative to Marketing Opportunity Fund in the Amount of \$50,000**

Mr. Ka'anā'anā said that they did not anticipate how the cost would be applied to the cost centers to go the way they did for this item. What it resulted in was an overage in one of the BLI's in the Marketing Opportunity Fund, mostly related to the cost with IPW and the participation in the previous year's IPW, as well as other things that came up, like the Moloka'i Resource Fair that the HTA ended up paying for the exhibit space, etc. The Opportunity Fund is the one that needs the funds. He got guidance from the BFCC that they could not spend the ARPA dollars on FESPAC, which freed up some money on the Hawaiian Culture side. He recommended that since they cannot use it for FESPAC as intended, they would use some of it to make up for the Marketing Opportunity Fund, hence the \$50,000. He recommended the budget reallocation from the Hawaiian Culture initiative BLI tool to the Marketing Opportunity Fund in 380 in the amount of \$50,000.

There were no questions. Chair Rafter asked for a motion. Mr. White made a motion, and Mr. Kam seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

## **8. Adjournment**

Chair Rafter asked for a motion to adjourn. Mr. Kam made a motion, and Mr. White seconded. The motion passed unanimously.

Chair Rafter concluded the meeting at 10:45 a.m.

Respectfully submitted,



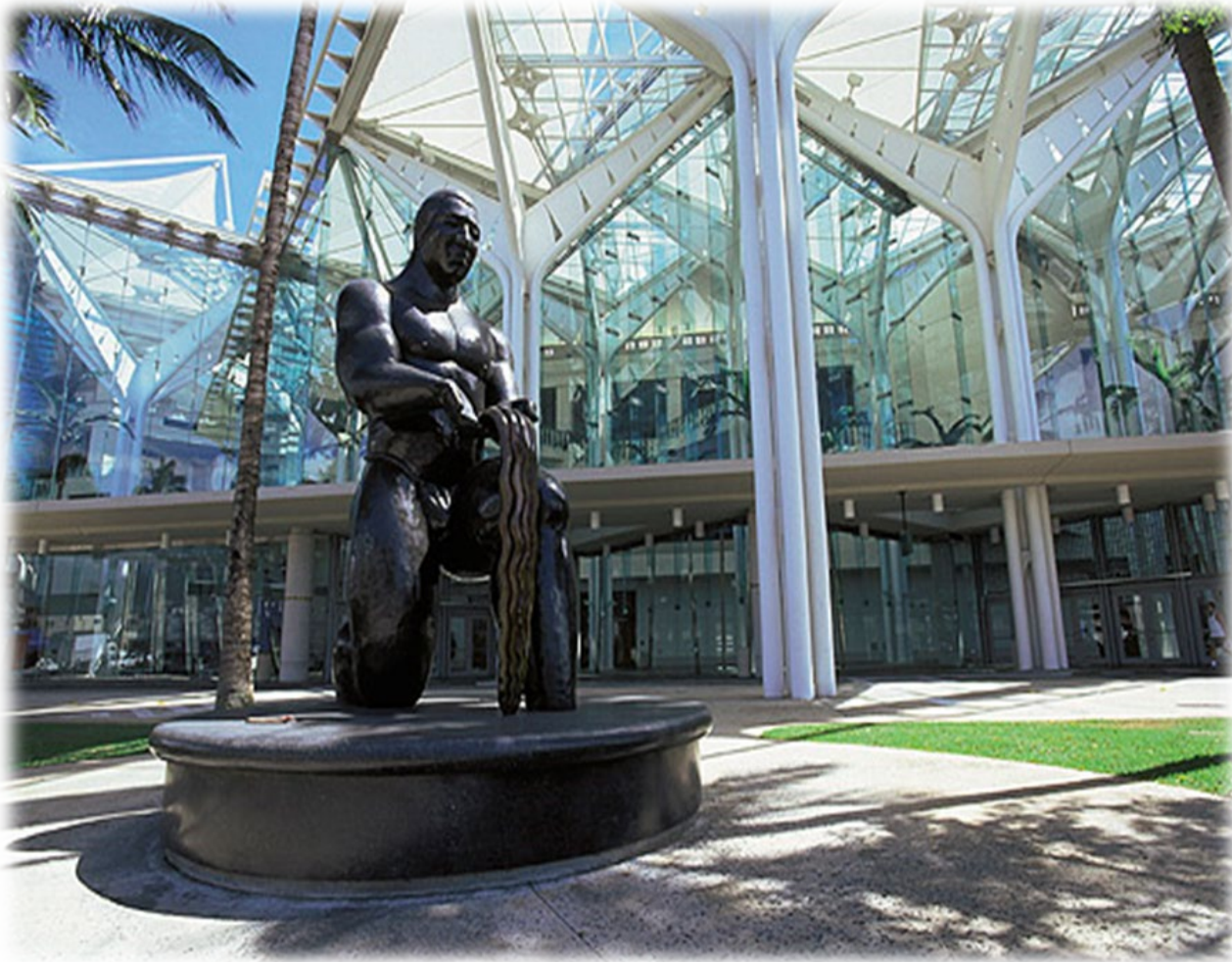
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Sheillane Reyes  
Recorder

## **4**

**Presentation, Discussion and Action on the  
Hawai'i Convention Center's March 2023  
Report and Update on the  
Hawai'i Convention Center's 6-Year CIP Plan**

# *Hawai'i Convention Center*



*Update for*  
***March 2023***  
*For*  
***(April 2023 meeting)***



# Financial Update

	Mar-23 FYTD Actual	FY 2023 Reforecast	FY 2023 Budget	Variance	FY 2022 Actual	CY 2019 Actual
Facility Occupancy	24%	29%	30%	-1%	29%	32%
Facility Number of Events	184	265	200	65	213	238
Facility Gross Revenue	\$9,820,300	\$13,352,600	\$13,041,400	\$311,200	\$7,256,700	\$16,866,900
Facility Gross Expenses	-\$12,884,600	-\$18,516,600	-\$18,448,300	-\$68,300	-\$11,842,500	-\$17,649,200
Facility Operating Subsidy	-\$3,064,300	-\$5,164,000	-\$5,406,900	\$242,900	-\$4,585,800	-\$782,300
Local S&M Gross Expenses	-\$608,900	-\$938,300	-\$968,300	\$30,000	-\$522,600	-\$5,315,000
HCC Operating Subsidy	-\$3,673,200	-\$6,102,300	-\$6,375,200	\$272,900	-\$5,108,400	-\$6,097,300

# ROI March 2023 FYTD

HCC Revenue + State Revenue + Tax Revenue  
= \$66.3M

HCC Expense + HVCB MCI Expense = \$17.5M

***ROI = For every dollar spent,  
\$3.79 returned to the State***

# Recent Events @ Hawai'i Convention Center

- Kawaii Kon 2023, March 31-April 2, 21,000 attendees
- Chopsticks and Wine, April 13, 1,000 attendees
- 2023 ARRS Annual Meeting, April 14 – 20, 2,500 attendees (CW)
- Joy of Sake, April 22, 2023, 1,000 attendees





# Upcoming Local/Citywide Events

- Jam on It Aloha Challenge, April 29-30, 5,000 attendees
- HPU 2023 Spring Commencement Ceremony, April 6, 2,500 attendees
- Na Leo Pilimehana Mother's Day Concert, May 14, 800 attendees
- Global Dance & Cheer Games 2023, May 20-21, 2,500 attendees (CW)



**HAWAII**  
CONVENTION CENTER  
Where Business and Aloha Meet

## *Na Leo Pilimehana* *Mother's Day Brunch & Concert*

Sunday, May 14, 2023  
4th Floor Ballroom  
Hawai'i Convention Center



Special Guest: Josh Tatofi

Tickets: [HawaiiConvention.com](https://www.hawaii-convention.com)



# HCC News Coverage

## Hawai'i Convention Center Welcomes Executive Chef Brooke Tadena

Tuesday, April 11, 2023 by Hawaii Convention Center



The Hawai'i Convention Center is pleased to welcome Executive Chef Brooke Tadena.

Tadena has more than a decade of culinary leadership experience, most recently serving as executive sous chef at the Hilton Hawaiian Village since 2014. As a senior chef at the resort, he was responsible for budgeting, staffing and working in coordination with Hilton partner

properties. He previously served as an executive sous chef at Moana Surfrider, A Westin Resort & Spa, and as a banquet chef at the Hilton Hawaiian Village.

In addition to overseeing some of the state's largest banquet facilities, Tadena's experience spans scheduling, training staff for fine service and food preparation, and the organization of large-scale food and wine events.



Image: Hawaii Convention Center

"We are excited to have Brooke lead our award-winning Food & Beverage team at the Center," Hawai'i Convention Center General Manager Teri Orton said in a statement.

HAWAII CONVENTION CENTER



By Sophia Compton – Reporter, Pacific Business News  
Apr 11, 2023

### IN THIS ARTICLE

**Career & Workplace**  
Industry

**Food & Lifestyle**  
Industry

Preview this article 1 min

"We are excited to have Brooke lead our award-winning food and beverage team at the center," Hawai'i Convention Center General Manager Teri Orton said in a statement.

# Repair and Maintenance Projects Update



# Repair & Maintenance Projects

## 6-Year Plan (page 1)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Feb 23	FY23	FY24	FY25	FY26	FY27	FY28	Total
001	Rooftop Terrace Deck Temporary Repair	\$ 15,000,000	\$ -		\$ 15,000,000					\$ 15,000,000
	Rooftop Terrace Deck Temporary Repair - PM/CM Services	\$ 522,770	\$ 151	\$ 200,000	\$ 322,619					\$ 522,770
	Rooftop Terrace Deck Temporary Repair (Previous planning)		\$ 626,152							\$ 626,152
003	Building Envelope Repairs (Kalākaua Kitchen, exterior paint)	\$ 15,978,683	\$ 282,071		\$ 1,000,000	\$ 14,696,612				\$ 15,978,683
007	Kitchen Hood Control Panel Replacement	\$ 155,272	\$ 36,453	\$ 118,819						\$ 155,272
008	F&B Refrigerator, 3rd floor (#348) Replacement	\$ 319,004	\$ 14,047	\$ 20,000	\$ 284,957					\$ 319,004
009	Slate Tile Repair	\$ 2,142,108	\$ 26,008	\$ 2,116,100						\$ 2,142,108
010	Chiller Replacement	\$ 6,884,147	\$ 123,598	\$ 3,442,073	\$ 3,318,476					\$ 6,884,147
011	Ballroom Gutter, Foyer Transom Glass Repair and Soffit Repair	\$ 10,837,536	\$ 25,873	\$ 1,000,000	\$ 9,811,663					\$ 10,837,536
012	Parapet Roof Repairs	\$ 3,066,470	\$ 10,404				\$ 3,056,066			\$ 3,066,470
013	Ballroom Roof Repairs	\$ 2,271,093	\$ 6,712		\$ 2,264,381					\$ 2,271,093
014	Lobby Water Feature	\$ 1,086,810	\$ 1,985				\$ 1,084,825			\$ 1,086,810
015	House Sound Audio System Upgrade	\$ 1,414,975	\$ 9,183	\$ 35,000	\$ 1,370,792					\$ 1,414,975
022	Chill Water Pipe Reinsulation	\$ 250,000	\$ -	\$ 250,000						\$ 250,000
023	Air Wall Repairs	\$ 400,000	\$ -	\$ 400,000						\$ 400,000
024	Roll-up Door Replacement	\$ 225,000	\$ 23,656		\$ 201,344					\$ 225,000
025	Ballroom and Meeting Room Wallpaper Replacement	\$ 180,000	\$ 60,620	\$ 119,380						\$ 180,000
026	IT Network Upgrades	\$ 125,000	\$ -			\$ 55,000	\$ 70,000			\$ 125,000
027	Ice Machines Replacement	\$ 500,000	\$ -			\$ 500,000				\$ 500,000
028	Theatre 310 and 320 Furnishings Upgrade	\$ 750,000	\$ -				\$ 375,000	\$ 375,000		\$ 750,000
029	Theatre 310 and 320 Seating Upgrade	\$ 500,000	\$ 155				\$ 249,845	\$ 250,000		\$ 500,000
030	FB China and Equipment Upgrade	\$ 3,500,000	\$ -				\$ 3,500,000			\$ 3,500,000
031	Ala Wai Waterfall Repair	\$ 1,071,501	\$ 1,985				\$ 1,069,516			\$ 1,071,501
036	Water Intrusion Remediation	\$ 400,000	\$ 100	\$ 399,900						\$ 400,000
037	Exterior Security Camera Upgrade	\$ 231,348	\$ 155,504	\$ 75,844						\$ 231,348

Current Project
Project on hold
Cumming Managed Projects
RLB Managed Project
HCC Managed Project



# Repair & Maintenance Projects

## 6-Year Plan (page 2)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Feb 23	FY23	FY24	FY25	FY26	FY27	FY28	Total
040	Exterior Planter Repair	\$ 2,406,540	\$ -		\$ 2,406,540					\$ 2,406,540
041	Children's Courtyard Repair	\$ 329,162	\$ -		\$ 329,162					\$ 329,162
042	Kahakai/Atkinson Drywell Rehabilitation	\$ 351,113	\$ -				\$ 351,113			\$ 351,113
043	Air Handler Unit 9 and 10 Replacement	\$ 401,382	\$ -			\$ 401,382				\$ 401,382
044	Fire Sprinkler Line Refurbishment	\$ 343,394	\$ -				\$ 100,000	\$ 125,000	\$ 118,394	\$ 343,394
045	Escalator and Elevator Refurbishment	\$ 1,112,869	\$ -				\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
046	LED Light Upgrade	\$ 1,786,398	\$ -	\$ 500,000	\$ 1,286,398					\$ 1,786,398
047	Lighting Control System Replacement	\$ 200,000	\$ -		\$ 200,000					\$ 200,000
048	Electrical Harmonics Testing	\$ 100,000	\$ -					\$ 100,000		\$ 100,000
049	Main Kitchen Dishwasher Replacement	\$ 495,969	\$ -	\$ 495,969						\$ 495,969
050	Main Kitchen Flooring Replacement	\$ 2,046,380	\$ -					\$ 2,046,380		\$ 2,046,380
051	PBX System Replacement	\$ 200,000	\$ -	\$ 200,000						\$ 200,000
052	Ride-on Sweeper Replacement	\$ 55,000	\$ -	\$ 55,000						\$ 55,000
053	Forklift	\$ 170,000	\$ -	\$ 170,000						\$ 170,000
054	Boardroom Upgrade	\$ 1,099,549	\$ -				\$ 1,099,549			\$ 1,099,549
055	Elevator #2 Upgrade	\$ 250,000	\$ -			\$ 250,000				\$ 250,000
056	Lobby Glass Panels Repair	\$ 170,000	\$ -	\$ 170,000						\$ 170,000
058	Kitchen Hood Fire Suppression System Replacement	\$ 310,879	\$ 18,770	\$ 292,109						\$ 310,879
060	Lobby Sail Repair and Maintenance	\$ 179,000	\$ 41,196	\$ 65,000		\$ 72,804				\$ 179,000
061	ADA Lift (#320) Replacement	\$ 160,000	\$ -	\$ 160,000						\$ 160,000
062	Kalākaua Loading Dock Gate Replacement	\$ 49,000	\$ 24,370	\$ 24,630						\$ 49,000
063	Escalator 1 Handrail Replacement	\$ 65,000	\$ -	\$ 65,000						\$ 65,000
064	F&B Equipment	\$ 500,000	\$ -	\$ 500,000						\$ 500,000
065	Transformer Replacement	\$ 100,000	\$ 101	\$ 99,899						\$ 100,000
066	Kitchen Boiler Replacement	\$ 30,000	\$ -	\$ 30,000						\$ 30,000
067	Exterior Sign Refurbishment	\$ 50,000	\$ 19,005	\$ 30,995						\$ 50,000
068	3rd Floor Planter Repair	\$ 2,654,020	\$ -	\$ 50,000	\$ 2,604,020					\$ 2,654,020
<b>GRAND TOTAL</b>		<b>\$ 83,427,372</b>	<b>\$ 1,489,094</b>	<b>\$11,085,718</b>	<b>\$37,796,332</b>	<b>\$15,975,798</b>	<b>\$ 11,155,914</b>	<b>\$ 3,096,380</b>	<b>\$ 318,394</b>	<b>\$ 80,806,635</b>

Current Project
Project on hold
Cumming Managed Projects
RLB Managed Project
HCC Managed Project





# Repair & Maintenance Projects

## Construction and Project Management Services

### *Cumming Group*

- *For management of priority projects:*
  - *Kitchen Hood Control Panel and Fire Suppression Upgrade*
  - *Slate Tile Repair*
  - *Chiller Replacement*
  - *Main Kitchen Dishwasher Replacement*
  - *Ballroom Roof Repairs*
  - *House Sound Audio Upgrade*
  - *Ballroom Gutter, Foyer transom glass and soffit repair*
  - *Exterior Planter Repair*
  - *LED Lighting Upgrade*
  - *Walk-in Refrigerator Replacement*
  - *3<sup>rd</sup> fl Planter Repair*

### *Rider Levett Bucknall*

- *For management of Rooftop Terrace Deck Temporary Repair*

# Repair & Maintenance Projects Completed (since 2020)

- *Gutter Trough, Roof Membrane and Other Roof Repairs; \$8.3M, completed 2020*
- *Boiler Replacement; \$585k, completed 2020*
- *Ala Wai Waterfall Repairs; \$185k, completed 2020*
- *Chiller 4 Repairs; \$55k, completed 2020*
- *#320 Roof Repairs; \$1.4M, completed 2020*
- *Banquet Chairs and Facility Equipment Upgrade; \$2.25M, completed 2020*
- *Cooling Tower Replacement; \$3.2M, completed 2021*
- *Theatre LED Lighting Upgrade; \$77k, completed 2021*
- *Roof Overflow Drain Repairs; \$16k, completed 2021*
- *Jockey Chiller Repairs; \$28k, completed 2021*
- *ADA Lift Replacement, \$71.5k, completed 2021*
- *Emergency Generator Repairs, \$32k, completed 2021*
- *Window Repairs – Vandalism, \$177k, completed 2021*
- *Leak Repairs – December 2021 / January 2022, \$396k, completed 2022*
- *Chiller Repairs – \$69.3k, completed 2022*
- *Trellis Renovation - \$4.7M, completed 2022*
- *Lobby Glass Replacement - \$25k, completed 2022*
- *Security Camera, NVR, Access Control System - \$1.56M, completed 2022*
- *Kitchen AC Compressor Replacement - \$16.5k, completed 2022*
- *Event Stage ADA Ramp - \$41k, completed 2023*



# Mahalo Nui Loa

A close-up photograph of a sailboat's rigging. The image shows a complex network of white ropes and lines. In the foreground, a wooden boom is visible, with a pulley block attached. The background is slightly blurred, showing more of the boat's structure and some greenery. The text "Mahalo Nui Loa" is overlaid in the center in a white, sans-serif font.

# **5**

## **Presentation, Discussion and Action on the HTA's March 2023 Financial Report**

## **5.1**

### Financial Statements – Executive Summary March 31, 2023

**Hawaii Tourism Authority**  
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**March 31, 2023**

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Financial Statements – Executive Summary

March 31, 2023

***Introduction:***

**Hawaii Tourism Authority (HTA)**

- Fund Accounts. HTA's major funds are the following:
  - Tourism Federal Fund FY 2023 - July 1, 2022 to June 30, 2023 (FY 2023 ARPA TFF) – Official Name: HTA Coronavirus State Fiscal Recovery Fund (CSFRF) \$35M Subaward
  - Tourism Federal Fund FY 2022 - July 1, 2021 to June 30, 2022 (FY 2022 ARPA TFF) – Official Name: HTA CSFRF \$60M Subaward
  - Tourism Special Fund (TSF)
  - Tourism Emergency Special Fund (TESF)
  - Convention Center Federal Fund FY 2022 (FY 2022 ARPA CCFF) – Official Name: Convention Center CSFRF \$11M Subaward
  - Convention Center Enterprise Special Fund (CCESF)
  - Economic Development Administration (EDA) Grant – Official Name: ARPA-EDA Tourism Grant (Non-Competitive ARPA State Tourism Grant for State of Hawaii)
- For the remaining FY 2022 budget for both the FY 2022 ARPA TFF and FY 2022 ARPA CFF, B&F has approved an extension whereby HTA can use the funds, with the understanding that the expenditures must be encumbered by December 2023.
- State funds have a fiscal year-end of June 30<sup>th</sup>, and federal funds have a fiscal year-end of December 31<sup>st</sup>. Management presents its financial statements separately for state and federal funds. Each fund has its own budget and expenditures.
- FY 2023 Funding - Originally, the HTA's Board of Directors approved a budget for FY 2023 in the amount of \$60M. Unfortunately, the legislation for funding HTA was flawed and had to be vetoed. Subsequently, in November 2022, the Governor awarded the use of ARPA Federal funds in the amount of \$35M. Then, in November 2022, the HTA board revised the FY 2023 budget to match the amount of the awarded ARPA funds.

## Summary of Financial Position – All Funds

	For the period March 1, 2023 to March 31, 2023					
	Accrual (In Millions)					
	FY 2023 ARPA TFF	FY 2022 ARPA TFF	TSF & TESF*	FY 2022 ARPA CCFF	CCESF	EDA
Beginning Cash as of March 1, 2023	35.0	31.9	24.1	10.3	34.9	-
Increase (Decrease) due to Revenue	-	-	-	-	-	-
Program/Op Expenses	(0.2)	(2.9)	(2.5)	(3.0)	(2.0)	-
Ending Cash as of March 31, 2023	34.8	29.0	21.6	7.3	32.9	-
Encumbered Funds as of March 31, 2023	17.7	17.5	10.9	7.1	3.9	-
Unencumbered Funds as of March 31, 2023	17.1	11.5	10.7	0.2	29.0	-
* Amounts include balances from both the Tourism Special Fund and Tourism Emergency Special Fund						

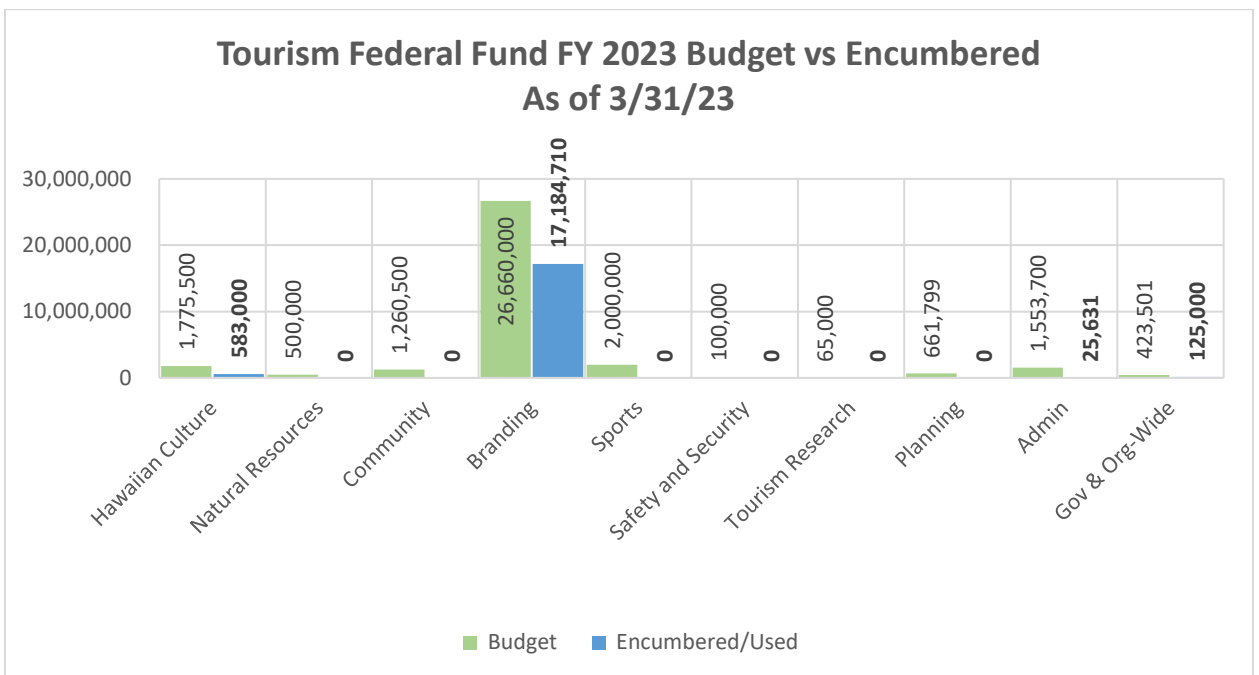
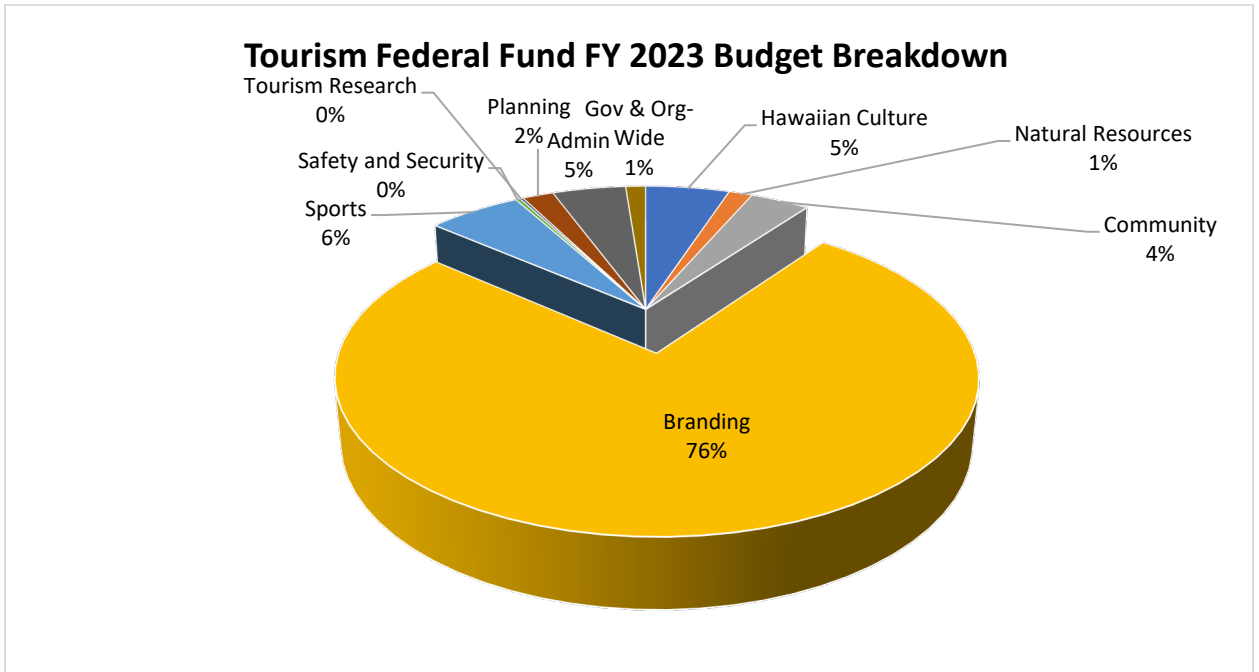


***Tourism Federal Fund FY 2023 (\$35M Budget):***

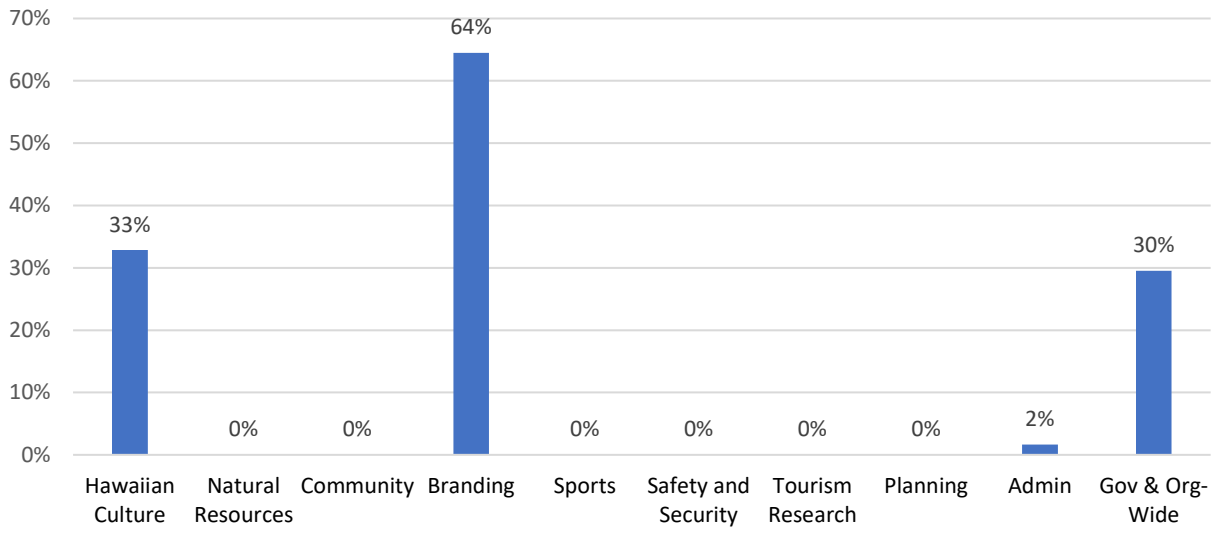
1. The fund has \$34.8M in cash as of March 31, 2023. Cash decreased by \$185K from February 2023 due to disbursements related to program expenditures.
2. The fund has expended \$187K YTD.
3. The fund has encumbered \$17.9M of the \$35.0M FY 2023 budget as of March 31, 2023, or 51%.

**Tourism Federal Fund FY 2023 Charts and Graphs (\$35M Budget):**

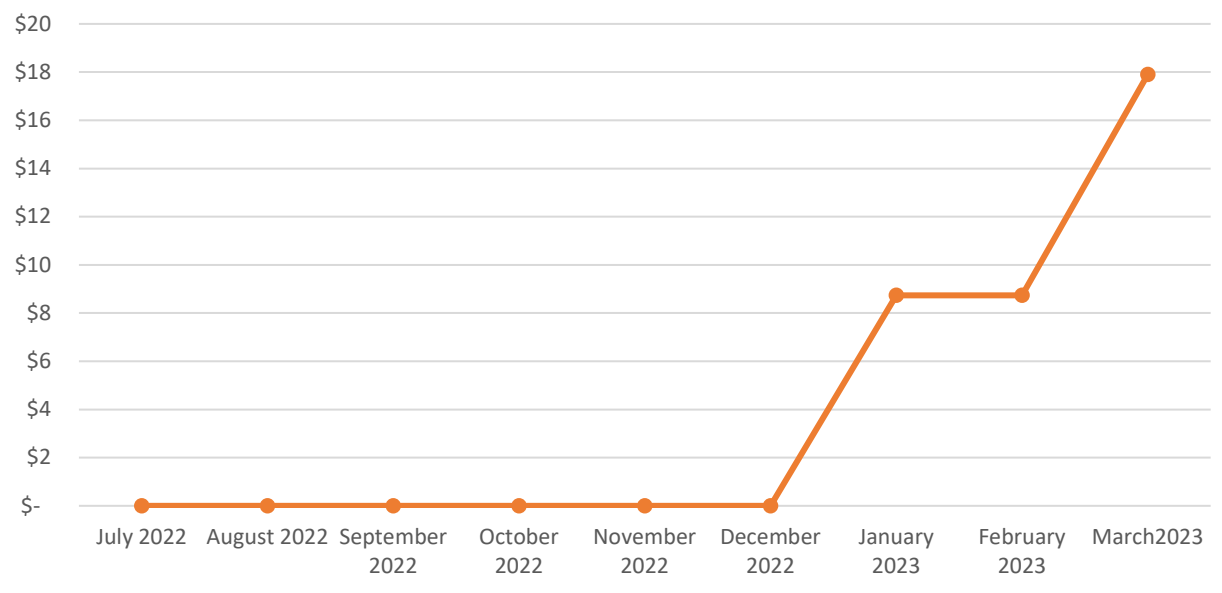
4. The following are various charts to depict the Tourism Federal Fund FY 2023’s budget, budget utilization and trends.



### Tourism Federal Fund FY 2023 Percentage of Budget Utilized As of 3/31/23



### Tourism Federal Fund FY 2023 Budget Utilized (in millions)

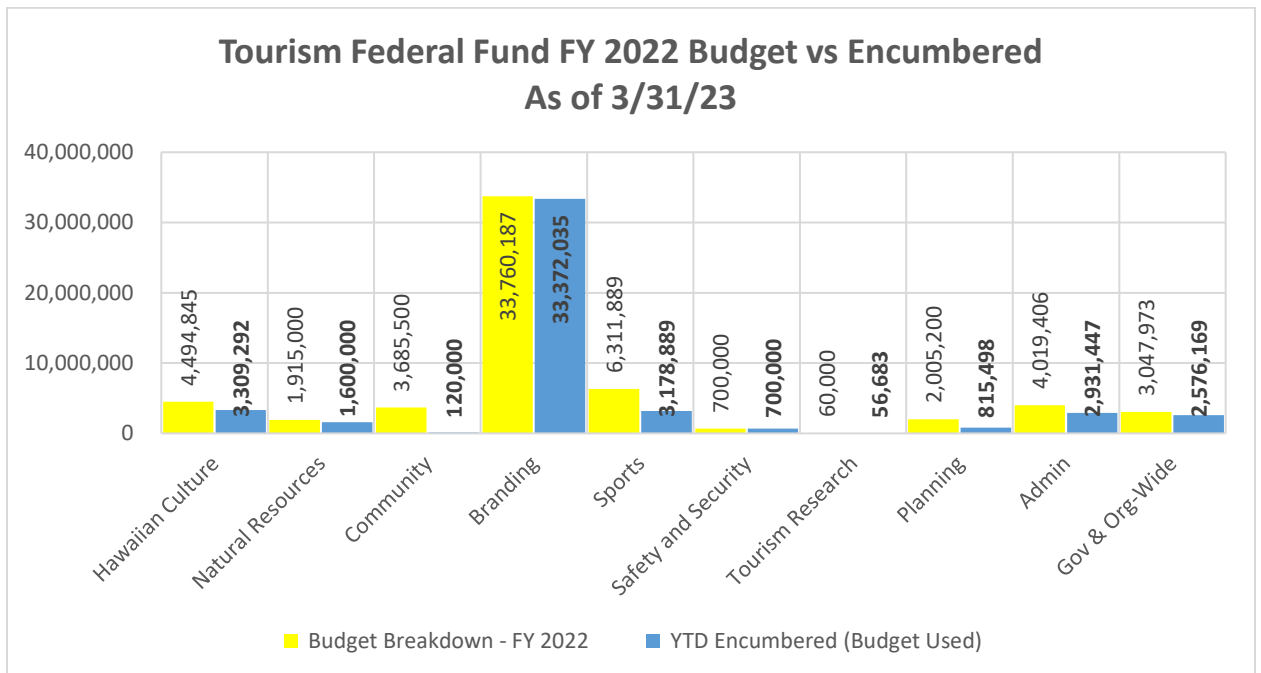
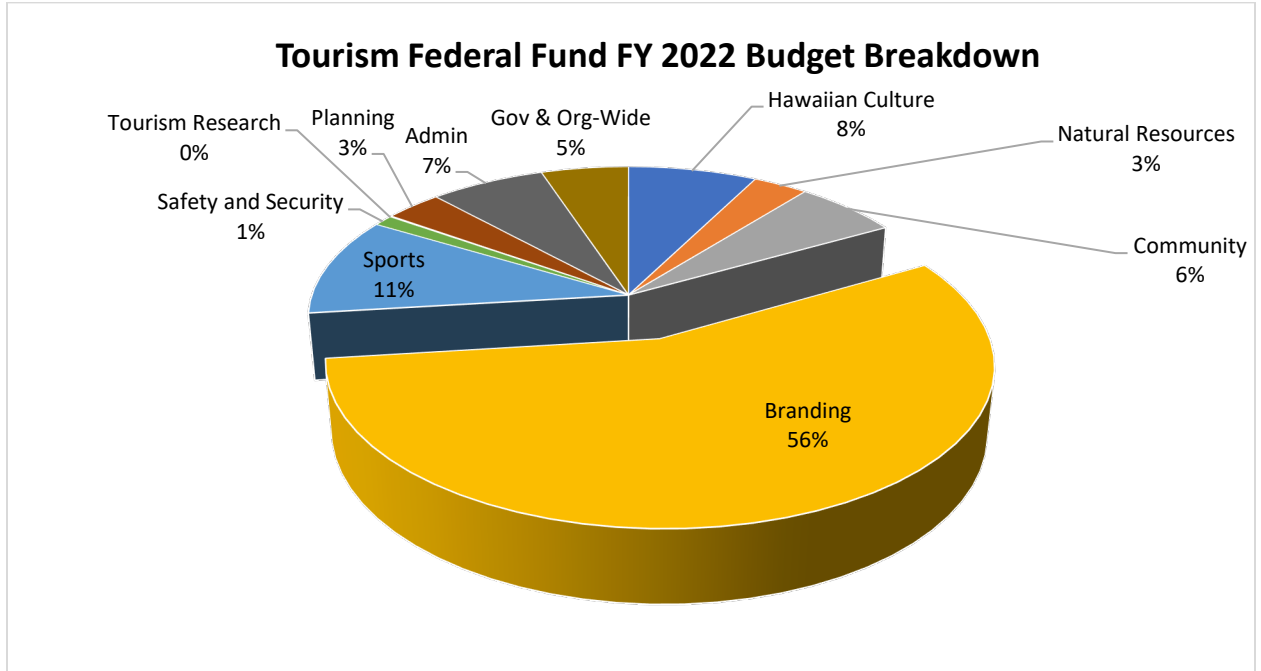


***Tourism Federal Fund FY 2022 (\$60M Budget):***

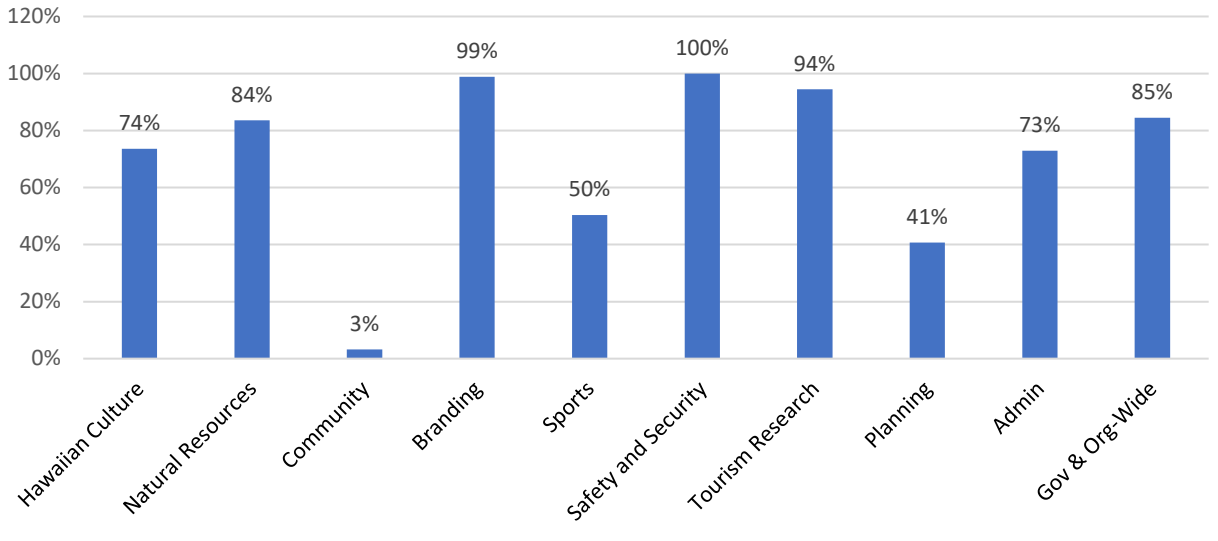
5. The fund has \$29.0M in cash as of March 31, 2023. Cash decreased by \$2.8M from February 2023, due to disbursements related to program expenditures.
6. The fund has encumbered \$48.5M of the \$60.0M FY 2022 budget as of March 31, 2023, or 81%.
7. No significant budget reallocations were made during the month of March 2023. A detail of the budget reallocations made for the period 7/1/21 to 3/31/23 and for the month ended is provided on the accompanying Budget Reallocation Summary.
8. The fund has expended \$31.0M during the period 7/1/21 to 3/31/23.

**Tourism Federal Fund FY 2022 Charts and Graphs (\$60M Budget):**

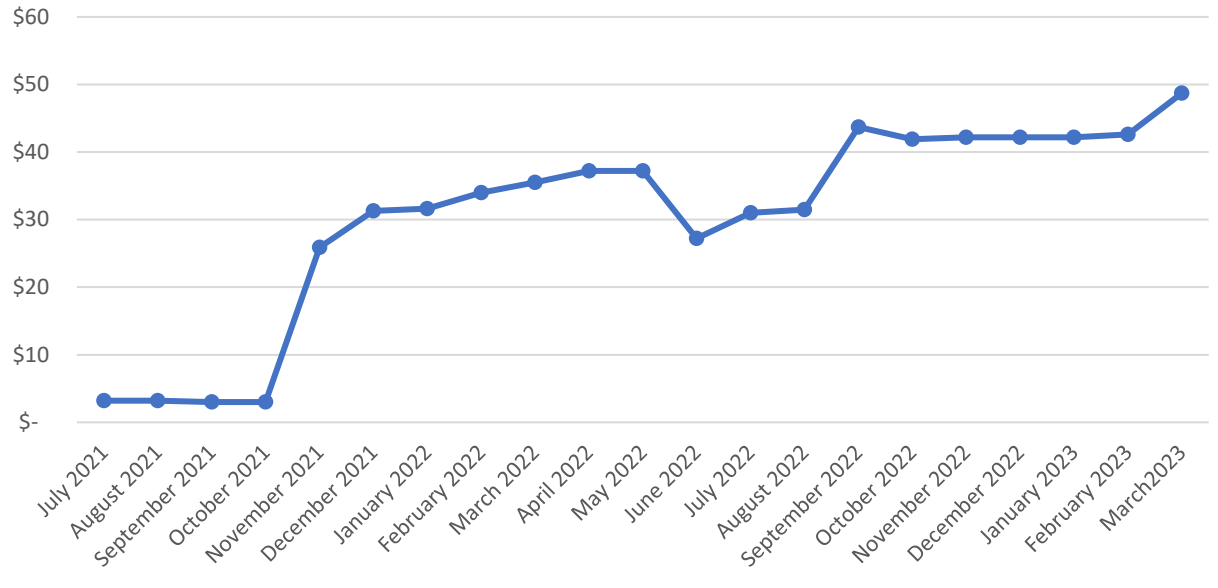
10. The following are various charts to depict the Tourism Federal Fund FY 2022's budget, budget utilization and trends.



### Tourism Federal Fund FY 2022 Percentage of Budget Utilized As of 3/31/23



### Tourism Federal Fund FY 2022 Budget Utilized (in millions)



**Tourism Special Fund and the Tourism Emergency Special Fund:**

11. The Tourism Special Fund sunset on January 1, 2022, pursuant to Act 001, 2021 Legislative Special Session, leaving all unencumbered funds available for remitting to the State’s General Fund. The \$5M Emergency Fund will remain with HTA.

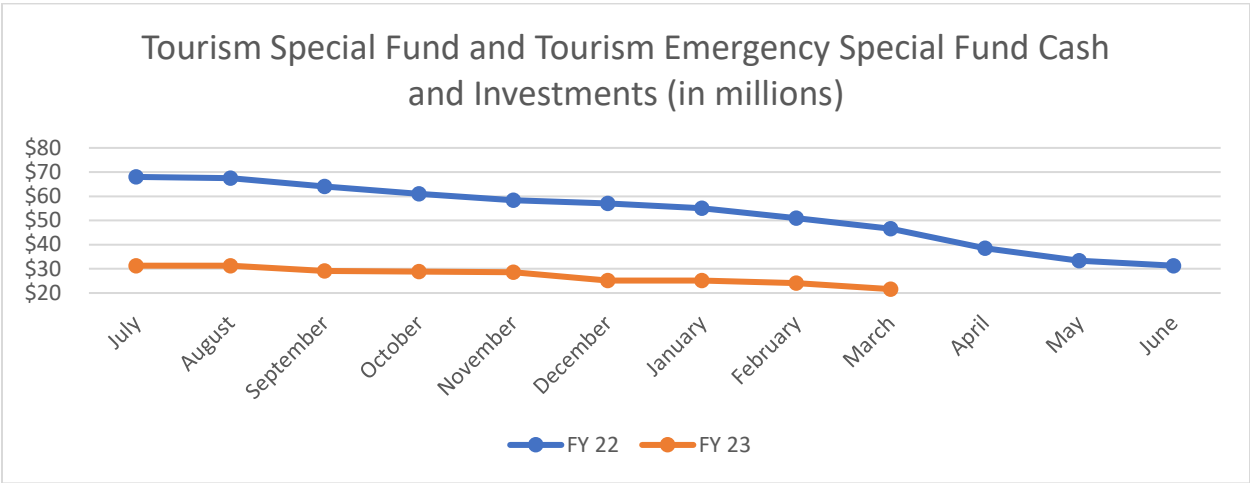
12. In total, the Tourism Special Fund and the Tourism Emergency Special Fund have \$21.6M in cash and investments as of March 31, 2023.

- a. This includes \$5.1M in Emergency Fund held as investments.
  - i. Approximately \$1.0M is held in money market funds and \$4.1M is held in US Treasury notes laddered in approximately 3-month intervals.
  - ii. Further detail provided in the financial statements.
- b. Cash decreased by approximately \$2.5M from February 2023 due to disbursements related to program expenditures.
- c. We anticipate the Tourism Special Fund’s cash balance to decrease to \$0 over time once all encumbered funds are expended.

13. The fund has earned \$50.2K of investment income and has received \$35K in unused funds from vendors YTD.

14. The fund has expended \$9.9M YTD.

15. The following chart depicts the overall trend in the Tourism Special Fund’s and Tourism Emergency Special Fund’s cash balance:



***Convention Center Federal Fund FY 2022 (\$11M Budget):***

16. The fund has \$7.3M in cash. Cash decreased by \$3M from February 2023 due to disbursement for program expenditures and R&M funding.
  
17. No budget reallocations were made in March 2023.
  
18. The fund has expended \$3.8M during the period 7/1/21 to 3/31/23.



**Convention Center Enterprise Special Fund (CCESF):**

19. The fund has \$32.9M in cash. Cash decreased by \$2M from February 2023 due to disbursements for HCC operations.
  
20. As of February 2023, AEG has reported the following for funds held for R&M projects:
  - a. There was \$36.9M in cash with the contractor or with DAGS.
  - a. This includes \$2M in Emergency R&M funds.
  - b. These funds are encumbered or budgeted toward specific projects such as kitchen wall rehabilitation and exterior planter repairs, exterior building painting, house audio upgrades, ballroom gutter and transom glass repair, chiller replacement, and various equipment purchases and upgrades.
  - c. Of the \$36.9M, approximately \$3.9M has been contracted.
  - d. The amount of cash remaining with the contractor already accounts for \$1.6M expended on current and future projects (in-progress costs or preliminary work).
  
21. The fund has \$3.9M of prior year outstanding encumbrances as of March 31, 2023.
  
22. The fund has collected \$11M in TAT YTD.
  
23. Current Year Convention Center Operations - HTA's YTD operating subsidy to the Convention Center through February 2023 was \$2.6M per HCC financial statements (attached). AEG budgeted for a \$5.4M operating subsidy for FY 2023.
  
24. The fund has expended \$12.1M YTD to fund the Convention Center's six-year major repair and maintenance plan and HCC operations.

***Economic Development Administration Grant:***

25. The Board approved the \$14M budget in June 2022. In August 2022, one project was deemed a “construction” project. Since then, HTA and DLNR have been providing further information on the project to the EDA. In February 2023, the construction project was cancelled and the funds for the project were redistributed to other proposed projects. The EDA approved the Grant Administration Plan in March 2023. HTA is now ready to execute the contract with DLNR and will begin preparing RFP’s for HTA’s contracts.

**Hawaii Tourism Authority**  
 Balance Sheet  
 Tourism Federal Fund FY 2023 (\$35M Budget)  
 As of 3/31/23

	Current Year
Assets	
Current Assets	
Checking	34,815,290.00
Total Current Assets	34,815,290.00
Total Assets	34,815,290.00
Fund Balance	
Encumbered Funds	
FY 2023 Funds	17,733,631.00
Total Encumbered Funds	17,733,631.00
Unencumbered Funds	
Total Unencumbered Funds	17,081,659.00
Total Fund Balance	34,815,290.00

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Tourism Federal Fund FY 2023 (\$35M Budget)  
For the Period Ended YTD 3/31/23 and Month Ended 3/31/23

	<b>Budget</b>	<b>Current Year</b>		<b>Current Period</b>
	<b>Budget</b>	<b>Actual</b>	<b>Budget Variance</b>	<b>Actual</b>
Revenue				
Alloted Federal Funds	35,000,000.00	35,000,000.00	0.00	0.00
Total Revenue	<u>35,000,000.00</u>	<u>35,000,000.00</u>	<u>0.00</u>	<u>0.00</u>
Expense				
Perpetuating Hawaiian Culture	1,775,500.00	0.00	1,775,500.00	0.00
Natural Resources	500,000.00	0.00	500,000.00	0.00
Community	1,260,500.00	0.00	1,260,500.00	0.00
Branding	26,660,000.00	184,710.00	26,475,290.00	184,710.00
Sports	2,000,000.00	0.00	2,000,000.00	0.00
Safety and Security	100,000.00	0.00	100,000.00	0.00
Tourism Research	65,000.00	0.00	65,000.00	0.00
Planning	661,799.00	0.00	661,799.00	0.00
Administrative	1,553,700.00	0.00	1,553,700.00	0.00
Governance and Org-Wide	423,501.00	0.00	423,501.00	0.00
Total Expense	<u>35,000,000.00</u>	<u>184,710.00</u>	<u>34,815,290.00</u>	<u>184,710.00</u>
Net Income	<u>0.00</u>	<u>34,815,290.00</u>	<u>34,815,290.00</u>	<u>(184,710.00)</u>

**Hawaii Tourism Authority**  
 Balance Sheet  
 Tourism Federal Fund FY 2022 (\$60M Budget)  
 As of 3/31/23

	Current Year
<b>Assets</b>	
Current Assets	
Checking	29,009,157.92
Total Current Assets	29,009,157.92
Total Assets	29,009,157.92
<b>Fund Balance</b>	
Current year payables	
Accounts Payable	601.45
Total Current year payables	601.45
Encumbered Funds	
FY 2022 Funds	17,501,360.46
Total Encumbered Funds	17,501,360.46
Unencumbered Funds	
Total Unencumbered Funds	11,507,196.01
Total Fund Balance	29,009,157.92

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Tourism Federal Fund FY 2022 (\$60M Budget)  
For the Period 7/1/21 to 3/31/23; and for the Month and Period Ended YTD 3/31/23

	<b>Cumulative</b>			<b>Current Period</b>	
	<b>Budget</b>	<b>Actual</b>	<b>Budget Variance</b>	<b>Actual</b>	<b>FY 2023 Actual</b>
Revenue					
Alloted Federal Funds	60,000,000.00	60,000,000.00	0.00	0.00	11,660,000.00
Total Revenue	<u>60,000,000.00</u>	<u>60,000,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>11,660,000.00</u>
Expense					
Perpetuating Hawaiian Culture	4,494,845.00	358,214.75	4,136,630.25	350,000.00	358,214.75
Natural Resources	1,915,000.00	80,000.00	1,835,000.00	40,000.00	80,000.00
Community	3,685,500.00	120,000.00	3,565,500.00	20,000.00	20,000.00
Branding	33,760,187.00	24,250,659.11	9,509,527.89	1,389,529.26	13,255,341.32
Sports	6,311,889.00	2,794,889.00	3,517,000.00	125,000.00	450,000.00
Safety and Security	700,000.00	136,944.92	563,055.08	0.00	90,000.00
Tourism Research	60,000.00	0.00	60,000.00	0.00	0.00
Planning	2,005,200.00	265,283.39	1,739,916.61	87,309.34	230,250.16
Administrative	4,019,406.00	1,656,791.84	2,362,614.16	491,960.89	691,189.20
Governance and Org-Wide	3,047,973.00	1,328,660.52	1,719,312.48	345,965.22	423,996.22
Total Expense	<u>60,000,000.00</u>	<u>30,991,443.53</u>	<u>29,008,556.47</u>	<u>2,849,764.71</u>	<u>15,598,991.65</u>
<b>Net Income</b>	<b><u>0.00</u></b>	<b><u>29,008,556.47</u></b>	<b><u>29,008,556.47</u></b>	<b><u>(2,849,764.71)</u></b>	<b><u>(3,938,991.65)</u></b>

**Hawaii Tourism Authority**

Balance Sheet

Tourism Special Fund

As of 3/31/23

	<u>Current Year</u>
Assets	
Current Assets	
Checking	16,527,499.20
Total Current Assets	<u>16,527,499.20</u>
Total Assets	<u><u>16,527,499.20</u></u>
Fund Balance	
Encumbered Funds	
FY 2015 Funds	6,830.35
FY 2016 Funds	6,047.12
FY 2017 Funds	15,706.80
FY 2018 Funds	4,137.03
FY 2019 Funds	18,274.11
FY 2020 Funds	564,320.60
FY 2021 Funds	10,302,154.30
Total Encumbered Funds	<u>10,917,470.31</u>
Unencumbered Funds	
Total Unencumbered Funds	5,610,028.89
Total Fund Balance	<u><u>16,527,499.20</u></u>

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Prior Year Funds - Tourism Special Fund  
For the Period Ended YTD and Month Ended 3/31/23

	<b>Budget</b>	<b>Current Year</b>		<b>Current Period</b>
	<b>Budget</b>	<b>Actual</b>	<b>Budget Variance</b>	<b>Actual</b>
Revenue				
Interest and Dividends	0.00	50,207.67	50,207.67	0.00
Refunds	0.00	35,002.09	35,002.09	35,002.09
Total Revenue	<u>0.00</u>	<u>85,209.76</u>	<u>85,209.76</u>	<u>35,002.09</u>
Expense				
Perpetuating Hawaiian Culture	6,809,550.50	200,000.00	6,609,550.50	0.00
Natural Resources	1,781,000.00	0.00	1,781,000.00	0.00
Community	1,192,966.00	801,941.89	391,024.11	66,667.00
Branding	10,397,551.18	8,595,916.34	1,801,634.84	2,351,882.69
Sports	18,000.00	0.00	18,000.00	0.00
Safety and Security	92,094.23	65,000.00	27,094.23	65,000.00
Tourism Research	455,211.72	153,879.67	301,332.05	43,439.02
Administrative	253,219.23	51,672.75	201,546.48	0.00
Total Expense	<u>20,999,592.86</u>	<u>9,868,410.65</u>	<u>11,131,182.21</u>	<u>2,526,988.71</u>
Net Income	<u>(20,999,592.86)</u>	<u>(9,783,200.89)</u>	<u>11,216,391.97</u>	<u>(2,491,986.62)</u>



**Hawaii Tourism Authority**

Balance Sheet

Emergency Trust Fund

As of 3/31/23

	<u>Current Year</u>
Assets	
Current Assets	
Investments	5,112,869.54
Total Current Assets	<u>5,112,869.54</u>
Total Assets	<u><u>5,112,869.54</u></u>
Fund Balance	
Current year net assets	
	98,844.82
Total Current year net assets	<u>98,844.82</u>
Prior years	
Total Prior years	5,014,024.72
Total Fund Balance	<u><u>5,112,869.54</u></u>

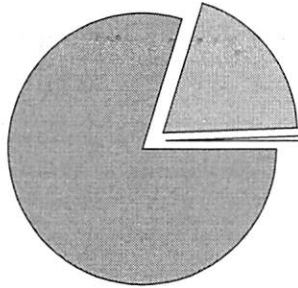


Statement Period  
Account Number

03/01/2023 through 03/31/2023  
BANK OF HAWAII  
AGENT U/A DATED 10/31/2018 FOR  
HAWAII TOURISM AUTHORITY -  
TOURISM EMERGENCY TRUST  
FUND

## Summary Of Investments

### Investment Allocation



0.7%	CASH	33,563.80
19.7%	CASH EQUIVALENTS	1,001,072.09
79.6%	FIXED INCOME	4,056,023.65
100.0%	<b>TOTAL</b>	<b>5,090,659.54</b>

### Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	33,563.80	0.66	0	0.00
CASH EQUIVALENTS	1,001,072.09	19.66	45,349	4.53
FIXED INCOME	4,056,023.65	79.68	103,375	2.55
<b>Total Fund</b>	<b>5,090,659.54</b>	<b>100.00</b>	<b>148,724</b>	<b>2.92</b>

### Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	3,849.37	3,849.37	11.47
	ACCRUED INCOME	29,714.43	29,714.43	88.53
	<b>TOTAL CASH</b>	<b>33,563.80*</b>	<b>33,563.80*</b>	<b>100.00*</b>
	<b>CASH EQUIVALENTS</b>			
	<b>CASH MANAGEMENT</b>			
1,001,072.09	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	1,001,072.09	1,001,072.09	100.00
	<b>FIXED INCOME</b>			
	<b>U S TREASURY OBLIGATIONS</b>			
500,000	US TREASURY NOTES 2.75% 04/30/2023	499,732.12	499,260.00	12.31



Statement Period  
Account Number

03/01/2023 through 03/31/2023  
BANK OF HAWAII  
AGENT U/A DATED 10/31/2018 FOR  
HAWAII TOURISM AUTHORITY -  
TOURISM EMERGENCY TRUST  
FUND

## Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
500,000	US TREASURY NOTES 2.75% 07/31/2023	499,434.65	496,680.00	12.25
500,000	US TREASURY NOTES 2.875% 10/31/2023	498,900.95	494,805.00	12.20
585,000	US TREASURY NOTES 2.5% 01/31/2024	580,119.36	574,464.15	14.16
500,000	US TREASURY NOTES 2.25% 04/30/2024	493,357.06	487,520.00	12.02
500,000	US TREASURY NOTES NOTE 2.125% 07/31/2024	494,457.09	485,135.00	11.96
500,000	US TREASURY NOTES 2.25% 10/31/2024	478,925.78	484,335.00	11.94
550,000	US TREASURY NOTES 2.5% 01/31/2025	533,306.64	533,824.50	13.16
	TOTAL U S TREASURY OBLIGATIONS	4,078,233.65*	4,056,023.65*	100.00*
	<b>Total Fund</b>	<b>5,112,869.54*</b>	<b>5,090,659.54*</b>	<b>100.00*</b>

**Hawaii Tourism Authority**  
**Balance Sheet**  
**Convention Center Federal Fund FY 2022**  
**As of 3/31/23**

	Current Year
<b>Assets</b>	
Current Assets	
Checking	7,278,435.96
Total Current Assets	7,278,435.96
Total Assets	7,278,435.96
<b>Fund Balance</b>	
Current year payables	
Accounts Payable	50,000.00
Total Current year payables	50,000.00
Encumbered Funds	
FY 2022 Funds	7,049,830.27
Total Encumbered Funds	7,049,830.27
Unencumbered Funds	
Total Unencumbered Funds	178,605.69
Total Fund Balance	7,278,435.96

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Convention Center Federal Fund FY 2022  
For the Period 7/1/21 to 3/31/23; and for the Month and Period Ended YTD 3/31/23

	<b>Cumulative</b>			<b>Current Period</b>	
	<b>Budget</b>	<b>Actual</b>	<b>Budget Variance</b>	<b>Actual</b>	<b>FY 2023 Actual</b>
Revenue					
Alloted Federal Funds	11,000,000.00	11,000,000.00	0.00	0.00	0.00
Total Revenue	<u>11,000,000.00</u>	<u>11,000,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Expense					
Branding	72,458.00	6,079.86	66,378.14	0.00	0.00
Administrative	247,042.00	207,964.14	39,077.86	0.00	0.00
Governance and Org-Wide	1,334,845.00	587,065.04	747,779.96	50,000.00	50,000.00
HCC Operating Expense	5,406,900.00	0.00	5,406,900.00	0.00	0.00
HCC Repair and Maintenance	2,970,455.00	2,970,455.00	0.00	2,970,455.00	2,970,455.00
HCC Sales and Marketing / MFF	968,300.00	0.00	968,300.00	0.00	0.00
Total Expense	<u>11,000,000.00</u>	<u>3,771,564.04</u>	<u>7,228,435.96</u>	<u>3,020,455.00</u>	<u>3,020,455.00</u>
<b>Net Income</b>	<b><u>0.00</u></b>	<b><u>7,228,435.96</u></b>	<b><u>7,228,435.96</u></b>	<b><u>(3,020,455.00)</u></b>	<b><u>(3,020,455.00)</u></b>

**Hawaii Tourism Authority**  
**Balance Sheet**  
**Convention Center Enterprise Special Fund**  
**As of 3/31/23**

	Current Year
<b>Assets</b>	
Current Assets	
Checking	32,920,547.81
Total Current Assets	32,920,547.81
Total Assets	32,920,547.81
<b>Fund Balance</b>	
Encumbered Funds	
FY 2019 Funds	110,894.39
FY 2021 Funds	3,770,600.69
Total Encumbered Funds	3,881,495.08
Unencumbered Funds	
Total Unencumbered Funds	29,039,052.73
Total Fund Balance	32,920,547.81

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
FY 2023 Funds - Convention Center Enterprise Special Fund  
For the Period Ended YTD and Month Ended 3/31/23

	<b>Budget</b>	<b>Current Year Actual</b>	<b>Budget Variance</b>	<b>Current Period Actual</b>
Revenue				
Transient Accomodations Tax	11,000,000.00	11,000,000.00	0.00	0.00
Total Revenue	<u>11,000,000.00</u>	<u>11,000,000.00</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u>11,000,000.00</u>	<u>11,000,000.00</u>	<u>0.00</u>	<u>0.00</u>

**Hawaii Tourism Authority**

Statement of Revenues and Expenditures

Prior Year Funds - Convention Center Enterprise Special Fund

For the Period Ended YTD and Month Ended 3/31/23

	<b>Budget</b>	<b>Current Year Actual</b>	<b>Budget Variance</b>	<b>Current Period Actual</b>
Revenue				
Interest and Dividends	0.00	32,377.55	32,377.55	0.00
HCC Revenue	0.00	1,040,703.47	1,040,703.47	0.00
Total Revenue	<u>0.00</u>	<u>1,073,081.02</u>	<u>1,073,081.02</u>	<u>0.00</u>
Expense				
Governance and Org-Wide	296.52	0.00	296.52	0.00
HCC Operating Expense	5,512,649.87	2,001,124.24	3,511,525.63	2,001,124.24
HCC Repair and Maintenance	10,129,600.00	10,129,600.00	0.00	0.00
HCC Sales and Marketing / MFF	369,672.93	0.00	369,672.93	0.00
Total Expense	<u>16,012,219.32</u>	<u>12,130,724.24</u>	<u>3,881,495.08</u>	<u>2,001,124.24</u>
Net Income	<u>(16,012,219.32)</u>	<u>(11,057,643.22)</u>	<u>4,954,576.10</u>	<u>(2,001,124.24)</u>



**Hawaii Convention Center**  
Facility  
Income Statement  
From 2/01/2023 Through 02/28/2023  
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
<b>Direct Event Income</b>								
Rental Income (Net)	161,553	224,420	(62,868)	209,368	1,768,186	2,048,891	(280,705)	1,604,278
Service Revenue	23,101	31,220	(8,119)	86,074	829,125	495,872	333,253	921,723
<b>Total Direct Event Income</b>	<b>184,653</b>	<b>255,640</b>	<b>(70,987)</b>	<b>295,441</b>	<b>2,597,310</b>	<b>2,544,763</b>	<b>52,548</b>	<b>2,526,001</b>
<b>Direct Service Expenses</b>	<b>97,331</b>	<b>110,205</b>	<b>12,874</b>	<b>107,204</b>	<b>1,312,005</b>	<b>1,471,448</b>	<b>159,443</b>	<b>1,056,668</b>
<b>Net Direct Event Income</b>	<b>87,322</b>	<b>145,435</b>	<b>(58,113)</b>	<b>188,237</b>	<b>1,285,306</b>	<b>1,073,314</b>	<b>211,991</b>	<b>1,469,333</b>
<b>Ancillary Income</b>								
Food and Beverage (Net)	185,874	241,558	(55,684)	58,577	2,749,819	3,293,194	(543,375)	351,997
Event Parking (Net)	69,589	43,150	26,439	28,142	586,566	629,370	(42,804)	431,599
Electrical Services	3,584	4,800	(1,216)	0	36,780	49,560	(12,780)	23,013
Audio Visual	19,764	3,920	15,844	5,999	276,636	112,180	164,456	28,663
Internet Services	0	0	0	0	1,831	0	1,831	0
Rigging Services	14,785	0	14,785	32,917	66,952	66,240	712	116,920
First Aid Commissions	0	0	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>293,596</b>	<b>293,428</b>	<b>168</b>	<b>125,635</b>	<b>3,718,583</b>	<b>4,150,544</b>	<b>(431,961)</b>	<b>952,192</b>
<b>Total Event Income</b>	<b>380,918</b>	<b>438,863</b>	<b>(57,945)</b>	<b>313,873</b>	<b>5,003,888</b>	<b>5,223,858</b>	<b>(219,970)</b>	<b>2,421,525</b>
<b>Other Operating Income</b>								
Non-Event Parking	15	583	(568)	1,728	3,573	4,664	(1,091)	5,808
Other Income	11,148	4,875	6,273	3,518	86,228	39,000	47,228	51,275
<b>Total Other Operating Income</b>	<b>11,163</b>	<b>5,458</b>	<b>5,705</b>	<b>5,246</b>	<b>89,801</b>	<b>43,664</b>	<b>46,137</b>	<b>57,083</b>
<b>Total Gross Income</b>	<b>392,081</b>	<b>444,321</b>	<b>(52,239)</b>	<b>319,119</b>	<b>5,093,690</b>	<b>5,267,522</b>	<b>(173,832)</b>	<b>2,478,608</b>
<b>Net Salaries &amp; Benefits</b>								
Salaries & Wages	356,608	442,032	85,424	298,860	2,778,716	3,556,919	778,203	2,516,427
Payroll Taxes & Benefits	116,239	139,866	23,627	94,707	853,988	1,118,928	264,940	726,768
Labor Allocations to Events	(16,213)	(39,053)	(22,840)	(21,406)	(382,379)	(496,826)	(114,447)	(565,811)
<b>Total Net Salaries &amp; Benefits</b>	<b>456,634</b>	<b>542,845</b>	<b>86,211</b>	<b>372,161</b>	<b>3,250,324</b>	<b>4,179,021</b>	<b>928,697</b>	<b>2,677,384</b>
<b>Other Indirect Expenses</b>								
Net Contracted Services	76,070	28,958	(47,112)	17,632	489,312	248,283	(241,029)	145,824
Operations	12,311	11,533	(778)	8,580	85,978	92,264	6,286	59,761
Repair & Maintenance	105,127	89,300	(15,827)	70,857	718,562	750,400	31,838	561,508
Operational Supplies	45,052	48,898	3,846	19,475	389,397	448,940	59,543	169,273
Insurance	18,060	17,388	(672)	10,970	160,568	157,709	(2,859)	97,532
Utilities	159,899	167,039	7,140	173,365	1,894,367	1,670,157	(224,210)	1,373,375
Meetings & Conventions	3,070	742	(2,328)	958	18,351	16,286	(2,065)	8,874
Promotions & Communications	4,087	4,550	463	1,253	24,253	36,400	12,147	1,155
General & Administrative	70,384	20,712	(49,673)	13,682	300,241	178,400	(121,841)	100,650
Management Fees	19,033	19,033	0	18,633	152,266	152,264	(2)	149,067
Other	501	10,983	10,482	11,453	84,032	87,864	3,832	27,765
<b>Total Other Indirect</b>	<b>513,595</b>	<b>419,135</b>	<b>(94,459)</b>	<b>346,858</b>	<b>4,317,327</b>	<b>3,838,967</b>	<b>(478,360)</b>	<b>2,694,783</b>
<b>Net Income (Loss) before CIP Funded Expenses</b>	<b>(578,147)</b>	<b>(517,660)</b>	<b>(60,487)</b>	<b>(399,900)</b>	<b>(2,473,962)</b>	<b>(2,750,466)</b>	<b>276,504</b>	<b>(2,893,559)</b>
<b>CIP Funded Expenses</b>	<b>301</b>	<b>0</b>	<b>301</b>	<b>7,991</b>	<b>685</b>	<b>0</b>	<b>685</b>	<b>7,991</b>
<b>Net Income (Loss) from Operations</b>	<b>(577,846)</b>	<b>(517,660)</b>	<b>(60,187)</b>	<b>(391,909)</b>	<b>(2,473,276)</b>	<b>(2,750,466)</b>	<b>277,189</b>	<b>(2,885,568)</b>
<b>Fixed Asset Purchases</b>	<b>39,153</b>	<b>25,000</b>	<b>(14,153)</b>	<b>(151,797)</b>	<b>154,177</b>	<b>200,000</b>	<b>45,823</b>	<b>230,673</b>
<b>Net Income (Loss) After Fixed Asset Purchases</b>	<b>(617,000)</b>	<b>(542,660)</b>	<b>(74,340)</b>	<b>(240,112)</b>	<b>(2,627,453)</b>	<b>(2,950,466)</b>	<b>323,012</b>	<b>(3,116,241)</b>

**Hawaii Convention Center**  
 Facility  
 Income Statement  
 From 02/01/2023 Through 02/28/2023  
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
<b>Revenues</b>								
Food & Beverage	375,865	417,920	(42,055)	120,246	4,853,689	5,728,996	(875,307)	814,187
Facility	310,279	319,418	(9,139)	375,685	3,760,499	3,543,367	217,133	3,246,662
<b>Total Revenues</b>	<b>686,144</b>	<b>737,338</b>	<b>(51,194)</b>	<b>495,931</b>	<b>8,614,188</b>	<b>9,272,363</b>	<b>(658,174)</b>	<b>4,060,849</b>
<b>Expenses</b>								
Food & Beverage	361,607	306,808	(54,799)	162,344	3,259,178	3,571,068	311,889	1,143,470
Facility	902,684	948,189	45,506	733,487	7,828,971	8,451,760	622,789	5,810,938
<b>Total Expenses</b>	<b>1,264,291</b>	<b>1,254,998</b>	<b>(9,293)</b>	<b>895,830</b>	<b>11,088,150</b>	<b>12,022,828</b>	<b>934,678</b>	<b>6,954,408</b>
Net Income (Loss) before CIP Funded Expenses	(578,147)	(517,660)	(60,487)	(399,900)	(2,473,962)	(2,750,466)	276,504	(2,893,559)
CIP Funded Expenses	301	0	301	7,991	685	0	685	7,991
Net Income (Loss) from Operations	(577,846)	(517,660)	(60,186)	(391,909)	(2,473,277)	(2,750,466)	277,189	(2,885,568)
Fixed Asset Purchases	39,153	25,000	(14,153)	(151,797)	154,177	200,000	45,823	230,673
Net Income (Loss) after Fixed Asset Purchases	(616,999)	(542,660)	(74,339)	(240,112)	(2,627,454)	(2,950,466)	323,012	(3,116,241)

**Hawaii Tourism Authority**

Balance Sheet

EDA Tourism Grant Fund

As of 3/31/23

	<u>Current Year</u>
Assets	
Current Assets	
Checking	-
Total Current Assets	-
Total Assets	-
Fund Balance	
Encumbered Funds	
FY 2023 Funds	-
Total Encumbered Funds	-
Unencumbered Funds	
Total Unencumbered Funds	-
Total Fund Balance	-

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
EDA Tourism Grant Fund  
For the Period Ended YTD and Month Ended 3/31/23

	<b>Budget</b>	<b>Current Year</b>		<b>Budget Variance</b>	<b>Current Period</b>
		<b>Actual</b>			<b>Actual</b>
Revenue					
Alloted Federal Funds	14,024,372.00	0.00		(14,024,372.00)	0.00
Total Revenue	14,024,372.00	0.00		(14,024,372.00)	0.00
Expense					
Natural Resources	7,200,000.00	0.00		7,200,000.00	0.00
Community	1,520,000.00	0.00		1,520,000.00	0.00
Branding	4,540,000.00	0.00		4,540,000.00	0.00
Planning	20,000.00	0.00		20,000.00	0.00
Administrative	331,907.00	0.00		331,907.00	0.00
Governance and Org-Wide	412,465.00	0.00		412,465.00	0.00
Total Expense	14,024,372.00	0.00		14,024,372.00	0.00
Net Income	0.00	0.00		0.00	0.00

## **5.2**

Budget Statement – FY 23 Federal ARPA Funds  
As of March 31, 2023  
FY 2023

**Hawaii Tourism Authority  
Budget Statement - FY 23 Federal ARPA Funds  
As of March 31, 2023  
FY 2023**

Program Code	Program Title	Budget FY23	Encumbered - Budget Used (Cumulative)	Remaining Balance	March 2023 Activity
<i>Tourism Federal Fund - FY 23</i>					
<b>Perpetuating Hawaiian Culture</b>					
203	Ma'ema'e HTA	50,000.00	0.00	50,000.00	0.00
204	Market Support	75,000.00	0.00	75,000.00	0.00
216	Olelo Hawaii	700,000.00	500,000.00	200,000.00	500,000.00
219	Hookipa Malihini Initiative	450,000.00	83,000.00	367,000.00	83,000.00
297	Memberships and Dues - Hawaiian Culture	500.00	0.00	500.00	0.00
374	Surfing	250,000.00	0.00	250,000.00	0.00
718	Resort Area Hawaiian Cultural Initiative	250,000.00	0.00	250,000.00	0.00
<b>Subtotal</b>	<b>Perpetuating Hawaiian Culture</b>	<b>1,775,500.00</b>	<b>583,000.00</b>	<b>1,192,500.00</b>	<b>583,000.00</b>
<b>Natural Resources</b>					
409	Tour Guide Certification Licensure Program	500,000.00	0.00	500,000.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>500,000.00</b>	<b>0.00</b>	<b>500,000.00</b>	<b>0.00</b>
<b>Community</b>					
702	Community Product Capacity Building (forn	300,000.00	0.00	300,000.00	0.00
731	Community-Based Tourism - Oahu	200,000.00	0.00	200,000.00	0.00
732	Community-Based Tourism - Maui County	200,000.00	0.00	200,000.00	0.00
733	Community-Based Tourism - Hawaii Island	200,000.00	0.00	200,000.00	0.00
734	Community-Based Tourism - Kauai	200,000.00	0.00	200,000.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00
798	Travel - Community	10,000.00	0.00	10,000.00	0.00
802	Current Workforce Development (Industry	150,000.00	0.00	150,000.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>1,260,500.00</b>	<b>0.00</b>	<b>1,260,500.00</b>	<b>0.00</b>
<b>Branding</b>					
14	Pono Travel Education Program	500,000.00	0.00	500,000.00	0.00
102	Hawai'i Tourism Summit	100,000.00	0.00	100,000.00	0.00
317	Convention Center Sales & Marketing - City	2,600,000.00	2,600,000.00	0.00	2,600,000.00
318	gohawaii.com (formerly Online Website Co	500,000.00	0.00	500,000.00	0.00
319	MCI MFF	850,000.00	850,000.00	0.00	850,000.00
320	Island Chapters Staffing and Admin	1,200,000.00	1,200,000.00	0.00	0.00
321	US (formerly North America)	7,000,000.00	3,000,000.00	4,000,000.00	3,000,000.00
322	Canada	800,000.00	400,000.00	400,000.00	0.00
323	Japan	6,500,000.00	6,500,000.00	0.00	0.00
324	Korea	630,000.00	630,000.00	0.00	0.00
325	Oceania	950,000.00	0.00	950,000.00	0.00
329	China	120,000.00	0.00	120,000.00	0.00
331	Meetings, Convention & Incentives	1,900,000.00	1,900,000.00	0.00	1,900,000.00
350	Global Mkt Shared Resces (formerly Intelle	1,500,000.00	0.00	1,500,000.00	0.00
397	Memberships and Dues - Branding	160,000.00	104,710.00	55,290.00	104,710.00
398	Travel - Branding	50,000.00	0.00	50,000.00	0.00
934	State Employee Salaries - Branding	1,300,000.00	0.00	1,300,000.00	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>26,660,000.00</b>	<b>17,184,710.00</b>	<b>9,475,290.00</b>	<b>8,454,710.00</b>
<b>Sports</b>					
385	Sports RFP or Other Procurement	2,000,000.00	0.00	2,000,000.00	0.00
<b>Subtotal</b>	<b>Sports</b>	<b>2,000,000.00</b>	<b>0.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
<b>Safety and Security</b>					
602	Crisis Management	100,000.00	0.00	100,000.00	0.00
<b>Subtotal</b>	<b>Safety and Security</b>	<b>100,000.00</b>	<b>0.00</b>	<b>100,000.00</b>	<b>0.00</b>
<b>Tourism Research</b>					
506	Infrastructure Research (Accomodations ar	65,000.00	0.00	65,000.00	0.00
<b>Subtotal</b>	<b>Tourism Research</b>	<b>65,000.00</b>	<b>0.00</b>	<b>65,000.00</b>	<b>0.00</b>
<b>Planning</b>					
653	Hotspot Mitigation	200,000.00	0.00	200,000.00	0.00
657	Tourism Excellence Accreditation	450,000.00	0.00	450,000.00	0.00
698	Travel - Planning	11,799.00	0.00	11,799.00	0.00
<b>Subtotal</b>	<b>Planning</b>	<b>661,799.00</b>	<b>0.00</b>	<b>661,799.00</b>	<b>0.00</b>
<b>Administrative</b>					
101	Community-Industry Outreach & Public Rel	200,000.00	24,000.00	176,000.00	24,000.00
103	hawaiitourismauthority.org (formerly HTA \	50,000.00	0.00	50,000.00	0.00
901	General and Administrative	333,700.00	1,631.00	332,069.00	1,631.00
930	State Employee Salaries - Admin	900,000.00	0.00	900,000.00	0.00
998	Travel - Admin	70,000.00	0.00	70,000.00	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>1,553,700.00</b>	<b>25,631.00</b>	<b>1,528,069.00</b>	<b>25,631.00</b>
<b>Governance and Org-Wide</b>					
915	Organization-Wide	250,583.00	125,000.00	125,583.00	125,000.00
919	Governance - Gen Board/Others	172,918.00	0.00	172,918.00	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>423,501.00</b>	<b>125,000.00</b>	<b>298,501.00</b>	<b>125,000.00</b>
<b>Total</b>	<b>Tourism Federal Fund</b>	<b>35,000,000.00</b>	<b>17,918,341.00</b>	<b>17,081,659.00</b>	<b>9,188,341.00</b>

## **5.3**

Budget Statement FY22 Federal Funds  
As of March 31, 2023  
FY 2023

**Hawaii Tourism Authority**  
**Budget Statement - FY 22 Federal Funds**  
**As of March 31, 2023**  
**FY 2023**

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	March 2023 Activity
<i>Tourism Federal Fund - FY 22</i>					
<b>Perpetuating Hawaiian Culture</b>					
201	Kūkulu Ola: Living Hawaiian Cultural Prog	1,500,000.00	1,500,000.00	0.00	1,500,000.00
202	Hawaiian Culture Initiative	425,000.00	475,000.00	(50,000.00)	475,000.00
203	Ma'ema'e HTA	50,000.00	50,000.00	0.00	50,000.00
204	Market Support	50,000.00	57,000.00	(7,000.00)	50,000.00
207	Kahea Program - Airport Greetings	700,000.00	700,000.00	0.00	0.00
214	Legacy Award Program	75,000.00	25,000.00	50,000.00	0.00
216	Olelo Hawaii	500,000.00	500,000.00	0.00	0.00
217	FESTPAC	250,000.00	0.00	250,000.00	0.00
218	Hawaiian Culture Festivals and Events	780,000.00	0.00	780,000.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	300.00	200.00	0.00
298	Travel - Hawaiian Culture	14,345.00	1,991.84	12,353.16	0.00
718	Resort Area Hawaiian Cultural Initiative	150,000.00	0.00	150,000.00	0.00
<b>Subtotal</b>	<b>Perpetuating Hawaiian Culture</b>	<b>4,494,845.00</b>	<b>3,309,291.84</b>	<b>1,185,553.16</b>	<b>2,075,000.00</b>
<b>Natural Resources</b>					
402	Aloha Aina (formerly NR and Leg Prov NR)	1,500,000.00	1,500,000.00	0.00	1,500,000.00
406	Visitor Impact Program	350,000.00	50,000.00	300,000.00	0.00
407	Hawaii Eco Tourism Association	50,000.00	50,000.00	0.00	0.00
498	Travel - Natural Resources	15,000.00	0.00	15,000.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>1,915,000.00</b>	<b>1,600,000.00</b>	<b>315,000.00</b>	<b>1,500,000.00</b>
<b>Community</b>					
700	Community Opportunity	1,700,000.00	0.00	1,700,000.00	0.00
701	Community Enrichment Program	1,700,000.00	0.00	1,700,000.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00
798	Travel - Community	15,000.00	0.00	15,000.00	0.00
803	Future Workforce Development (LEI)	270,000.00	120,000.00	150,000.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>3,685,500.00</b>	<b>120,000.00</b>	<b>3,565,500.00</b>	<b>0.00</b>
<b>Branding</b>					
004	Cruise Infrastructure Improvements and Arriv	200,000.00	194,223.19	5,776.81	0.00
010	HTUS/HTJ Campaign Effectiveness Study	260,000.00	260,000.00	0.00	0.00
014	Pono Travel Education Program	400,000.00	400,000.00	0.00	0.00
102	Hawai'i Tourism Summit	231,000.00	230,999.30	0.70	0.00
317	Convention Center Sales & Marketing - City W	2,600,000.00	2,600,000.00	0.00	0.00
318	gohawaii.com (formerly Online Website Coord	774,500.00	465,000.00	309,500.00	77,500.00
319	MCI MFF	850,000.00	850,000.00	0.00	0.00
321	US (formerly North America)	22,500,000.00	22,500,000.00	0.00	1,250,000.00
331	Meetings, Convention & Incentives	1,900,000.00	1,900,000.00	0.00	0.00
339	Global Digital Marketing Strategy (former Intl	713,000.00	600,000.00	113,000.00	100,000.00
350	Global Mkt Shared Resces (formerly Intellect	987,500.00	1,185,000.00	(197,500.00)	197,500.00
380	Marketing Opportunity Fund	97,655.00	54,371.00	43,284.00	4,356.00
397	Memberships and Dues - Branding	160,000.00	137,540.00	22,460.00	275.00
398	Travel - Branding	50,000.00	57,044.26	(7,044.26)	9,347.97
934	State Employee Salaries - Branding	2,036,532.00	1,937,857.48	98,674.52	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>33,760,187.00</b>	<b>33,372,035.23</b>	<b>388,151.77</b>	<b>1,638,978.97</b>
<b>Sports</b>					
312	PGA Tour Contracts	3,977,889.00	2,177,889.00	1,800,000.00	0.00
340	WTC - Ironman World Championships	250,000.00	250,000.00	0.00	0.00
343	LPGA	500,000.00	250,000.00	250,000.00	0.00
378	UH Athletics Branding Partnership	334,000.00	334,000.00	0.00	0.00
385	Sports RFP or Other Procurement	1,250,000.00	0.00	1,250,000.00	0.00
<b>Subtotal</b>	<b>Sports</b>	<b>6,311,889.00</b>	<b>3,011,889.00</b>	<b>3,300,000.00</b>	<b>0.00</b>
<b>Safety and Security</b>					
601	Visitor Assistance Programs	500,000.00	500,000.00	0.00	500,000.00
602	Crisis Management	100,000.00	100,000.00	0.00	47,850.27
604	Preventative Programs	100,000.00	100,000.00	0.00	0.00
<b>Subtotal</b>	<b>Safety and Security</b>	<b>700,000.00</b>	<b>700,000.00</b>	<b>0.00</b>	<b>547,850.27</b>
<b>Tourism Research</b>					
506	Infrastructure Research (Accomodations and	60,000.00	56,682.76	3,317.24	56,682.76
<b>Subtotal</b>	<b>Tourism Research</b>	<b>60,000.00</b>	<b>56,682.76</b>	<b>3,317.24</b>	<b>56,682.76</b>
<b>Planning</b>					
652	Planning Tools and Assessments	410,000.00	112,004.17	297,995.83	418.85
653	Hotspot Mitigation	500,000.00	200,000.00	300,000.00	0.00
654	Program Evaluation	500,000.00	377,584.69	122,415.31	0.00
655	Community Engagement	175,000.00	5,073.37	169,926.63	513.09
656	Community Tourism Collaborative	400,000.00	104,200.00	295,800.00	0.00
697	Memberships and Dues - Planning	3,200.00	350.00	2,850.00	0.00
698	Travel - Planning	17,000.00	16,286.20	713.80	1,170.06
<b>Subtotal</b>	<b>Planning</b>	<b>2,005,200.00</b>	<b>815,498.43</b>	<b>1,189,701.57</b>	<b>2,102.00</b>



**Hawaii Tourism Authority  
Budget Statement - FY 22 Federal Funds  
As of March 31, 2023  
FY 2023**

<b>Program Code</b>	<b>Program Title</b>	<b>Budget FY22</b>	<b>Encumbered - Budget Used (Cumulative)</b>	<b>Remaining Balance</b>	<b>March 2023 Activity</b>
<i>Tourism Federal Fund - FY 22</i>					
<b>Administrative</b>					
101	Community-Industry Outreach & Public Relati	200,000.00	200,000.00	0.00	0.00
103	hawaiitourismauthority.org (formerly HTA we	100,000.00	24,546.80	75,453.20	0.00
901	General and Administrative	838,700.00	255,187.30	583,512.70	28,414.63
930	State Employee Salaries - Admin	2,830,295.00	2,423,803.66	406,491.34	0.00
998	Travel - Admin	50,411.00	27,909.53	22,501.47	7,185.40
<b>Subtotal</b>	<b>Administrative</b>	<b>4,019,406.00</b>	<b>2,931,447.29</b>	<b>1,087,958.71</b>	<b>35,600.03</b>
<b>Governance and Org-Wide</b>					
915	Organization-Wide	230,000.00	230,000.00	0.00	0.00
919	Governance - Gen Board/Others	352,001.00	202,159.67	149,841.33	41,314.71
931	State Employees Fringe	2,465,972.00	2,144,009.77	321,962.23	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>3,047,973.00</b>	<b>2,576,169.44</b>	<b>471,803.56</b>	<b>41,314.71</b>
<b>Total</b>	<b>Tourism Federal Fund</b>	<b>60,000,000.00</b>	<b>48,493,013.99</b>	<b>11,506,986.01</b>	<b>5,897,528.74</b>

**Hawaii Tourism Authority**  
**Budget Statement - FY 22 Federal Funds**  
**As of March 31, 2023**  
**FY 2023**

<b>Program Code</b>	<b>Program Title</b>	<b>Budget FY22</b>	<b>Encumbered - Budget Used (Cumulative)</b>	<b>Remaining Balance</b>	<b>March 2023 Activity</b>
<i>Convention Center Federal Fund</i>					
<b>Branding</b>					
934	State Employee Salaries - Branding	72,458.00	12,613.84	59,844.16	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>72,458.00</b>	<b>12,613.84</b>	<b>59,844.16</b>	<b>0.00</b>
<b>Administrative</b>					
930	State Employee Salaries - Admin	247,042.00	226,060.43	20,981.57	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>247,042.00</b>	<b>226,060.43</b>	<b>20,981.57</b>	<b>0.00</b>
<b>Governance and Org-Wide</b>					
915	Organization-Wide	1,164,845.00	1,164,845.00	0.00	0.00
931	State Employees Fringe	170,000.00	72,220.04	97,779.96	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>1,334,845.00</b>	<b>1,237,065.04</b>	<b>97,779.96</b>	<b>0.00</b>
<b>HCC Operating Expense</b>					
850	HCC Operating Expense	5,406,900.00	5,406,900.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Operating Expense</b>	<b>5,406,900.00</b>	<b>5,406,900.00</b>	<b>0.00</b>	<b>0.00</b>
<b>HCC Repair and Maintenance</b>					
860	HCC Repair and Maintenance	2,970,455.00	2,970,455.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Repair and Maintenance</b>	<b>2,970,455.00</b>	<b>2,970,455.00</b>	<b>0.00</b>	<b>0.00</b>
<b>HCC Local Sales</b>					
871	HCC Local Sales	968,300.00	968,300.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Local Sales</b>	<b>968,300.00</b>	<b>968,300.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total</b>	<b>Convention Center Federal Fund</b>	<b>11,000,000.00</b>	<b>10,821,394.31</b>	<b>178,605.69</b>	<b>0.00</b>

**Hawaii Tourism Authority  
Budget Statement - FY 22 Federal Funds  
As of March 31, 2023  
FY 2023**

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	March 2023 Activity
<i>EDA Tourism Grant</i>					
<b>Natural Resources</b>					
408	Outdoor Recreation (DLNR)	7,200,000.00	0.00	7,200,000.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>7,200,000.00</b>	<b>0.00</b>	<b>7,200,000.00</b>	<b>0.00</b>
<b>Community</b>					
656	Community Tourism Collaborative	750,000.00	0.00	750,000.00	0.00
736	Urban Trails	750,000.00	0.00	750,000.00	0.00
798	Travel - Community	20,000.00	0.00	20,000.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>1,520,000.00</b>	<b>0.00</b>	<b>1,520,000.00</b>	<b>0.00</b>
<b>Branding</b>					
300	Branding - Unallocated	4,000,000.00	0.00	4,000,000.00	0.00
934	Salaries - Branding	540,000.00	0.00	540,000.00	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>4,540,000.00</b>	<b>0.00</b>	<b>4,540,000.00</b>	<b>0.00</b>
<b>Planning</b>					
698	Travel - Planning	20,000.00	0.00	20,000.00	0.00
<b>Subtotal</b>	<b>Planning</b>	<b>20,000.00</b>	<b>0.00</b>	<b>20,000.00</b>	<b>0.00</b>
<b>Administrative</b>					
901	Administrative	214,907.00	0.00	214,907.00	0.00
930	Salaries - Admin	117,000.00	0.00	117,000.00	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>331,907.00</b>	<b>0.00</b>	<b>331,907.00</b>	<b>0.00</b>
<b>Governance and Org-Wide</b>					
931	Fringe Benefits	412,465.00	0.00	412,465.00	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>412,465.00</b>	<b>0.00</b>	<b>412,465.00</b>	<b>0.00</b>
<b>Total</b>	<b>EDA Tourism Grant</b>	<b>14,024,372.00</b>	<b>0.00</b>	<b>14,024,372.00</b>	<b>0.00</b>

## **5.4**

Budget Reallocation Summary  
Tourism Federal Fund (TFF) FY 2022 (\$60M Budget)  
for the Period 7/1/21 to 3/31/23  
and for the Month Ended 3/31/23

Budget Reallocation Summary  
 Tourism Federal Fund FY 2022 (\$60M Budget)  
 For the Period 7/1/21 to 3/31/23 and for the Month Ended 3/31/23

			For the Period 7/1/21 to 3/31/23			
Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations		March 2023 Activity
<b>Perpetuating Hawaiian Culture</b>						
<i>From:</i>						
Hawaiian Culture Initiative	202	475,000	(50,000)	425,000		(50,000)
Hawaiian Culture Opportunity Fund	215	200,000	(200,000)	-		
Travel - Hawaiian Culture	298	15,000	(655)	14,345		
				-		
			(250,655)			(50,000)
<i>To:</i>						
Kahea Airport Greetings	207	-	700,000	700,000		
Legacy Award Program	214	25,000	50,000	75,000		
Hawaiian Culture Festivals & Events	218	-	330,000	330,000 *		
Resort Area Hawaiian Culture Initiative	718	-	150,000	150,000		
				-		
				-		
			1,230,000			-
<b>Natural Resources</b>						
<i>From:</i>						
Wahi Pana Series	416	250,000	(250,000)	-		
				-		
				-		
			(250,000)			-
<i>To:</i>						
				-		
				-		
				-		
			-			-
<b>Community</b>						
<i>From:</i>						
Community Product Capacity Building	702	500,000	(500,000)	-		
Current Workforce	802	100,000	(100,000)	-		
				-		
			(600,000)			-
<i>To:</i>						
Future Workforce	803	120,000	150,000	270,000		
				-		
			150,000			-

Budget Reallocation Summary  
 Tourism Federal Fund FY 2022 (\$60M Budget)  
 For the Period 7/1/21 to 3/31/23 and for the Month Ended 3/31/23

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	March 2023 Activity
<b>Branding</b>					
<i>From:</i>					
Route Development	005	250,000	(250,000)	-	
Campaig Effectiveness Study	010	270,000	(10,000)	260,000	
Rebranding the Hawaiian Islands	012	1,000,000	(1,000,000)	-	
Creative Agency	013	250,000	(250,000)	-	
gohawaii.com	318	2,500,000	(1,725,500)	774,500	
Island Chapters Staffing and Admin	320	-	-	-	
Marketing Opportunity Fund	380	250,000	(152,345)	97,655	50,000
			<b>(3,387,845)</b>		<b>50,000</b>
<i>To:</i>					
Cruise Industry Consulting Services	004	100,000	100,000	200,000	
Pono Travel Education Program	014	175,000	225,000	400,000	
Hawaii Tourism Updates	102	125,000	106,000	231,000	
US MMA	321	22,500,000	-	22,500,000	-
Global Mkt Shared Resces (formerly Intellect Prop Data f	350	787,000	200,500	987,500	
			<b>631,500</b>		<b>-</b>
<b>Sports</b>					
<i>From:</i>					
			-		-
<i>To:</i>					
PGA Tour Contracts	312	2,177,889	1,800,000	3,977,889	
WTC - Ironman Worrlld Championships	340	-	250,000	250,000	
LPGA	343	-	500,000	500,000	
UH Athletics Branding Partnership	378	-	334,000	334,000	
Sports Programs - Unallocated	379	1,500,000	(1,500,000)	-	
Sports RFP or Other Procurement	385	-	1,250,000	1,250,000	
			<b>2,634,000</b>		<b>-</b>
<b>Safety and Security</b>					
<i>From:</i>					
Lifeguard Program	603	200,000	(200,000)	-	
			<b>(200,000)</b>		<b>-</b>
<i>To:</i>					
				-	
				-	
			-		-

Budget Reallocation Summary  
 Tourism Federal Fund FY 2022 (\$60M Budget)  
 For the Period 7/1/21 to 3/31/23 and for the Month Ended 3/31/23

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	March 2023 Activity
<b>Tourism Research</b>					
<i>From:</i>					
None				-	
			-	-	-
<i>To:</i>					
				-	
				-	
			-	-	-
<b>Planning</b>					
<i>From:</i>					
None				-	
			-	-	-
<i>To:</i>					
				-	
				-	
			-	-	-
<b>Administration</b>					
<i>From:</i>					
General and Administrative	901	848,700	(10,000)	838,700	-
			(10,000)	-	-
<i>To:</i>					
				-	
				-	
			-	-	-

**Budget Reallocation Summary**  
 Tourism Federal Fund FY 2022 (\$60M Budget)  
 For the Period 7/1/21 to 3/31/23 and for the Month Ended 3/31/23

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	March 2023 Activity
<b>Governance and Organization-Wide</b>					
<i>From:</i>					
Organization-Wide	915	230,000	-	230,000	
				-	
			-		-
<i>To:</i>					
Governance - Gen Board/Others	919	121,800	53,000	174,800	
			53,000		-
<b>Board Allocations</b>					
<i>From:</i>					
None				-	
					-
			-		-

\*Excluded \$450,000 that was a release of funds for availability by the Board, as opposed to a reallocation.