



**HĀLĀWAI PAPA ALAKA'I KŪMAU O KE KE'ENA KULEANA HO'OKIPA O HAWAII'
REGULAR BOARD MEETING OF THE HAWAII TOURISM AUTHORITY**

**HĀLĀWAI HŌ'EA KINO A KELEKA'A'IKE
HYBRID IN-PERSON & VIRTUAL MEETING**

**PŌ'AHĀ, 31 'Aukake 2023, 10:30 AM
THURSDAY, AUGUST 31, 2023 AT 10:30 AM**

Kapikala Moku'āina o Hawai'i
Lumi Hālāwai 325
415 South Beretania Street
Honolulu, Hawai'i 96813

Hawai'i State Capitol
Conference Room 325
415 South Beretania Street
Honolulu, Hawai'i 96813

**PONO KE KALEKA HŌ'OIA KANAKA E
KOMO I KE KAPIKALA**

*Paipai a koi 'ia paha ke komo i ka māpoho
ma ke Kapikala. E maka'ala i nā hō'ailona me
ka 'ikepili hou aku.*

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TO THE STATE CAPITOL**

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the Capitol and may be required in some
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E ho'olele 'iwa'ia ka hālāwai ma o ka Zoom.

Meeting will be live streaming via Zoom.

<https://us06web.zoom.us/j/86016567713>

*E noi 'ia 'oe e kainoa me kou inoa. E '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.**

**Kelepona / Call In: (669) 444-9171
Helu Hālāwai / Webinar ID: 860 1656 7713**

*Hiki i ka lehulehu ke hō'ike mana'o ma o ka palapala a i 'ole ma o ka waha. E kau palena 'ia ka hō'ike
mana'o waha (ma ke kino a i 'ole ma o ka Zoom) he 'elima minuke ka lō'ihī no kēlā me kēia kumuhana.
E kāinoa no ka hō'ike mana'o waha ma ke pākaukau ho'okipa ma ka lumi hālāwai. E kāinoa no ka
hō'ike mana'o waha ma o ka Zoom ma o ke pihi "Q&A."*

**Members of the public may provide written or oral testimony on agenda items. Oral testimony
(in-person or via Zoom) will be limited to five minutes for each testifier per agenda item. Signup
for oral testimony in-person will be at the registration table in the meeting room. Signup for oral
testimony via Zoom will be accepted through the Q&A feature on Zoom.**

*E ho'ohui 'ia nā palapala hō'ike mana'o i hiki ma ka pū'olo hālāwai. No nā palapala hō'ike mana'o i
hō'ea mai ma hope o ka pa'a o ka pū'olo hālāwai (he 48 hola ma mua o ka hālāwai), e kāka'ahi 'ia nā
kope i ka papa alaka'i a e mākaukau no ka 'ike 'ia e ke anaina ma ka hālāwai. E leka uila 'ia nā
palapala iā Carole Hagihara-Loo ma carole@gohta.net, a i 'ole, e lawe kino 'ia i ke ke'ena.*

Written testimony received ahead of the preparation of the board packet will be included in the board packet. Written testimony received after the issuance of the board packet (48 hours ahead of the meeting) will be distributed to the board and available for public inspection at the meeting. Email written testimony to Carole Hagihara-Loo at Carole@gohta.net or hand-deliver to the Hawai'i Tourism Authority office, 1801 Kalākaua Avenue, 1st Floor.

PAPA KUMUMANA'O
AGENDA

1. *Ho'omaka*
Call to Order
2. *Kikola*
Roll Call to Announce Name of Participating Board Members and to Identify Who Else is Present with Board Member if Location is Nonpublic
3. *Wehena*
Opening Protocol
4. *Mana'o Wehena na ka Lunamaka'āinana a Luna Ho'omalua TOU 'o Sean Quinlan*
Opening Remarks from Representative Sean Quinlan, Chair of the House Tourism Committee (TOU)
5. *'Āpono Mo'olelo Hālāwai*
Approval of Meeting Minutes
 - a. *Hālāwai Papa Alaka'i Kūikawā o ka Lā 13 o Iulai*
July 13, 2023 Special Board Meeting
 - b. *Hālāwai Papa Alaka'i Kūmau o ka Lā 27 o Iulai*
July 27, 2023 Regular Board Meeting
6. *Nā Mea'aelike Hālāwai Papa Alaka'i*
Terms of Engagement at Board Meetings
7. *Ho'okama'āina I Ke Kānāwai Sunshine*
Overview of the Sunshine Law
8. *Palapala Ho'okumu o ka Papa Alaka'i - Nā Kuleana - Nā Pahuhopu a Lanakila*
Charter of the Board – What is our Kuleana – What is Success
9. *Hō'ike a ka Luna Ho'okele Ho'okō a Nūhou no ke Kōkua a Mālama iā Maui*
CEO Report and Update on the Emergency Response to the Maui Wildfires
10. *Hō'ike a ka Luna Ho'omalua Papa Alaka'i HTA*
Board Chair Report

11. *Hō'ike O Nā Hālāwai 'Ae 'Ia*
Report of Permitted Interactions at Informational Meetings or Presentations Not Organized by the Board Under HRS section 92-2.5(c)
12. *Nūhou, Kūkākūkā, a Ho'oholo no ka Mo'olelo Kālā Iulai 2023*
Presentation, Discussion and Action on HTA's Financial Report for July 2023
13. *Nūhou no ka Papahana Kaupoku o Ke Kikowaena Hālāwai*
Update on the Hawai'i Convention Center's Rooftop Project
14. *Mo'olelo a Nūhou na ke Kōmike Alowelo no ka Hālāwai o ka 23 'Aukake, 2023*
Report by the Branding Standing Committee of their Meeting Held on Wednesday, August 23, 2023
 - a. *Hō'ike'ike a Ho'oholo i ka Mana'o e Ka'ana Aku Ai*
Presentation and Action on Messaging
15. *Hō'ike'ike a Kūkā no ka Holomua o ka Papahana Ho'oponopono he 6 Makahiki o ke Kikowaena Hālāwai, 'Aha, a Hana Ho'oholomua*
Presentation, Discussion, and Action on the Hawai'i Convention Center's July Financial Report and Update on the Hawai'i Convention Center's 6-Year CIP Plan
16. *Hō'ike'ike a ka Hawai'i United Okinawa Association no ka Ho'olaule'a Okinawa - "Sharing Uchinanchu Aloha"*
Presentation by the Hawai'i United Okinawa Association of the Upcoming Okinawan Festival – "Sharing Uchinanchu Aloha"
17. *Hō'ike'ike na Chad Buck no ka Lako Mea 'Ai ma Hawai'i*
Presentation by Chad Buck on the Future of Food Security in Hawai'i
18. *Kūkākūkā a Ho'oholo i nā Kūlana Kōmike o ka Papa Alaka'i*
Discussion and Action on the Assignment of Board Members to Standing Committees
19. *Mana'o Pani a ke Kenekoa a Luna Ho'omalua EET Lynn De Coite*
Closing Remarks by Senator Lynn De Coite, Chair of the Senate Committee on Energy, Economic Development, and Tourism (EET)
20. *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.

Ma lalo o ka māhele 531.5 o ka Budgetary Control Accounting Manual, Moku'āina 'o Hawai'i, he māhele ka 'aina awakea o ka hālāwai. E mau ana ka hālāwai ma loko nō o ka 'ai 'ana, 'a'ole ho'i ia he wā ho'omalolo.

Pursuant to Section 531.5, of the Budgetary Control Accounting Manual, State of Hawai'i, lunch is served as an integral part of the meeting, while the meeting continues in session, and not during a break.

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 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 like me ka mea pono.

If you need an auxiliary aid/service or other accommodation due to a disability, contact Carole Hagihara-Loo at (808) 973-2289 or carole@gohta.net as soon as possible, preferably no later than 3 days prior to the meeting. **Requests made as early as possible have a greater likelihood of being fulfilled.** Upon request, this notice is available in alternative/**accessible** formats.

E like nō me ka 'ōlelo o ke Kānāwai Hawai'i i ho'oholo 'ia māhele 92-32.7, 'a'ole e mālama ana ke Ke'ena Kuleana Ho'okipa o Hawai'i i kekahi wahi ka'awale no ka lehulehu a lālā papa alaka'i e nānā a e komo ai i ka hālāwai ma ka ho'ohana i ka 'enehana komo hālāwai, no ka mea, hiki nō i ka po'e o ka lehulehu a lālā papa alaka'i ke nānā a komo pū ma ka hālāwai hō'ea kino.

In accordance with HRS section 92-3.7, the Hawai'i Tourism Authority will not 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) because there will be an in-person option for members of the public and board member to view and participate in the meeting.

05

Approval of Minutes

- a. Special Board Meeting: July 13, 2023
- b. Regular Board Meeting: July 27, 2023

05a

Approval of Minutes

Special Board Meeting: July 13, 2023



**SPECIAL BOARD MEETING
HAWAII TOURISM AUTHORITY
Thursday, July 13, 2023, at 9:30 a.m.**

Hybrid In-Person & Virtual Meeting

MINUTES OF SPECIAL BOARD MEETING

MEMBERS PRESENT:

Mike White (Chair), Kimberly Agas (Zoom), David Arakawa, Mahina Duarte, Stephanie Iona, James McCully, Blaine Miyasato, James Tokioka (Ex Officio, DBEDT Director)

MEMBER NOT PRESENT:

Dylan Ching, Sherry Menor-McNamara, Ben Rafter, Sig Zane

HTA STAFF PRESENT:

John De Fries, Daniel Nāho'opi'i, Kalani Ka'anā'anā, Isaac Choy, Caroline Anderson, Ilihia Gionson, Jadie Goo, Maka Casson-Fisher, Iwalani Kahoohanohano, Irina De La Torrie, Carole Hagihara, Talon Kishi, Dede Howa

GUESTS:

Laci Goshi, John Monahan, Nathan Kam, Kylie Butts, Alison Schaefer, Jeffrey Esslinger, Kainoa Daines, Bobbie Okimoto, Lei Ann Field, Jessica Lani Rich, Chris Sadayasu, Teri Orton, Alex Wong, Dennis Suo, Lawrence Liu

LEGAL COUNSEL:

John Cole

1. Call to Order

Chair White called the meeting to order at 9:30 a.m.

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, and all members were confirmed in attendance except for Mr. Ching, Ms. Menor-McNamara, Mr. Rafter, and Mr. Zane, who was excused. The Member who attended via Zoom was by herself.

3. Opening Cultural Protocol

Mr. Casson-Fisher did the opening cultural protocol.

Mr. De Fries welcomed the two new Board members and commented that, in many aspects, the achievements of local people leveraged the reputation of the Hawai'i brand. An example was the success of Iam Tongi in the 2023 American Idol.

Mr. De Fries also mentioned the participation of Gov. Green and Ms. Celeste Connors, the Executive Director of Hawai'i Green Growth, at a United Nations forum on Sustainable Development Goals (SDG). The Board was reminded that in past times, hundreds of thousands of people lived in Hawai'i with a sustainable food culture based on the traditional Hawaiian model of ahupua'a, a social economic division of land from mountain to ocean. In the present day, the Aloha Plus Challenge was a data-driven approach to track sustainable development goals and embed them in policies. Gov. Green believed that Hawai'i could be a bridge for other countries to emulate.

Mr. De Fries went on to cite the victory of Allisen Korpuz at the U.S. Women's Open Golf Championship. He reminded the Board that such achievements were made possible by unsung heroes in the background, citing "the mother of Hawai'i junior golf", Mary Bea Porter-King, who was to be inducted into the Hall of Fame at Waimea Golf Course. Mr. De Fries recounted how Ms. Porter-King and her caddy had saved a drowning child whilst retrieving a lost ball.

4. Mahalo to HTA's Outgoing Board Members: George Kam and Keone Downing for their Service to the Hawai'i Tourism Authority

This item was deferred.

5. Welcome to HTA’s New Board Members: Blaine Jay Miyasato for a Term Ending June 30, 2026, and James Kunane Tokioka, Ex Officio Voting Member

Each serving Board member in turn introduced themselves to the two new board members. Mr. Ka’anā’anā gave a traditional musical greeting.

6. Report of Permitted Interactions at Informational Meetings or Presentations Not Organized by the Board Under HRS section 92-2.5(c)

No member reported any permitted interaction.

7. Update on the Destination Management Action Plan Implementation for Hawai’i Island

Ms. Anderson began by expressing her appreciation for everyone responsible for the success of DMAP on the Island of Hawai’i, especially the Steering Committee and the county's personnel. The presentation was continued by Ms. Rachel Kaiama, the Destination Manager of the Island of Hawai’i Visitors’ Bureau.

Ms. Kaiama thanked the Board for the opportunity to be part of the meeting and reminded them that in 2019 Hawai’i had received ten million visitors, but the COVID pandemic had caused a drastic “rethink” by the Hawai’i tourism industry. Without this reappraisal, there would have been many more problems and financial difficulties in the management of hotspots.

Initially, the state had two good examples of tourism management, Hawai’i Volcanoes National Park and Halama Bay. There were now many more examples of effective management of visitor facilities and parking systems. These were sustainable programs that supported the stewards of the area.

2018 saw the creation of the Pono Pledge, which received the Silver Telly Award in 2022, along with the recognition that indigenous knowledge was inspiring, heartfelt, and uplifting. Whilst messaging to encourage changed behavior was often seen as negative, the Pono Pledge was a more welcoming approach. Following the Pono Pledge, the County and the State of Hawai’i created strategic plans to complement each other in fulfillment of Malama Hawai’i which had been created by the HTA. Ms. Kaiama referred to several programs that various island chapters had cooperated to carry out.

The Steering Committee had formulated ten actions and 43 sub-actions for the DMAP's, and the Board was given a detailed account of the progress of the DMAP for the Island of Hawai'i.

Ms. Kaiama cited the example of Polulu which was nearing the end of Phase 1 and starting Phase 2. The HTA had provided funding in collaboration with the Department of Land and Natural Resources. IHVB DMAP had provided funding for a four-month salary gap for Polulu stewards when federal funds had been delayed. Kohala and Polulu were working with the DLNR to increase sustainability and generate revenue for the community.

In collaboration with the County Department of Parks and Recreation, the DMAP's supported the replacement and renovation of interpretive signage at Waipi'o Valley. Community development meetings were in progress, and the Steering Committee was to participate in process training. During the first quarter of 2023, IHVB awarded \$124,000 for three community events or festivals.

In collaboration with the County of Hawai'i, IHVB had recently awarded a contract for a pilot program to promote knowledge of the Hawaiian Culture, which would eventually be implemented by stewards. This would advance Actions G and B and touch on Action A5. A media blitz had been launched the previous day.

IHVB had worked with the HTA at Imiloa Center in Hilo, to engage with residents, and to encourage visitors to learn more about the Hawaiian Culture. Residents had been asked about their experiences of sharing Hawaiian cultural values with visitors, and these had been shared on social media. The Board heard a clip of a radio spot that had featured Hawai'i Horse Owners and publicized the Hawai'i Rodeo.

As Destination Manager of IHVB, Ms. Kaiama presented the DMAP to several organizations and events, including the Hawai'i Chamber of Commerce Economic Development Committee, the Hawai'i Island PR College Luncheon, and the First Annual Climate Fair. Gov. Green had been the keynote speaker at the Chamber of Commerce Luncheon and IHVB presented him with a Pono Pledge cap.

In upcoming events, the DMAP was working with the County Department of Research and Development Tourism Office on community-based programs and projects and would focus on assessing the community culture-based education contract. An RFP would shortly be released for pilot stewardship programs for Pohoiki working with the county.

It was clear that community-led and land-based efforts made the best use of resources to impact communities and advance DMAP actions building community capacity to create authentic visitor experiences and offer economic diversification for resident stewards.

An RFP was soon to be released through the HTA, IHVB, and County of Hawai'i for the lineal descendants of coastal communities. During May, the IHVB met community leaders on location to address the concerns of rural hotspots. Community leaders were concerned about the proposed reopening of highways in 2024, which would increase visitor access without a community stewardship program or master plan to protect their natural and cultural resources. They were concerned about encroachment on private lands and visitor access to parking, drinking water, and toilet facilities, as well as the negative impact on the resident community of greater visitor access. Local communities were prepared to work with the HTA to alleviate these concerns, and 24 probable hotspots were listed. Ms. Kaiama cited several examples where lineal descendants had worked with authorities to allow visitor access whilst protecting cultural and natural resources.

The IVHB was concerned to improve local food hubs and was working with writers to create stories about food hubs and the benefits of buying fresh food. The target group was resort residents who were here six months of the year but were unaware that food hubs were available. It was hoped to create radio communication initiatives on the importance of food hubs.

The IHVB had collaborated with the DLNR to provide funding to buy seeds for tree planting as windbreakers in Waimea. These would help contain brushfires and provide a positive outcome for the community and tourism.

Ms. Kaiama concluded by informing the Board that in implementing the DMAP, the IHVB had realized that a solution in one area was not always appropriate in a different area. It was vital to work through the communities to achieve a regenerative tourism approach. Communication was essential and should ideally be carried out through an integrated approach (video, social media, online articles, press releases, messaging). It was important to be ready to partner with existing programs, cultural practitioners, local stewards, and State and County agencies.

Ms. Kaiama congratulated the HTA on their resilience during recent challenging years and thanked Ms. Anderson and her team for their cooperation and assistance.

Ms. Duarte asked Ms. Kaiama to define the relationship between the HTA and the IHVB. Ms. Kaiama responded that the HTA had been vital in enabling the IHVB to partner with County and State agencies in achieving the DMAP actions. Ms. Duarte expressed the hope that Ms. Kaiama would inform herself and Mr. McCully, as residents of Hawai'i Island, about the DMAP activities in their local communities so that they could participate in them.

8. Presentation on the Governance Study Proposal

Mr. Nāho'opi'i presented a revised proposal regarding an independent study of governance for the HTA. The package distributed to Board members contained a detailed proposal to request a tender by an independent consultant to examine how limitations on resources and personnel could be addressed and to develop a more formal system of coordination and enforcement capabilities either through legislation or through changes in the structure of the HTA. This consultant would also facilitate discussions among stakeholders to identify problems and suggest solutions.

The changes which had been made to the original proposal focused more on governance and less on aspects such as organizational structure, job positions, job structures, how the HTA would operate in relations with the legislature, other agencies, industries, and stakeholders, and how this would affect its current structure.

The revised proposal focused on the functions to be included in the overall mission of HTA and whether changes in statutes were needed in order to delineate the boundaries between the various functions. In addition, the study would consider whether other functions should be added to the remit of HTA if these functions were not being carried out by other agencies.

The purpose of this study would be to determine whether an alternative tourism governance system was necessary, as well as to identify areas needing reform and propose policies ensuring better governance. In addition, the study would identify key performance indicators along with processes for monitoring them, as well as researching appropriate organizational structures and recommending improvements to cross-functional processes, technology solutions, and process design.

In terms of timeframe, it was proposed to issue an RFP for contracted services in July 2023 so that data collection and assessment would begin before the end of July 2023.

Recommendations were to be drafted by the end of September 2023 and reviewed by stakeholders during October 2023 to ensure that their points of view had been accurately captured so that final recommendations would be produced before the end of October 2023. The HTA was to provide recommendations to the State Legislature, the County government, the tourism industry, and community stakeholders in November 2023.

The methods for carrying out this study were also specified; the most important part of the process is to evaluate existing performance and outcomes from the point of view of all stakeholders. It was intended that both group discussions and one-on-one conversations would take place to identify the concerns of stakeholders. The fact that the study was to be carried out by an independent agency would enable frankness on the part of the stakeholders.

\$300,000 had been budgeted for the study by a previous Board decision, based on recommendations from Mr. Nāho'opi'i; however, it was likely that the final expenditure would be lower. Similar studies had been carried out for other tourism authorities, such as that of the

State of Oregon, Vail, and an Australian destination. The staff of the University of Hawai'i had also worked on similar studies and had made proposals.

Chair Kam enquired whether this study of governance would rectify aspects of the HTA which had previously been identified as requiring improvement, particularly those relating to trust.

Mr. Nāho'opi'i responded that the HTA had often aspired to carry out more functions concerning state-wide tourism planning, but their recommendations were not always carried out, either because they had to be followed up by other agencies or because they required more coordination than that allotted to HTA. He believed that this study would provide the clarity needed for greater sustainability. Mr. Nāho'opi'i reminded the Board that the study would not consist simply of an independent group coming in and making a report; the HTA staff would be working with both the consulting group and the stakeholders to understand what their issues and recommendations were. He felt this process would be even more important than the printed report. In previous years governance studies had been proposed in order to improve organization and augment coordination with other agencies. If better coordination was the major issue, the study might determine how this related to situations where an RFP was issued without being sufficiently scrutinized and whether this was related to trust issues.

Ms. Duarte felt that the Board would benefit if Mr. Nāho'opi'i shared examples of issues relating to governance, and the processes and outcomes of better governance. It had been her understanding that members of the legislature hoped that the HTA would "put its house in order." The governance study would have the effect of conducting a voluntary internal audit which would strengthen existing systems and policies to reinforce and secure the reputation of the HTA.

The Governance Committee would work with Mr. Nāho'opi'i and his staff to obtain contributions from community leaders as to their aspirations for the tourism industry. It was noted that two members of the original committee were no longer part of it. This meant that the original committee must be dissolved and a new one formed incorporating replacements for these two members. The Committee would concern itself with relations with the legislature, and what was to be learned from the heads of tourism, agriculture, and health departments, as well as the Finance Department and the airline industry. The Committee would emphasize openness and transparency.

Chair Kam asked that community consultation and the creation of trust should be added to the list of deliverables, even though community consultation had been listed as one of the methods of the study. He also pointed out that the HTA was to be audited by the State this year, so it was important that the work done by the Governance Committee, Mr. Choy, and Mr. Nāho'opi'i should not duplicate what would be done by the State.

Mr. Miyasato reminded the Board of the importance of defining what was to be measured and what would be the ultimate expectation of this study. He asked whether improved governance

would necessarily improve trust issues. There had been occasions in the past when the HTA had failed to deliver the actions that had been promised or had failed to listen to feedback about past actions. An example is the failure to apply for funding for the HCC. The purpose of the proposed study would be to avoid such problems in the future.

Mr. Nāho'opi'i stated that part of the study process was to identify what could have been done better and whether internal policies should be changed rather than external laws.

Under State regulations, an RFP would be published, and a selection committee would determine the successful bidder under a competitive bidding process. Mr. Arakawa mentioned trust issues with the legislature and said they need to satisfy the legislature, so the study is necessary to ensure that the HTA can continue to function to oversee tourism in the State.

Chair Kam pointed out that some of the suggestions had been made previously, in 2005, 2015, and 2007. The existing statute 201(b) mandated the HTA only to do marketing by working with hospitality and tourism businesses, but the statute needed to be modified to include destination management allowing the HTA to collaborate with communities and federal, state, and county authorities as well as departments of land and transportation. It was hoped that the governance study would cause Statute 201(b) to be amended so that the HTA could become a successful destination management agency.

Mr. Tokioka pointed out that whilst there were Board members and the HTA staff who could carry out a study of governance for free, it was important for the credibility of the final report that the agency carrying out the study would have the trust of the legislature. He also emphasized the importance of the solidarity of Board members to support all Board decisions.

Ms. Iona made a motion to approve the request for a governance study, and Mr. McCully seconded. The motion passed unanimously.

9. Presentation, Discussion and/or Action on the Adoption of Quality Assurance Policy and Quality Control Program and Procedures

Mr. Choy started his presentation on quality assurance by affirming that it was his job to make sure that HTA's house was in order, to make sure that there was strong internal infrastructure, and that words like mismanagement waste, fraud, and abuse would not be uttered by legislators when describing the HTA administration.

Mr. Choy pointed out that a strong internal quality control infrastructure was necessary to ensure that the internal administrative processes of the HTA were in order. Achieving quality was a challenging problem for any organization. It is always easy to merely admonish employees for substandard work or to criticize organizations for poorly defined goals. But It was

clear that these simplistic remedial methods did not improve either quality or morale. A systemic approach was needed to obtain quality in any organization, and it is this systemic approach to quality control I hoped to implement at the HTA.

Mr. Choy presented policy and procedural changes to HTA to achieve quality.

Mr. Choy presented six elements of quality control:

1. Tone from the top was the most important element of quality control, and this included the Board.
2. Relevant ethical standards must be followed. This implied adherence to all regulations and laws applicable to HTA.
3. Acceptance and continuation of client relationships and projects. Mr. Choy pointed out that on occasion the HTA had taken on projects outside their competence, and it was necessary to be prepared to decline such projects.
4. Human resources. Every organization needed great employees and these employees should be nurtured, trained, managed, and fairly compensated. For example, If employees could only complete their assignments by working into the early hours of the morning, something was wrong and there were systemic issues that needed to be addressed. He suggested that perhaps inadequate staffing could be the systemic problem.
5. Project performance. Checklists are a great tool to ensure that performance was as expected. Mr. Choy further stated that checklists represented the minimum expectation for employees to follow. Performance beyond the following checklists was expected from HTA staff.
6. Monitoring and inspection. Monitoring was an ongoing process to ensure work was up to standard before delivery. Inspection referred to a different process that was carried out retrospectively to assess how the work had been done.

Mr. Choy reminded the board in the case of the HTA, the inspections for HTA were done by the internal auditors, legislative auditors, and independent CPA firms.

Mr. Choy continued the conversation by giving some examples of failures of quality control:

Personnel did work that had not been reviewed; management was unaware of the procedure required; best practices had not been considered; market research had not been done for a procurement; vendor compliance was missing from a contract; performance criteria had been missing in engagements.

These examples were symptoms of a systemic problem, and the causes of these failures had to be diagnosed and, if possible, remedied. All the above examples had been findings of the legislative auditor of 2022.

Mr. Choy repeated in order to resolve these issues, the tone at the top of the HTA had to be sharper, more conscientious, and deliberate in the pursuit of quality. It was important to remember that the HTA was a government agency and should adhere to the required standards of staffing and bureaucratic processes.

Chair Kam pointed out that the trust issue with the legislature started with the 2018 audit which found the issues which Mr. Choy mentioned. Ms. Duarte had referred to the importance of putting the HTA house in order during the previous discussion, and quality control would enable this to take place and thus regain the trust of the legislature.

Mr. Tokioka expressed his concern about the distance between the Board and legislators, and the fact that the word “mismanagement” had been used. He reminded the Board that they were responsible for policy even though the CEO had much power. He noted that he was not advocating micromanagement.

Mr. Choy stated that, currently, the administration of HTA was divided into policies and procedures. It was the task of the Board to determine policy, while the HTA staff executed procedures.

Mr. Arakawa asked whether the HTA had ever taken on a project which was outside their area of competence. Mr. Choy referred to a project for which a million dollars had been allocated about ten years ago to work on homelessness in resort areas. This was outside the kuleana of the HTA. Another example was a project to clean up trails in park areas, which was also outside the competence of the HTA, and which resulted in the HTA being admonished by the legislature the following year. In both cases, the funds would have been better used by being given directly either to DHSS or DLNR to carry out the work.

On the other hand, the HTA had taken on a project for buoys, funded by an EDA grant which could be obtained only by a tourism organization, so in that case the HTA had to find a way to apply and supervise the grant. It was important to note that where federal funds were concerned, the result of misuse was to be forced to return the money because federal law had been violated. These were all cases where the tone from the top of the organization was important in not allowing the HTA to be stretched outside its kuleana.

Ms. Duarte asked what provision would be made for assessing whether an action had been adequately performed. Mr. Choy did not fully understand the question but stated that the law

would have to be followed. (In answering the question for the record an action is adequately followed when provisions of law, regulations, contracts, and standards are complied with. The provision for not complying should also be stated within these pronouncements.)

Mr. Choy continued, that each element of quality control was assessed by a specific part of the organization. The system would define what remedial actions would have to be performed. Mr. Choy emphasized that quality control deficiencies are always fully documented and available to anyone who wished to inspect them.

Mr. Tokioka supported the suggestion by Ms. Duarte that there should be a liaison person to work with the Board. Mr. Choy pointed out that this fell within the responsibility of the Audit and Administration Committee of the Board.

Mr. Miyasato noted that Board meetings took place twice a year and the report of the Audit and Administration Committee was a major part of these meetings. As far as legislative sessions were concerned, it was important for the Board to be on target. The Board would consider how often the Audit Committee would report to the Board.

The proposal was moved, seconded, and carried unanimously.

Chair Kam thanked Mr. Choy and noted that successful quality control would require focus and some additional staff.

- 10. Presentation, Discussion and/or Action on the Reallocation of Fiscal Year 2023- 2024 Funding Request**
- 11. Presentation, Discussion & Action on Adjustment of EDA Projects**
- 12. Discussion and/or Action Regarding Transition and Reorganization Update**

Chair White reported that after a healthy discussion in the Executive Session regarding personnel and competitive issues, there was no action required at this time.

13. Adjournment

The motion to adjourn was moved, seconded, and carried unanimously. Chair White adjourned the meeting at 1:49 p.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Sheillane Reyes".

Sheillane Reyes
Recorder

05b

Approval of Minutes

Regular Board Meeting: July 27, 2023



**REGULAR BOARD MEETING
HAWAII TOURISM AUTHORITY
Thursday, July 27, 2023, 10:30 a.m.**

Hybrid In-Person & Virtual Meeting

MINUTES OF THE REGULAR BOARD MEETING

MEMBERS PRESENT:

Mike White (Vice Chair), Kimberly Agas (Zoom), David Arakawa, Dylan Ching, Mahina Paishon Duarte, Stephanie Iona, James McCully, Sherry Menor-McNamara, Blaine Miyasato, Ben Rafter (Zoom), James Tokioka (Ex Officio, DBEDT Director), Sig Zane (Zoom)

MEMBERS NOT PRESENT:

None

HTA STAFF PRESENT:

Daniel Nāho'opi'i, Kalani Ka'anā'anā, Isaac Choy, Caroline Anderson, Ilihia Gionson, Iwalani Kaho'ohanohano, Carole Hagihara-Loo, Maka Casson-Fisher, Tyler Mejia

GUESTS:

Senate President Ronald Kouchi, Jennifer Chun, Jeffrey Esslinger, Tyler Iokepa Gomes, Christine Jayne, Nathan Kam, M. Kent, Guillaume Maman, Ryan Okano, Teri Orton, Jessica Lani Rich, Mari Tait, Jay Talwar, Kau'i Kanaka'ole, Megan De Gaia, Chris Kam, Arryl Kaneshiro, Eran Ganot

LEGAL COUNSEL:

John Cole

1. Call to Order

Chair White called the meeting to order at 10:30 a.m.

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, and all members were confirmed in attendance. Members who attended via Zoom were by themselves.

3. Opening Cultural Protocol

Mr. Casson-Fisher did the opening protocol and invited Ms. Paishon Duarte to share the 180th Lā Ho'ihō'i Ea, the Sovereignty Restoration Day, on July 31, 2023.

4. Approval of Meeting Minutes

4.a. June 29, 2023 Regular Board Meeting

Mr. McCully made a motion to approve the minutes. Ms. Paishon Duarte seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

5. Report of Permitted Interactions at Informational Meetings or Presentations Not Organized by the Board Under HRS section 92-2.5(c)

There was none.

6. Reports of the Chief Executive Officer/Chief Administrative Officer/Chief Brand Officer

Before the CEO's report, the Chair invited three guests to address the Board meeting about recent events in Kaua'i. Sen. Kouchi referred to the Kōloa Plantation Days, which were taking place, and thanked the HTA for supporting the event. This was a celebration of Waimea town, where many class and family reunions were planned. Some visitors planned their stay so that they could take part in the Plantation Days. This occasion brought back many people who had relocated and enabled visitors to share Hawaiian food and culture.

Sen. Kouchi had also been the Honorary Chair of Hawai'i on the Hill 2023 in Washington D.C. This year the event was particularly well attended. He praised the Mahaina-Connects event, an opportunity for Hawai'i-based businesses to attract the brightest and best of the Hawaiian diaspora to return and work at home.

Sen. Kouchi thanked the HTA for their sponsorship of the University of Hawai'i athletics in the Big West Tournament, mentioning the Wahine Basketball team, which had won the tournament and had also taken part in an ESPN-featured game against LSU, the eventual national champions. This was good publicity for the team, which had made four consecutive championship appearances for the men's volleyball team. Sen. Kouchi again thanked the HTA

for their support and investment in the community, the university, and the university athletics programs.

Mr. Kaneshiro, the President of the organizing committee of Kōloa Plantation Days, thanked the HTA for their support for this ten-day festival which was now in its 37th year. Referring to this year's theme of "Uniting Cultures as One 'Ohana," Mr. Kaneshiro reviewed some of more than twenty activities as well as mentioned by the event's sponsors. He repeated the assertion of Sen. Kouchi that some visitors planned their vacation around the Kōloa Plantation Days. This year Kōloa Plantation Days included a new event called "Hawaiian Sense of Place," and this provided the public with the opportunity to learn and take part in various cultural events such as kahili feather lei-making, hula, lomi, woodcarving, creating shell earrings, and drum-making, all taught by traditional Hawaiian practitioners.

The signature event was the KPD Parade and Park Event on Saturday, July 29. This year the Plantation Days would honor Koloa Union Church as Grand Marshal of the Parade since the church was to celebrate its 100th anniversary this year. Sen. Kouchi and Mayor Kawakami were also expected to participate in the parade. As President of the organizing committee, Mr. Kaneshiro was responsible for preserving and expanding the Plantation Days to continue its tradition as an event for the entire island to enjoy. He thanked the HTA again for their support of the Plantation Days.

Coach Ganot thanked the HTA for supporting the University of Hawai'i men's basketball team. 2023 was their sixth straight winning season in which they recorded 22 victories. The coach appreciated the high standard of the coaching staff and the student-athletes. This season there were nine returning players. This was Coach Ganot's 21st year coaching, and he continued to appreciate Hawai'i's camaraderie and family atmosphere. The athletes were well taken care of and immersed themselves in island life. After ten days of practice, the men's basketball team was about to go on tour in Japan. The team had recently acquired a new player from Japan who would be joining them after fulfilling his duties as a member of the Japanese national team in the international under-19 tournament.

Coach Ganot appreciated the HTA's sponsorship of the team's annual training camp in Kaua'i, which had attracted many fans and spectators. It was hoped that the team would benefit from their immersion in Hawaiian culture. The team also welcomed the opportunity to be part of a half-day basketball clinic at Kaua'i High School. Coach Ganot invited Board members to attend team workouts and practices. He thanked the staff of Hawaiian Airlines, who were to ensure that the team would travel to Japan for their tour, as well as a local restaurant that was to host the coaching staff and team for dinner.

Sen. Kouchi congratulated Chair White for his career in the hospitality industry, particularly for his emphasis on properly training hotel employees to enhance the visitor experience with appropriate and accurate Hawaiian culture. The Board members gave Chair White a round of applause. Sen. Kouchi noted that at a recent lunch provided by Mayor Kawakami of Kauaʻi, he had met the Manager of Hawaiian Culture at the 1 Hotel at Hanalei Bay. Unfortunately, many hotel employees were transitory and had no affiliation to the North Shore, Kauaʻi, or Hawaiian culture in general. Hiring a dedicated culture manager ensured that employees were aware of Mālama Hawaiʻi and regenerative tourism. Sen. Kouchi referred with regret to the recent passing of Ms. Stella Burgess, who had left a strong imprint on the Koloa Plantation Days.

Chair White thanked Sen. Kouchi, Mr. Kaneshiro, and Coach Ganot for their contributions to the community and reminded the Board that residents and visitors benefited from the HTA-sponsored events on Kauaʻi.

a. Update on Programs During June 2023

Mr. Choy reminded the Board that there would be no interim financial compilation on June 30 because this was the end of the fiscal year, and an audit would take place. However, the usual financial statement would be produced for July.

Mr. Kaʻanāʻanā informed the Board that he had recently received a letter of thanks from the students of Waiʻanae High School. In 2022, the HTA sponsored a site visit by some of the students to Honolulu International Airport, during which they toured Air Hawaiʻi airplanes and the control tower and were informed about the types of careers in the aviation industry.

Mr. Kaʻanāʻanā had attended the annual Destinations International Conference in Dallas, Texas. Along with colleagues from New Zealand and the Netherlands, he participated in the closing keynote item in which the HTA's work in destination stewardship was explained to more than 1,000 participants. With the twin messages of responsible visiting under the theme of Mālama Hawaiʻi and the Haʻena masterplan of the Kauaʻi community. Hawaiʻi represented an excellent example of destination management. Other tourism destinations throughout the world had just begun to carry out destination stewardship and could learn from the HTA and its dedicated contractors about community empowerment and capacity building. Mr. Kaʻanāʻanā had also participated in a panel that discussed further details and tactics, pointing out that destination management went beyond marketing. He was grateful for the opportunity to represent Hawaiʻi at the conference.

Mr. Ka'anā'anā gave details of various signature events and community enrichment programs in June as well as ongoing events and programs in July sponsored by the HTA. He reminded the Board that the 2023 Hawai'i Tourism Conference is scheduled for October 2 and 3.

Mr. Choy informed the Board that an RFP had been issued for the HCC roof project, and several bids had been received. He believed the project would go ahead and be completed on schedule. He thanked Ms. Orton and Ms. Tait for their input on the roof project.

Chair White reminded the Board that this would be Mr. Rafter's last meeting. He thanked Mr. Rafter for his guidance over the previous four years. In response, Mr. Rafter expressed his gratitude for the experience of serving on the Board, which helped him to understand tourism from the hotel's perspective. The Board acknowledged Mr. Rafter's contributions with a round of applause.

Agenda item 6c (Update on the Destination Management Action Plan Implementation for Maui Island) was to be deferred to the working lunch period.

Mr. McCully asked that the starting time of the meeting be reconsidered, pointing out that 10.30 a.m. was an inconvenient time for him. Chair White explained that the time had been shifted to a later time for the remainder of the year so that Mr. Tokioka could attend other meetings, such as that of the Stadium Authority. However, given that the Board had several new members, Chair White asked for input on the most convenient day and time for regular Board meetings. Chair White would work with Ms. Anderson about the availability of meeting rooms. It was noted that regular meetings were different from special meetings.

b. Update on HTA's Implementation of Change Management Plan

Chair White informed the Board that agenda items 7 and 8 would be taken together.

Mr. Nāho'opi'i reminded the Board that the role of the HTA had shifted to become a destination management organization increasing the role of visitors in supporting residents. In recent times, relationships with neighbors and relatives in the Pacific have been emphasized rather than global relations. Different expertise was needed for different functions so that while formerly the major emphasis was on marketing and economic development, the present structure required to aim at destination management and to support the broader vision of Mālama Hawai'i. The destination stewardship function of the HTA had not been spelled out in the statutes defining the organization, which had been primarily based on marketing. Auditors had identified issues such as procurement and program management which needed greater effort, manpower, and resources. These issues had to be addressed in order for the HTA to be a

fully functional state agency. Additionally, each island had different needs in terms of the balance between marketing and stewardship.

Auditors had also advised that the HTA should have greater control over its activities by ensuring that decisions would be made by experts on-island and in-house who would be able to coordinate effectively with the HTA staff and Board, rather than calling in outside consultants.

Mr. Nāho'opi'i presented schematics showing proposals by the HTA staff for a series of short-term steps to be taken during the next three to six months as follows:

A Destination Stewardship Branch would be created with a Chief Stewardship Officer position.

A Brand Division would be created and headed by a Senior Brand Manager.

The Planning and Evaluation Division would be strengthened,

The Finance Section would be expanded to include staff who would plan and evaluate programs.

Five additional staff were requested as follows:

A Chief Stewardship Officer to head the new Destination Stewardship Division,

Three additional staff in the Finance Department are as follows: one Accounts assistant, one Procurements assistant, and a Contracts Manager; these staff would ensure that Key Performance Indicators (KPIs) were adhered to. For the time being, Mr. Choy would supervise compliance.

An assistant in the Planning and Evaluation Department.

Detailed job descriptions would be developed for each position.

The Governance Study by an independent consultant would continue. This would relate mainly to the structure of the Board and its relationship with the legislature and determine destination stewardship, which was not currently defined by statute.

Plans to establish Island Offices would be investigated to enable the HTA to have a presence on each island to coordinate with local government and the community.

These changes would not affect the total budget request for now since existing positions would be redefined, and EDA funding was available for the additional clerical finance positions. Eventually, permanent funding would be requested from the legislature.

At present, brand managers are responsible for destination management and brand marketing and are spread throughout the islands. It was planned to readjust their responsibilities so that destination management and brand management would be separated, with some focusing on one or another. Destination management needed a presence on each island to facilitate negotiation with the counties and local communities.

Over the next six months,

Staff would work with the Board to research, discuss and propose draft legislation to change statutes to support changes in function and organization.

An administrative budget would be developed and submitted through DBEDT to reflect the reorganization.

Mr. Nāho'opi'i proposed the motion to create a Destination Stewardship Branch. Ms. Paishon Duarte made a motion, and Ms. Iona seconded.

Chair White invited questions on Mr. Nāho'opi's presentation.

Mr. Arakawa questioned the contracts, and Mr. Nāho'opi'i replied that the CNHA contract and the island stewardship steering committees would be monitored by the Destination Stewardship Division. Mr. Ka'anā'anā's responsibilities would be shifted to those of Chief Stewardship Officer. The function of the Chief Brand Officer would be to set marketing plans for each area of the Global Management Teams, including airlines, cruises, and websites.

As far as conference attendance was concerned, there would be an interim period while the position of Chief Brand Officer was vacant, and Mr. Ka'anā'anā would continue to attend conferences. Compared with other destinations, Hawai'i was ahead in stewardship, and it was possible that in the future, both the CBO and the CSO could attend conferences to make clear that branding went along with stewardship. More details will be settled under the new Strategic Plan in 2025.

The Board was reminded that under the reorganization, Stewardship and Branding would be at the same administrative level and would collaborate and cooperate at an equal level, while the Planning and Evaluation Division would be relieved of responsibility for island steering committees and would focus on auditing programs to evaluate the work of staff and contractors. An additional member of staff would be added to the Planning and Evaluation Division to facilitate a broader range of evaluations.

The HVCB contract would be managed by the new CBO, and the CNHA contract by the CSO. In the interim, both would be managed by the Stewardship Division, but the primary responsibility

would be with Ms. Goo and Ms. Kaho'ohanohano, and another brand manager. The island steering committees would be managed by the destination stewardship manager.

Mr. Arakawa asked whether the Planning and Evaluation Division would also evaluate other divisions, Mr. Nāho'opī'i confirmed this. He explained that this was the main reason for assigning additional resources to the Planning and Evaluation Division, which would be responsible for evaluating KPIs of contracts of other divisions. On the other hand, the fiscal aspect of contracts would be evaluated by the Finance Division under Mr. Choy.

Ms. Paishon Duarte pointed out that a summary of roles, responsibilities, delineation, and possible functional overlaps was necessary in the transitional period. Mr. Choy pointed out that evaluation by another person of the achievement of KPIs could only make a business stronger. Chair White reminded the Board that one of the major purposes of this reorganization was to address issues raised during the last audit. Additional eyes to scrutinize the work in progress would ensure that the HTA would not be condemned by auditors in the future.

In reply to a question by Mr. Mikiyato about the CEO's office, Mr. Nāho'opī'i explained that these two officers worked as a team and headed an office with administrative positions. The CEO was to be appointed after the start of the legislative session. Mr. Tokioka pointed out that, even though four positions would report to the CEO's office under the reorganization, there would be no reason for the legislature to complain that the budget had been incrementally increased. EDA funding was available for the administrative positions in the fiscal division. Mr. Nāho'opī'i reminded the Board that his functions would revert to CAO after hiring a CEO.

Ms. Menor-McNamara asked about the formal title of the officer in charge of planning and evaluation but was informed that the diagram of the organizational structure showed functions rather than official titles and were placeholders until authorization was obtained. DBEDT would determine the formal titles and job descriptions for the heads of each of the four divisions, who were equivalent in status and were to collaborate. Effectively each of the heads of the division was a Vice President. Previously Planning and Evaluation were administratively below the CAO, and Destination Management was under Planning, with only a few resources dedicated.

Ms. Agas pointed out that the CBO was not identified in the plan for the next three months. Given that the Branding Division would manage HVCB, which in turn managed the island chapters, the CBO would need to be in place before the re-establishment of island offices could go ahead. Mr. Nāho'opī'i responded that there would be a level below the CBO consisting of directors or senior directors in the transition. The pipeline from stewardship to marketing needed to be in place. It was clear that stewardship and branding had to work closely together. All the GMTs needed to be managed together, and an essential function of the CBO was to

ensure that the global brand was unified. It was not the intention to leave the position of CBO vacant for a long period. However, GMT contracts had recently been negotiated, and the senior brand managers were already working to develop strength and capacity.

Creating two separate positions for Brand Management and Destination Management clarified that the HTA must not focus on one at the expense of the other. Once Mr. Ka'anā'anā became the CSO, the position of CBO would be open for applications.

Mr. Tokioka reminded the Board that the budget had been zero at the end of the last fiscal year. The actual term to be used instead of the budget was "funding request." The recent funding request to the governor of \$16 million included finance for the newly created positions. It was important for the HTA to conform to the state mechanism for defining positions and job descriptions. The staff of the HTA was working on this with DBEDT to ensure that the organizational chart would match the state's expectations.

Mr. Arakawa reminded the Board that it was possible that the state might not approve the suggestions being put forward by the Board. He was also concerned that a newly appointed CEO or CBO might change the organization which was being proposed. Ms. Paishon Duarte reminded the Board of the charge by legislators for the HTA to put more emphasis on Destination Stewardship. Given that the Staff had assured the Board that the finances and the willingness to reorganize existed, it seemed that now was the right time to carry out this process. Ms. Paishon Duarte was convinced that the Board would vet and select a CEO who would guide the HTA in the required direction.

On the other hand, the mechanism of carrying out the reorganization needed not to lead the legislature and the public to believe that additional funds were being obtained in an opaque manner.

Chair White noted that the HTA staff had presented a solid plan to concentrate on Destination Management, but the Board was reminded that, given previous comments from the legislature about lack of trust, mismanagement, and failures in planning and evaluation, all future actions must be aimed at rebuilding this trust and cleaning up the in-house functions. The Board should be conscious that the legislature had ordered reforms to be made, with monitoring from the fiscal division regarding financial management and the evaluation division regarding the impact on the community. The hope was that this reorganization would enable the Board to support the HTA staff and make their work more credible and their efforts more engaging and rewarding.

Ms. Iona reminded the Board that several senior staff had been challenged by their workloads and often overworked in the past. Both the Board and the fiscal division had urged means for

staff to be more effective. When a new CEO was appointed, the Board would ensure that they understood the importance of supporting the work of the HTA staff.

Regarding salaries to be paid to the newly created positions, Mr. Tokioka replied that specifying the salaries to be paid was part of the formal request to create positions, and these would correspond to government salary scales. It was likely that the salary envisaged for the future CBO would be below market levels. It was important not to forget that people capable of doing the work should be adequately compensated.

The Board was warned that the hotel business should not sense that the HTA was moving away from marketing them. While many people believed that “marketing” was just about spending money on advertisements, it was actually about building relationships and trust and being able to deliver the product being sold. Marketing and branding were important for hotels, airlines, attractions, farmers’ markets, small and micro-businesses such as jam-makers or lei-makers, and cultural practitioners. The \$19 billion income from visitors should benefit everyone in Hawai‘i. Marketing and branding resulted in greater spending by visitors, but it was important to consider maximizing benefits and mitigating untoward consequences.

The motion had been proposed by Mr. Nāho‘opi‘i, and seconded by Ms. Iona. Mr. Gionson did the roll call, and the motion was carried unanimously, although with reservations by two of the members.

c. Update on the Destination Management Action Plan Implementation for Maui Island

Mr. Nāho‘opi‘i asked Ms. Anderson to discuss this further. Ms. Anderson thanked Ms. De Gaia for her great job. She thanked the Committee members and county and state agencies. Ms. DeGaia gave updates on the DMAP actions, including developing regenerative tourism initiatives, installing and monitoring mineral-only sunscreen dispensers, the reef-friendly landscaping pilot program, the rise above plastics on vacation program, East Maui tourism management, and the next steps.

She highlighted one of the themes. The DMAP bridges the visitor industry with communities, local non-profits, and all sectors. The DMAP leads them on a path toward regenerative tourism. The heart of the DMAP is the community, and they are community-driven initiatives. She spoke about Action E, regenerative tourism. In the Mālama Hawai‘i program they partnered with local non-profits who welcome visitors to volunteer during their vacation. She mentioned the non-profit partners. Through the program, they can ally with various non-profit organizations and

promote volunteering opportunities on social media, television spots, and the GoHawai'i website.

She spoke about action B.1, the mineral-only sunscreen dispensers. This is to promote the sunscreen law and to educate visitors and residents about proper sunscreen use. To implement the action, they worked hard to obtain permits to install twenty mineral-only sunscreen dispensers at popular beaches throughout the islands. The dispensers are free for public use to everyone. They are beneficial for human health, coral reef ecology, and water quality, but they also serve as an educational tool, effectively introducing residents and visitors to healthy sunscreen choices, and it has been shown to drive sales at local retailers of local sunscreen products. She spoke about the partners and thanked all of them. The initiative would not be possible without funding from the HTA and the twenty volunteers monitoring the dispensers weekly. There have been some private partnerships with Whaler's Village, Pūlama Lāna'i, and Honolua Farms Food Truck. She thanked the Office of the Mayor, Maui County Council DLNR, Maui County Environmental Protection & Sustainability Division, and Maui County Parks & Recreation. The partnership has been instrumental in launching the initiative.

In fulfillment of B.1, they have taken several actions. In 2021 they launched a social media campaign educating them about sunscreen. They also produced a three-minute television spot, which is now condensed into a 30-second advertisement that is airing statewide on cable in Maui County, residential and hotel feeds, streaming in Maui, and on a few statewide television channels. It is also being advertised on YouTube and through targeted digital advertisements. To continue their relationship with Maui New Marine Resource Council, they are working with them to beef up their advertising at the airports to expose the message to more visitors. Through the joint effort, they have advertisements at the bottom of both escalators and at the baggage, and they also have synchronized advertisements playing every three minutes on the baggage carousels. From April to June, they aired sixty advertisements on popular radio stations reaching over 76,000 adults and an average of six times a week over four weeks.

With the MNMRC and the county, they initiated a relationship with Hawaiian Airlines to have an educational slide about mineral-only sunscreen on the Hawai'i inbound A330 aircraft servicing all long-haul destinations and west coast stations on seat back screens, which will begin in the October/November cycle.

B.4, the Reef-Friendly Landscaping Program calls to introduce the ecological imprint. This includes organic land care. In 2022 they joined the reef-friendly landscaping coalition spearheaded by Maui Nui Marine alongside west side Maui Ridge to Reef, Beyond Pesticides, Environmental Solutions Maui, and the Royal Lāhainā Resort. In the Reef-friendly Landscaping Program, they invited the hospitality industry to join the program by stopping chemical

landscaping on a portion of their property. In doing so, partners receive free soil analysis, biologically rich landscaping treatments, ongoing consultations, and support. The program's benefit includes a reduced need for irrigation, it benefits human health, and it reduces the chemicals deposited into our ocean and aquifer. It is at no cost to participate. She thanked the seventeen partners.

She showed a few examples of the pilot programs in action. She spoke about B.4, the Rise Above Plastics on Vacation Program created by the Surfrider Foundation. She said single-use plastics are one of the most accessible areas that can reduce plastic pollution using reusable alternatives. They focused on complexes that have in-unit kitchens. At the sites, they provide filtered water for guests and reusable water bottles. They also inform guests pre-arrival so they know not to buy single-use water bottles. She thanked the participating partners.

B.2, the Community-Driven Management of East Maui, is to prevent the overcrowding, severe injuries, and deaths from flash flooding that has previously occurred. B.2 helps them explore carrying capacity limits and educates visitors pre- and post-arrival about safe and respectful travel. For that reason, they reached out to the East Maui community and invited them to join the East Maui advisory group to learn from them what they wanted to see regarding management. They convened in Fall 2022. It is comprised of 25 residents from East Maui from each Moku. They met with the HTA, MVCB, and County four times via Zoom. They invited them for a two-day huaka'i in East Maui. There they were advised on the development of the management pilot program. One of the advisory group's first actions was to vote and rank the top five spots in need of management and relief.

The hotspots are: Nā'ili'ilihale Stream, Waikamoi, Kaihalulu, Wai'oka, and South Wailua Falls.

The East Maui advisory group did not want an outside organization conducting management in their area. So, when they released the RFP, it was only eligible for East Maui-based non-profits eligible to apply within the Moku of Ko'olau, Hāna, Kīpahulu, Kaupō, and Kahikinui. Visitors were defined as anyone not living in east Maui.

The organization will also conduct resident satisfaction surveys, gather visitors, and carry capacity data. They will also create community-driven messaging for visitors and identify community-supported alternatives to hot spots. She introduced Ms. Kanaka'ole, who participated on the Maui steering committee and the East Maui advisory group. She is also the community advocate and cultural practitioner for Hālau o Kekuhi and Ala Kukui. Ms. Kanaka'ole shared that the past few months said it continues to be a learning experience on both sides for the community, organizations, and how they interact with visitors and agencies, state county, etc. She said Ms. De Gaia had done a great job of continuing to work alongside everyone. It has

been a challenge and a journey they have all been on. Since convening the previous year, relationships have been growing. They are now on a more strategic path. When engaging with community, The most important thing is having community-aligned engagement and engaging on all levels. Getting to the contract phase is a big step for them. She said it takes time for the community to get on board, so it has been a long but worthwhile process. She is grateful for leaders having open conversations.

Ms. De Gaia spoke about the non-profit pilot program. It was named Mālama Maui Hikina, taking care of East Maui. They have unified under the name and are confident in the community's capacity to conduct management. The goal is to have a successful pilot program so that funding will be available to ensure ongoing management. She spoke about the project's next steps for the next few months. The organization will be starting by conducting 'Ohana Interviews. It will be an in-depth study of place-based mo'olelo, traditional names, and meanings, providing the program's cultural foundation. They will also be conducting resident satisfaction surveys. They will take place before the stewards are launched. Another survey will occur once all stewards at each site are active. The organization will also be working to create a list of regenerative tourism alternatives. It will be a comprehensive list of community-supported places, activities, and locally-owned businesses that visitors will be encouraged to visit. They will also work hard to create community-driven messaging, a key piece. Messaging will be informed by extensive 'ike gathering and community review. They wanted to ensure the authenticity of the messaging is community supported. Messaging will be shared pre- and post-arrival with visitors.

Organizations will collaborate to determine access and messaging shared by stewards at each site. There will also be cultural workshops on eleven Saturdays to support cultural practitioners and engage the visitors in meaningful, cultural activities. The data points for gathering visitor and site data include visitor compliance with the program, illegal tour operators, illegal parking, and trespassing. If the site is open to the public, carrying capacity data will be gathered, and the organizations will determine capacity. Other DMAP's next steps include working on a DMAP/Management and Awareness Campaign to increase awareness of DMAP efforts and the benefits of tourism.

Action E is to support the fulfilment of the action further. They will also support up-and-coming regenerative tourism activities like the Forests of Pe'ahi. The DMAP's next steps include participating in Huluhia Talk Story Events through the UHMC. It is an extension of Sustainable Science Management at UHMC, working to develop a systems thinking approach to understanding effective solutions. They will be contributing to this tool. As funding allows, they are also looking to support water refill stations on the island, which will be an extension of The

Rise Above Plastics program so they can make it easy. This is an example of passive regenerative tourism, where visitors and residents can benefit from making good, conservation-based choices. They are also considering a reef-friendly landscaping short film. It will be a way to educate the public about telling the story of the pilot program and how it continues to make a positive change after the pilot program and also recognize partners, which is a part of B4.

They are also considering beacons to gather carrying capacity data at places that stewards won't manage, allowing them to collect information about carrying capacity in overcrowded areas. In conclusion, she recognized Mr. De Fries and the HTA leadership who have been closely accompanying the process and said that community-driven initiatives move at the speed of trust and the community. DMAP work takes time, and she is thankful that the HTA leadership understands and respects the community and the time necessary to bring about change, building the foundation for a new era of tourism. She is also thankful for DMAP, planting and watering the seeds for regenerative tourism. Crossing the bridge and paving the path towards regenerative tourism will take teamwork. There were no questions.

7. Discussion and Action on the Creation of a Destination Stewardship Branch

8. Discussion and Action on the Hiring of a Chief Stewardship Officer, Three Positions for Finance, and One Position in Planning

Ms. Paishon Duarte made a motion, and Ms. Iona seconded. Mr. Gionson did the roll call, and the motion passed unanimously. Mr. Arakawa had reservations.

9. Discussion and Action on the Creation of a Governance Study Permitted Interactive Group for the Purpose of Developing the Governance, Strategic Organization, and Business Review Process Study

Mr. Nāho'opi'i said that because they lost members in the PIG due to changes in Board membership, they should close the current PIG, establish a new PIG, and then assign members to that PIG. He requested a motion to create a Governance Study Permitted Interaction Group. Ms. Iona seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

10. Discussion and Action on the Assignment of Board Members to the Governance Study Permitted Interactive Group. This Agenda Item is Dependent on the Approval of the Creation of the Governance Study Permitted Interaction Group

Mr. Nāho'opi'i called on current co-chairs for recommendations for the new PIG. Ms. Iona said they have a recommendation. She recommended Ms. Menor-McNamara, Mr. Arakawa, Mr.

McCully, herself, Mr. Tokioka, and Ms. Duarte. Chair White preferred to defer the item and item 12 to the next meeting. There were no objections.

Mr. McCully said the group's responsibilities are active and ongoing and said it would be helpful to resolve them in the current meeting. Chair White suggested adding the five members and then adding a sixth later. Mr. Cole explained that the PIG is supposed to go through three Board actions. The first is to create the group, assign membership and specify the duty. The second is for the group to report back to the Board, and the third meeting is any action necessary by the Board, but members are not allowed to be added after the Committee begins its work. Mr. White asked for the suggestion of the sixth member. Mr. Ching said it is difficult to decide, not knowing what the other groups will be like. Chair White noted hopefully the number of meetings they will be sitting through in the future will be reduced.

Ms. Paishon Duarte said her only concern is that if they deferred this to the next Board meeting, that would hold up the RFP process with the Governance Study. Mr. Nāho'opi'i said in the last Board meeting that they had the approval to proceed with the RFP with a few suggested amendments, which would be handed out. They have the approval to go ahead and issue the solicitation, so it will not hold up the solicitation. They concurred that six members are not necessary and five will be sufficient. Mr. Gionson did a roll call to approve the five members, and the motion passed unanimously.

11. Nominations, Selection and Appointment of the Board Chair of the Hawai'i Tourism Authority

Ms. Iona nominated Mr. Miyasato. Mr. Gionson did the roll call, and the motion passed unanimously. Chair White congratulated Mr. Miyasato. He said it is important for the Board to come together so the majority rules when they vote on something. He said it is a very good, balanced Board that has made decisions in the last year. He is excited that the change can allow them to move forward more positively. He said the Board is supportive of all the staff. Mr. Ching thanked Chair White for his service. Ms. Iona asked what would happen with the vice-chair position. Chair White said it needed to be voted on. Mr. McCully made a motion for Ms. Paishon Duarte to be Vice-Chair. Ms. Iona seconded. Mr. Gionson did a roll call, and the motion passed unanimously.

12. Discussion and Action on the Assignment of Board Members to Standing Committees

Deferred to the following meeting. There were no objections.

13. Update on the Hawaiian Islands Stewardship Activities Under the Support Services for

Destination Stewardship Contract for the Initial Contract Period 2023-2024

Ms. Anderson said they are busy finalizing negotiations with the CNHA, and it should be wrapped up by the end of July. Ms. Paishon Duarte asked if there were any issues she needed support with to help resolve. There were none.

14. Presentation and Discussion of Current Market Insights and Conditions in Hawai'i and Key Major Hawai'i Tourism Markets

15. Presentation on the Resident Sentiment Survey Spring 2023 Results

Ms. Chun spoke about the June 2023 visitors statistics report. The trend of increasing visitors' expenditure is continuing, but visitor arrivals are lagging at 2019 levels. June and July 2019 were peak visitor arrival months. Expenditure and PPPD for all markets were up except for Japan. Visitor arrivals and average daily census increased for the U.S. market. All islands had an increase in expenditures and PPPD spending, but visitor arrivals did not increase over 2019 levels, and the only island that had a slight increase in the average daily census was Moloka'i.

TAT collections in June 2023 were \$62.2 million. Total FY2023 collections were \$865.3 million, \$126.6 million higher than FY2022. For air seats, there are more domestic air seats for June than in 2019. In August and September, international flights continue to lag for all the airports. Seats by country for 2019 compared to 2023, Australia is down, and Canada is slightly up. There is no service from China. There is a new service from the Cook Islands. Fiji is up significantly. French Polynesia and Japan are down. Kiribati is slightly down. The Marshall Islands and New Zealand are down. Philippines is slightly up. South Korea is down. There is no service from Taiwan. U.S. overall is up, as well as Western Samoa.

The U.S. hotel forecast shows that overall supply growing. Occupancies continue to go down because demand is soft. ADR's and RevPAR are expected to increase. For Hawai'i, STR forecasts that there will be an increase in occupancy for hotels for year-end 2023. ADR and RevPAR will continue to grow. Mr. Ka'anā'anā said he hears differently from hotel partners than Chair White. Ms. Chun said Mr. Rafter had said that in a previous Board meeting, the air bookings were ahead of the hotel bookings. Ms. Chun said the STR forecast reports are not always very accurate since the start of the pandemic.

Ms. Chun introduced Mr. Kam from Omnitrak. Mr. Arakawa asked if they would be planning about Branding promotion. Mr. Ka'anā'anā said the Board adopted the FY2024 funding plan which allocated \$250,000 for the HTA to restart the route development contractor. The RFP is

currently being drafted. The second step is an airline cooperative, which they have not done because of budget restrictions. He said they need to be strategic and competitive. They need to recover some of the lift they lost, particularly in Oceania and Japan. He recommended those markets that need to recover air seats. They do not have the necessary resources, but if they had, they could be more aggressive in some of the airline cooperatives.

Chair White questioned what the change in Guam's airlift was. He asked that they get that information. Mr. McCully said there are 56 flights from Japan to Guam per week, up 20% compared to 2019. Mr. Ching asked if the World Cup has any influence on flights. Mr. Ka'anā'anā said the decrease in Oceania seats is not something new. Ms. Chun said people go to Guam as everything is cheaper there compared to Hawai'i, but the desire to travel to Hawai'i is still high and has not changed. The only issue is the price factor. Mr. Nāho'opi'i said he and Mr. Eslinger will be working on an analysis of air seats in the future and some of the historically based data.

Mr. Kam said U.S. travelers traveling internationally increased by 8% in May and 10% in June. Other exotic destinations are taking numbers away from Hawai'i.

15. Presentation on the Resident Sentiment Survey Spring 2023 Results

Ms. Chun introduced Mr. Kam from Omnitrak. Measures of Hawai'i Resident Sentiment have stabilized, though below historical levels. Awareness of destination stewardship

initiatives strengthens Resident Sentiment. However, the perceived balance of tourism's benefits versus challenges is shifting. Perceived challenges of tourism extend beyond the HTA's direct areas of authority. As of Spring, residents had a favorable view of tourism in Hawai'i, which has been holding for the last year.

For those who did not have a favorable view, the following would change their perspective:

Manage/control/cap tourism.

Be Manage/Control/Cap tourism.

Be more cautious of/address lack of respect for locals/culture/'aina.

Educate tourists regarding land and people.

Help locals/tourism caters to tourists.

Diversify economy/too dependent on tourism.

For a positive impact of tourism on the state as a whole, it was voted at 57%. For tourism having a positive effect on you and your family was at 36%. The statement - "the island is being run for tourists at the expense of local people" was voted at 67%.

For destination stewardship initiatives strengthening Resident Sentiment, people aware of at least one HTA Destination Stewardship initiative in O'ahu was at 60%, Hawai'i was at 54%, Maui was at 61%, and Kauai was at 52%. The overall statewide average was 59%. It is important because awareness of any plan results in statistically higher support for Resident Sentiment.

Tourism is better managed on my island at 45%.

Tourism should be actively encouraged on my island was at 55%.

Tax dollars should be spent to manage the impact of tourism in my community was at 66%.

More effort is being made to balance the economic benefits of tourism, and the quality of life for residents is at 47%.

Tourism helps fund the stewardship of Hawai'i's natural resources; parks & cultural sites were at 55%.

A new measure, natural resources in my community are being improved and better maintained was at 38%.

Authentic presentation of Native Hawaiian language and culture is important was at 87%.

Tourism contributes to the perpetuation of Native Hawaiian Culture and language at 43%.

Visitors need to be educated about protecting Hawai'i's natural environment and cultural resources at 91%.

The perceived balance of tourism's benefits vs. challenges is shifting.

52% agreed with the statement, "Tourism has brought more benefits than problems."

61% agreed that tourism is worth the issues it comes with.

Economic impact indicators:

Tourism creates job opportunities for residents - 75%

Creates job opportunities with paths for advancement - 64%

Supports our local businesses like retail, dining, etc. - 75%

Supports other industries important to residents, like agriculture - 59%.

Quality of life indicators:

Enhances residents' quality of life - 47%

Creates shopping, dining & entertainment opportunities - 66%

Sponsors festivals, activities & sports events for residents and visitors - 61%.

Challenges of tourism indicators:

The island is run for tourists at the expense of local people - 67%.

The island economy is too dependent on tourism - 81%.

Destination stewardship challenges of tourism:

Damage to the environment, overcrowding, high prices/higher cost of living, traffic problems, etc.

Challenges from the 2017 Spring, traffic was the biggest problem at 51%, and 22% said no respect for culture. For the perceived problems of tourism, the HTA does not have the authority to take it on, on its own and does need to work closely with other organizations to address these. The one key area that the HTA has direct authority over is the "no respect for culture/tradition/'āina.

Ms. Chun asked the Board if fielding twice a year was too frequent because the result do not change much from wave to wave, and waiting until next year would give the DMAP teams time to effect change. The Board discussed fielding this data only in the following Fall. Mr. McCully proposed to have it done once a year.

Ms. Paishon Duarte asked if it is permitted to make a determination to put forward a motion that has not been agendized. Chair White said the staff should consider it and then return to the Board.

Mr. Ka'anā'anā said that Resident Sentiment is one of the four KPI's for the HTA Board.

16. Presentation and Discussion on the Hawai'i Convention Center's June 2023 Financial Reports and Update on the Hawai'i Convention Center's 6-Year Repair and Maintenance Plan

Ms. Orton said for F2023; they closed at \$14.4 million of gross revenue, which was a \$1.4 million improvement over the budget. This increase came primarily from local short-term business pick-up for the year. The Fiscal Year ended June 2023 with a net loss - the books closed

at \$3.9 million, which was \$1.44 million less than budgeted. This was due to the increase in gross revenue and the management team monitoring labor and operational expenses to align with the year's budget. They saved the state \$1.4 million in additional subsidies to the budget. The HCC revenue and state and tax revenue came to \$103.4 million. For every dollar spent \$4.19 returned to the state.

She highlighted the seven city-wide events they serviced, which brought in \$79 million. It generated \$9.3 million in TAT. For FY2024, they forecast 14 city-wide events for the upcoming Fiscal Year, double what they did in 2023. This will generate almost \$300 million in economic impact to the state and \$35 million in TAT. In-house they have 7,000 visitors for an AI conference. Numbers jumped to 1,000 extra just before the conference.

Chair White asked that they include GET in future PowerPoint slides' figures.

Ms. Orton highlighted local events. The numbers were reduced from previous meetings because of the increase in city-wide events. There is little space on the calendar for more events for FY2024 and FY2025, so the team is very busy. There are not many dark days. Ms. Orton highlighted recent events. The Pacific Rim Championships, the city-wide Cryogenic Engineering Conference & International Cryogenic Materials Conference, July 9-13, with 700 attendees, AAU Basketball Global Games, July 14-16, with 2500 attendees, and INCOSE cosmetics, July 14-20, with 500 attendees. Upcoming is Comic Con with 8,000 delegates, and Daito Kentaku with 4,000 attendees with two banquet events. Made in Hawai'i festival is coming up in August with 50,000 attendees.

Mr. Arakawa asked if there was anything the Board could do to help bring the numbers to 2017 levels. Ms. Orton said the roof is the top priority. Additional resources need to be considered for the MCI team as they need more money to fill positions. The corporate sales position has been vacant for a year. The position prospects for short-term corporate business are vital to the success of the HCC's bottom-line. Those events pay rent and have a high food and beverage spend. She also spoke to hotel partners to help "sweeten" the deal with reduced rates to garner more business. Everyone needs to work together to encourage a desire to go to Hawai'i. Mr. Ching said that although Hawai'i has its issues, their safe feeling beats other destinations.

As presented, Mr. Nāho'opi'i requested a motion to approve the HCC's June 2023 reports. Mr. Ching made a motion, and Mr. Arakawa seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

Ms. Tait spoke about the R&M projects. The previous month they initiated a moisture assessment because of all the leaks the building has to ensure the space is safe for the staff and guests. They got a certificate of clearance for the entire building. The projects on the priority list

include awarding contracts for four different projects. They will replace four transformers in the building that have reached the end of life. They are working on rescheduling as there will be downtime on electricity. Wallpaper replacement will be completed in the ballroom in December. Water intrusion remediation in the back of the house and storerooms has been awarded, and the work will be completed soon. The reinstallation of the chill water pipes will be done as well. Work has been scheduled to refurbish and upgrade the building's exterior signs, starting the following week. A big project in the kitchen in August will be to upgrade and replace control panels for the hoods and upgrade the fire suppression system.

They will close out the new forklift purchase in August to help operations. They are in various stages of RFPs. They are at the evaluation stages of the projects, which is the repair of the waterproofing and repair of exterior planters on the third floor and other areas. The main kitchen dishwasher will be replaced, and the flooring as well. The PBX system will be upgraded. They will also be bringing in the F&B equipment to help the staff. The ADA lift repairs have exceeded the cost of a new lift. They are replacing a walk-in refrigerator in one of the storerooms on the third floor. Another big project that affects the front of the house is the replacement of the slate tiles. They are working on developing the scope of another nine priority projects.

Mr. Choy spoke about the rooftop project. He said it is well on its way, and the construction and project manager is in RFP now, but they are on schedule. There will be some disruption on how to do the construction in a busy convention year, but they will discuss it all.

17. Presentation and Discussion Regarding an Update on the Meetings, Conventions and Incentives Market Activity and Pace Report, and Hawai'i Convention Center Activity and Local Sales

Mr. Reyes spoke to Mr. Arakawa's question on what the Board could do. He reiterated that the roof is the top priority. He said that when he joined the HTA in January 2020, the budget was \$6.9 million, which is currently \$4.5 million. He showed the Global MCI team chart. Under city-wide sales, there is Director CW Sales Business Development + West Corp/Assn/Sports Trevor Newman, Sr. Director CW Sales U.S. & Canada Adrienne Nudo (IL), Sr. Director CW Sales U.S. Lynn Whitehead (MD). On the single property sales side, there is Sr. Director of Sales U.S. Adele Tasaka (HNL), Regional Director of Sales – U.S. Meredith Parkins (VA), and Regional Director of Sales – U.S. & Canada Kathleen Dever (IL).

On the single property side for Asia/Oceania, Executive Director Andrew Koh, MCI Country Director Japan, Hiroyuki Hachiya, MCI Country Director Korea, Emily Kim, and MCI Country

Director Oceania Kris Phadungkiatipong. For Services and Support, they need to look at rehiring more service people as they have a lot of business coming in.

Mr. Reyes spoke about the difference between production and consumption. Production is a new volume of events and room nights for any future year. The Pace report is what is being consumed. He and Ms. Orton meet weekly to discuss the numbers. He gave a six-year update regarding production. From January to June 2023 versus the previous year, it shows that business is coming back for the short-term business. City-wide definite room nights are almost 65,000 at six months. In 2022 they were at 34,426. Tentative room nights are 70% ahead of pace where they were in 2022, currently 225,721 versus 132,998. For city-wide sales production in June, they had a great month at 42,000. In 2022 they were at zero. Tentative room nights slowed down a bit. In 2022 they were at 95,767, but in June 2023, they are at 63,915.

MCI sales activities include:

ACCESSE Leadership Conference Stem Society Professionals - July

Intl Union Geodessy and Geophysical Pre-Promote Frankfurt - July

National Association Letter Carriers 2030 Site Inspection - July

CVB Representatives Chicago Client Event - July

American Society of Association Executives Annual Conference – August

Corporate Event Marketing Association Annual Conference – August.

18. Presentation and Discussion on the EDA State Travel, Tourism & Outdoor Recreation Grant (State Tourism Grant)

a. Discussion and Action of DLNR's O'ahu Coral Restoration Enhancement Project for EDA State Tourism Grant

Ms. Anderson said that in the BOD in June; the staff had made a presentation to the Board with DLNR for the O'ahu Coral Restoration Enhancement Project. The Board had concerns about the project. Another area was how visitors and tour operators would be educated about the program, identify coral species planted in the proposed restoration area, and incorporate of native Hawai'i culture practitioners and traditional ecological knowledge. Also, what are the project benefits relating to climate, culture, and education and also consideration for another location, perhaps Waikiki. DLNR did a thorough job addressing the Boards concerns and made a detailed proposal shared with the Ho'okahua committee members.

Ms. Anderson asked for a motion to approve the item. Mr. Nāho'opi'i recommended a motion to approve the DLNR's O'ahu Coral Restoration Enhancement Project for the EDA State Tourism Grant. Ms. Paishon Duarte made a motion, and Ms. Iona seconded. Ms. Anderson said the EDA funds are \$750,000 starting now through the end of 2026. Ms. Paishon Duarte thanked Ms. Anderson for her diligence. Mr. Gionson did the roll call, and the motion passed unanimously.

b. Update and Discussion on Brand and Cooperative Marketing Campaigns

Mr. Ka'anā'anā said it is the staff report to Board members about the progress on the marketing portion of the Grant Administration Plan, as the Board already approved the Europe RFP for the Europe MMA two days ago. This is to align the gap. They will use \$2 million of the EDA portion of the marketing for Europe and are asking to reserve \$1.25 million until they need it. The \$750,000 is to be kept in reserve. He recommended approving that. They still await EDA's final approval and guidance on using foreign contractors. They are holding onto some of the money until it needs to be deployed. Mr. Ching made a motion, and Ms. Iona seconded. Mr. Gionson did the roll call, and the motion passed unanimously. The projects in the EDA Grant will be deferred to the August meeting.

19. Adjournment

Mr. Ching made a motion to adjourn, and Ms. Paishon Duarte seconded. The motion passed unanimously.

The meeting was adjourned at 3:28 p.m.

Respectfully submitted,

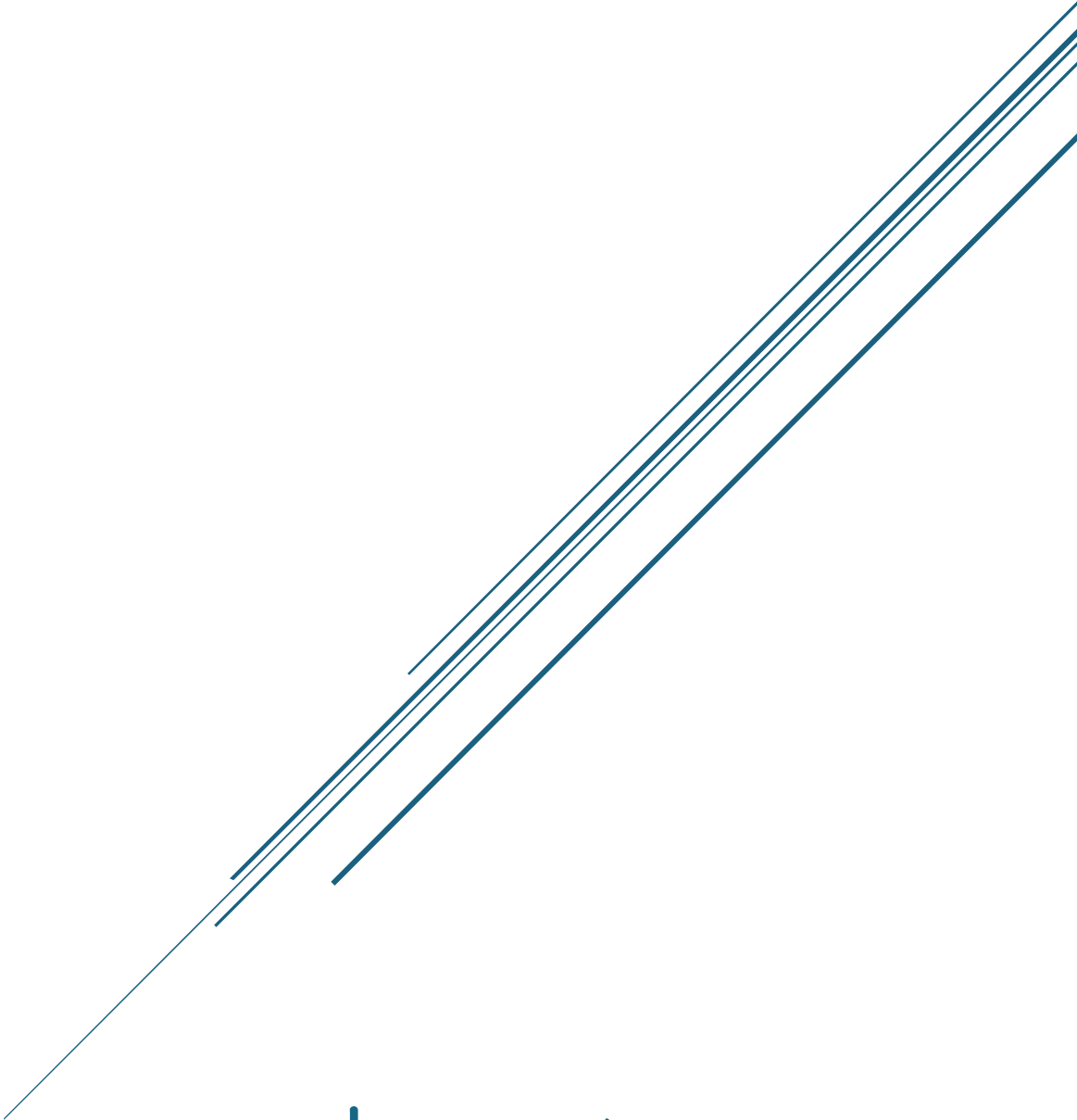


Sheillane Reyes

09
CEO Report
and
Update on the Emergency Response
to the Maui Fires

HTA CEO REPORT

AUGUST 2023



EXECUTIVE SUMMARY

Each month, the Hawai'i Tourism Authority (HTA) provides this report as a resource to the Board and the public to better understand the activities and actions taken by the team in support of the organization's overall mission. HTA's 2025 Tourism Strategic Plan and its four interacting pillars (Natural Resources, Hawaiian Culture, Community, and Brand Marketing) guides the team in the various matters worked on in July 2023. Overall, this report provides insight into the actions conducted by the staff to implement the HTA budget previously approved by the Board.

Through the continued partnership with Hawai'i Community Foundation, HTA is proud to support Aloha 'Āina and Kūkulu Ola programs that help further our mission of Mālama Hawai'i by giving back to those who care for the land and build community capacity through their work. See below for further information about these two important HTA programs.

In the Community pillar, HTA's work with the Hawai'i Visitors and Convention Bureau (HVCB) continues to foster community-based tourism projects that improve and enrich Hawai'i's product offerings with the Community Enrichment Program (CEP) and Signature Events Program (SEP). On June 14, 2023, HTA announced the awarding of \$3.78 million in funding to support 76 community projects, festivals, and events throughout the state as part of its Signature Events and Community Enrichment programs in 2023. See below for list of the twenty-four (24) events that took place in July 2023.

In the Brand pillar, the RFP for Tourism Destination Brand Management and Marketing Services for the Europe MMA was issued on July 25, 2023, with proposals due on August 25, 2023. A Pre-Proposal Conference was held on July 28, 2023. Addendum 1 and Addendum 2 were posted on August 2 and August 15, 2023, respectively.

In the Planning Section, staff finalized negotiations with Council for Native Hawaiian Advancement for the Support Services for Destination Stewardship contract. Staff also worked with DLNR to finalize its proposal to the board for use of the EDA State Tourism Grant for the Coral Restoration project.

Pursuant to Act 088, HTA's Tourism Research Division (TRD) was transferred to the Department of Business, Economic Development and Tourism's (DBEDT) Research & Economic Analysis Division (READ) effective July 1, 2021, and was renamed the

Tourism Research Branch (TRB). TRB published the June 2023 Visitor Statistics press release and monthly reports, air seat outlook for August 2023 – October 2023, the June 2023 Hawai'i Hotel Report, and June 2023 Vacation Rental Performance Report. TRB also published the U.S. Travelers Profile reports for June 2023 and the Canada Travelers Profile report for Q2 2023. In addition, TRB published weekly updates to the air seat outlook, weekly Future Bookings Report, weekly Brand Health Trend Report, and weekly Brand Health Trends – Responsible Travelers Report.

I. CHANGE MANAGEMENT PLAN

Regarding filling critical staffing positions, the Procurement Specialist position has been filled and will start September 1; Brand section recruited for an Administrative Assistant to replace one that left recently; the position description for Accounting Assistant was submitted to DBEDT for processing; and the position descriptions for the Planner and Chief Stewardship Officer are being reviewed.

Submitted legislative proposal ideas to the DBEDT Director to be considered in the 2024 Administrative Bill Package. These were ideas included in 2023 HB 1375 to revise 201B-6 to reflect the development of a tourism management plan and includes the development of destination management action plans. Another proposal reflected the increase of HTA administrative staffing for better contract oversight and the creation of a separate destination stewardship section.

II. NATURAL RESOURCES PILLAR

Aloha 'Āina (Natural Resources) Program (DMAP Action Item)

For the remainder of Calendar Year 2023 through June 2024, Hawai'i Community Foundation (HCF) will continue to administer the Aloha 'Āina program through CON 21033 S1: HTAxHCF – Implementation of Kūkulu Ola & Aloha 'Āina Programs. Through this supplemental agreement, HTA is providing \$1,350,000 in financial support to community-based natural resource programs and community entities with an emphasis on 'āina-kānaka (land-human) relationships and knowledge that manage, preserve, and regenerate Hawai'i's natural resources and environment.

HTA has awarded 25 community organizations and projects that continue to preserve and regenerate Hawai'i's natural resources and cultural sites. See the full press release

and discover how destination management and stewardship is advancing in our islands on HTA's Holomua Site: <https://holomua.hawaiiitourismauthority.org/>

Hawai'i Green Business Program

HTA has contracted with the Hawai'i Green Business Program (HGBP) of the Hawai'i State Energy Office to support efforts that will help to encourage energy and resource efficiency in addition to sustainable and regenerative practices in hotels, businesses, and events. Businesses will be evaluated on whether they fit the criteria that would make them a sustainable company. Hawai'i Green Business Program's focus in 2023 is expanding recruiting efforts to smaller businesses and making the program more accessible to smaller entities. On June 29, 2023, HGBP held its Annual Hawai'i Green Business Awards Ceremony at the Governor's Ceremonial Chamber. HTA is honored to be recognized by Hawai'i Green Business Program for our sustainable business and event practices at the 2022 Hawai'i Tourism Conference and the Hawai'i Convention Center. These awards highlight our commitment to protecting Hawai'i's environment as guided by our natural resources goals outlined in our 2020-2025 Strategic Plan and Destination Management Action Plans. Two other HTA supported events were also recognized this year, the 2022 Sony Open and the Sentry Tournament of Championships. The HGBP had to postpone the Green Business Forums statewide that were supposed to take place in August. New dates and locations will be selected for the coming months.

III. HAWAIIAN CULTURE PILLAR

Kūkulu Ola Program (DMAP Action Item)

For the remainder of Calendar Year 2023 through June 2024, Hawai'i Community Foundation (HCF) will continue to administer the Kūkulu Ola program through CON 21033 S1: HTAxHCF – Implementation of Kūkulu Ola & Aloha 'Āina Programs. Through this supplemental agreement, HTA is providing \$1,350,000 in financial support to community-based programs that enhance, strengthen, and perpetuate the Hawaiian culture through genuine experiences for residents and visitors alike.

HTA has awarded 19 community groups and cultural practitioners that continue enhance, strengthen and perpetuate Hawaiian culture. See the full press release and discover how destination management and stewardship is advancing in our islands on HTA's Holomua Site: <https://holomua.hawaiiitourismauthority.org/>

The 13th Festival of Pacific Arts and Culture (FestPAC)

HTA staff continues to support the FestPAC Commission with planning for the 13th FestPAC festival. FestPAC Commission meeting agendas and meeting materials are available online at <https://invest.hawaii.gov/international/festival-of-pacific-arts-culture-festpac/>

‘Ōlelo Hawai‘i – He Aupuni Palapala: Preserving and Digitizing the Hawaiian Language Newspapers

E ola mau ka ‘ōlelo Hawai‘i! The Hawaiian language shall live! This has been the ‘Aha Pūnana Leo’s mission since its inception in 1982. On June 26, 2023, *He Aupuni Palapala* and Bishop Museum welcomed kahu from ‘Aha Pūnana Leo. The visit, with the guidance of Maluhia O’Donnell, the Kahu of Pūnana Leo o Waimea, began at 9:00am and ended at 2:30pm. The group of fourteen was joined by Hawai‘i Tourism Authority Senior Brand Manager, ‘Iwalani Kūali‘i Kaho‘ohanohano. The day began with an orientation to Bishop Museum Library & Archives by its director, Leah Caldeira. Kau‘i Sai-Dudoit, Project Manager for *He Aupuni Palapala* and Programs Director for Awaiaulu, Inc. provided a history of nūpepa Hawai‘i from 1834 to the present. Due to physical space limitations in the Digitization Lab, the group was then divided into subgroups. A portion visited the public exhibition spaces that included a tour of Hawaiian Hall. The remaining group spent time in the Library & Archives, moving through various spaces and stations with staff presenters. After lunch, the groups switched so that all had an opportunity to spend time in Library & Archives and with staff presenters.

For the project period of June 26 to July 25, 2023, inventorying and condition reporting work is as follows:

- 1584 new pages
- 126 repeat pages (pages that required revised condition reporting)
- 1710 total pages

Digitization work yielded 1,444 imaged pages, amounting to 1 bound nūpepa volume and many unbound pages. Included in this count are many issues of *Hawaii Holomua*, a 32-page weekly serial. Currently Papakilo has one issue from 1912 available online. *He Aupuni Palapala* will add 1,252 pages of this title to the online offering.

In addition to the June 26th group, *He Aupuni Palapala* has been involved in a series of presentations to Hawai‘i State legislators with focus on project goals, project outcomes, and partnerships. Bishop Museum emphasizes the ways in which *He Aupuni Palapala*

aligns with the Hawai'i Tourism Authority's strategic goals including supporting everyday use of the Hawaiian language, increasing understanding and respect for cultural practitioners and cultural resources, and encouraging accurate portrayal of Hawaiian culture in visitor industry experiences. The legislator visits will continue through October and culminate in a legislator day at Bishop Museum in November.

IV. COMMUNITY PILLAR

Community Enrichment Program (CEP) & Signature Events Program (SEP) (DMAP Action Item)

HTA has contracted with the Hawai'i Visitors and Convention Bureau (HVCB) to administer the Community Enrichment Program (CEP) & Signature Events Program (SEP) for 2023. Supplemental 2 for HTA Contract 21038 was executed on March 28, 2023. The Contractor received its Notice to Proceed from HTA on April 17, 2023.

The Request for Proposals (RFP) for June - December 2023 projects seeking support through the Community Enrichment Program (CEP) & Signature Events Program (SEP) was issued on April 28, 2023. Informational briefings were held via Zoom on May 4 and 8, 2023. The application deadline for both programs was May 22, 2023. Island-specific selection committees met between May 30 and June 6 to select awardees. On June 14, 2023, HTA announced it awarded \$3.78 million in funding to support 76 community projects, festivals, and events throughout the state.

The following events took place in July 2023:

SIGNATURE EVENTS PROGRAM:

- **7/1:** 46th Annual Nā Hōkū Hanohano Awards at the Hawai'i Theatre (O'ahu)
- **7/15:** 46th Annual Prince Lot Hula Festival at the Frank F. Fasi Civic Grounds (O'ahu)
- **7/27-29:** Queen Lili'uokalani Keiki Hula Competition at the Cannon Center, BYU Hawai'i Campus, Lā'ie (O'ahu)
- **7/27-30:** Moloka'i 2 O'ahu Paddleboard World Championships - Moloka'i Kepuhi Beach Resort to O'ahu - Maunaloa Bay Beach Park (Moloka'i; O'ahu)

COMMUNITY ENRICHMENT PROGRAM:

Statewide

- **7/21-23:** Garden Island Boogie Board Classic at Prince Kūhiō Beach and Park, Kōloa (Kaua'i)

Kaua'i

- **7/8:** 2nd Saturday Downtown Līhu'e Night Market at Kress Street, Downtown Līhu'e
- **7/21-30:** Kōloa Plantation Days in Kōloa & Po'ipū

O'ahu

- **7/1:** 10th Annual Mō'ili'ili Summer Fest 2023, Honolulu's Largest Bon Dance at Varsity Building Parking Lot
- **7/14:** Moonlight Mele at Bishop Museum Great Lawn and Main Campus
- **7/16:** The Lū'au Grass Volleyball Tournament at Kailua District Park
- **7/23:** Hawai'i 'Ukulele Festival at Kapi'olani Park Bandstand

Maui

- **6/30-7/3:** 2023 Maui Music Festival Series - Jazz Maui Camp at King Kekaulike High School
- **7/4:** 2023 Maui Music Festival Series - Concert in the Park at Campbell Park, Lahaina
- **7/7:** Hāna Arts Presents! - Artist Market & Concert in Hāna
- **7/8:** Hāna Arts Presents! - Hana Youth Festival in Hāna
- **7/14:** Hāna Arts Presents! - Artist Market & Concert in Hāna
- **7/15:** Maui Music Festivals Series - Hawaiian Jazz at ProArts Playhouse in Kihei
- **7/28:** "Celebrating the Visual Arts of Hawai'i" Hui No'eau Exhibitions – Opening Celebration of the Youth Arts Exhibition at Hui No'eau Visual Arts Center, Makawao
- **7/29:** Maui Music Festivals Series – Annual Jazz Blues & Beyond Concert at Kihei Charter School

Moloka'i

- **7/14-15:** Moloka'i Holokai Ho'olaule'a at DT Fleming Beach Park, Maui; Kaunakakai Harbor & Community Health Center, Moloka'i

Hawai'i Island

- **7/1-7/23:** Hawai'i Performing Arts Festival - 2023 Season at Kamuela, Honoka'a, Kona, Hilo, Waikoloa

- **7/8:** Hilo Hawaiian Music Festival at Afook-Chinen Civic Auditorium in Hilo
- **7/27:** Island Science Lecture Series at Hawai'i Keiki Museum, Kailua Kona
- **7/1-31:** Volcano Art Center's Niaulani Trail Program at the Volcano Art Center Niaulani Campus

Communications and Outreach

News Releases/Reports/Announcements

- News Release: New Keaukaha Programs Aim to Mitigate Visitor Impacts, Protect Natural and Cultural Resources (July 11)
 - Also distributed video news release and photos from media availability.
- News Release: HTA Announces Two New Board Members (July 13)
- Report: Hawai'i Hotel Performance Report for June 2023 (July 21)
- News Release: HTA Announces Resumption of Visitor Education & Brand Management in Europe (July 25)
- Report: Hawai'i Vacation Rental Performance Report for June 2023 (July 26)
- News Release: Hawai'i Tourism Authority Furthers Destination Management Efforts with New Hawai'i Island Community-Based Action Stewardship Program (July 26)
- News Release: HTA Board Names Blaine Miyasato Chair, Mahina Paishon Duarte Vice Chair (July 27)
- HTA Message: Visitor Spending Increased to \$2 Billion in June 2023
 - Drafted and distributed message highlighting HTA's KPI of visitor spending. (July 27)

News Bureau

- Coordinated and assisted with the following interviews and statements, including:
 - Hawai'i Business, Noelle Fujii-Oride: Kalani Ka'anā'anā (KK) interview and follow-up questions on Hawai'i's progress in transitioning to a regenerative tourism model. (July 6)
 - Travel Weekly, Mark Chestnut: Ilihia Gionson (IG) quote on how Hawai'i is rebounding positively and continuing to improve its offerings for visitors. (July 24)
- Assisted with the following media relations:
 - Hawai'i News Now, Chelsea Davis: Provided Maui Visitors and Convention Bureau with talking points for media inquiry surrounding a

visitor drowning at Honolua Bay and what is being done to educate visitors about ocean safety. (July 7)

- Hawai'i News Now, Jolanie Martinez: Responded to inquiry about a concern surrounding “illegal mooring and overtourism at Turtle Canyon” in Waikīkī. Advised reporter that HTA has not received any complaints on this topic, referred her to DLNR, and reminded that keeping a legal distance from marine life is part of the ongoing visitor education efforts. (July 13)
- Honolulu Star-Advertiser, Allison Schaefer: Responded to request for information on HTA Board of Directors’ current terms. (July 17)

Community Initiatives and Public Outreach

- HTA E-Bulletin
 - Drafted copy, edited, created layout and distributed June 2023 HTA e-Bulletin in English. Created layout for HTA e-Bulletin in ‘Ōlelo Hawai‘i.
- Regenerative Tourism Conference
 - Drafted and distributed e-blast encouraging the public to attend the conference which was supported by HTA. (July 31)
- Destination Management Action Plans (DMAP)
 - Announcement of Keaukaha Destination Management Programs – July 11
 - Confirmed rescheduled date for media availability. Finalized and distributed news release, confirmed photographer and videographer, pitched media, and scheduled interviews at Waiuli (Richardson Beach Park) on behalf of HTA and in partnership with the County of Hawai‘i and Island of Hawai‘i Visitors Bureau.
 - Moloka‘i Community Meeting
 - Drafted news release for August 15 community meeting on Moloka‘i to discuss progress and direction of destination management.
- Peace Boat Arrival
 - Liaised with Kanu Hawai‘i on local media outreach surrounding the Peace Boat arrival to Honolulu on July 10.
- Hawai‘i-Japan Sister State & Sister City Summit
 - Drafted talking points for Daniel Nāho‘opi‘i to discuss importance of encouraging mindful travel from Japan visitors and continuing strong partnerships.
- LA Clippers Partnership
 - Provided feedback on news release.
- 2023 Hawai‘i Tourism Conference

- Drafted and distributed e-blast and social media post encouraging the public to save the date for Hawai'i Tourism Authority's 2023 Hawai'i Tourism Conference. (July 11)
- Hōkūle'a: Moananuiākea
 - HTA supported the Polynesian Voyaging Society's efforts on this voyage through a Hawai'i News Now sponsorship as presenting sponsor, which aligns with HTA's Hawaiian Culture and Community pillars and furthers visitor education outreach. Hawai'i News Now reporter Mahealani Richardson documented her journey to Alaska with the Polynesian Voyaging Society, which aired from July 28-30, August 25, and On Demand beginning July 28. Presenting sponsorship included:
 - Shared Sponsor Billboard with logo and audio ID in all broadcasts
 - Shared promotional messages with logo aired on KGMB, KHNL, K5 and KSIX (80x spots +)
 - Shared logo on promotional spots aired on Hawai'i News Now digital platforms (28,000 video impressions +)
 - Exclusive sponsor logo ID on digital ads that promoted on demand viewing (60,000 Digital display impressions)
 - 2x commercials in each broadcast (10x total spots)
 - 4x commercials in KGMB Sunrise News (July 2023)
 - 4x commercials in Sunrise Weekend News (July 2023)

Crisis Communications

- Distributed e-blasts on July 14 and July 18 informing the public about Tropical Storm Calvin and sharing important safety information.

HTA's Social Media

- Managed social media calendar, drafted copy, sourced images, and scheduled posts on HTA's Facebook, Instagram and Twitter accounts. Also monitored and responded to direct messages and post comments.

Facebook

- Number of followers: 26,926 (+25.1%)
- Engagement rate: 4.9%
- Number of engagements: 6,877 (+289.6%)
- Posts: 25

Instagram

- Number of followers: 9,298 (+26.6%)
- Engagement rate: 4.7%
- Number of engagements: 990 (+66.4%)
- Posts: 31

Twitter

- Number of followers: 43,016 (+6.4%)
- Engagement rate: 1.8%
- Number of engagements: 325 (-33.7%)
- Posts: 26

Linktree

- Views: 61
- Clicks: 39
- Clickthrough rate (CTR): 63.9%

Safety and Security

Visitor Assistance Program (VAP)

- Maui County's program handled 17 cases and helped 35 visitors in July. This included visitors primarily from the U.S. West market and Canada. The industry assisted with \$4,800 of in-kind contributions.
- Hawai'i County's program handled 16 cases in July and provided assistance to 35 visitors. This included visitors primarily from the U.S. West, Cruise and Europe markets. The industry assisted with \$2,055 of in-kind contributions.
- Kaua'i County's program handled 9 cases and provided assistance to 47 visitors in July. This included visitors from U.S. West/East market. The industry assisted with \$1,000 of in-kind contributions.

- City and County of Honolulu’s program handled 50 cases and helped 158 visitors in July. This included visitors primarily from the U.S. West market. The industry assisted with \$11,669 of in-kind contributions.

V. BRAND MARKETING PILLAR

Major Market Area (MMA)

MMA RFP / Contract Status

- Korea MMA: CON 20007 S7 to cover services from July 2023 to December 2024 has been executed.
- Canada MMA: CON 21036 to cover services from July 2023 to December 2025 has been executed.
- Oceania MMA: The supplemental contract for CON 21019 to cover services for calendar year 2023, has been fully executed. Amendments made to the contract via Supplemental 5 incorporate the Compensation and Payment Schedule from Supplemental 4. Effective as of the date of execution of Supplemental 5, a portion of the funding shall be from the American Rescue Plan Act (ARPA) and State funds. The Scope of Service and Time of Performance remain unchanged.
- US MMA: CON 23003 to cover services from July 2023 to December 2025 has been executed, effective June 30, 2023.
- Global Support Services: HTA staff is drafting the RFP for this contract and extended the existing contract through December.
- Europe MMA: the RFP is moving forward on schedule with proposals due on August 25, 2023.

Other Branding Projects

Pono Travel Education Program (DMAP Action Item)

Beginning April 18, 2022 airports across Hawai'i began sharing Pono Travel Education messaging on static banners and digital screens to reach our traveling public passing through. Each location was strategically placed to reach the most people – both malihini and kama'āina - reminding us of our collective kuleana to Hawai'i, the land, culture, and each other while here. Beginning in June 2022 there was an increase in messaging

placements, including some QR code inclusions on new digital screens at Daniel K. Inouye International Airport, frequency to meet the uptick in travel during the summer period. These contracts add to the ongoing statewide reinforcement of this messaging via optimal and timely touch points in visitors’ travel journey (in-room, on shuttles, social media, and mobile devices).

The HTA’s contract with Clear Channel Airports, Inc. at the Daniel K. Inouye International Airport ended at the end of October 2022. HTUSA continues Kuleana Travel messaging through its contract, which began in December 2022 and continued to run through the end of June 2023. The HTA’s contract with Pacific Radio Group for messaging at neighbor island airports also ended at the end of June 2023. Post-arrival messaging is now being coordinated through the Destination Stewardship contract with Kilohana.

Sports Programs

- Big West Conference Tournaments. HTA is in the final stages of negotiations to be the lead partner of the 2024-2026 Men’s and Women’s end-of-season volleyball tournaments. In addition to a robust marketing package that will increase visitor awareness in key west coast markets, the partnership will allow the University of Hawai’i to host the 2024 & 2025 Men’s tournaments and the 2026 Women’s tournaments at home at the Stan Sheriff Center.
- LA Clippers Partnership. HTA has finalized a new contract for this program. The new contract will provide for 2022-2023 in-venue marketing and advertising. It will also commit the LA Clippers to playing one preseason game on O’ahu at the Stan Sheriff Center on October 8, 2023. Clippers PR will be on-island at the end of August for a prepromotion media tour bringing along one player as well. Proceeds from the tickets sales for the October 8 game will benefit the Maui fire relief fund.

Brand Team Events/Meetings - (July)

Event Date	Event	HTA Attendee(s)	Non-HTA Attendee(s)
7/10	Meeting on Historic Trails App	CAO, CBO	Senator Dela Cruz, DBEDT Deputy Director Dane Wicker
7/14	Meeting with DFS President	CEO, CBO	Benjamin Vuchot, Vinay Lamda, Martin Matthews,

			Lai Ping Choi, Karl Sutcliffe, Jim Stone, Alan Yamamoto
7/18-20	Destinations International	CBO	Industry Partners, Community Members
7/25	Follow-Up Meeting with Trigger XR – Waikiki Historic Trail App	CBO	Trigger XR- Jason Yim, Fabrizio Allata, Kristin Glushon, Industry Partners
7/26-27	Hawai'i-Japan Sister-State Summit	CBO	Governor Green, County Mayors, Governors of Hiroshima, Yamaguchi & Okinawa, Vice Governors of Hokkaido, Ehime, and Fukuoka

VI. PLANNING DIVISION

Request for Proposal – Support Services for Destination Stewardship

Staff finalized its contract negotiations with the selected awardee, Council for Native Hawaiian Advancement, for the support services for destination stewardship. The contract was executed on August 4, 2023.

Destination Management Action Plans (DMAPs)

Below is an update on activities undertaken by the planning section and island chapters and its destination managers to support the implementation of the various DMAPs.

Kaua'i DMAP

- KVB (Kauai Visitors Bureau) had an introductory meeting with DLNR’s DOFAW (Division of Forestry and Wildlife)/Na Ala Hele to discuss strategies of working more collaboratively together.
- Invited to sit in on Mālama I Nā Honu (MINH) presentation at The Grand Hyatt Kaua'i’s Ke Kumu O Hihinui Cultural Center. Discussion with MINH volunteers and Debbie Herrera to see if it's possible to share these presentations with visitors and guests at The Cliffs at Princeville and at Wyndham Bali Hai Villas. Debbie will update on plan.

- Attended the DLNR-hosted Polihale State Park Master Plan Concepts meeting in Kekaha on 7/18. New DOCARE (Division of Conservation and Resources Enforcement) officers introduced. DLNR/DSP asked for continued feedback and any questions to be sent to DLNR at planpolihale@gmail.com.
- Prince Kūhiō Park video, last in Mālama Kauaʻi 4-part series, uploaded to Kauaʻi Visitors Bureau YouTube channel.
- KVB met with Jennifer Loh, co-founder of Travaras, the world’s first sustainable travel platform that supports local communities and best practices. The Kauaʻi DMAP was shared, and thoughtful conversation based on how their efforts will align with our DMAP action items. Provided email contact information for fellow Destination Managers, Caroline for HTA, and Kainoa for better context on Hawaiian Cultural offerings.
- HI Now DMAP & Alakoko Store/Kauaʻi Made segments currently running on Hawaiian Air Hāna Hou In-flight Entertainment. Started in June; July was the final month to run segments.
- Ongoing communication featuring the DMAP. Worked with HI Now to feature a :30 second DMAP segment from the Holo Holo Series w/Kainoa Carlson. Segment included as part of (Hāna Hou segment) McKenna Maduli’s Talk Story “Beyond The Stage” on 7/1. Paid for same segment to run during Na Hōkū Hanohano Awards live telecast on 7/1; included banners on all digital platforms.
- For Agri-tourism, Maile & Patti toured Kauaʻi Sea Farms with Tiele Doudt, Hawaiian Culture Manager at 1 Hotel Hanalei Bay. The farm tour included clams, ‘ōpae, limu ogo and they are sourcing these products “sea farm to table” to local restaurants, e.g., Eating House 1849 in The Shops at Kukuiʻula and Lawai’a Fish Co. Although the intention is to start up voluntourism tours to the farm, infrastructure work still needs to be vetted more.
- KVB met virtually with Kauaʻi Tech Group to discuss partnering on a pilot project for Poʻipū Beach Park. During discussion, ground sensors will be used for tracking traffic. This may not work ideally for our project of data collection at certain hotspots but there may be a possibility for collaboration in the future.
- Continue to promote CEP events on @kauaidmap IG page.

- DMAP sponsored a Kaua'i Chamber After Hours event at Alakoko Store. Shared updates on the DMAP, attendees were able to visit Alakoko Store and encouraged to support/shop local.
- At the Kōloa Plantation Days, there were over 24 Kaua'i Made Vendors who participated in the craft/vendor sale at the parade Ho'olaule'a.

Maui Nui DMAP

- **Maui:**
 - Managing and monitoring a total of 20 mineral-only sunscreen dispensers for free public use through partnerships with Maui Nui Marine Resource Council volunteers, Department of Land and Natural Resources, Pūlama Lāna'i and Whaler's Village.
 - Finalized and submitted mineral-only sunscreen educational slide to Hawaiian Airlines in partnership with Maui Nui Marine Resource Council, and County of Maui which will be played in-flight on seatback screens on larger A330 aircrafts, servicing all long-haul destinations and west coast stations on Hawai'i in-bound flights.
 - Kahului Airport advertising campaign continues at baggage claim and two kiosks at bottom of north elevator; this bolsters Maui Nui Marine Resource Council's campaign so that both elevators will now contain messaging; baggage claims display ad every three (3) minutes instead of every six (6) minutes. Will continue through the end of August.
 - Launched a two month Spectrum Reach Statewide campaign of :30 second mineral-only sunscreen ads on residential, hotel feed and local channels.
 - Launched a :30 second mineral-only sunscreen ad campaign with KHNL/KGMB, Statewide and in affluent San Francisco Bay Area zip codes.
 - Continuing contract negotiations with three east Maui based organizations to conduct the East Maui Tourism Management Pilot Program. One contract is out for signature.

- Finalizing press release to announce the East Maui Tourism Management Pilot Program and the east Maui based organizations we will be contracting to conduct the following services: 1) Hot spot management, 2) Resident satisfaction surveys, 3) List of community-supported regenerative tourism activities, 4) Gather visitor data, and 5) Create community-supported messaging.
- Reef Friendly Landscaping Pilot Program continues. Exploring idea of short film on Reef Friendly Landscaping Program; idea presented through partnership with Maui Nui Marine Resource Council.
- Presented DMAP at Huluhia event on 7/14/23 with focus on Smart Tourism at University of Hawai'i Maui College to community and stakeholders. Additionally, attended Huluhia's first engagement meeting on 7/20/23 to further connect with the community about tourism and inform project. The outcome of Huluhia's work will be a causal loop diagram on tourism to better understand most effective leverage points for enacting positive change.
- Moving forward to support Forests at Pe'ahi, an up-and-coming regenerative tourism initiative along the road to Hāna which will offer forest trails and organic food forest demonstration area, open to the public. Forests at Pe'ahi is internally creating their design ideas for educational self-guided walking tour signs.
- **Moloka'i:**
 - Rescheduled and reserved Moloka'i Community Meeting on August 15, 2023 at Mitchell Pau'ole Center. Subject Matter Committees will present their work and ask for community feedback. Planning meeting with Po'o was conducted on July 11, 2023; press release, flyer and ½ page ad in Moloka'i Dispatch being finalized.
 - Briefly re-engaged F.1 discussions with Po'o re: Southwest Airlines interest in providing air service to Moloka'i (deemed infeasible); County is conducting feasibility study on purchasing Expeditions Ferry. Moloka'i Community Meeting will provide updates on these items.
- **Lāna'i:**

- Initiated and held meeting with Councilmember Gabe Johnsons office to collaborate; recruit new members into Lānaʻi Advisory Group.
- Launched two month Spectrum Reach Statewide campaign of :30 second Lānaʻi ads airing on residential, hotel feed and local channels; campaign features Lānaʻi Cat Sanctuary (Mālama Hawaiʻi partner), Lānaʻi City, Lānaʻi Guide App and Lānaʻi Adventure Park with messaging from Lānaʻi Advisory Group woven throughout each spot.
- New video assets provided to Expeditions Ferry continue to play on board the vessel.
- Lānaʻi brochures continue to be distributed by merchants and Expeditions Ferry.
- New Lānaʻi photo assets are being added to HVCB's Knowledge Bank.
- Lānaʻi social media campaign continues with Lānaʻi Advisory Group supported messaging.
- GoHawaii website revisions for Lānaʻi are mostly complete but require additional changes which have been submitted to Miles Partnership.
- Mineral-only sunscreen dispenser in use at Hulopoʻe Bay, monitored and refilled by Pūlama Lānaʻi.

Hawaiʻi Island DMAP

- Hawaiian Culture Ambassadors – Presented DMAP updates and attended advisory lamakū (Hawaiian Culture Ambassadors) quarterly meeting at the Fairmont Orchid to resort ambassadors. Extended invitation to HTA board members Paishon and McCully. Kumu Micah Kamohoaliʻi offered Hawaiian manaʻo and inspiration. 14 attendees- July 26.
- HI Community Based Action Stewardship Program HICASP – RFP press release July 21. Three locations targeted Pohoiki, Punaluʻu, Kealakekua Bay. \$300,000 DMAP funds allocated. RFP is looking for HR Management non-profit organization that provides HR services (recruiting, hiring, payment and benefits, supervisory),

capacity building with community, and training. This is a 5-month contract with a possibility for an extension with funding.

- UH Mālama Honua Conference, Sustainable Conference – July 19 & 20, attended conference on sustainable agriculture, language, and tourism.
- Fielded calls from ‘Āina Ioane (Keaukaha) and Rebecca Most (Nature Conservancy, Kealakekua CAP) about the RFP.
- Kona Village (KV) Update – presented Hawai‘i DMAP and Pono Pledge to the director of sales. Asked Kona Village to share Pono Pledge with their visitors, awareness about hotspot concerns, and community initiatives. KV hired Rolinda Bean, cultural ambassador.
- Hospitality Industry Quarterly Update with Mayor Roth/Hawai‘i County – presented DMAP update on July 12.
- HI Culture Based Education Program – Supported local media blitz on July 11, government, contractor, media, and stewards participated. RFP and application hosted on HVCB’s website. Drafted contract evaluation of deliverables.
- Hawai‘i Food Hub Communication Initiative – Reviewed proposal for content and story creation to promote Food Hubs to resort-residents and locals. Drafted document and received approval from HTA to proceed and use DMAP funds. \$8,500 allocated.
- HTA Presentation at Regular Board Meeting – Presented Hawai‘i Island DMAP update July 13.

O‘ahu DMAP

- Participated in HiNow film shoot as part of the DMAP paid local media campaign on authentic experiences that DMAP is supporting, like the Kūhiō Beach Hula Show on July 3.
- Participated in a recorded radio interview that aired in the month on authentic experiences on July 3.
- Welcomed the Peace Boat with Kanu Hawai‘i and Blue Planet Alliance for the signing of the pledge to our keiki on July 10.

- Attended Roberts Hawai'i Electric Bus Blessing at the Hawai'i State Capitol with HTA on July 20.
- Attended Hawai'i LGBT Legacy Foundation Vision Without Limits Gala with HVCB on July 20.
- Participated in HiNow film shoot as part of the DMAP paid local media campaign on multimodal sustainable transportation options that visitors are encouraged to use and the 2023 Commute Challenge for our industry workforce with Honolulu Department of Transportation Services Deputy Director, Jon Nouchi and Blue Planet Foundation, Director of Programs, Jennifer Lieu on July 24.
- OVB, Blue Planet Foundation, and HVCB membership hosted a 2023 Commute Challenge Launch webinar and also shared the recording with our membership database to encourage their participation on July 25.
- OVB attended the following meetings:
 - Blue Planet Foundation to discuss and plan for DMAP sponsorship of the August Commute Challenge: Go Multimodal on July 11.
 - EcoRide, a co-sponsor of the commute challenge, to discuss opportunities to educate and engage our industry with commuter benefits on July 12.
 - ODM met with The Point at Waialua/North Shore Stables owner to learn more about the company and its goals on Jul 14.
 - Honolulu City and County briefings for Hurricane Calvin on July 14-19.
 - Honolulu City and County's Mayors Office of Culture and the Arts' Curator of Collections to discuss opportunities and DMAP synergies for a Bloomberg Grant that the city is applying for public art installations that are related to Wahi Pana on July 18.
 - Honolulu City and County Office of Economic Revitalization to discuss programs that the city and DMAP could support for workforce development on July 21.
 - DLNR meeting to discuss a possible pilot reservation system for hotspot at Ka'iwa Ridge Trail (Lanikai Pillbox Trail) on July 25.

EDA State Tourism Grant

Staff worked with DLNR to finalize its Coral Restoration Project proposal for the July board meeting. Communications also took place with EDA to determine if the state tourism grant funds can be used for foreign vendors. HTA is awaiting for a decision from EDA.

VII. TOURISM RESEARCH

Pursuant to Act 88, the Tourism Research Division (TRD) was transferred to DBEDT's Research & Economic Analysis Division (READ) effective July 1, 2021 and was renamed the Tourism Research Branch (TRB).

TRB issued the June 2023 monthly visitor statistics on July 27, 2023, including monthly arrivals by country, category expenditures for major markets, and monthly visitor characteristics for each major market area. The press release was issued by DBEDT, distributed by HTA, and the files were posted on the Monthly Visitor Statistics page on HTA's and DBEDT's websites.

TRB posted updates to Seat Outlook data tables for August 2023 through October 2023 to the Infrastructure Research Section of the HTA website and the Air Seats Capacity Outlook page of the DBEDT website. This report also includes flight information and comparisons to 2019.

State, market, and island fact sheets were updated with the June 2023 data and were published on the Monthly Visitor Statistics page of the HTA website and the Island Highlights and Market Highlights pages on the DBEDT website.

TRB issued the June 2023 Hawai'i Hotel Performance Report on July 21, 2023. The report and related June 2023 data tables were posted to the Infrastructure Research page of the HTA website. The Hawai'i Hotel Performance Report is produced using hotel survey data compiled by STR, Inc., the largest survey of its kind in Hawai'i.

TRB issued the June 2023 Hawai'i Vacation Rental Performance Report on July 26, 2023. The report and related June 2023 data tables were posted to the Infrastructure Research page of the HTA website and the Vacation Rental Performance page of the DBEDT website. This report utilizes data compiled by Transparent Intelligence, Inc. for DBEDT.

The summarized results of the Spring 2023 Resident Sentiment Survey were presented to the HTA Board by Chris Kam of Omnitrak Group. The full report is posted on the Evaluation & Performance Measures section of the HTA website and the Resident Sentiment Survey Report page of the DBEDT website.

TRB published the U.S. Traveler Profiles for July 2023 report and the Canada Traveler Profiles for Q2 2023 report on July 7, 2023. These reports are based on data for selected traveler profile segments for each market compiled by Vision Insights. The reports are posted on the Other Research page of the HTA website.

TRB continued publishing the weekly Future Bookings Report, which is an evolution of the Weekly Travel Agency Bookings Reports. These reports include both travel agency and direct air bookings data from ForwardKeys for U.S., Japan, Canada, Korea, and Australia. These reports are posted on the Other Research page of the HTA website.

TRB continued publishing the Brand Health Trend report, which is an evolution of the Weekly Destination Brand Index Trends reports. These reports include consumer sentiment data from Vision Insights for U.S., Japan, Canada, Australia, and Korea. Trends are tracked for the State and each major island. These reports are posted on the Other Research page of the HTA website.

TRB continued publishing the Brand Health Trends for Responsible Travelers report, which is an evolution of the Weekly Destination Brand Index – Responsible Travelers reports. These reports include consumer sentiment data for people who identify themselves as responsible travelers from Vision Insights for U.S., Canada, Australia, and Korea. Trends are tracked for O‘ahu, Maui, Kaua‘i, and Hawai‘i Island. These reports are posted on the Other Research page of the HTA website.

TRB continues to reply to requests for information from HTA’s Global Marketing Team, industry, media, and the general public. Data requests completed include:

- Additional detailed visitor statistic data for UHERO and DBEDT/READ for their databases, and the monthly data requests.
- Research inquiries routed through DBEDT.

VIII. ARPA UPDATE

HTA was provided \$60,000,000 and \$35,000,000 of American Rescue Plan Act (ARPA) funds for HTA’s fiscal years 2022 and 2023 operating budgets, respectively. HTA was

also provided an additional \$11,000,000 for the Convention Center’s fiscal year 2022 operating budget. For the two-year period ended June 30, 2023, HTA spent \$59,156,304 and \$10,011,197 on HTA and Convention Center operations, respectively.

For unspent funds held by HTA as of 6/30/23, the department of Budget and Finance (B&F) instructed HTA to return those funds to B&F for redeployment to other state agencies. As of 6/30/23, approximately \$14,577,303 for 30 contracts were encumbered with ARPA funds. These contracts were unencumbered in July 2023, and on July 31, 2023, HTA returned \$36,833,291 to B&F. HTA will now support these contracts with State general funds.

IX. ADMINISTRATIVE

Contracts List: Pursuant to Hawai'i Revised Statutes §201B-7 (9), please note the below contracts executed during the month of July 2023.

July 2023						
Contract No.	Contractor	Description	Contract Amount	Total Contract Value	Start Date	End Date
23008	Council for Native Hawaiian Advancement	Support Services for Destination Stewardship	\$27,141,032.00	\$27,141,032.00	8/4/2023	5/1/2026
†23010	LA Clippers	LA Clippers	\$500,000.00	\$500,000.00	7/30/2023	12/31/2023
24002	Pacific Rim Concepts, LLC	Tourism Conference Service Provider 2023	\$200,000.00	\$200,000.00	8/17/2023	11/30/2023
21013 S3	Access Cruise, Inc.	Hawai'i Cruise Industry Consultant Services	\$100,000.00	\$350,000.00	8/4/2023	9/30/2024
21030 S2	Hawai'i Visitors and Convention Bureau	Island Chapters Support Services	\$1,200,000.00	\$4,800,000.00	8/14/2023	12/31/2023

Contract Type:

• Sole Source

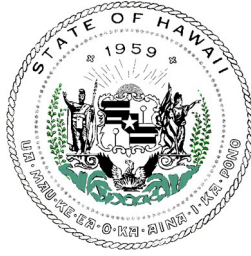
\$29,141,032.00

† Procurement Exemption

X. APPENDICES

12

Presentation, Discussion and Action on
HTA's Financial Report for July 2023



The State of Hawai`i

Department of Business, Economic Development, and Tourism

Hawai`i Tourism Authority

Financial Statements

July 31, 2023

These financial statements have been prepared by HTA management (unless otherwise noted) for information purposes only. See notes to the financial statements.

Prepared by: Talon Kishi

Budget and Fiscal Officer

HAWAII TOURISM AUTHORITY

Hawaii Tourism Authority
Selected Management Disclosures
July 31, 2023

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**Hawaii Tourism Authority
Balance Sheet
As of July 31, 2023**

	Tourism Funds	Convention Center Funds	Convention Center Roof Repairs	Tourism Emergency Special Fund	Federal Funds	Total Funds
Assets						
General funds	59,748,268	11,000,000	-	-	-	70,748,268
Special funds (restricted)	15,663,448	34,467,525	-	-	-	50,130,973
Federal grants	-	-	-	-	14,024,372	14,024,372
Generabl obligation bonds	-	-	14,871,000	-	-	14,871,000
Cash and cash equivalents	-	-	-	1,593,367	-	1,593,367
Investments	-	-	-	3,538,993	-	3,538,993
Total assets	<u>75,411,716</u>	<u>45,467,525</u>	<u>14,871,000</u>	<u>5,132,360</u>	<u>14,024,372</u>	<u>154,906,973</u>
Liabilities and Fund Balances						
Fund balances						
Encumbered - General funds	-	-	-	-	-	-
Encumbered - Special funds	9,290,873	3,769,399	-	-	6,450,000	19,510,272
Unencumbered	66,120,843	41,698,126	14,871,000	5,132,360	7,574,372	135,396,701
Total fund balances	<u>75,411,716</u>	<u>45,467,525</u>	<u>14,871,000</u>	<u>5,132,360</u>	<u>14,024,372</u>	<u>154,906,973</u>
Total liabilities and fund balances	<u>75,411,716</u>	<u>45,467,525</u>	<u>14,871,000</u>	<u>5,132,360</u>	<u>14,024,372</u>	<u>154,906,973</u>

Hawaii Tourism Authority
Statement of Revenues, Expenditures, and Changes in Fund Balances
For the Month Ended July 31, 2023
Ending Fund Balance as of July 31, 2023

	Tourism Funds	Convention Center Funds	Convention Center Roof Repairs	Tourism Emergency Special Fund	Federal Funds	Total Funds
Revenues						
General fund appropriation transfer*	59,748,268	11,000,000	-	-	-	70,748,268
Return federal funds to B&F*	-	-	-	-	(36,833,291)	(36,833,291)
Change in fair value	-	-	-	9,273	-	9,273
Interest and dividends, net	-	-	-	12,344	-	12,344
Total revenues	<u>59,748,268</u>	<u>11,000,000</u>	<u>-</u>	<u>21,617</u>	<u>(36,833,291)</u>	<u>33,936,594</u>
Expenditures						
Destination management	-	-	-	-	-	-
Planning & evaluation	-	-	-	-	-	-
Workforce	-	-	-	-	-	-
Perpetuating Hawaiian culture	-	-	-	-	-	-
Sports	-	-	-	-	-	-
Safety & Security	-	-	-	-	-	-
Resident and Industry Communications	-	-	-	-	-	-
Branding	-	-	-	-	-	-
Convention Center Marketing	-	-	-	-	-	-
Administrative	-	-	-	-	-	-
Governance and org-wide*	-	-	-	-	-	-
Salaries and fringe	-	-	-	-	251,732	251,732
HCC operations	-	-	-	-	-	-
HCC repairs and maintenance	-	-	-	-	-	-
Total expenditures	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>251,732</u>	<u>251,732</u>
Change in fund balances	<u>59,748,268</u>	<u>11,000,000</u>	<u>-</u>	<u>21,617</u>	<u>(37,085,023)</u>	<u>33,684,862</u>
Fund balances						
Beginning of month	<u>15,663,448</u>	<u>34,467,525</u>	<u>14,871,000</u>	<u>5,110,743</u>	<u>51,109,395</u>	<u>121,222,111</u>
Ending fund balance	<u>75,411,716</u>	<u>45,467,525</u>	<u>14,871,000</u>	<u>5,132,360</u>	<u>14,024,372</u>	<u>154,906,973</u>

* Refer to notes of the financial statements for more information.

Hawaii Tourism Authority
Selected Management Disclosures
July 31, 2023

Summary of Significant Accounting Policies

The Financial Reporting Entity

The Hawaii Tourism Authority (HTA or Authority) was established on January 1, 1999, by Act 156, Session Laws of Hawaii 1998. It was placed within the State of Hawaii, Department of Business, Economic Development, and Tourism, for administrative purposes only. The Authority is responsible for developing a strategic tourism marketing plan and developing measures of effectiveness to assess the overall benefits and effectiveness of the marketing plan and progress toward achieving the Authority's strategic plan goals. In addition, effective July 1, 2000, control and management of the Hawaii Convention Center (HCC) were transferred to the Authority from the Convention Center Authority (CCA) by Executive Order No. 3817. Effective July 1, 2002, the Center, by statute, became the responsibility of the Authority. The Center opened to the public in June 1998 and is used for various events, including conventions and trade shows, public shows, and spectator events. The Center offers approximately 350,000 square feet of rentable space, including 51 meeting rooms.

The Authority is governed by a board of directors comprising 12 voting members, including those recommended by the State Legislature. The Governor of the State appoints the 12 voting members.

Funds

The Authority's major funds are as follows:

Tourism Funds:

- **Tourism Special Fund (TSF)** –The Tourism Special Fund accounts for functions related to developing and promoting the tourism industry. Effective January 1, 2022, pursuant to Act 1 Special Legislative Session 2021, the TSF was sunset and discontinued the ability to expend any new funds. Funds encumbered as of June 30, 2021, can be spent.
- **General Funds** – The 2023 State legislature did not provide HTA an operating budget for fiscal year 2024. As such, the Governor approved the transfer of \$60,000,000 in general funds from Section 5 of Act 164, SLH 2023, to HTA on July 1, 2023. Funds will lapse on June 30, 2024.

Convention Center Funds:

- **Convention Center Enterprise Special Fund (CCESF)** – Under Section 201B-8, the Convention Center Enterprise Special Fund accounts for functions related to the operation and management of the Hawaii Convention Center (HCC). Unencumbered funds are unavailable to spend because the 2023 Hawaii State Legislature did not provide the CCESF an expenditure ceiling to fund the operations of the HCC.
- **General Funds (operations)** – The 2023 State legislature did not provide the HCC an operating budget for fiscal year 2024. As such, the Governor approved the transfer of \$11,000,000 in general funds from Section 5 of Act 164, SLH 2023, for the HCC on July 1, 2023. Funds will lapse on June 30, 2024.
- **General Funds (CIP)** - Pursuant to Act 164, SLH 2023, \$64,000,000 of general funds were provided for the permanent repair of the HCC rooftop terrace deck. HTA is awaiting a request to the Governor to release the funds. Funds will lapse on June 30, 2024.

Hawaii Tourism Authority
Selected Management Disclosures
July 31, 2023

- **General Obligation Bonds** – Pursuant to Act 248, SLH 2022, \$15,000,000 of general obligation bond funds were provided for the temporary repairs of the HCC roof repair and other items. The Governor authorized the release of funds on February 22, 2023.

Tourism Emergency Special Fund:

- **Tourism Emergency Special Fund** – The Tourism Emergency Special Fund accounts for functions related to maintaining a tourism emergency fund. Per Section 201B-10, revenues prescribed by Section 237D-6.5(b) and all investment earnings are credited to the fund's assets. Funds are currently held at the Bank of Hawaii. Funds must be exclusively used to respond to a tourism emergency under Section 201B-9.

Federal Funds:

- **American Rescue Plan Act (ARPA)** – Official Name: Coronavirus State Fiscal Recovery Fund (CSFRF) Subaward. The former Governor authorized \$106,000,000 of ARPA funds to support HTA's and HCC's fiscal years 2022 and 2023 operations. HTA and HCC received \$95,000,000 and \$11,000,000, respectively. For HTA's operations, \$60,000,000 and \$35,000,000 were approved on September 21, 2021, and November 10, 2022, respectively. For HCC's operations, \$11,000,000 was approved on November 26, 2021. In total, for the two-year period ended June 30, 2023, \$59,156,304 and \$10,011,197 was spent on HTA and HCC operations, respectively. Approximately \$14,577,303 of contracts were encumbered as of 6/30/23. All open contracts as of 6/30/23 were unencumbered in July and will now utilize general funds. The Authority returned \$36,833,291 to the Department of Budget and Finance (B&F) on July 31, 2023.
- **Economic Development Administration (EDA) Tourism Grant** – Official Name: ARPA-EDA Tourism Grant (Non-Competitive ARPA State Tourism Grant for the State of Hawaii) – The Authority was awarded \$14,024,372 on December 8, 2021. Grant rules required the approval of the Grant Administration Plan (GAP) before the commencement of work. EDA approved the Authority's GAP on March 21, 2023. The Authority will share approximately \$7,200,000 of the grant with the Department of Land and Natural Resources (DLNR) to enhance and develop Hawaii's outdoor recreational assets. All work must be completed by May 31, 2027, and money spent by September 30, 2027.

Basis of Accounting

The Governmental Funds' financial statements are reported using the modified-cash basis of accounting.

Governance & Org-Wide Expenditures

Governance and organization-wide expenditures primarily consist of board meeting costs - including board member inter-island travel - audit expenses for the Authority and the HCC, HCC facility insurance, and employee fringe benefits.

Encumbrances

Generally, encumbrances are obligations in the form of purchase orders, contracts, or other commitments that only become liabilities once the performance of the conditions stated in the commitment.

Hawaii Tourism Authority
Selected Management Disclosures
July 31, 2023

Transient Accommodations Tax (TAT)

Under Section 237D-6.5, \$11,000,000 shall be allocated to the Convention Center Enterprise Special Fund annually.

Investments

The Authority's investments are reported at fair value.

The TSF and CCESF participate in the State's investment pool program directed by B&F.

Employees' Retirement System of the State of Hawaii (ERS)

On June 30, 2022, management estimated the net pension liability of approximately \$5,733,000 for its proportionate share of the State's net pension liability. An actuarial valuation determined the net pension liability as of June 30, 2021.

For the year ended June 30, 2022, the Authority recognized pension expenses of approximately \$488,000. On June 30, 2022, management estimated the deferred outflows and deferred inflows of resources related to pensions of approximately \$590,000 and \$972,000, respectively. Based on last year's pension expense, management estimates the June 30, 2023, pension expense to be approximately \$500,000.

Hawaii Employer-Union Health Benefits Trust Fund (EUTF)

On June 30, 2022, management estimated the net other post-employment benefits (OPEB) liability of approximately \$4,989,000. An actuarial valuation measured the net OPEB liability as of June 30, 2021.

For the year ended June 30, 2022, the Authority recognized OPEB expenses of approximately \$115,000. On June 30, 2022, management estimated the deferred outflows and deferred inflows or resources related to OPEB of approximately \$212,000 and \$503,000, respectively. Based on last year's OPEB expense, management estimates the OPEB expense for June 30, 2023, to be approximately \$120,000.

Accrued Vacation

On June 30, 2022, management estimated the accrued vacation liability was approximately \$413,000, with a current liability of approximately \$129,000. Based on last year's accrued vacation liability, management estimates accrued vacation as of June 30, 2023, to be approximately \$420,000, with a current liability of approximately \$130,000.

Use of Estimates

Preparing these financial statements required management to make estimates and assumptions that affect the amounts reported in the basic financial statements and accompanying notes. Actual results may differ from those estimates.

Other Matters

HCC Rooftop Repair RFP – On July 17, 2023, HTA issued RFP 23-12 for the project manager/construction manager contract for the permanent repair of the HCC rooftop. HTA will issue an RFP for the construction portion of the project in the coming months.

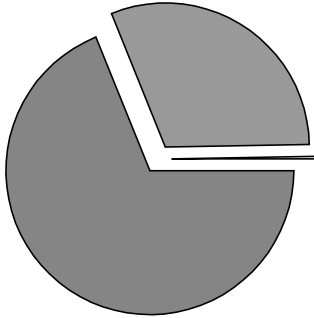
Beginning of the year payroll expenditures charged to ARPA funds - Due to the timing of fund transfers at the beginning of the fiscal year, \$251,732 in salaries and benefits for the first two pay periods for fiscal year 2024 were paid with ARPA funds. General funds provided by the Governor from Section 5 of Act 164, SLH 2023, were reduced accordingly by the equivalent amount.

Hawaii Tourism Authority
Selected Management Disclosures
July 31, 2023

General funds beginning of the year activity - On August 1, 2023, B&F released \$14,748,268 and \$2,750,000 of allotment for HTA and HCC, respectively. To date, \$11,168,525 of contracts have been encumbered, and approximately \$40,750,000 of additional contracts must be encumbered. HTA will submit a request to B&F for an increase in allotment.

Summary Of Investments

Investment Allocation



0.3%	CASH	17,373.11
30.7%	CASH EQUIVALENTS	1,575,994.68
69.0%	FIXED INCOME	3,538,992.50
100.0%	TOTAL	5,132,360.29

Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	17,373.11	0.34	0	0.00
CASH EQUIVALENTS	1,575,994.68	30.71	79,273	5.03
FIXED INCOME	3,538,992.50	68.95	90,250	2.55
Total Fund	5,132,360.29	100.00	169,523	3.30

Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	4,560.61	4,560.61	26.25
	ACCRUED INCOME	12,812.50	12,812.50	73.75
	TOTAL CASH	17,373.11*	17,373.11*	100.00*
	CASH EQUIVALENTS			
	CASH MANAGEMENT			
1,575,994.68	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	1,575,994.68	1,575,994.68	100.00
	FIXED INCOME			
	U S TREASURY OBLIGATIONS			
500,000	US TREASURY NOTES 2.875% 10/31/2023	499,441.73	496,855.00	14.04



Statement Period
Account Number

07/01/2023 through 07/31/2023
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
585,000	US TREASURY NOTES 2.5% 01/31/2024	582,517.13	576,634.50	16.29
500,000	US TREASURY NOTES 2.25% 04/30/2024	495,520.45	488,535.00	13.80
500,000	US TREASURY NOTES NOTE 2.125% 07/31/2024	496,264.78	484,415.00	13.69
500,000	US TREASURY NOTES 2.25% 10/31/2024	483,947.75	481,740.00	13.61
550,000	US TREASURY NOTES 2.5% 01/31/2025	537,296.38	528,858.00	14.94
500,000	US TREASURY NOTES 2.875% 04/30/2025	488,984.38	481,955.00	13.62
	TOTAL U S TREASURY OBLIGATIONS	3,583,972.60*	3,538,992.50*	100.00*
	Total Fund	5,177,340.39*	5,132,360.29*	100.00*

Hawaii Convention Center
Facility
Income Statement
From 7/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Direct Event Income								
Rental Income (Net)	165,475	167,296	(1,821)	309,152	165,475	167,296	(1,821)	309,152
Service Revenue	148,987	83,235	65,752	113,689	148,987	83,235	65,752	113,689
Total Direct Event Income	314,462	250,531	63,931	422,841	314,462	250,531	63,931	422,841
Direct Service Expenses	300,494	220,602	(79,892)	214,458	300,494	220,602	(79,892)	214,458
Net Direct Event Income	13,968	29,929	(15,960)	208,383	13,968	29,929	(15,960)	208,383
Ancillary Income								
Food and Beverage (Net)	1,761,608	1,014,522	747,086	379,280	1,761,608	1,014,522	747,086	379,280
Event Parking (Net)	109,812	87,902	21,910	108,875	109,812	87,902	21,910	108,875
Electrical Services	10,466	8,000	2,466	0	10,466	8,000	2,466	0
Audio Visual	89,506	61,442	28,064	45,737	89,506	61,442	28,064	45,737
Internet Services	18,968	0	18,968	0	18,968	0	18,968	0
Rigging Services	2,942	4,000	(1,058)	0	2,942	4,000	(1,058)	0
First Aid Commissions	0	0	0	0	0	0	0	0
Total Ancillary Income	1,993,301	1,175,866	817,435	533,892	1,993,301	1,175,866	817,435	533,892
Total Event Income	2,007,270	1,205,795	801,475	742,275	2,007,270	1,205,795	801,475	742,275
Other Operating Income								
Non-Event Parking	885	433	452	0	885	433	452	0
Other Income	10,960	10,042	918	7,835	10,960	10,042	918	7,835
Total Other Operating Income	11,845	10,475	1,370	7,835	11,845	10,475	1,370	7,835
Total Gross Income	2,019,114	1,216,270	802,845	750,111	2,019,114	1,216,270	802,845	750,111
Net Salaries & Benefits								
Salaries & Wages	481,424	544,080	62,656	356,980	481,424	544,080	62,656	356,980
Payroll Taxes & Benefits	132,800	155,482	22,682	94,251	132,800	155,482	22,682	94,251
Labor Allocations to Events	(89,437)	(62,807)	26,630	(60,088)	(89,437)	(62,807)	26,630	(60,088)
Total Net Salaries & Benefits	524,787	636,755	111,968	391,143	524,787	636,755	111,968	391,143
Other Indirect Expenses								
Net Contracted Services	61,614	45,785	(15,829)	48,813	61,614	45,785	(15,829)	48,813
Operations	26,817	13,099	(13,718)	8,319	26,817	13,099	(13,718)	8,319
Repair & Maintenance	77,785	110,021	32,236	54,557	77,785	110,021	32,236	54,557
Operational Supplies	79,239	93,394	14,155	34,448	79,239	93,394	14,155	34,448
Insurance	37,663	35,913	(1,750)	23,095	37,663	35,913	(1,750)	23,095
Utilities	246,286	309,488	63,202	290,244	246,286	309,488	63,202	290,244
Meetings & Conventions	1,806	8,804	6,998	2,307	1,806	8,804	6,998	2,307
Promotions & Communications	0	6,266	6,266	5,902	0	6,266	6,266	5,902
General & Administrative	27,367	40,742	13,375	30,359	27,367	40,742	13,375	30,359
Management Fees	19,433	19,433	(0)	19,033	19,433	19,433	(0)	19,033
Other	13,061	4,733	(8,328)	2,209	13,061	4,733	(8,328)	2,209
Total Other Indirect	591,073	687,678	96,605	519,286	591,073	687,678	96,605	519,286
Net Income (Loss) before CIP Funded Expenses	903,255	(108,163)	1,011,418	(160,319)	903,255	(108,163)	1,011,418	(160,319)
CIP Funded Expenses	134	0	134	0	134	0	134	0
Net Income (Loss) from Operations	903,388	(108,163)	1,011,552	(160,319)	903,388	(108,163)	1,011,552	(160,319)
Fixed Asset Purchases	17,619	25,000	7,381	27,052	17,619	25,000	7,381	27,052
Net Income (Loss) After Fixed Asset Purchases	885,769	(133,163)	1,018,933	(187,371)	885,769	(133,163)	1,018,933	(187,371)

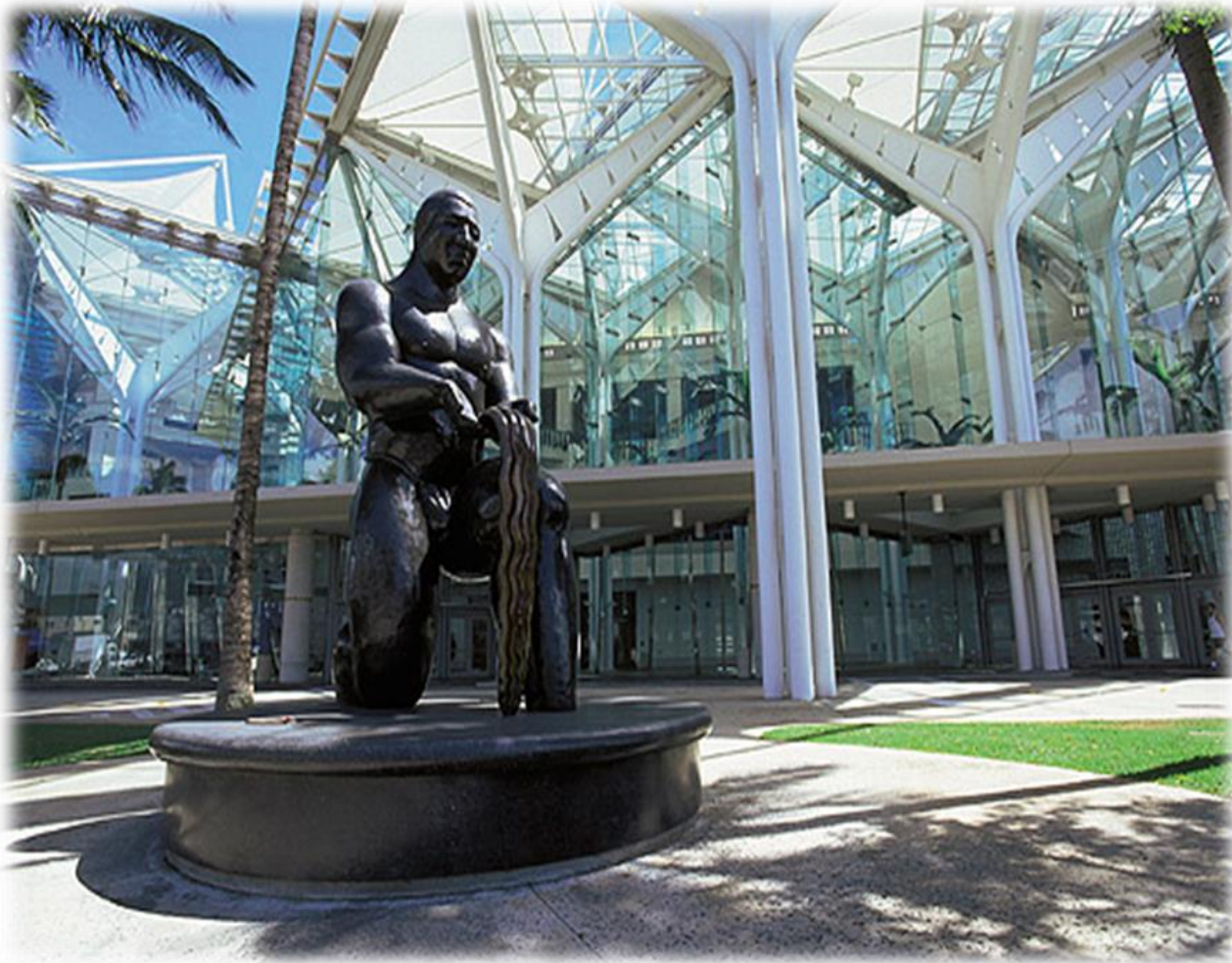
Hawaii Convention Center
Facility
Income Statement
From 07/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Revenues								
Food & Beverage	2,391,992	1,919,490	472,502	642,283	2,391,992	1,919,490	472,502	642,283
Facility	571,671	440,446	131,226	603,171	571,671	440,446	131,226	603,171
Total Revenues	<u>2,963,663</u>	<u>2,359,936</u>	<u>603,727</u>	<u>1,245,454</u>	<u>2,963,663</u>	<u>2,359,936</u>	<u>603,727</u>	<u>1,245,454</u>
Expenses								
Food & Beverage	901,152	1,152,791	251,639	384,767	901,152	1,152,791	251,639	384,767
Facility	1,159,256	1,315,308	156,052	1,021,006	1,159,256	1,315,308	156,052	1,021,006
Total Expenses	<u>2,060,408</u>	<u>2,468,099</u>	<u>407,690</u>	<u>1,405,772</u>	<u>2,060,408</u>	<u>2,468,099</u>	<u>407,690</u>	<u>1,405,772</u>
Net Income (Loss) before CIP Funded Expenses	<u>903,255</u>	<u>(108,163)</u>	<u>1,011,418</u>	<u>(160,319)</u>	<u>903,255</u>	<u>(108,163)</u>	<u>1,011,418</u>	<u>(160,319)</u>
CIP Funded Expenses	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>
Net Income (Loss) from Operations	<u>903,389</u>	<u>(108,163)</u>	<u>1,011,552</u>	<u>(160,319)</u>	<u>903,389</u>	<u>(108,163)</u>	<u>1,011,552</u>	<u>(160,319)</u>
Fixed Asset Purchases	<u>17,619</u>	<u>25,000</u>	<u>7,381</u>	<u>27,052</u>	<u>17,619</u>	<u>25,000</u>	<u>7,381</u>	<u>27,052</u>
Net Income (Loss) after Fixed Asset Purchases	<u>885,770</u>	<u>(133,163)</u>	<u>1,018,933</u>	<u>(187,371)</u>	<u>885,770</u>	<u>(133,163)</u>	<u>1,018,933</u>	<u>(187,371)</u>

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

Hawai'i Convention Center



Update for
July 2023
For
(Aug 2023 meeting)

Financial Update

	Jul-23 Actual	July - Dec 2023 Reforecast	July - Dec 2023 Budget	Variance	FY 2023 Actual	FY 2022 Actual
Facility Number of Events	16	117	119	-2	273	213
Facility Gross Revenue	\$2,963,700	\$10,548,100	\$9,944,400	\$603,700	\$14,446,500	\$7,256,700
Facility Gross Expenses	-\$2,077,900	-\$11,781,600	-\$12,189,400	\$407,800	-\$18,412,200	-\$11,842,500
Facility Operating Income/(Subsidy)	\$885,800	-\$1,233,500	-\$2,245,000	\$1,011,500	-\$3,965,700	-\$4,585,800
Local S&M Gross Expenses	-\$64,500	-\$567,200	-\$567,200	\$0	-\$959,400	-\$522,600
HCC Operating Income/(Subsidy)	\$821,300	-\$1,800,700	-\$2,812,200	\$1,011,500	-\$4,925,100	-\$5,108,400

ROI July 2023

HCC Revenue + State Revenue + Tax Revenue
= \$74.7 M

HCC Expense + HVCB MCI Expense = \$2.6 M

***ROI = For every dollar spent,
\$30.74 returned to the State***

FY 2024 (July 2023 – June 2024) Citywide Events

Lead ID	Lead Name	Account Name	Lead Type	Market Segment	Contract Room Block Begin	Contract Room Block End	Contract Rooms	Contract Peak Room	Out of Town Attendance	Citywide	EEI Value	Tax Generation
18516	2023 CEC/ICMC Biennial Conference	Cryogenic Engineering Conference/International Cryogenic Materials Conference (CEC/ICMC)	Convention	A: Scientific	07/05/2023	07/15/2023	1537	250	700	Yes	\$4,651,493.88	\$544,224.78
18321	INCOSE 2023 Symposium	International Council on Systems Engineering (INCOSE)	Convention	A: Scientific	07/11/2023	07/21/2023	1088	200	500	Yes	\$3,183,123.81	\$372,425.49
21407	AAU Global Games	Hawaiian AAU	Sports	C: Sports	07/13/2023	07/16/2023	800	200	800	Yes	\$2,795,308.30	\$327,051.07
20988	ICML 2023	International Conference on Machine Learning (ICML)	Convention	A: Technology	07/21/2023	07/30/2023	12666	1870	9,000	Yes	\$53,575,694.31	\$6,268,356.23
21176	HIS-Dalto Kientaku Hawaii Campaign 2023	H.I.S.	Incentive	C: Real Estate	08/03/2023	08/16/2023	6600	1194	4,000	Yes	\$41,394,224.18	\$4,843,124.23
18517	Best Western 2023 Annual North American Convention	Best Western International Inc. (BW)	Convention	C: Franchise	09/12/2023	09/24/2023	7110	1459	2,200	Yes	\$15,824,672.67	\$1,851,486.70
6199	PestWorld 2023	National Pest Management Association (NPMA)	Convention	A: Consumer Products	10/13/2023	10/21/2023	5403	1150	3,500	Yes	\$19,388,117.77	\$2,268,409.78
8040	ACCP Chest 2023 Annual Meeting	American College of Chest Physicians (ACCP)	Convention	A: Medical, Healthcare	10/25/2023	11/01/2023	15120	3000	6,000	Yes	\$56,378,984.13	\$6,596,341.14
19167	Annual Meeting of the Society for Social Studies of Science 2023	Society for Social Studies of Science	Convention	A: Educational	11/04/2023	11/13/2023	2279	500	1,000	Yes	\$6,191,018.66	\$724,349.18
20572	Applied Materials 2023 FTC	Applied Materials	Convention	C: High Tech	11/22/2023	12/03/2023	6210	1300	1,300	Yes	\$11,813,918.80	\$1,382,228.50
11935	AAG Annual Meeting 2024	American Association of Geographers	Convention	A: Scientific	04/12/2024	04/21/2024	6097	1205	8,500	Yes	\$47,085,428.87	\$5,508,995.18
20842	Globe Life - AIL Convention 2024	Globelife formerly Torchmark Corporation	Convention	C: Insurance	04/28/2024	05/04/2024	4559	1400	2,500	Yes	\$14,162,758.07	\$1,657,042.69
21621	Capricorn Biennial Convention 2024	Capricorn Travel Australia Pty Ltd	Convention	C: Business Services, Consulting	05/05/2024	05/10/2024	3948	658	700	Yes	\$3,115,680.70	\$364,534.64
19182	CHI 2024 Conference	Association for Computing Machinery (ACM)	Convention	A: Technology	05/09/2024	05/17/2024	9421	1600	3,500	Yes	\$19,882,077.38	\$2,326,203.05
18900	2024 NCORE Annual Meeting	The National Conference on Race & Ethnicity in American Higher Education (NCORE)	Convention	A: Fraternal, Service	05/27/2024	06/01/2024	19787	4050	6,000	Yes	\$36,193,457.02	\$4,234,634.47
11914	ASPB 2024 Annual Meeting	American Society of Plant Biologists (ASPB)	Convention	A: Scientific	06/16/2024	07/01/2024	6047	985	1,600	Yes	\$8,863,139.55	\$1,036,987.33

FY 24	
Total Bookings	16
Total Contract Rooms	108,672
Total Attendees	51,800
Total EEI Value	\$344,499,098.10
Total Tax Generation	\$40,306,394.48

Source: July 2023 Meet Hawai'i Pace "Definites on the Books FY" Report

Fiscal Year: 2024 - Subtotal: Total Bookings = 16, Total Contract Rooms = 108672, Total Attendees = 51800, Total EEI Value = \$344,499,098.10, Tax Generation = \$40,306,394.48



Definite Local Bookings for next 3 months

August 2023				
	Start Date	End Date	Description	Forecast Attendance
1	08/01/23	08/01/23	Hawaii Innovation Cloud Summit	400
2	08/01/23	08/04/23	HNOA 2023 Training Conference	130
3	08/02/23	08/02/23	Second Look Meeting	1,200
4	08/04/23	08/06/23	Comic Con Honolulu 2023	8,000
5	08/05/23	08/06/23	Feather Artwork Workshop #5	20
6	08/05/23	08/05/23	Aloha Region Training	20
7	08/09/23	08/10/23	Accuity LLP Training	40
8	08/10/23	08/11/23	Storm Water Quality Workshops	400
9	08/12/23	08/12/23	NALC Branch 860 Retirement Party	250
10	08/12/23	08/12/23	Oahu Danzventure Hustle	850
11	08/15/23	08/16/23	2023 RNDC USA Holiday Tradeshow	900
12	08/17/23	08/17/23	Joy of Sake Sorting	10
13	08/17/23	08/17/23	JACL Honolulu Chapter Viewing Event	300
14	08/18/23	08/20/23	Made In Hawaii Festival	50,000
15	08/19/23	08/19/23	JACL Honolulu Chapter Viewing Event	300
16	08/19/23	08/20/23	Kuilei Place Unit Selection	1,200
17	08/29/23	08/29/23	UH TIM School Alumni Association Dinner	300

Cont...

Definite Local Bookings for next 3 months

	Start Date	End Date	Description	Forecast Attendance
1	09/02/23	09/03/23	41st Annual Okinawan Festival	50,000
2	09/02/23	09/03/23	2023 Japan Education Fair	400
3	09/02/23	09/04/23	2023 Hawaii Open Chess Championship	100
4	09/05/23	09/05/23	RMA Architects Inc.	100
5	09/07/23	09/08/23	2023 PLC Institute - Hawaii	450
6	09/07/23	09/07/23	Servco Management Conference	200
7	09/08/23	09/08/23	Team Servco Celebration	600
8	09/14/23	09/14/23	2023 Landscape Industry Green Conference	500
9	09/15/23	09/15/23	Professional Community Day 1	150
10	09/22/23	09/24/23	Feather Artwork Workshop #6	20
11	09/23/23	11/05/23	Hawaiian Airlines Purpose and Values Expo	500
12	09/23/23	09/24/23	G12 Hawaii Conference	3,000
13	09/25/23	09/25/23	Honolulu Marathon Meeting	12
14	09/26/23	09/27/23	THRIVE Hawaii Agrifood Summit	250
15	09/26/23	09/26/23	Go HK-GBA Business Forum & Mid-Autumn Celebration	250
16	09/27/23	09/27/23	PBX-23	2,000
17	09/28/23	09/29/23	Aloha Festivals - Float Building	200
18	09/28/23	10/03/23	Encore - CHEST 2023 AV Team	10
19	09/29/23	10/01/23	Oh My Goddess! (Ola Ko'u Akua Wahine!)	2,400
20	09/29/23	10/01/23	Home Free 14 Crusade Tour - Jesus is Coming Back	1,000
21	09/29/23	10/03/23	2023 Hawai'i Tourism Conference	450
22	09/30/23	09/30/23	HAIS Education Fair	1,000

Cont...

Definite Local Bookings for next 3 months

	Start Date	End Date	Description	Forecast Attendance
1	10/12/23	10/13/23	2023 PreSchool Special Education Conference	480
2	10/12/23	10/12/23	Oahu Good Food Summit	400
3	10/13/23	10/13/23	Honolulu Board of REALTORS Agent Forum	300
4	10/14/23	10/14/23	Child and Family Service Gala	800
5	10/14/23	10/14/23	Living Your Best Life with Parkinson's	120
6	10/14/23	10/14/23	Hawaii Neurological Society	125
7	10/15/23	10/15/23	Silia Wedding	200
8	10/17/23	10/18/23	Corteva Agriscience Meeting (PestWorld 2023 Affiliate)	10
9	10/17/23	10/20/23	MGK Meeting Room	35
10	10/18/23	10/19/23	Control Solutions, Inc Meeting Space	15
11	10/18/23	10/19/23	Pelsis Meeting	10
12	10/18/23	10/18/23	Tsuruda Organizational Open	225
13	10/20/23	10/20/23	2023 SHRM Hawaii Annual Conference	400
14	10/21/23	10/21/23	2023 Healthcare Association of Hawaii Gala	500
15	10/21/23	10/21/23	Aloha Mata Fest 2023	150
16	10/21/23	10/21/23	EMT I Written Test	500
17	10/21/23	10/22/23	Feather Artwork Workshop #7	20
18	10/22/23	10/22/23	Guan Yin Citta	1,100
19	10/22/23	10/22/23	International Dance Acclaim	200
20	10/24/23	10/24/23	2023 Fall Honolulu National College Fair - NACAC	5,000
21	10/25/23	10/25/23	Yamamoto Organizational	350
22	10/25/23	10/25/23	Healthy Hawaii Strategy Plan (HHSP) Summit	250
23	10/26/23	10/26/23	HMSA Annual Meeting	275
24	10/27/23	10/27/23	Super Saturday Halloween Festival	1,000
25	10/27/23	10/27/23	Ka Huina	250
26	10/28/23	10/28/23	Universal Show Queen Pageant...The Ultimate in Boy Beautiful	1,000

Recent Events @ Hawai'i Convention Center

- Comic Con Honolulu, Aug 4-6, 2023, 8,000 attendees
- Daito Kentaku Hawai'i Campaign 2023, Aug 7-10, 2,500 attendees (CW)
- Made in Hawai'i Festival, Aug 18-20, 50,000 attendees



Upcoming Local/Citywide Events

- 41st Annual Okinawan Festival, Sept 2- 3, 50,000 attendees
- PBX 23, Sept 27, 2,000 attendees
- 2023 Hawai'i Tourism Conference, Sept 23 – Oct 3, 450 attendees



Repair, Maintenance and Replacement Projects Update

Repair, Maintenance and Replacement Projects

6-Year Plan (page 1)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to June 23	FY24	FY25	FY26	FY27	FY28	FY29	Total
001	Rooftop Terrace Deck Full Repair	\$ 64,000,000	\$ -	\$ 2,000,000	\$ 30,000,000	\$ 32,000,000				\$ 64,000,000
	Roof Leak Repairs	\$ 15,000,000	\$ 80,417	\$ 7,000,000	\$ 7,919,583					\$ 15,000,000
011	--Ballroom Gutter, Foyer Transom Glass Roof Repair and Soffit Repair, \$7,706,791									
013	--Ballroom Roof Repairs, \$2,271,093									
012	--Parapet Roof Repairs, \$3,066,470									
003	Kalākaua Kitchen Exterior Wall Repair (was Building Envelope Repair)	\$ 2,440,752	\$ 299,237		\$ 499,224	\$ 1,642,291				\$ 2,440,752
007	Kitchen Hood Control Panel Replacement	\$ 156,872	\$ 36,453	\$ 120,419						\$ 156,872
008	F&B Refrigerator, 3rd floor (#348) Replacement	\$ 319,004	\$ 31,374	\$ 287,630						\$ 319,004
009	Slate Tile Repair	\$ 2,142,108	\$ 93,929	\$ 2,048,179						\$ 2,142,108
010	Chiller Replacement	\$ 6,884,147	\$ 142,895	\$ 6,741,252						\$ 6,884,147
014	Lobby Water Feature	\$ 1,086,810	\$ 1,985			\$ 1,084,825				\$ 1,086,810
015	House Sound Audio System Upgrade	\$ 1,414,975	\$ 16,481	\$ 1,398,494						\$ 1,414,975
022	Chill Water Pipe Reinsulation	\$ 250,000	\$ 101	\$ 249,899						\$ 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	\$ 210,000	\$ 105,821	\$ 104,179						\$ 210,000
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
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

Current project
Cumming-managed project
HCC-managed project
CM/PM - to be assigned



Repair, Maintenance and Replacement Projects

6-Year Plan (page 2)

044	Fire Sprinkler Line Refurbishment	\$ 343,394	\$ -		\$ 100,000	\$ 125,000	\$ 118,394		\$ 343,394
045	Escalator and Elevator Refurbishment	\$ 10,112,869	\$ -	\$ 2,112,869	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 2,000,000	\$ 10,112,869
046	LED Light Upgrade	\$ 1,786,398	\$ 8,050	\$ 1,000	\$ 1,777,348				\$ 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	\$ 11,236	\$ 1,000	\$ 483,732				\$ 495,968
050	Main Kitchen Flooring Replacement	\$ 2,046,380	\$ -	\$ 50,000		\$ 1,996,380			\$ 2,046,380
051	PBX System Replacement	\$ 200,000	\$ -	\$ 200,000					\$ 200,000
052	Ride-on Sweeper Replacement	\$ 55,000	\$ 100	\$ 54,900					\$ 55,000
053	Forklift	\$ 175,000	\$ 82,445	\$ 92,555					\$ 175,000
054	Boardroom Upgrade	\$ 1,099,549	\$ -		\$ 1,099,549				\$ 1,099,549
055	Elevator #2 Upgrade	\$ 250,000	\$ -			\$ 250,000			\$ 250,000
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	\$ 165,000	\$ 387	\$ 164,613					\$ 165,000
064	F&B Equipment	\$ 1,200,000	\$ -	\$ 1,200,000					\$ 1,200,000
065	Transformer Replacement	\$ 133,000	\$ 101	\$ 132,899					\$ 133,000
066	Kitchen Boiler Replacement	\$ 130,000	\$ -	\$ 130,000					\$ 130,000
067	Exterior Sign Refurbishment	\$ 50,000	\$ 19,005	\$ 30,995					\$ 50,000
068/040	3rd Floor Planter Repair and Exterior Planter Repair	\$ 9,214,689	\$ 5,462	\$ 9,209,227					\$ 9,214,689
069	Parking System Upgrade	\$ 528,382	\$ 28,382	\$ 500,000					\$ 528,382
070	Parking Garage Floor Sealing	\$ 250,000	\$ -	\$ 250,000					\$ 250,000
071	Access Control Upgrade	\$ 2,000,000	\$ -	\$ 1,000,000	\$ 1,000,000				\$ 2,000,000
072	Ride-on Scrubber Replacement	\$ 80,000	\$ -	\$ 80,000					\$ 80,000
073	Wicker Furniture Upgrade	\$ 70,000	\$ -	\$ 70,000					\$ 70,000
074	Ice Rink and Equipment	\$ 750,000	\$ -	\$ 750,000					\$ 750,000
075	Exterior Building Painting	\$ 5,559,248	\$ -	\$ 5,559,248					\$ 5,559,248
076	Main Kitchen Freezer Repair	\$ 500,000	\$ -	\$ 500,000					\$ 500,000
	Legal Retainer	\$ 101,094	\$ 86,381	\$ 14,713					\$ 101,094
	GRAND TOTAL	\$140,775,025	\$ 1,291,608	\$47,286,924	\$ 45,682,746	\$41,700,352	\$ 2,813,394	\$ 2,000,000	\$ -

Repair, Maintenance and Replacement 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*
 - *3rd floor and Exterior Planters Repair*
 - *LED Lighting Upgrade*
 - *Walk-in Refrigerator Replacement*
 - *Main Kitchen Flooring Replacement*
 - *Exterior Building Painting*
 - *Main Kitchen Freezer Repairs*
- **For management of Rooftop Terrace Deck Repair – to be procured by HTA**

Repair, Maintenance and Replacement Projects Completed (since 2019)

- *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*
- *Escalator #1 Handrail Replacement - \$64k, completed 2023*
- *Exterior Sign Refurbishment - \$50k, completed 2023*
- *Leak Repair Remediation - \$168k, completed 2023*



Mahalo Nui Loa

15.1

ASM Global

Hawai'i Convention Center

FINANCIAL STATEMENTS

July 31, 2023



**ASM GLOBAL
HAWAII CONVENTION CENTER**

**FINANCIAL STATEMENTS
(Unaudited)**

July 31, 2023

Hawaii Tourism Authority:

John De Fries, President and CEO
Daniel Nahoopii, Chief Administrative Officer
Isaac Choy, Vice President of Finance
Talon Kishi, Budget and Fiscal Officer
Maile Carvalho, Accounting Assistant

ASM:

Dan Hoffend, Executive Vice President Convention Centers
Mark Rozells, Chief Financial Officer
Jeffrey Wong, Senior Vice President, Finance Americas
Joe Scheper, Corporate Director Finance & Business Support, Convention Centers

Hawaii Convention Center:

Teri Orton, General Manager
Mari Tait, Director of Operations
Sherry Kaiwi, Director of Event Management
Noelle Liew, Director of Finance
Malia De Leon, Director of Human Resources
Robert Carnes, Director of Security
Michael Meyer, Accounting Manager

Levy Restaurants – Hawaii Convention Center

Michael Griffith, Director of Food & Beverage
Brooke Tadena, Chef

Director of Finance: _____

General Manager: _____

August 21, 2023



1801 Kalākaua Avenue, Honolulu, Hawai'i 96815
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kelepa'i fax (808) 943-3599
kahua pa'a web www.hawaiiiconvention.com

Date: August 21, 2023

To: John De Fries, HTA CEO and President
Daniel Nahoopii, HTA Chief Administrative Officer
Isaac Choy, HTA Vice President of Finance

From: Teri Orton, General Manager
Noelle Liew, Director of Finance

Subject: Hawaii Convention Center Financial Statements – July 2023

July 2023 was another busy month here at the Hawaii Convention Center (HCC). We welcomed four city-wide convention and sporting events to the facility including the AAU Global Games, the Cryogenic Engineering Conference & International Cryogenic Materials Conference, International Conference on Systems Engineering Symposium and the International Conference on Machine Learning.

These four city-wide events brought in over \$64.2 million in economic impact, \$7.5 million in tax generation to the State and over \$2.5 million in revenue to HCC. Along with twelve other local events, the HCC generated \$2.9 million in gross revenues and net income of \$885,800 which was over \$1 million better than budgeted for the month ended July 2023. Due to the citywide business on our books this month with high food and beverage spend we were able to close the month financially positive.

This represents a very strong, positive start to the new period for HCC. Please note the reforecast projects results through December 31, 2023, which is the current expiration date of the management contract between the Hawaii Tourism Authority and AEG Management HCC, LLC.

Hawaii Convention Center
Consolidated Balance Sheet
July 31, 2023 and July 31, 2022
(In Whole Numbers)

	Unaudited 7/31/23	Unaudited 7/31/22
Assets		
Current Assets		
Cash	42,512,825	38,450,865
Accounts Receivable, Net	2,876,385	2,798,958
Prepaid	323,772	242,553
Deposits	0	0
Total Current Assets	45,712,982	41,492,376
Fixed Assets		
Building Improvements	3,947,400	3,318,446
Furniture & Fixtures	133,199	84,614
Machinery & Equipment	287,484	101,853
Computer Equipment	57,538	10,063
Work in Progress	1,286,840	640,131
Total Fixed Assets	5,712,461	4,155,107
Total Assets	51,425,443	45,647,483
Liabilities		
Current Liabilities		
Accounts Payable	1,702,475	807,123
Accrued Expenses	1,072,157	1,068,664
Advance Deposits	2,175,225	1,924,237
Total Current Liabilities	4,949,857	3,800,024
Equity		
Funds Remitted	(215,045,629)	(214,629,452)
Funding Received	415,153,922	406,452,255
Retained Earnings	(154,471,462)	(149,771,767)
Net Income (Loss)		
HCC Facility	903,255	(160,318)
HCC Sales & Marketing	(64,500)	(43,259)
Total Net Income (Loss)	838,755	(203,577)
Total Equity	46,475,586	41,847,459
Total Liabilities and Equity	51,425,443	45,647,483

Hawaii Convention Center

Cash

As of 7/31/2023

(In Whole Numbers)

As of 7/31/2023

Cash

Cash Operating-Facility	912,594
Cash Operating-Sales & Marketing	177,592
Cash Revenue	2,175,225
Cash Repairs & Maintenance Fund	39,240,914
Petty Cash	4,000
Change Fund Parking	2,500
Total Cash	<u><u>42,512,825</u></u>

Hawai'i Convention Center

Accounts Receivable Aging

July 31, 2023

(In Whole Numbers)

Facility

Time	Amount	%	8/16/2023
Current	1,760,346	62%	1,727,538
Over 30	322,366	11%	23,950
Over 60	148,333	5%	130,672
Over 90	627,962	22%	16,524
	<u>2,859,008</u>	<u>100%</u>	<u>1,898,684</u>

Over 90:

18,449	HPE HTA Tourism Conference	In collections, contractor paying slowly.
3,458	Hawai'i Stage & Lighting Rentals	In contact with contractor
2,121	ICS	In contact with contractor
1,000	ICS	In contact with contractor
332	Destiny MMA	In contact with client
308	Southeastern Delegation of the AMA	In contact with client
80	American College of Obstetricians	In contact with client
<u>25,748</u>		
<u>(9,224)</u>	Allowance for doubtful accounts	
<u>16,524</u>		

Sales & Marketing

Time	Amount	%	8/16/2023
Current	17,377	100%	17,000
Over 30	-	0%	-
Over 60	-	0%	-
Over 90	-	0%	-
	<u>17,377</u>	<u>100%</u>	<u>17,000</u>

Hawaii Convention Center
Statement of Cash Flows
As of 7/31/2023
(In Whole Numbers)

	Current Month	Year-To-Date
Cash Flow from operating activities		
Net Income/(Loss)	838,754	838,754
Accounts Receivable	32,512	32,512
Deposits and other assets	(244,546)	(244,546)
Accounts payable	162,352	162,352
Accrued expenses	(5,201)	(5,201)
Advance deposits	(50,340)	(50,340)
Total Cash Flow from operating activities	733,531	733,531
Cash Flow from investing activities		
Capital Assets	(248,382)	(248,382)
Total Cash Flow from investing activities	(248,382)	(248,382)
Net increase/(decrease) in cash and cash equivalents	733,531	733,531
Cash and cash equivalents at beginning of period	42,027,677	42,027,677
	42,027,677	42,027,677
Cash and cash equivalents at end of period	42,512,825	42,512,825

Facility

Hawaii Convention Center
Facility
Reforecast
From 08/01/2023 Through 12/31/2023
(In Whole Numbers)

	YTD Actual	Projected Next Month to 12/31/23	Reforecast thru 12/31/23	7/01/23 - 12/31/23 Budget	Variance	7/01/23 - 12/31/23 Actual
Direct Event Income						
Rental Income (Net)	165,475	1,401,571	1,567,046	1,568,866	(1,821)	1,293,950
Service Revenue	148,987	419,230	568,217	502,465	65,752	665,165
Total Direct Event Income	314,462	1,820,801	2,135,263	2,071,331	63,931	1,959,114
Direct Service Expenses	300,494	1,054,897	1,355,391	1,275,499	(79,892)	1,029,598
Net Direct Event Income	13,968	765,904	779,872	795,832	(15,960)	929,516
Ancillary Income						
Food & Beverage (Net)	1,761,608	2,566,770	4,328,378	3,581,292	747,086	2,321,509
Event Parking (Net)	109,812	513,420	623,232	601,322	21,910	428,591
Electrical Services	10,466	85,600	96,066	93,600	2,466	25,905
Audio Visual	89,506	140,588	230,094	202,030	28,064	247,028
Internet Services	18,968	0	18,968	0	18,968	1,831
Rigging Services	2,942	11,500	14,442	15,500	(1,058)	50,117
Total Ancillary Income	1,993,301	3,317,878	5,311,179	4,493,744	817,435	3,074,981
Total Event Income	2,007,269	4,083,782	6,091,051	5,289,577	801,475	4,004,497
Other Operating Income						
Non-Event Parking	885	2,165	3,050	2,598	452	2,672
Other Income	10,960	50,210	61,170	60,252	918	62,546
Total Other Operating Income	11,845	52,375	64,220	62,850	1,370	65,218
Total Gross Income	2,019,114	4,136,157	6,155,271	5,352,427	802,844	4,069,716
Net Salaries & Benefits						
Salaries & Wages	481,424	2,684,105	3,165,529	3,228,185	62,656	2,162,367
Payroll Taxes & Benefits	132,800	777,836	910,636	933,318	22,682	628,771
Labor Allocations to Events	(89,437)	(313,479)	(402,916)	(376,286)	26,630	(319,263)
Total Net Salaries & Benefits	524,787	3,148,462	3,673,249	3,785,217	111,968	2,471,876
Other Indirect Expenses						
Net Contracted Services	61,614	190,256	251,870	236,041	(15,829)	359,610
Operations	26,817	65,495	92,312	78,594	(13,718)	64,372
Repair & Maintenance	77,785	550,105	627,890	660,126	32,236	517,597
Operational Supplies	79,239	353,971	433,210	447,365	14,155	279,949
Insurance	37,663	140,731	178,394	176,644	(1,750)	125,684
Utilities	246,286	1,182,443	1,428,729	1,491,931	63,202	1,505,591
Meetings & Conventions	1,806	4,170	5,976	12,974	6,998	10,224
Promotions & Communications	0	31,330	31,330	37,596	6,266	16,362
General & Administrative	27,367	185,271	212,638	226,013	13,375	187,837
Management Fees	19,433	97,165	116,598	116,598	(0)	114,200
Other	13,061	23,665	36,726	28,398	(8,328)	74,200
Total Other Indirect Expenses	591,073	2,824,602	3,415,675	3,512,280	96,605	3,255,626
Net Income (Loss) before CIP Funded	903,255	(1,836,907)	(933,653)	(1,945,070)	1,011,418	(1,657,786)
CIP Funded Expenses	134	0	134	0	134	384
Net Income (Loss) from Operations	903,388	(1,836,907)	(933,519)	(1,945,070)	1,011,551	(1,657,402)
Fixed Asset Purchases	17,619	282,381	300,000	300,000	0	100,969
Net Income (Loss) after Fixed Asset Purchases	885,769	(2,119,288)	(1,233,519)	(2,245,070)	1,011,551	(1,758,371)

Hawaii Convention Center
Facility
Income Statement
From 7/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Direct Event Income								
Rental Income (Net)	165,475	167,296	(1,821)	309,152	165,475	167,296	(1,821)	309,152
Service Revenue	148,987	83,235	65,752 A	113,689	148,987	83,235	65,752	113,689
Total Direct Event Income	314,462	250,531	63,931	422,841	314,462	250,531	63,931	422,841
Direct Service Expenses	300,494	220,602	(79,892) B	214,458	300,494	220,602	(79,892)	214,458
Net Direct Event Income	13,968	29,929	(15,960)	208,383	13,968	29,929	(15,960)	208,383
Ancillary Income								
Food and Beverage (Net)	1,761,608	1,014,522	747,086 A	379,280	1,761,608	1,014,522	747,086	379,280
Event Parking (Net)	109,812	87,902	21,910 A	108,875	109,812	87,902	21,910	108,875
Electrical Services	10,466	8,000	2,466	0	10,466	8,000	2,466	0
Audio Visual	89,506	61,442	28,064 A	45,737	89,506	61,442	28,064	45,737
Internet Services	18,968	0	18,968 A	0	18,968	0	18,968	0
Rigging Services	2,942	4,000	(1,058)	0	2,942	4,000	(1,058)	0
First Aid Commissions	0	0	0	0	0	0	0	0
Total Ancillary Income	1,993,301	1,175,866	817,435	533,892	1,993,301	1,175,866	817,435	533,892
Total Event Income	2,007,270	1,205,795	801,475	742,275	2,007,270	1,205,795	801,475	742,275
Other Operating Income								
Non-Event Parking	885	433	452	0	885	433	452	0
Other Income	10,960	10,042	918	7,835	10,960	10,042	918	7,835
Total Other Operating Income	11,845	10,475	1,370	7,835	11,845	10,475	1,370	7,835
Total Gross Income	2,019,114	1,216,270	802,845	750,111	2,019,114	1,216,270	802,845	750,111
Net Salaries & Benefits								
Salaries & Wages	481,424	544,080	62,656 C	356,980	481,424	544,080	62,656	356,980
Payroll Taxes & Benefits	132,800	155,482	22,682	94,251	132,800	155,482	22,682	94,251
Labor Allocations to Events	(89,437)	(62,807)	26,630	(60,088)	(89,437)	(62,807)	26,630	(60,088)
Total Net Salaries & Benefits	524,787	636,755	111,968	391,143	524,787	636,755	111,968	391,143
Other Indirect Expenses								
Net Contracted Services	61,614	45,785	(15,829) D	48,813	61,614	45,785	(15,829)	48,813
Operations	26,817	13,099	(13,718) B	8,319	26,817	13,099	(13,718)	8,319
Repair & Maintenance	77,785	110,021	32,236 E	54,557	77,785	110,021	32,236	54,557
Operational Supplies	79,239	93,394	14,155 E	34,448	79,239	93,394	14,155	34,448
Insurance	37,663	35,913	(1,750)	23,095	37,663	35,913	(1,750)	23,095
Utilities	246,286	309,488	63,202 E	290,244	246,286	309,488	63,202	290,244
Meetings & Conventions	1,806	8,804	6,998	2,307	1,806	8,804	6,998	2,307
Promotions & Communications	0	6,266	6,266	5,902	0	6,266	6,266	5,902
General & Administrative	27,367	40,742	13,375 E	30,359	27,367	40,742	13,375	30,359
Management Fees	19,433	19,433	(0)	19,033	19,433	19,433	(0)	19,033
Other	13,061	4,733	(8,328)	2,209	13,061	4,733	(8,328)	2,209
Total Other Indirect	591,073	687,678	96,605	519,286	591,073	687,678	96,605	519,286
Net Income (Loss) before CIP Funded Expenses	903,255	(108,163)	1,011,418	(160,319)	903,255	(108,163)	1,011,418	(160,319)
CIP Funded Expenses	134	0	134	0	134	0	134	0
Net Income (Loss) from Operations	903,388	(108,163)	1,011,552	(160,319)	903,388	(108,163)	1,011,552	(160,319)
Fixed Asset Purchases	17,619	25,000	7,381	27,052	17,619	25,000	7,381	27,052
Net Income (Loss) After Fixed Asset Purchases	885,769	(133,163)	1,018,933	(187,371)	885,769	(133,163)	1,018,933	(187,371)

Hawaii Convention Center
Facility
Income Statement
From 07/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Revenues								
Food & Beverage	2,391,992	1,919,490	472,502	642,283	2,391,992	1,919,490	472,502	642,283
Facility	571,671	440,446	131,226	603,171	571,671	440,446	131,226	603,171
Total Revenues	2,963,663	2,359,936	603,727	1,245,454	2,963,663	2,359,936	603,727	1,245,454
Expenses								
Food & Beverage	901,152	1,152,791	251,639	384,767	901,152	1,152,791	251,639	384,767
Facility	1,159,256	1,315,308	156,052	1,021,006	1,159,256	1,315,308	156,052	1,021,006
Total Expenses	2,060,408	2,468,099	407,690	1,405,772	2,060,408	2,468,099	407,690	1,405,772
Net Income (Loss) before CIP Funded Expenses	903,255	(108,163)	1,011,418	(160,319)	903,255	(108,163)	1,011,418	(160,319)
CIP Funded Expenses	134	0	134	0	134	0	134	0
Net Income (Loss) from Operations	903,389	(108,163)	1,011,552	(160,319)	903,389	(108,163)	1,011,552	(160,319)
Fixed Asset Purchases	17,619	25,000	7,381	27,052	17,619	25,000	7,381	27,052
Net Income (Loss) after Fixed Asset Purchases	885,770	(133,163)	1,018,933	(187,371)	885,770	(133,163)	1,018,933	(187,371)

Hawaii Convention Center
Facility
Income Statement 2
From 07/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Facility								
Revenue	571,671	440,446	131,225	603,171	571,671	440,446	131,225	603,171
Expenses	1,159,256	1,315,308	156,052	1,021,006	1,159,256	1,315,308	156,052	1,021,006
Net Income (Loss)	<u>(587,585)</u>	<u>(874,862)</u>	<u>287,277</u>	<u>(417,835)</u>	<u>(587,585)</u>	<u>(874,862)</u>	<u>287,277</u>	<u>(417,835)</u>
Food & Beverage								
Revenue	2,391,992	1,919,490	472,502	642,283	2,391,992	1,919,490	472,502	642,283
Expenses	901,152	1,152,791	251,639	384,767	901,152	1,152,791	251,639	384,767
Net Income (Loss)	<u>1,490,840</u>	<u>766,699</u>	<u>724,141</u>	<u>257,516</u>	<u>1,490,840</u>	<u>766,699</u>	<u>724,141</u>	<u>257,516</u>
Net Income (Loss) before CIP Funded Expenses	<u>903,255</u>	<u>(108,163)</u>	<u>1,011,418</u>	<u>(160,319)</u>	<u>903,255</u>	<u>(108,163)</u>	<u>1,011,418</u>	<u>(160,319)</u>
CIP Funded Expenses	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>	<u>134</u>	<u>0</u>
Net Income (Loss) from Operations	<u>903,389</u>	<u>(108,163)</u>	<u>1,011,552</u>	<u>(160,319)</u>	<u>903,389</u>	<u>(108,163)</u>	<u>1,011,552</u>	<u>(160,319)</u>
Fixed Asset Purchases	<u>17,619</u>	<u>25,000</u>	<u>7,381</u>	<u>27,052</u>	<u>17,619</u>	<u>25,000</u>	<u>7,381</u>	<u>27,052</u>
Net Income (Loss) after Fixed Asset Purchases	<u><u>885,770</u></u>	<u><u>(133,163)</u></u>	<u><u>1,018,933</u></u>	<u><u>(187,371)</u></u>	<u><u>885,770</u></u>	<u><u>(133,163)</u></u>	<u><u>1,018,933</u></u>	<u><u>(187,371)</u></u>

Hawaii Convention Center
Facility
Income Statement
From 7/01/2023 Through 07/31/2023
(In Whole Numbers)

Current Month Variance Explanations over \$10,000

- A The increase in Service Revenue, F&B (Net), Event Parking (Net), Audio Visual and Internet services was primarily due to the outstanding results of the offshore International Conference on Machine Learning (ICML) event, see its Event Income Statement.
- B The increase in Direct Service Expenses and Oeprations is directly related to the increase in Direct Service Revenue to service the needs of the ICML event.
- C Due to staffing vacancies.
- D Due to Security department staffing vacancies we are utilizing an external contract security provider to assist with responsibilities. This negative variance offsets some of the salaries and wages positive variances.
- E Timing differences.

Hawaii Convention Center

Events

(In Whole Numbers)

<u>July 2023</u>		<u>July 2022</u>	
Event	Event Income	Event	Event Income
ICML 2023	1,245,964	Goldschmidt Conference 2022	181,455
INCOSE 2023 Symposium	251,441	Ma'ohi Nui - Anniversary	101,486
2023 Cryogenic Engineering & Materials Conference	159,406	Monet: The Immersive Experience	138,187
2023 Educational Leadership Institute	97,911	2022 Educational Leadership Institute	65,304
5-0 Volleyball Tournament	69,920	5-0 Volleyball Tournament & Poly Fest	61,011
Pacific Rim Championships 2023	61,814	Pacific Rim Championships 2022	57,647
AAU Global Games	57,983	Pacific Music Institute by HYS	42,332
Ho'omau Hawai'i Markete	22,597	Hawai'i State Judiciary Bar Exams	19,412
Iglesia ni Cristo District of Hawai'i-Pacific	20,986	Doogie Kamealoha M.D. Filming	17,434
PFA Hawai'i	9,278	PFA Hawai'i	5,200
Honolulu Board of REALTORS Agent Forum	4,553	Hawai'i Innovation Cloud Summit	13,199
Christ New Creation International Church	3,326	Celebration of Life-Aunty Betty Jenkins	11,201
VASH Training	1,142	American Youth Soccer Organization Expo	10,409
Tsuruda Organizational Open	1,097	Merrill Lynch - Beyond Monet Reception	7,121
Servco Commercial Shoot	811	Doogie Kamealoha M.D. Filming	4,431
Yadao Organizational Open	780	Debate Night In Hawai'i	4,012
WestEd - Adj	(216)	Yadao Organizational Open	(49)
HIM2023 - Adj	(1,523)	Na Kupuna Nights	732
		Driver Education Classes	611
		Editorial Board Meeting of the GCA	421
		Mrs. Philippines World	400
		HTJ Partners Meeting	263
		Tsuruda Organizational Open	58
		HTA July Functions	(1)
Total Event Income	2,007,270	Total Event Income	742,276

Hawaii Convention Center
Event Income Statement
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	28,453	0	28,453
Event Days	61	0	61
Square Footage	5,610,037	0	5,610,037
Total Statistical Data	<u>5,638,551</u>	<u>0</u>	<u>5,638,551</u>
Rental Income			
Rent Income	1,520,760	1,512,445	8,315
Rental Discount-HCC	(1,355,285)	(1,345,150)	(10,136)
Total Rental Income	<u>165,475</u>	<u>167,296</u>	<u>(1,821)</u>
Service Income			
Labor Billed	21,250	15,200	6,050
On Call Security Billed	66,268	34,450	31,818
Changeover Setup Billed	7,700	2,000	5,700
Police/Fire Billed	600	0	600
First Aid Billed	18,830	15,230	3,600
Cleaning Billed	6,400	500	5,900
Equipment Rental Billed	17,190	11,340	5,850
Utilities Billed	5,880	3,425	2,455
Insurance Billed	350	0	350
Telephone Billed	0	500	(500)
Carbon Off-Set Billed	3,213	0	3,213
Business Center Revenue	1,307	590	717
Facility Wages	(9,262)	(10,200)	938
Security Wages	(7,525)	(10,011)	2,486
Contracted Security Labor	(26,429)	(13,300)	(13,129)
HCC On-call Security Staffing	(50,237)	(24,129)	(26,108)
Contracted Facility Labor	(74,031)	(61,702)	(12,329)
Police/Fire Expense	(525)	0	(525)
Contracted First Aid	(16,449)	(13,198)	(3,251)
Janitorial Wages	(10,906)	(9,600)	(1,306)
Contracted Janitorial Wages	(84,498)	(65,331)	(19,167)
Allocated Utilities Expense	(5,395)	(3,981)	(1,414)
Engineering Wages	(7,202)	(7,900)	698
IT Wages	(4,306)	(1,250)	(3,056)
Insurance Expense	(300)	0	(300)
Carbon Off-Set Expense	(3,429)	0	(3,429)
Total Service Income	<u>(151,506)</u>	<u>(137,367)</u>	<u>(14,139)</u>
Food and Beverage			
Concessions Food Sales	91,010	61,000	30,010
Concessions Bar NA Bev Sales	32,075	19,000	13,075
Concessions Bar Alcohol Sales	10,349	0	10,349
Kiosk Food Sales	13,227	0	13,227
Kiosk Bar NA Bev Sales	12,511	0	12,511
Kiosk Bar Alcohol Sales	3,646	0	3,646
COS-Food	(14,063)	(14,945)	882
COS-Concessions Bar-NA Bev	(2,529)	(3,230)	701
COS-Alcohol	(2,501)	0	(2,501)
COS-Food	(2,044)	0	(2,044)
COS-Kiosk-NA Bev	(988)	0	(988)
COS-Alcohol	(289)	0	(289)
Catering Food Sales	1,495,154	1,301,000	194,154
Catering Bar NA Beverage Sales	275,627	112,000	163,627
Catering Bar Alcohol Sales	32,500	70,000	(37,500)
Catering Other Sales	11,138	20,000	(8,862)

Hawaii Convention Center
Event Income Statement
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Catering Service Charge	414,755	336,490	78,265
COS-Food	(231,324)	(318,745)	87,421
COS Catering Bar-NA Bev	(21,740)	(19,040)	(2,700)
COS-Alcohol	(4,537)	(11,550)	7,013
Contracted Labor-F&B	(321,355)	(537,458)	216,103
Contracted Labor-Concessions	(23,778)	0	(23,778)
Contracted Labor-Kiosk	(5,236)	0	(5,236)
Total Food and Beverage	<u>1,761,608</u>	<u>1,014,522</u>	<u>747,086</u>
Parking			
Self Parking Sales	123,483	105,998	17,485
Contracted Self Parking Labor	(13,671)	(18,096)	4,425
Total Parking	<u>109,812</u>	<u>87,902</u>	<u>21,910</u>
Electrical Services			
Gross Contracted Electrical Sales	26,165	20,000	6,165
Electrical Concessionaire Share	(15,699)	(12,000)	(3,699)
Total Electrical Services	<u>10,466</u>	<u>8,000</u>	<u>2,466</u>
Audio Visual			
Gross Contracted Audio Visual	361,857	307,212	54,645
Audio Visual Concessionaire Share	(272,351)	(245,770)	(26,581)
Total Audio Visual	<u>89,506</u>	<u>61,442</u>	<u>28,064</u>
Internet Services			
Gross Contracted Internet Sales	323,593	130,960	192,633
Internet Concessionaire Share	(304,625)	(130,960)	(173,665)
Total Internet Services	<u>18,968</u>	<u>0</u>	<u>18,968</u>
Rigging Services			
Gross Contracted Rigging Sales	14,958	20,000	(5,043)
Rigging Concessionaire Share	(12,015)	(16,000)	3,985
Total Rigging Services	<u>2,942</u>	<u>4,000</u>	<u>(1,058)</u>
Total Event Income	<u><u>2,007,269</u></u>	<u><u>1,205,795</u></u>	<u><u>801,475</u></u>

Hawaii Convention Center
Event Income Statement
3868200 - ICML 2023
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	7,450	0	7,450
Event Days	10	0	10
Square Footage	2,547,670	0	2,547,670
Total Statistical Data	2,555,130	0	2,555,130
Rental Income			
Rent Income	756,030	697,355	58,675
Rental Discount-HCC	(756,030)	(697,355)	(58,675)
Total Rental Income	0	0	0
Service Income			
Labor Billed	0	2,000	(2,000)
On Call Security Billed	36,465	7,800	28,665
Changeover Setup Billed	2,100	2,000	100
First Aid Billed	5,390	2,800	2,590
Cleaning Billed	6,050	500	5,550
Equipment Rental Billed	1,010	3,000	(1,990)
Telephone Billed	0	500	(500)
Carbon Off-Set Billed	3,032	0	3,032
Business Center Revenue	544	500	44
Facility Wages	(1,898)	(1,950)	52
Security Wages	(2,608)	(1,950)	(658)
Contracted Security Labor	(11,601)	(2,500)	(9,101)
HCC On-call Security Staffing	(27,643)	(5,400)	(22,243)
Contracted Facility Labor	(18,517)	(8,880)	(9,637)
Contracted First Aid	(4,709)	(2,427)	(2,282)
Janitorial Wages	(2,318)	(3,000)	682
Contracted Janitorial Wages	(26,953)	(15,000)	(11,953)
Allocated Utilities Expense	(3,000)	(3,125)	125
Engineering Wages	(1,223)	(500)	(723)
IT Wages	(2,392)	(750)	(1,642)
Carbon Off-Set Expense	(3,032)	0	(3,032)
Total Service Income	(51,303)	(26,382)	(24,921)
Food and Beverage			
Concessions Food Sales	22,961	0	22,961
Concessions Bar NA Bev Sales	10,589	0	10,589
Concessions Bar Alcohol Sales	1,737	0	1,737
Kiosk Food Sales	6,012	0	6,012
Kiosk Bar NA Bev Sales	6,765	0	6,765
Kiosk Bar Alcohol Sales	767	0	767
COS-Food	(3,548)	0	(3,548)
COS-Concessions Bar-NA Bev	(835)	0	(835)
COS-Alcohol	(420)	0	(420)
COS-Food	(929)	0	(929)
COS-Kiosk-NA Bev	(534)	0	(534)
COS-Alcohol	(61)	0	(61)
Catering Food Sales	1,088,830	759,000	329,830
Catering Bar NA Beverage Sales	174,616	50,000	124,616
Catering Bar Alcohol Sales	18,053	30,000	(11,947)
Catering Other Sales	4,735	10,000	(5,265)
Catering Service Charge	294,745	192,970	101,775
COS-Food	(167,738)	(185,955)	18,217
COS Catering Bar-NA Bev	(13,080)	(8,500)	(4,580)
COS-Alcohol	(2,520)	(4,950)	2,430

Hawaii Convention Center
Event Income Statement
3868200 - ICML 2023
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Contracted Labor-F&B	(230,980)	(291,752)	60,772
Contracted Labor-Concessions	(6,288)	0	(6,288)
Contracted Labor-Kiosk	(2,414)	0	(2,414)
Total Food and Beverage	<u>1,200,463</u>	<u>550,813</u>	<u>649,650</u>
Parking			
Self Parking Sales	9,649	3,570	6,079
Contracted Self Parking Labor	(1,900)	(1,230)	(670)
Total Parking	<u>7,749</u>	<u>2,340</u>	<u>5,409</u>
Electrical Services			
Gross Contracted Electrical Sales	20,000	20,000	0
Electrical Concessionaire Share	(12,000)	(12,000)	0
Total Electrical Services	<u>8,000</u>	<u>8,000</u>	<u>0</u>
Audio Visual			
Gross Contracted Audio Visual	231,837	185,271	46,566
Audio Visual Concessionaire Share	(172,691)	(148,217)	(24,474)
Total Audio Visual	<u>59,146</u>	<u>37,054</u>	<u>22,092</u>
Internet Services			
Gross Contracted Internet Sales	260,244	80,000	180,244
Internet Concessionaire Share	(241,276)	(80,000)	(161,276)
Total Internet Services	<u>18,968</u>	<u>0</u>	<u>18,968</u>
Rigging Services			
Gross Contracted Rigging Sales	14,958	20,000	(5,043)
Rigging Concessionaire Share	(12,015)	(16,000)	3,985
Total Rigging Services	<u>2,942</u>	<u>4,000</u>	<u>(1,058)</u>
Total Event Income	<u><u>1,245,964</u></u>	<u><u>575,825</u></u>	<u><u>670,139</u></u>

Hawaii Convention Center
Event Income Statement
3501000 - INCOSE 2023 Symposium
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	750	0	750
Event Days	10	0	10
Square Footage	638,423	0	638,423
Total Statistical Data	<u>639,183</u>	<u>0</u>	<u>639,183</u>
Rental Income			
Rent Income	249,900	247,555	2,345
Rental Discount-HCC	(249,900)	(247,555)	(2,345)
Total Rental Income	<u>0</u>	<u>0</u>	<u>0</u>
Service Income			
On Call Security Billed	12,220	0	12,220
Changeover Setup Billed	4,100	0	4,100
First Aid Billed	4,165	0	4,165
Cleaning Billed	125	0	125
Equipment Rental Billed	1,986	500	1,486
Utilities Billed	525	0	525
Business Center Revenue	63	0	63
Facility Wages	(1,030)	(650)	(380)
Security Wages	(1,080)	(650)	(430)
Contracted Security Labor	(2,532)	(300)	(2,232)
HCC On-call Security Staffing	(9,264)	0	(9,264)
Contracted Facility Labor	(10,445)	(4,200)	(6,245)
Contracted First Aid	(3,638)	0	(3,638)
Janitorial Wages	(1,490)	(400)	(1,090)
Contracted Janitorial Wages	(11,153)	(3,000)	(8,153)
Allocated Utilities Expense	(131)	0	(131)
Engineering Wages	(443)	(200)	(243)
IT Wages	(1,914)	(250)	(1,664)
Total Service Income	<u>(19,936)</u>	<u>(9,150)</u>	<u>(10,786)</u>
Food and Beverage			
Concessions Bar NA Bev Sales	12	0	12
Concessions Bar Alcohol Sales	936	0	936
COS-Concessions Bar-NA Bev	(1)	0	(1)
COS-Alcohol	(226)	0	(226)
Catering Food Sales	217,727	264,000	(46,273)
Catering Bar NA Beverage Sales	56,252	25,000	31,252
Catering Bar Alcohol Sales	3,864	15,000	(11,136)
Catering Other Sales	974	10,000	(9,026)
Catering Service Charge	63,904	69,920	(6,016)
COS-Food	(33,542)	(64,680)	31,138
COS Catering Bar-NA Bev	(4,214)	(4,250)	36
COS-Alcohol	(539)	(2,475)	1,936
Contracted Labor-F&B	(47,684)	(107,498)	59,814
Contracted Labor-Concessions	(169)	0	(169)
Total Food and Beverage	<u>257,294</u>	<u>205,017</u>	<u>52,277</u>
Parking			
Self Parking Sales	7,359	600	6,759
Contracted Self Parking Labor	(1,315)	(15)	(1,300)
Total Parking	<u>6,044</u>	<u>585</u>	<u>5,459</u>
Audio Visual			
Gross Contracted Audio Visual	31,777	10,000	21,777

Hawaii Convention Center
 Event Income Statement
 3501000 - INCOSE 2023 Symposium
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Audio Visual Concessionaire Share	(23,737)	(8,000)	(15,737)
Total Audio Visual	<u>8,039</u>	<u>2,000</u>	<u>6,039</u>
Internet Services			
Gross Contracted Internet Sales	29,747	20,000	9,747
Internet Concessionaire Share	(29,747)	(20,000)	(9,747)
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>251,441</u></u>	<u><u>198,452</u></u>	<u><u>52,989</u></u>

Hawaii Convention Center

Event Income Statement

3535400 - 2023 Cryogenic Engineering Conference & Intl Cryogenic Materials Conference

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	519	0	519
Event Days	10	0	10
Square Footage	<u>516,368</u>	<u>0</u>	<u>516,368</u>
Total Statistical Data	<u><u>516,897</u></u>	<u><u>0</u></u>	<u><u>516,897</u></u>
Rental Income			
Rent Income	143,065	177,870	(34,805)
Rental Discount-HCC	<u>(143,065)</u>	<u>(177,870)</u>	<u>34,805</u>
Total Rental Income	<u>0</u>	<u>0</u>	<u>0</u>
Service Income			
On Call Security Billed	0	8,320	(8,320)
Changeover Setup Billed	1,500	0	1,500
First Aid Billed	0	2,240	(2,240)
Cleaning Billed	225	0	225
Equipment Rental Billed	1,363	500	863
Utilities Billed	0	400	(400)
Business Center Revenue	700	0	700
Facility Wages	(537)	(975)	438
Security Wages	(827)	(1,040)	213
Contracted Security Labor	(2,795)	(300)	(2,495)
HCC On-call Security Staffing	0	(5,760)	5,760
Contracted Facility Labor	(5,974)	(5,400)	(574)
Contracted First Aid	0	(1,941)	1,941
Janitorial Wages	(1,159)	(400)	(759)
Contracted Janitorial Wages	(8,216)	(9,500)	1,284
Allocated Utilities Expense	(925)	(100)	(825)
Engineering Wages	(580)	(200)	(380)
IT Wages	0	(250)	250
Total Service Income	<u>(17,225)</u>	<u>(14,406)</u>	<u>(2,819)</u>
Food and Beverage			
Concessions Food Sales	2,019	0	2,019
Concessions Bar NA Bev Sales	966	0	966
Concessions Bar Alcohol Sales	332	0	332
COS-Food	(312)	0	(312)
COS-Concessions Bar-NA Bev	(76)	0	(76)
COS-Alcohol	(80)	0	(80)
Catering Food Sales	125,524	165,000	(39,476)
Catering Bar NA Beverage Sales	26,999	25,000	1,999
Catering Bar Alcohol Sales	10,583	25,000	(14,417)
Catering Other Sales	1,693	0	1,693
Catering Service Charge	37,514	49,450	(11,936)
COS-Food	(19,337)	(40,425)	21,088
COS Catering Bar-NA Bev	(2,022)	(4,250)	2,228
COS-Alcohol	(1,478)	(4,125)	2,647
Contracted Labor-F&B	(27,719)	(74,046)	46,327
Contracted Labor-Concessions	<u>(591)</u>	<u>0</u>	<u>(591)</u>
Total Food and Beverage	<u>154,015</u>	<u>141,604</u>	<u>12,411</u>
Parking			
Self Parking Sales	5,600	4,000	1,600
Contracted Self Parking Labor	<u>(2,111)</u>	<u>(500)</u>	<u>(1,611)</u>
Total Parking	<u>3,489</u>	<u>3,500</u>	<u>(11)</u>

Hawaii Convention Center

Event Income Statement

3535400 - 2023 Cryogenic Engineering Conference & Intl Cryogenic Materials Conference

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Electrical Services			
Gross Contracted Electrical Sales	6,165	0	6,165
Electrical Concessionaire Share	<u>(3,699)</u>	<u>0</u>	<u>(3,699)</u>
Total Electrical Services	<u>2,466</u>	<u>0</u>	<u>2,466</u>
Audio Visual			
Gross Contracted Audio Visual	67,849	61,241	6,608
Audio Visual Concessionaire Share	<u>(51,188)</u>	<u>(48,993)</u>	<u>(2,195)</u>
Total Audio Visual	<u>16,661</u>	<u>12,248</u>	<u>4,413</u>
Internet Services			
Gross Contracted Internet Sales	20,283	20,000	283
Internet Concessionaire Share	<u>(20,283)</u>	<u>(20,000)</u>	<u>(283)</u>
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>159,406</u></u>	<u><u>142,946</u></u>	<u><u>16,460</u></u>

Hawaii Convention Center

Event Income Statement

3871400 - 2023 Education Leadership Institute Conference

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	998	0	998
Event Days	2	0	2
Square Footage	174,836	0	174,836
Total Statistical Data	<u>175,836</u>	<u>0</u>	<u>175,836</u>
Rental Income			
Rent Income	36,125	36,125	0
Rental Discount-HCC	(18,063)	(18,063)	0
Total Rental Income	<u>18,063</u>	<u>18,063</u>	<u>0</u>
Service Income			
On Call Security Billed	1,170	0	1,170
First Aid Billed	595	480	115
Equipment Rental Billed	4,095	1,400	2,695
Utilities Billed	2,250	1,500	750
Carbon Off-Set Billed	199	0	199
Facility Wages	(313)	(520)	207
Security Wages	(138)	(130)	(8)
Contracted Security Labor	0	(500)	500
HCC On-call Security Staffing	(887)	0	(887)
Contracted Facility Labor	(4,059)	(2,707)	(1,352)
Contracted First Aid	(520)	(416)	(104)
Janitorial Wages	(166)	(200)	34
Contracted Janitorial Wages	(2,378)	(1,737)	(641)
Allocated Utilities Expense	(563)	(375)	(188)
Engineering Wages	(106)	(300)	194
Carbon Off-Set Expense	(199)	0	(199)
Total Service Income	<u>(1,019)</u>	<u>(3,505)</u>	<u>2,486</u>
Food and Beverage			
Catering Food Sales	56,460	60,000	(3,540)
Catering Bar NA Beverage Sales	16,332	8,000	8,332
Catering Other Sales	30	0	30
Catering Service Charge	16,742	15,640	1,102
COS-Food	(8,698)	(14,700)	6,002
COS Catering Bar-NA Bev	(1,223)	(1,360)	137
Contracted Labor-F&B	(12,427)	(23,419)	10,992
Total Food and Beverage	<u>67,216</u>	<u>44,161</u>	<u>23,055</u>
Parking			
Self Parking Sales	8,260	7,378	882
Contracted Self Parking Labor	0	(826)	826
Total Parking	<u>8,260</u>	<u>6,552</u>	<u>1,708</u>
Audio Visual			
Gross Contracted Audio Visual	26,958	24,000	2,958
Audio Visual Concessionaire Share	(21,566)	(19,200)	(2,366)
Total Audio Visual	<u>5,392</u>	<u>4,800</u>	<u>592</u>
Internet Services			
Gross Contracted Internet Sales	8,960	8,960	0
Internet Concessionaire Share	(8,960)	(8,960)	0
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u>97,911</u>	<u>70,071</u>	<u>27,840</u>

Hawaii Convention Center
Event Income Statement
3850300 - 5-0 Volleyball Tournament
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	3,000	0	3,000
Event Days	4	0	4
Square Footage	473,748	0	473,748
Total Statistical Data	<u>476,752</u>	<u>0</u>	<u>476,752</u>
Rental Income			
Rent Income	88,355	88,355	0
Rental Discount-HCC	(53,013)	(53,013)	0
Total Rental Income	<u>35,342</u>	<u>35,342</u>	<u>0</u>
Service Income			
Labor Billed	9,000	7,200	1,800
On Call Security Billed	0	9,900	(9,900)
First Aid Billed	2,940	3,000	(60)
Equipment Rental Billed	0	2,660	(2,660)
Utilities Billed	0	800	(800)
Facility Wages	(1,388)	(1,950)	562
Security Wages	(494)	(1,170)	676
Contracted Security Labor	(2,463)	(3,100)	637
HCC On-call Security Staffing	0	(6,854)	6,854
Contracted Facility Labor	(12,543)	(6,540)	(6,003)
Contracted First Aid	(2,568)	(2,600)	32
Janitorial Wages	(1,325)	(800)	(525)
Contracted Janitorial Wages	(8,379)	(7,833)	(546)
Allocated Utilities Expense	0	(200)	200
Engineering Wages	(411)	(1,200)	789
Total Service Income	<u>(17,630)</u>	<u>(8,687)</u>	<u>(8,943)</u>
Food and Beverage			
Concessions Food Sales	29,528	25,000	4,528
Concessions Bar NA Bev Sales	11,335	8,000	3,335
Concessions Bar Alcohol Sales	7,314	0	7,314
Kiosk Food Sales	2,563	0	2,563
Kiosk Bar NA Bev Sales	2,061	0	2,061
Kiosk Bar Alcohol Sales	2,879	0	2,879
COS-Food	(4,563)	(6,125)	1,562
COS-Concessions Bar-NA Bev	(894)	(1,360)	466
COS-Alcohol	(1,768)	0	(1,768)
COS-Food	(396)	0	(396)
COS-Kiosk-NA Bev	(163)	0	(163)
COS-Alcohol	(228)	0	(228)
Contracted Labor-F&B	0	(9,240)	9,240
Contracted Labor-Concessions	(8,585)	0	(8,585)
Contracted Labor-Kiosk	(1,337)	0	(1,337)
Total Food and Beverage	<u>37,746</u>	<u>16,275</u>	<u>21,471</u>
Parking			
Self Parking Sales	16,579	29,750	(13,171)
Contracted Self Parking Labor	(2,334)	(3,425)	1,091
Total Parking	<u>14,245</u>	<u>26,325</u>	<u>(12,080)</u>
Audio Visual			
Gross Contracted Audio Visual	898	0	898
Audio Visual Concessionaire Share	(680)	0	(680)
Total Audio Visual	<u>217</u>	<u>0</u>	<u>217</u>

Hawaii Convention Center
Event Income Statement
3850300 - 5-0 Volleyball Tournament
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Event Income	<u>69,920</u>	<u>69,255</u>	<u>665</u>

Hawaii Convention Center

Event Income Statement

3778600 - Pacific Rim Championships 2023

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	4,607	0	4,607
Event Days	4	0	4
Square Footage	461,544	0	461,544
Total Statistical Data	<u>466,155</u>	<u>0</u>	<u>466,155</u>
Rental Income			
Rent Income	70,390	71,850	(1,460)
Rental Discount-HCC	(45,754)	(46,703)	950
Total Rental Income	<u>24,637</u>	<u>25,147</u>	<u>(511)</u>
Service Income			
Labor Billed	5,500	6,000	(500)
On Call Security Billed	6,598	7,000	(403)
First Aid Billed	2,310	2,660	(350)
Equipment Rental Billed	835	1,150	(315)
Utilities Billed	550	125	425
Business Center Revenue	0	90	(90)
Facility Wages	(940)	(520)	(420)
Security Wages	(448)	(1,170)	722
Contracted Security Labor	(1,529)	(1,400)	(129)
HCC On-call Security Staffing	(5,002)	(5,125)	124
Contracted Facility Labor	(3,848)	(5,000)	1,152
Contracted First Aid	(2,018)	(2,324)	306
Janitorial Wages	(828)	(500)	(328)
Contracted Janitorial Wages	(3,335)	(12,100)	8,765
Allocated Utilities Expense	(138)	(31)	(107)
Engineering Wages	(1,623)	(2,500)	877
Total Service Income	<u>(3,915)</u>	<u>(13,645)</u>	<u>9,730</u>
Food and Beverage			
Concessions Food Sales	15,803	15,000	803
Concessions Bar NA Bev Sales	3,731	5,000	(1,269)
Kiosk Food Sales	3,360	0	3,360
Kiosk Bar NA Bev Sales	2,231	0	2,231
COS-Food	(2,442)	(3,675)	1,233
COS-Concessions Bar-NA Bev	(294)	(850)	556
COS-Food	(519)	0	(519)
COS-Kiosk-NA Bev	(176)	0	(176)
Catering Other Sales	306	0	306
Contracted Labor-F&B	(36)	(5,600)	5,564
Contracted Labor-Concessions	(3,481)	0	(3,481)
Contracted Labor-Kiosk	(996)	0	(996)
Total Food and Beverage	<u>17,487</u>	<u>9,875</u>	<u>7,612</u>
Parking			
Self Parking Sales	24,947	15,000	9,947
Contracted Self Parking Labor	(1,341)	(2,500)	1,159
Total Parking	<u>23,606</u>	<u>12,500</u>	<u>11,106</u>
Total Event Income	<u>61,814</u>	<u>33,877</u>	<u>27,937</u>

Hawaii Convention Center
Event Income Statement
3907500 - AAU Global Games
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	4,896	0	4,896
Event Days	4	0	4
Square Footage	592,488	0	592,488
Total Statistical Data	<u>597,388</u>	<u>0</u>	<u>597,388</u>
Rental Income			
Rent Income	135,525	135,525	0
Rental Discount-HCC	(88,091)	(88,091)	(0)
Total Rental Income	<u>47,434</u>	<u>47,434</u>	<u>(0)</u>
Service Income			
Labor Billed	6,600	0	6,600
On Call Security Billed	8,515	0	8,515
First Aid Billed	1,855	3,000	(1,145)
Equipment Rental Billed	370	200	170
Utilities Billed	290	0	290
Facility Wages	(851)	(390)	(461)
Security Wages	(482)	(390)	(92)
Contracted Security Labor	(3,346)	(300)	(3,046)
HCC On-call Security Staffing	(6,455)	0	(6,455)
Contracted Facility Labor	(10,234)	(7,775)	(2,459)
Contracted First Aid	(1,620)	(2,600)	980
Janitorial Wages	(828)	(400)	(428)
Contracted Janitorial Wages	(9,884)	(1,030)	(8,854)
Allocated Utilities Expense	(73)	0	(73)
Engineering Wages	(1,538)	(200)	(1,338)
Total Service Income	<u>(17,681)</u>	<u>(9,885)</u>	<u>(7,796)</u>
Food and Beverage			
Concessions Food Sales	20,699	20,000	699
Concessions Bar NA Bev Sales	5,442	5,000	442
Concessions Bar Alcohol Sales	30	0	30
COS-Food	(3,198)	(4,900)	1,702
COS-Concessions Bar-NA Bev	(429)	(850)	421
COS-Alcohol	(7)	0	(7)
Contracted Labor-F&B	0	(7,000)	7,000
Contracted Labor-Concessions	(4,664)	0	(4,664)
Total Food and Beverage	<u>17,873</u>	<u>12,250</u>	<u>5,623</u>
Parking			
Self Parking Sales	12,361	25,000	(12,639)
Contracted Self Parking Labor	(2,242)	(5,000)	2,758
Total Parking	<u>10,119</u>	<u>20,000</u>	<u>(9,881)</u>
Audio Visual			
Gross Contracted Audio Visual	810	5,000	(4,190)
Audio Visual Concessionaire Share	(571)	(4,000)	3,429
Total Audio Visual	<u>239</u>	<u>1,000</u>	<u>(761)</u>
Internet Services			
Gross Contracted Internet Sales	4,000	500	3,500
Internet Concessionaire Share	(4,000)	(500)	(3,500)
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u>57,983</u>	<u>70,799</u>	<u>(12,816)</u>

Hawaii Convention Center
Event Income Statement
3923900 - Ho'omau Hawaii Market
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	3,500	0	3,500
Event Days	3	0	3
Square Footage	36,270	0	36,270
Total Statistical Data	<u>39,773</u>	<u>0</u>	<u>39,773</u>
Rental Income			
Rent Income	8,430	8,430	0
Total Rental Income	<u>8,430</u>	<u>8,430</u>	<u>0</u>
Service Income			
Labor Billed	150	0	150
On Call Security Billed	1,300	1,430	(130)
First Aid Billed	1,190	1,050	140
Equipment Rental Billed	0	80	(80)
Utilities Billed	235	600	(365)
Carbon Off-Set Billed	43	0	43
Facility Wages	(224)	(390)	166
Security Wages	(229)	(390)	161
Contracted Security Labor	(100)	(1,000)	900
HCC On-call Security Staffing	(986)	(990)	4
Contracted Facility Labor	(1,045)	(1,000)	(45)
Contracted First Aid	(1,040)	(910)	(130)
Janitorial Wages	(662)	(500)	(162)
Contracted Janitorial Wages	(4,465)	(4,000)	(465)
Allocated Utilities Expense	(59)	(150)	91
Engineering Wages	(222)	(300)	78
Carbon Off-Set Expense	(43)	0	(43)
Total Service Income	<u>(6,156)</u>	<u>(6,470)</u>	<u>314</u>
Food and Beverage			
Concessions Food Sales	0	1,000	(1,000)
Concessions Bar NA Bev Sales	0	1,000	(1,000)
COS-Food	0	(245)	245
COS-Concessions Bar-NA Bev	0	(170)	170
Contracted Labor-F&B	0	(560)	560
Total Food and Beverage	<u>0</u>	<u>1,025</u>	<u>(1,025)</u>
Parking			
Self Parking Sales	20,895	10,000	10,895
Contracted Self Parking Labor	(572)	(2,000)	1,428
Total Parking	<u>20,323</u>	<u>8,000</u>	<u>12,323</u>
Total Event Income	<u>22,597</u>	<u>10,985</u>	<u>11,612</u>

Hawaii Convention Center

Event Income Statement

3935200 - Iglesia ni Cristo Distric of Hawaii-Pacific 55th Annual Celebration

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	1,022	0	1,022
Event Days	2	0	2
Square Footage	<u>112,034</u>	<u>0</u>	<u>112,034</u>
Total Statistical Data	<u>113,058</u>	<u>0</u>	<u>113,058</u>
Rental Income			
Rent Income	<u>15,505</u>	<u>0</u>	<u>15,505</u>
Total Rental Income	<u>15,505</u>	<u>0</u>	<u>15,505</u>
Service Income			
Police/Fire Billed	600	0	600
First Aid Billed	385	0	385
Equipment Rental Billed	6,480	0	6,480
Utilities Billed	2,030	0	2,030
Carbon Off-Set Billed	133	0	133
Facility Wages	(1,175)	0	(1,175)
Security Wages	(184)	0	(184)
Contracted Security Labor	(990)	0	(990)
Contracted Facility Labor	(4,178)	0	(4,178)
Police/Fire Expense	(525)	0	(525)
Contracted First Aid	(336)	0	(336)
Janitorial Wages	(496)	0	(496)
Contracted Janitorial Wages	(2,616)	0	(2,616)
Allocated Utilities Expense	(508)	0	(508)
Engineering Wages	(464)	0	(464)
Carbon Off-Set Expense	<u>(133)</u>	<u>0</u>	<u>(133)</u>
Total Service Income	<u>(1,977)</u>	<u>0</u>	<u>(1,977)</u>
Food and Beverage			
Kiosk Food Sales	1,292	0	1,292
Kiosk Bar NA Bev Sales	1,454	0	1,454
COS-Food	(200)	0	(200)
COS-Kiosk-NA Bev	(115)	0	(115)
Contracted Labor-Kiosk	<u>(489)</u>	<u>0</u>	<u>(489)</u>
Total Food and Beverage	<u>1,942</u>	<u>0</u>	<u>1,942</u>
Parking			
Self Parking Sales	5,904	0	5,904
Contracted Self Parking Labor	<u>(388)</u>	<u>0</u>	<u>(388)</u>
Total Parking	<u>5,516</u>	<u>0</u>	<u>5,516</u>
Total Event Income	<u>20,986</u>	<u>0</u>	<u>20,986</u>

Hawaii Convention Center
Event Income Statement
3944700 - PFA Hawaii
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	450	0	450
Event Days	2	0	2
Square Footage	18,552	0	18,552
Total Statistical Data	<u>19,004</u>	<u>0</u>	<u>19,004</u>
Rental Income			
Rent Income	3,265	4,215	(950)
Total Rental Income	<u>3,265</u>	<u>4,215</u>	<u>(950)</u>
Service Income			
Equipment Rental Billed	0	200	(200)
Carbon Off-Set Billed	22	0	22
Facility Wages	(89)	(260)	171
Security Wages	(138)	(260)	122
Contracted Security Labor	0	(500)	500
Contracted Facility Labor	(293)	(1,000)	707
Janitorial Wages	(207)	(200)	(7)
Contracted Janitorial Wages	0	(1,000)	1,000
Engineering Wages	(106)	(200)	94
Carbon Off-Set Expense	(22)	0	(22)
Total Service Income	<u>(834)</u>	<u>(3,220)</u>	<u>2,386</u>
Food and Beverage			
Catering Food Sales	2,653	3,000	(347)
Catering Bar NA Beverage Sales	108	0	108
Catering Other Sales	228	0	228
Catering Service Charge	635	690	(55)
COS-Food	(409)	(735)	326
COS Catering Bar-NA Bev	(8)	0	(8)
Contracted Labor-F&B	(537)	(1,033)	496
Total Food and Beverage	<u>2,670</u>	<u>1,922</u>	<u>748</u>
Parking			
Self Parking Sales	3,375	2,000	1,375
Contracted Self Parking Labor	0	(1,000)	1,000
Total Parking	<u>3,375</u>	<u>1,000</u>	<u>2,375</u>
Audio Visual			
Gross Contracted Audio Visual	3,349	3,000	349
Audio Visual Concessionaire Share	(2,547)	(2,400)	(147)
Total Audio Visual	<u>802</u>	<u>600</u>	<u>202</u>
Total Event Income	<u>9,278</u>	<u>4,517</u>	<u>4,761</u>

Hawaii Convention Center
Event Income Statement
3925300 - Honolulu Board of REALTORS Agent Forum
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	400	0	400
Event Days	1	0	1
Square Footage	<u>6,253</u>	<u>0</u>	<u>6,253</u>
Total Statistical Data	<u><u>6,654</u></u>	<u><u>0</u></u>	<u><u>6,654</u></u>
Rental Income			
Rent Income	<u>2,765</u>	<u>2,765</u>	<u>0</u>
Total Rental Income	<u><u>2,765</u></u>	<u><u>2,765</u></u>	<u><u>0</u></u>
Service Income			
Equipment Rental Billed	0	200	(200)
Facility Wages	(179)	(260)	81
Security Wages	(138)	(390)	252
Contracted Security Labor	(483)	(800)	317
Contracted Facility Labor	(513)	(2,000)	1,487
Janitorial Wages	(166)	(200)	34
Contracted Janitorial Wages	(1,293)	(2,000)	707
Engineering Wages	<u>(53)</u>	<u>(100)</u>	<u>47</u>
Total Service Income	<u><u>(2,825)</u></u>	<u><u>(5,550)</u></u>	<u><u>2,725</u></u>
Food and Beverage			
Catering Food Sales	2,250	5,000	(2,750)
Catering Bar NA Beverage Sales	910	2,500	(1,590)
Catering Service Charge	727	1,725	(998)
COS-Food	(347)	(1,225)	878
COS Catering Bar-NA Bev	(68)	(425)	357
Contracted Labor-F&B	<u>(513)</u>	<u>(2,583)</u>	<u>2,070</u>
Total Food and Beverage	<u><u>2,959</u></u>	<u><u>4,992</u></u>	<u><u>(2,033)</u></u>
Parking			
Self Parking Sales	1,740	2,500	(760)
Contracted Self Parking Labor	<u>(447)</u>	<u>(500)</u>	<u>53</u>
Total Parking	<u><u>1,293</u></u>	<u><u>2,000</u></u>	<u><u>(707)</u></u>
Audio Visual			
Gross Contracted Audio Visual	1,577	6,500	(4,923)
Audio Visual Concessionaire Share	<u>(1,216)</u>	<u>(5,200)</u>	<u>3,984</u>
Total Audio Visual	<u><u>361</u></u>	<u><u>1,300</u></u>	<u><u>(939)</u></u>
Internet Services			
Gross Contracted Internet Sales	280	500	(220)
Internet Concessionaire Share	<u>(280)</u>	<u>(500)</u>	<u>220</u>
Total Internet Services	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>
Total Event Income	<u><u><u>4,553</u></u></u>	<u><u><u>5,507</u></u></u>	<u><u><u>(954)</u></u></u>

Hawaii Convention Center

Event Income Statement

3856600 - Christ New Creation International Church Conference Revival

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	289	0	289
Event Days	4	0	4
Square Footage	<u>24,204</u>	<u>0</u>	<u>24,204</u>
Total Statistical Data	<u><u>24,497</u></u>	<u><u>0</u></u>	<u><u>24,497</u></u>
Rental Income			
Rent Income	<u>6,375</u>	<u>8,010</u>	<u>(1,635)</u>
Total Rental Income	<u><u>6,375</u></u>	<u><u>8,010</u></u>	<u><u>(1,635)</u></u>
Service Income			
Equipment Rental Billed	976	200	776
Insurance Billed	350	0	350
Facility Wages	(224)	(515)	291
Security Wages	(391)	(651)	260
Contracted Security Labor	0	(300)	300
Contracted Facility Labor	(990)	(2,500)	1,510
Contracted First Aid	0	20	(20)
Janitorial Wages	(662)	(400)	(262)
Contracted Janitorial Wages	(3,092)	(1,775)	(1,317)
Engineering Wages	(222)	(800)	578
Insurance Expense	<u>(300)</u>	<u>0</u>	<u>(300)</u>
Total Service Income	<u><u>(4,553)</u></u>	<u><u>(6,721)</u></u>	<u><u>2,168</u></u>
Food and Beverage			
Catering Food Sales	0	5,000	(5,000)
Catering Bar NA Beverage Sales	0	1,500	(1,500)
Catering Service Charge	0	1,495	(1,495)
COS-Food	0	(1,225)	1,225
COS Catering Bar-NA Bev	0	(255)	255
Contracted Labor-F&B	<u>0</u>	<u>(2,239)</u>	<u>2,239</u>
Total Food and Beverage	<u><u>0</u></u>	<u><u>4,276</u></u>	<u><u>(4,276)</u></u>
Parking			
Self Parking Sales	2,175	600	1,575
Contracted Self Parking Labor	<u>(671)</u>	<u>(600)</u>	<u>(71)</u>
Total Parking	<u><u>1,504</u></u>	<u><u>0</u></u>	<u><u>1,504</u></u>
Audio Visual			
Gross Contracted Audio Visual	0	10,000	(10,000)
Audio Visual Concessionaire Share	<u>0</u>	<u>(8,000)</u>	<u>8,000</u>
Total Audio Visual	<u><u>0</u></u>	<u><u>2,000</u></u>	<u><u>(2,000)</u></u>
Internet Services			
Gross Contracted Internet Sales	0	1,000	(1,000)
Internet Concessionaire Share	<u>0</u>	<u>(1,000)</u>	<u>1,000</u>
Total Internet Services	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>
Total Event Income	<u><u><u>3,326</u></u></u>	<u><u><u>7,565</u></u></u>	<u><u><u>(4,239)</u></u></u>

Hawaii Convention Center
Event Income Statement
3988800 - VASH Training
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	45	0	45
Event Days	<u>2</u>	<u>0</u>	<u>2</u>
Total Statistical Data	<u><u>47</u></u>	<u><u>0</u></u>	<u><u>47</u></u>
Rental Income			
Rent Income	1,370	0	1,370
Rental Discount-HCC	<u>(1,370)</u>	<u>0</u>	<u>(1,370)</u>
Total Rental Income	<u>0</u>	<u>0</u>	<u>0</u>
Service Income			
Security Wages	(46)	0	(46)
Janitorial Wages	(103)	0	(103)
Contracted Janitorial Wages	<u>(832)</u>	<u>0</u>	<u>(832)</u>
Total Service Income	<u>(981)</u>	<u>0</u>	<u>(981)</u>
Food and Beverage			
Catering Food Sales	1,710	0	1,710
Catering Bar NA Beverage Sales	410	0	410
Catering Service Charge	488	0	488
COS-Food	(263)	0	(263)
COS Catering Bar-NA Bev	(31)	0	(31)
Contracted Labor-F&B	<u>(371)</u>	<u>0</u>	<u>(371)</u>
Total Food and Beverage	<u>1,943</u>	<u>0</u>	<u>1,943</u>
Parking			
Self Parking Sales	<u>180</u>	<u>0</u>	<u>180</u>
Total Parking	<u>180</u>	<u>0</u>	<u>180</u>
Total Event Income	<u><u>1,142</u></u>	<u><u>0</u></u>	<u><u>1,142</u></u>

Hawaii Convention Center
Event Income Statement
3964500 - Tsuruda Organizational Open
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	240	0	240
Event Days	1	0	1
Square Footage	<u>3,600</u>	<u>0</u>	<u>3,600</u>
Total Statistical Data	<u><u>3,841</u></u>	<u><u>0</u></u>	<u><u>3,841</u></u>
Rental Income			
Rent Income	<u>1,270</u>	<u>0</u>	<u>1,270</u>
Total Rental Income	<u><u>1,270</u></u>	<u><u>0</u></u>	<u><u>1,270</u></u>
Service Income			
Equipment Rental Billed	75	0	75
Facility Wages	(56)	0	(56)
Security Wages	(138)	0	(138)
Contracted Security Labor	(288)	0	(288)
Contracted Facility Labor	(293)	0	(293)
Janitorial Wages	(166)	0	(166)
Contracted Janitorial Wages	(951)	0	(951)
Engineering Wages	<u>(106)</u>	<u>0</u>	<u>(106)</u>
Total Service Income	<u><u>(1,923)</u></u>	<u><u>0</u></u>	<u><u>(1,923)</u></u>
Parking			
Self Parking Sales	1,800	0	1,800
Contracted Self Parking Labor	<u>(171)</u>	<u>0</u>	<u>(171)</u>
Total Parking	<u><u>1,629</u></u>	<u><u>0</u></u>	<u><u>1,629</u></u>
Audio Visual			
Gross Contracted Audio Visual	590	0	590
Audio Visual Concessionaire Share	<u>(469)</u>	<u>0</u>	<u>(469)</u>
Total Audio Visual	<u><u>121</u></u>	<u><u>0</u></u>	<u><u>121</u></u>
Total Event Income	<u><u><u>1,097</u></u></u>	<u><u><u>0</u></u></u>	<u><u><u>1,097</u></u></u>

Hawaii Convention Center
 Event Income Statement
 3993500 - Servco Commercial Shoot
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	15	0	15
Event Days	<u>1</u>	<u>0</u>	<u>1</u>
Total Statistical Data	<u><u>16</u></u>	<u><u>0</u></u>	<u><u>16</u></u>
Rental Income			
Rent Income	<u>1,000</u>	<u>0</u>	<u>1,000</u>
Total Rental Income	<u><u>1,000</u></u>	<u><u>0</u></u>	<u><u>1,000</u></u>
Service Income			
Security Wages	(46)	0	(46)
Janitorial Wages	(166)	0	(166)
Engineering Wages	<u>(53)</u>	<u>0</u>	<u>(53)</u>
Total Service Income	<u><u>(264)</u></u>	<u><u>0</u></u>	<u><u>(264)</u></u>
Parking			
Self Parking Sales	<u>75</u>	<u>0</u>	<u>75</u>
Total Parking	<u><u>75</u></u>	<u><u>0</u></u>	<u><u>75</u></u>
Total Event Income	<u><u>811</u></u>	<u><u>0</u></u>	<u><u>811</u></u>

Hawaii Convention Center
Event Income Statement
3930800 - Yadao Organization Open
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	272	0	272
Event Days	1	0	1
Square Footage	4,047	0	4,047
Total Statistical Data	<u>4,320</u>	<u>0</u>	<u>4,320</u>
Rental Income			
Rent Income	1,390	1,390	0
Total Rental Income	<u>1,390</u>	<u>1,390</u>	<u>0</u>
Service Income			
Equipment Rental Billed	0	50	(50)
Facility Wages	(359)	(260)	(99)
Security Wages	(138)	(260)	122
Contracted Security Labor	(301)	(500)	199
Contracted Facility Labor	(1,099)	(1,500)	401
Janitorial Wages	(166)	(200)	34
Contracted Janitorial Wages	(951)	(1,000)	49
Engineering Wages	(53)	(200)	147
Total Service Income	<u>(3,067)</u>	<u>(3,870)</u>	<u>803</u>
Parking			
Self Parking Sales	2,584	2,000	584
Contracted Self Parking Labor	(178)	(500)	322
Total Parking	<u>2,406</u>	<u>1,500</u>	<u>906</u>
Audio Visual			
Gross Contracted Audio Visual	200	200	0
Audio Visual Concessionaire Share	(150)	(160)	10
Total Audio Visual	<u>50</u>	<u>40</u>	<u>10</u>
Internet Services			
Gross Contracted Internet Sales	80	0	80
Internet Concessionaire Share	(80)	0	(80)
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>780</u></u>	<u><u>(940)</u></u>	<u><u>1,720</u></u>

Hawaii Convention Center
Event Income Statement
3887900 - WestEd Summer Institute
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Service Income			
Carbon Off-Set Billed	<u>(216)</u>	<u>0</u>	<u>(216)</u>
Total Service Income	<u>(216)</u>	<u>0</u>	<u>(216)</u>
Total Event Income	<u><u>(216)</u></u>	<u><u>0</u></u>	<u><u>(216)</u></u>

Hawaii Convention Center
Event Income Statement
3293900 - HIM2023
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Audio Visual			
Gross Contracted Audio Visual	(3,987)	0	(3,987)
Audio Visual Concessionaire Share	<u>2,464</u>	<u>0</u>	<u>2,464</u>
Total Audio Visual	<u>(1,523)</u>	<u>0</u>	<u>(1,523)</u>
Total Event Income	<u><u>(1,523)</u></u>	<u><u>0</u></u>	<u><u>(1,523)</u></u>

Hawaii Convention Center
 Event Income Statement
 2023000 - HTA Monthly Functions
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Food and Beverage			
Catering Other Sales	2,377	0	2,377
COS-Food	(762)	0	(762)
COS Catering Bar-NA Bev	(877)	0	(877)
Contracted Labor-F&B	<u>(738)</u>	<u>0</u>	<u>(738)</u>
Total Food and Beverage	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

Hawaii Convention Center

Event Income Statement

2023001 - ASM-HVCB Monthly Functions

From 7/1/2023 Through 7/31/2023

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Food and Beverage			
Catering Other Sales	795	0	795
COS-Food	(228)	0	(228)
COS Catering Bar-NA Bev	(217)	0	(217)
Contracted Labor-F&B	<u>(350)</u>	<u>0</u>	<u>(350)</u>
Total Food and Beverage	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

Hawaii Convention Center
Event Income Statement
0000000 - Non Job ID Specific
From 7/1/2023 Through 7/31/2023
(In Whole Numbers)

	Actual	Budget	Variance
Rental Income			
Rent Income	0	33,000	(33,000)
Rental Discount-HCC	0	(16,500)	16,500
Total Rental Income	<u>0</u>	<u>16,500</u>	<u>(16,500)</u>
Service Income			
Equipment Rental Billed	0	1,200	(1,200)
Facility Wages	0	(1,560)	1,560
Security Wages	0	(1,560)	1,560
Contracted Security Labor	0	(1,800)	1,800
Contracted Facility Labor	0	(13,200)	13,200
Janitorial Wages	0	(2,400)	2,400
Contracted Janitorial Wages	0	(5,356)	5,356
Engineering Wages	0	(1,200)	1,200
Total Service Income	<u>0</u>	<u>(25,876)</u>	<u>25,876</u>
Food and Beverage			
Catering Food Sales	0	40,000	(40,000)
Catering Service Charge	0	4,600	(4,600)
COS-Food	0	(9,800)	9,800
Contracted Labor-F&B	0	(12,488)	12,488
Total Food and Beverage	<u>0</u>	<u>22,312</u>	<u>(22,312)</u>
Parking			
Self Parking Sales	0	3,600	(3,600)
Total Parking	<u>0</u>	<u>3,600</u>	<u>(3,600)</u>
Audio Visual			
Gross Contracted Audio Visual	0	2,000	(2,000)
Audio Visual Concessionaire Share	0	(1,600)	1,600
Total Audio Visual	<u>0</u>	<u>400</u>	<u>(400)</u>
Total Event Income	<u>0</u>	<u>16,936</u>	<u>(16,936)</u>

Hawaii Convention Center
 Indirect Expenses by Department
 500 - Executive
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	23,949	32,008	8,059	21,607	23,949	32,008	8,059	21,607
Wages-Nonexempt	6,559	9,325	2,766	3,473	6,559	9,325	2,766	3,473
OT-Nonexempt	270	150	(120)	1,180	270	150	(120)	1,180
Vacation Expense	462	0	(462)	370	462	0	(462)	370
Total Salaries & Wages	31,240	41,483	10,243	26,630	31,240	41,483	10,243	26,630
Payroll Taxes & Benefits								
Payroll Taxes	3,002	3,232	230	2,304	3,002	3,232	230	2,304
Benefits	2,207	4,133	1,926	1,861	2,207	4,133	1,926	1,861
401 (k)	948	1,242	294	921	948	1,242	294	921
Workers Compensat...	710	1,017	307	369	710	1,017	307	369
Total Payroll Taxes & ...	6,867	9,624	2,757	5,455	6,867	9,624	2,757	5,455
Total Net Salaries & Ben...	38,107	51,107	13,000	32,085	38,107	51,107	13,000	32,085
Other Indirect Expenses								
Meetings & Conventions								
Meetings & Convent...	88	0	(88)	445	88	0	(88)	445
Dues & Subscriptions	1,302	700	(602)	1,721	1,302	700	(602)	1,721
Total Meetings & Con...	1,390	700	(690)	2,166	1,390	700	(690)	2,166
General & Administrative								
Employee Training	1,184	5,225	4,041	2,550	1,184	5,225	4,041	2,550
Miscellaneous G & A	0	17	17	0	0	17	17	0
Total General & Admi...	1,184	5,242	4,058	2,550	1,184	5,242	4,058	2,550
Other								
FF & E Expense	0	33	33	0	0	33	33	0
Total Other	0	33	33	0	0	33	33	0
Total Other Indirect Exp...	2,575	5,975	3,400	4,716	2,575	5,975	3,400	4,716
Total Operating Expenses	40,681	57,082	16,401	36,801	40,681	57,082	16,401	36,801

Hawaii Convention Center
 Indirect Expenses by Department
 505 - Finance
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	15,551	16,392	841	17,911	15,551	16,392	841	17,911
Wages-Nonexempt	3,955	4,008	53	0	3,955	4,008	53	0
OT-Nonexempt	0	83	83	0	0	83	83	0
Vacation Expense	166	0	(166)	0	166	0	(166)	0
Total Salaries & Wages	19,672	20,483	811	17,911	19,672	20,483	811	17,911
Payroll Taxes & Benefits								
Payroll Taxes	1,686	1,870	184	1,317	1,686	1,870	184	1,317
Benefits	1,350	2,050	700	1,448	1,350	2,050	700	1,448
401 (k)	494	617	123	471	494	617	123	471
Workers Compensat...	338	500	162	273	338	500	162	273
Total Payroll Taxes & ...	3,868	5,037	1,169	3,510	3,868	5,037	1,169	3,510
Total Net Salaries & Ben...	23,540	25,520	1,980	21,421	23,540	25,520	1,980	21,421
Other Indirect Expenses								
Net Contracted Services								
Armored Car Service	78	0	(78)	116	78	0	(78)	116
Total Net Contracted ...	78	0	(78)	116	78	0	(78)	116
General & Administrative								
Payroll Fees	2,653	4,158	1,505	2,855	2,653	4,158	1,505	2,855
Total General & Admi...	2,653	4,158	1,505	2,855	2,653	4,158	1,505	2,855
Total Other Indirect Exp...	2,731	4,158	1,427	2,971	2,731	4,158	1,427	2,971
Total Operating Expenses	26,271	29,678	3,407	24,392	26,271	29,678	3,407	24,392

Hawaii Convention Center
 Indirect Expenses by Department
 510 - Operations
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	17,165	33,792	16,627	16,848	17,165	33,792	16,627	16,848
Janitorial-Exempt	11,750	16,250	4,500	8,880	11,750	16,250	4,500	8,880
Janitorial-Nonexempt	23,290	27,800	4,510	15,115	23,290	27,800	4,510	15,115
Janitorial-Overtime	279	450	171	466	279	450	171	466
Maintenance-Exempt	22,668	20,708	(1,960)	14,469	22,668	20,708	(1,960)	14,469
Maintenance-Nonex...	22,750	32,608	9,858	25,142	22,750	32,608	9,858	25,142
Maintenance-OT	360	275	(85)	34	360	275	(85)	34
Landscaping-Exempt	5,305	5,417	112	4,590	5,305	5,417	112	4,590
Landscaping-Nonex...	7,493	15,142	7,649	5,892	7,493	15,142	7,649	5,892
IT/Telcom-Exempt	16,338	16,858	520	12,615	16,338	16,858	520	12,615
Vacation Expense	4,051	0	(4,051)	3,091	4,051	0	(4,051)	3,091
Total Salaries & Wages	131,450	169,300	37,850	107,141	131,450	169,300	37,850	107,141
Payroll Taxes & Benefits								
Payroll Taxes	12,915	8,792	(4,123)	9,287	12,915	8,792	(4,123)	9,287
Benefits	21,536	32,992	11,456	18,384	21,536	32,992	11,456	18,384
401 (k)	2,333	3,450	1,117	2,045	2,333	3,450	1,117	2,045
Workers Compensat...	3,287	4,142	855	2,527	3,287	4,142	855	2,527
Total Payroll Taxes & ...	40,070	49,376	9,306	32,243	40,070	49,376	9,306	32,243
Labor Allocations to Events								
Allocated Janitorial-...	(10,906)	(9,600)	1,306	(8,487)	(10,906)	(9,600)	1,306	(8,487)
Allocated Maintenanc...	(7,202)	(7,900)	(698)	(9,314)	(7,202)	(7,900)	(698)	(9,314)
Allocated IT/Telcom...	(4,306)	(842)	3,464	(2,512)	(4,306)	(842)	3,464	(2,512)
Total Labor Allocation...	(22,414)	(18,342)	4,072	(20,313)	(22,414)	(18,342)	4,072	(20,313)
Total Net Salaries & Ben...	149,107	200,334	51,227	119,071	149,107	200,334	51,227	119,071
Other Indirect Expenses								
Net Contracted Services								
Contracted Cleaning...	85,130	65,331	(19,799)	68,445	85,130	65,331	(19,799)	68,445
Contracted Cleaning...	0	4,550	4,550	4,129	0	4,550	4,550	4,129
Contracted Bldg Cle...	0	1,858	1,858	0	0	1,858	1,858	0
Contracted Landscap...	0	867	867	0	0	867	867	0
Other Contracted S...	24,456	31,467	7,011	12,009	24,456	31,467	7,011	12,009
Allocated Contract S...	(83,598)	(65,331)	18,267	(68,465)	(83,598)	(65,331)	18,267	(68,465)
Total Net Contracted ...	25,988	38,742	12,754	16,118	25,988	38,742	12,754	16,118
Operations								
Trash Removal-Gre...	785	350	(435)	236	785	350	(435)	236
Trash Removal	10,307	5,500	(4,807)	4,899	10,307	5,500	(4,807)	4,899
Water Feature	1,399	250	(1,149)	879	1,399	250	(1,149)	879
Landscaping	0	2,683	2,683	0	0	2,683	2,683	0
Equipment Rental	(148)	633	781	524	(148)	633	781	524
Vehicle Maintenance	0	200	200	94	0	200	200	94
Allocated Trash Re...	(900)	0	900	0	(900)	0	900	0
Total Operations	11,444	9,616	(1,828)	6,631	11,444	9,616	(1,828)	6,631
Repair & Maintenance								
Gen Bldg Repairs & ...	(4,523)	12,550	17,073	(3,891)	(4,523)	12,550	17,073	(3,891)
Elevator Escalator	34,807	39,525	4,718	37,374	34,807	39,525	4,718	37,374
HVAC Systems	3,057	16,017	12,960	7,640	3,057	16,017	12,960	7,640
Machinery & Equip...	5,534	4,083	(1,451)	0	5,534	4,083	(1,451)	0
Maintenance Agree...	10,286	23,288	13,002	7,979	10,286	23,288	13,002	7,979
Total Repair & Mainte...	49,162	95,463	46,301	49,103	49,162	95,463	46,301	49,103
Operational Supplies								
Telecom Equipment...	0	583	583	476	0	583	583	476
General Building Su...	754	2,542	1,788	2,562	754	2,542	1,788	2,562
Bulbs & Lamps	0	2,400	2,400	0	0	2,400	2,400	0
Electrical	(473)	1,800	2,273	2,583	(473)	1,800	2,273	2,583
Fuel Propane	597	400	(197)	797	597	400	(197)	797
Plumbing	0	3,100	3,100	862	0	3,100	3,100	862
Building Chemicals	1,907	2,500	593	1,545	1,907	2,500	593	1,545
Small Tools	0	50	50	298	0	50	50	298
HVAC Supplies	0	11,250	11,250	0	0	11,250	11,250	0

Hawaii Convention Center
 Indirect Expenses by Department
 510 - Operations
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Paint	0	300	300	0	0	300	300	0
Janitorial Supplies	0	9,000	9,000	(221)	0	9,000	9,000	(221)
Uniforms	830	225	(605)	0	830	225	(605)	0
Signage	0	750	750	0	0	750	750	0
Landscaping Supplies	<u>481</u>	<u>917</u>	<u>436</u>	<u>0</u>	<u>481</u>	<u>917</u>	<u>436</u>	<u>0</u>
Total Operational Sup...	4,097	35,817	31,720	8,901	4,097	35,817	31,720	8,901
Meetings & Conventions								
Meetings & Convent...	0	4,000	4,000	141	0	4,000	4,000	141
Dues & Subscriptions	<u>0</u>	<u>62</u>	<u>62</u>	<u>0</u>	<u>0</u>	<u>62</u>	<u>62</u>	<u>0</u>
Total Meetings & Con...	0	4,062	4,062	141	0	4,062	4,062	141
General & Administrative								
Computer Expense	219	2,333	2,114	760	219	2,333	2,114	760
Employee Training	47	125	78	110	47	125	78	110
Miscellaneous G & A	<u>0</u>	<u>225</u>	<u>225</u>	<u>0</u>	<u>0</u>	<u>225</u>	<u>225</u>	<u>0</u>
Total General & Admi...	266	2,683	2,417	870	266	2,683	2,417	870
Other								
FF & E Expense	<u>0</u>	<u>667</u>	<u>667</u>	<u>2,009</u>	<u>0</u>	<u>667</u>	<u>667</u>	<u>2,009</u>
Total Other	<u>0</u>	<u>667</u>	<u>667</u>	<u>2,009</u>	<u>0</u>	<u>667</u>	<u>667</u>	<u>2,009</u>
Total Other Indirect Exp...	<u>90,957</u>	<u>187,050</u>	<u>96,093</u>	<u>83,773</u>	<u>90,957</u>	<u>187,050</u>	<u>96,093</u>	<u>83,773</u>
Total Operating Expenses	<u>240,064</u>	<u>387,384</u>	<u>147,320</u>	<u>202,844</u>	<u>240,064</u>	<u>387,384</u>	<u>147,320</u>	<u>202,844</u>

Hawaii Convention Center
 Indirect Expenses by Department
 515 - Security
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Security-Exempt	36,466	37,925	1,459	31,447	36,466	37,925	1,459	31,447
Security-Nonexempt	91,369	97,871	6,502	68,744	91,369	97,871	6,502	68,744
Security-OT	343	0	(343)	1,902	343	0	(343)	1,902
Vacation Expense	3,189	0	(3,189)	2,605	3,189	0	(3,189)	2,605
Total Salaries & Wages	131,367	135,796	4,429	104,698	131,367	135,796	4,429	104,698
Payroll Taxes & Benefits								
Payroll Taxes	12,882	13,100	218	9,151	12,882	13,100	218	9,151
Benefits	17,997	21,800	3,803	15,544	17,997	21,800	3,803	15,544
401 (k)	1,635	900	(735)	1,433	1,635	900	(735)	1,433
Workers Compensat...	4,171	8,200	4,029	1,844	4,171	8,200	4,029	1,844
Total Payroll Taxes & ...	36,685	44,000	7,315	27,973	36,685	44,000	7,315	27,973
Labor Allocations to Events								
Allocated Security-E...	(7,525)	(10,011)	(2,486)	(7,932)	(7,525)	(10,011)	(2,486)	(7,932)
Allocated On-Call Se...	(50,237)	(24,129)	26,108	(21,817)	(50,237)	(24,129)	26,108	(21,817)
Total Labor Allocation...	(57,762)	(34,140)	23,622	(29,748)	(57,762)	(34,140)	23,622	(29,748)
Total Net Salaries & Ben...	110,290	145,656	35,366	102,923	110,290	145,656	35,366	102,923
Other Indirect Expenses								
Net Contracted Services								
Contracted Security	49,650	13,300	(36,350)	51,134	49,650	13,300	(36,350)	51,134
Other Contracted S...	13,253	0	(13,253)	18,099	13,253	0	(13,253)	18,099
Allocated Contract P...	(525)	0	525	(130)	(525)	0	525	(130)
Allocated Contracte...	(13,671)	0	13,671	(17,882)	(13,671)	0	13,671	(17,882)
Allocated Contract S...	(26,429)	(13,300)	13,129	(24,600)	(26,429)	(13,300)	13,129	(24,600)
Total Net Contracted ...	22,278	0	(22,278)	26,621	22,278	0	(22,278)	26,621
Repair & Maintenance								
Gen Bldg Repairs & ...	1,063	8,917	7,854	1,046	1,063	8,917	7,854	1,046
Maintenance Agree...	6,903	0	(6,903)	0	6,903	0	(6,903)	0
Total Repair & Mainte...	7,966	8,917	951	1,046	7,966	8,917	951	1,046
Operational Supplies								
First Aid	0	75	75	0	0	75	75	0
Uniforms	0	225	225	0	0	225	225	0
Security	(294)	400	694	0	(294)	400	694	0
Parking Supplies	0	417	417	0	0	417	417	0
Total Operational Sup...	(294)	1,117	1,411	0	(294)	1,117	1,411	0
Total Other Indirect Exp...	29,950	10,034	(19,916)	27,667	29,950	10,034	(19,916)	27,667
Total Operating Expenses	140,239	155,690	15,451	130,590	140,239	155,690	15,451	130,590

Hawaii Convention Center
 Indirect Expenses by Department
 520 - Event Services
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	33,582	34,925	1,343	22,758	33,582	34,925	1,343	22,758
Wages-Nonexempt	0	4,333	4,333	4,486	0	4,333	4,333	4,486
OT-Nonexempt	0	150	150	846	0	150	150	846
Facility-Exempt	5,460	6,067	607	5,262	5,460	6,067	607	5,262
Facility-Nonexempt	16,533	14,342	(2,191)	6,982	16,533	14,342	(2,191)	6,982
Facility-OT	3,263	250	(3,013)	1,300	3,263	250	(3,013)	1,300
Vacation Expense	450	0	(450)	355	450	0	(450)	355
Total Salaries & Wages	59,287	60,067	780	41,989	59,287	60,067	780	41,989
Payroll Taxes & Benefits								
Payroll Taxes	5,501	5,704	203	3,418	5,501	5,704	203	3,418
Benefits	10,187	11,708	1,521	8,390	10,187	11,708	1,521	8,390
401 (k)	1,427	1,433	6	1,078	1,427	1,433	6	1,078
Workers Compensat...	1,578	1,467	(111)	956	1,578	1,467	(111)	956
Total Payroll Taxes & ...	18,693	20,312	1,619	13,843	18,693	20,312	1,619	13,843
Labor Allocations to Events								
Allocated Facility-Ev...	(9,262)	(10,200)	(938)	(10,027)	(9,262)	(10,200)	(938)	(10,027)
Total Labor Allocation...	(9,262)	(10,200)	(938)	(10,027)	(9,262)	(10,200)	(938)	(10,027)
Total Net Salaries & Ben...	68,719	70,179	1,460	45,805	68,719	70,179	1,460	45,805
Other Indirect Expenses								
Net Contracted Services								
Contracted Facility ...	81,407	61,702	(19,705)	51,375	81,407	61,702	(19,705)	51,375
Other Contracted S...	12,417	13,198	781	10,396	12,417	13,198	781	10,396
Allocated Contract P...	(16,449)	(8,388)	8,061	(9,692)	(16,449)	(8,388)	8,061	(9,692)
Allocated Contract S...	(74,031)	(61,702)	12,329	(46,192)	(74,031)	(61,702)	12,329	(46,192)
Allocated Other Exp...	(3,429)	0	3,429	(661)	(3,429)	0	3,429	(661)
Total Net Contracted ...	(86)	4,810	4,896	5,225	(86)	4,810	4,896	5,225
Operations								
Equipment Rental	550	458	(92)	368	550	458	(92)	368
Total Operations	550	458	(92)	368	550	458	(92)	368
Operational Supplies								
Gen Building Suppli...	5,299	1,767	(3,532)	2,413	5,299	1,767	(3,532)	2,413
Laundry	0	4,167	4,167	0	0	4,167	4,167	0
Uniforms	(0)	0	0	0	(0)	0	0	0
Total Operational Sup...	5,299	5,934	635	2,413	5,299	5,934	635	2,413
Meetings & Conventions								
Meetings & Convent...	0	2,000	2,000	0	0	2,000	2,000	0
Total Meetings & Con...	0	2,000	2,000	0	0	2,000	2,000	0
General & Administrative								
Miscellaneous G & A	0	350	350	2,319	0	350	350	2,319
Total General & Admi...	0	350	350	2,319	0	350	350	2,319
Other								
FF & E Expense	9,347	83	(9,264)	0	9,347	83	(9,264)	0
Total Other	9,347	83	(9,264)	0	9,347	83	(9,264)	0
Total Other Indirect Exp...	15,109	13,635	(1,474)	10,325	15,109	13,635	(1,474)	10,325
Total Operating Expenses	83,828	83,814	(14)	56,130	83,828	83,814	(14)	56,130

Hawaii Convention Center
 Indirect Expenses by Department
 535 - Food & Beverage
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	106,470	98,892	(7,578)	58,611	106,470	98,892	(7,578)	58,611
Wages-Nonexempt	0	9,017	9,017	0	0	9,017	9,017	0
Bonus-Performance	1,938	9,042	7,104	0	1,938	9,042	7,104	0
Total Salaries & Wages	108,408	116,951	8,543	58,611	108,408	116,951	8,543	58,611
Payroll Taxes & Benefits								
Payroll Taxes	11,358	12,750	1,392	3,732	11,358	12,750	1,392	3,732
Benefits	10,546	9,708	(838)	5,181	10,546	9,708	(838)	5,181
Workers Compensat...	4,712	4,675	(37)	2,315	4,712	4,675	(37)	2,315
Total Payroll Taxes & ...	26,616	27,133	517	11,228	26,616	27,133	517	11,228
Total Net Salaries & Ben...	135,024	144,084	9,060	69,839	135,024	144,084	9,060	69,839
Other Indirect Expenses								
Net Contracted Services								
Other Contracted S...	13,357	2,233	(11,124)	733	13,357	2,233	(11,124)	733
Total Net Contracted ...	13,357	2,233	(11,124)	733	13,357	2,233	(11,124)	733
Operations								
Trash Removal	4,812	2,333	(2,479)	1,093	4,812	2,333	(2,479)	1,093
Small Equipment	10,011	692	(9,319)	227	10,011	692	(9,319)	227
Total Operations	14,823	3,025	(11,798)	1,320	14,823	3,025	(11,798)	1,320
Repair & Maintenance								
Gen Bldg Repairs & ...	3,118	5,000	1,882	3,932	3,118	5,000	1,882	3,932
Maintenance Agree...	0	58	58	0	0	58	58	0
Total Repair & Mainte...	3,118	5,058	1,940	3,932	3,118	5,058	1,940	3,932
Operational Supplies								
General Building Su...	53,831	36,470	(17,361)	20,999	53,831	36,470	(17,361)	20,999
Janitorial Supplies	2,347	9,597	7,250	1,853	2,347	9,597	7,250	1,853
Laundry	10,259	4,792	(5,467)	758	10,259	4,792	(5,467)	758
Uniforms	3,700	250	(3,450)	0	3,700	250	(3,450)	0
Total Operational Sup...	70,137	51,109	(19,028)	23,610	70,137	51,109	(19,028)	23,610
Insurance								
Insurance	19,523	15,513	(4,010)	5,161	19,523	15,513	(4,010)	5,161
Total Insurance	19,523	15,513	(4,010)	5,161	19,523	15,513	(4,010)	5,161
Utilities								
Telephone	59	400	341	381	59	400	341	381
Total Utilities	59	400	341	381	59	400	341	381
Meetings & Conventions								
Meals & Entertainm...	270	0	(270)	0	270	0	(270)	0
Meetings & Convent...	0	2,000	2,000	0	0	2,000	2,000	0
Dues & Subscriptions	146	42	(104)	0	146	42	(104)	0
Total Meetings & Con...	416	2,042	1,626	0	416	2,042	1,626	0
Promotions & Communications								
Promotional	0	5,833	5,833	5,902	0	5,833	5,833	5,902
Total Promotions & Co...	0	5,833	5,833	5,902	0	5,833	5,833	5,902
General & Administrative								
Professional Fees-L...	0	0	0	35	0	0	0	35
Professional Fees-O...	129	0	(129)	0	129	0	(129)	0
Bank Service Charges	156	50	(106)	116	156	50	(106)	116
Payroll Fees	53	58	5	43	53	58	5	43
Postage	222	42	(180)	0	222	42	(180)	0
Rental Office Equip...	(463)	417	880	73	(463)	417	880	73
Office Supplies	3,152	175	(2,977)	400	3,152	175	(2,977)	400
Coporate Travel	1,491	1,667	176	0	1,491	1,667	176	0
Licenses & Fees	165	0	(165)	1,089	165	0	(165)	1,089
Credit Card Discounts	5,013	7,034	2,021	4,911	5,013	7,034	2,021	4,911
Computer Expense	5,205	7,750	2,545	4,218	5,205	7,750	2,545	4,218
Employee Training	0	1,250	1,250	0	0	1,250	1,250	0
Miscellaneous G & A	(812)	83	895	0	(812)	83	895	0
Total General & Admi...	14,311	18,526	4,215	10,885	14,311	18,526	4,215	10,885
Total Other Indirect Exp...	135,744	103,739	(32,005)	51,924	135,744	103,739	(32,005)	51,924

Hawaii Convention Center
 Indirect Expenses by Department
 535 - Food & Beverage
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>Current Month Prior Year</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Variance</u>	<u>YTD Prior Year</u>
Total Operating Expenses	<u>270,768</u>	<u>247,823</u>	<u>(22,945)</u>	<u>121,763</u>	<u>270,768</u>	<u>247,823</u>	<u>(22,945)</u>	<u>121,763</u>

Hawaii Convention Center
 Indirect Expenses by Department
 545 - HTA
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	<u>Current Month Actual</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>Current Month Prior Year</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Variance</u>	<u>YTD Prior Year</u>
Other Indirect Expenses								
Repair & Maintenance								
Gen Bldg Repairs & ...	17,539	0	(17,539)	0	17,539	0	(17,539)	0
Total Repair & Mainte...	17,539	0	(17,539)	0	17,539	0	(17,539)	0
Total Other Indirect Exp...	17,539	0	(17,539)	0	17,539	0	(17,539)	0
Total Operating Expenses	<u>17,539</u>	<u>0</u>	<u>(17,539)</u>	<u>0</u>	<u>17,539</u>	<u>0</u>	<u>(17,539)</u>	<u>0</u>

Hawaii Convention Center
 Indirect Expenses by Department
 555 - Overhead
 From 7/1/2023 Through 7/31/2023
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Labor Allocations to Events								
Allocated IT/Telcom.....	0	(125)	(125)	0	0	(125)	(125)	0
Total Labor Allocation...	0	(125)	(125)	0	0	(125)	(125)	0
Total Net Salaries & Ben...	0	(125)	(125)	0	0	(125)	(125)	0
Other Indirect Expenses								
Insurance								
Insurance	18,440	20,400	1,960	18,259	18,440	20,400	1,960	18,259
Allocated Insurance	(300)	0	300	(325)	(300)	0	300	(325)
Total Insurance	18,140	20,400	2,260	17,934	18,140	20,400	2,260	17,934
Utilities								
Electricity	216,641	279,802	63,161	262,286	216,641	279,802	63,161	262,286
Cable TV Services	238	242	4	234	238	242	4	234
Gas & Fuel	6,853	3,500	(3,353)	5,210	6,853	3,500	(3,353)	5,210
Telephone	4,824	4,400	(424)	3,272	4,824	4,400	(424)	3,272
Water & Sewage	23,067	25,000	1,933	23,164	23,067	25,000	1,933	23,164
Allocated Utilities	(5,395)	(3,856)	1,539	(4,304)	(5,395)	(3,856)	1,539	(4,304)
Total Utilities	246,227	309,088	62,861	289,863	246,227	309,088	62,861	289,863
Promotions & Communications								
Promotional	0	433	433	0	0	433	433	0
Total Promotions & Co...	0	433	433	0	0	433	433	0
General & Administrative								
Professional Fees-L...	0	417	417	2,183	0	417	417	2,183
Professional Fees-O...	(201)	4,225	4,426	0	(201)	4,225	4,426	0
Bank Service Charges	909	1,000	91	1,094	909	1,000	91	1,094
Postage	(5)	125	130	1,768	(5)	125	130	1,768
Rental Office Equip...	1,336	583	(753)	1,276	1,336	583	(753)	1,276
Office Supplies	1,794	350	(1,444)	109	1,794	350	(1,444)	109
Printing & Stationary	0	208	208	0	0	208	208	0
Licenses & Fees	232	575	343	2,328	232	575	343	2,328
Sales & Use Tax	1,576	650	(926)	128	1,576	650	(926)	128
Credit Card Discounts	2,418	1,200	(1,218)	1,821	2,418	1,200	(1,218)	1,821
Employee Relations	894	417	(477)	172	894	417	(477)	172
Miscellaneous G & A	0	33	33	0	0	33	33	0
Total General & Admi...	8,953	9,783	830	10,880	8,953	9,783	830	10,880
Management Fees								
Management Fee Cl...	19,433	19,433	(0)	19,033	19,433	19,433	(0)	19,033
Total Management Fees	19,433	19,433	(0)	19,033	19,433	19,433	(0)	19,033
Other								
Community Relations	3,581	2,917	(664)	0	3,581	2,917	(664)	0
Expenses Prior to A...	0	200	200	200	0	200	200	200
Miscellaneous	0	833	833	0	0	833	833	0
Expenses - Reimb ...	134	0	(134)	0	134	0	(134)	0
Total Other	3,714	3,950	236	200	3,714	3,950	236	200
Total Other Indirect Exp...	296,468	363,087	66,619	337,909	296,468	363,087	66,619	337,909
Total Operating Expenses	296,468	362,962	66,494	337,909	296,468	362,962	66,494	337,909

Sales & Marketing

Hawaii Convention Center
Sales and Marketing
Reforecast
From 07/01/2023 Through 7/31/2023
(In Whole Numbers)

	YTD Actual	Projected Next Month thru 12/31/23	Reforecast thru 12/31/23	7/01/23 - 12/31/23 Budget	Variance	7/01/22 - 12/31/22 Actual
Other Operating Income						
Other Income	0	0	0	0	0	0
Total Other Operating Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Total Gross Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Net Salaries & Benefits						
Salaries & Wages	39,692	207,125	246,817	238,248	(8,569)	153,589
Payroll Taxes & Benefits	8,302	55,820	64,122	66,984	2,862	35,435
Total Net Salaries & Benefits	<u>47,993</u>	<u>262,945</u>	<u>310,938</u>	<u>305,232</u>	<u>(5,706)</u>	<u>189,024</u>
Other Indirect Expenses						
Repair & Maintenance	10,829	37,335	48,164	44,802	(3,362)	42,384
Utilities	847	1,500	2,347	1,800	(547)	2,588
Meetings & Conventions	602	13,975	14,577	16,650	2,073	5,271
Promotions & Communications	631	165,955	166,586	171,548	4,962	185,674
Marketing Flexibility Fund	0	0	0	0	0	0
General & Administrative	2,028	11,875	13,903	13,650	(253)	5,939
Management Fees	0	0	0	0	0	0
Other	1,571	9,145	10,716	13,548	2,832	6,283
Total Other Indirect Expenses	<u>16,507</u>	<u>239,785</u>	<u>256,292</u>	<u>261,998</u>	<u>5,706</u>	<u>248,137</u>
Net Income (Loss) from Operations	<u>(64,500)</u>	<u>(502,730)</u>	<u>(567,230)</u>	<u>(567,230)</u>	<u>(0)</u>	<u>(437,162)</u>
Fixed Asset Purchases	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Net Income (Loss) After Fixed Asset Purchases	<u>(64,500)</u>	<u>(502,730)</u>	<u>(567,230)</u>	<u>(567,230)</u>	<u>(0)</u>	<u>(437,162)</u>

Hawaii Convention Center
Sales and Marketing
Income Statement
From 07/01/2023 Through 07/31/2023
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Other Operating Income								
Other Income	0	0	0	0	0	0	0	0
Total Other Operating Income	0	0	0	0	0	0	0	0
Total Gross Income	0	0	0	0	0	0	0	0
Net Salaries & Benefits								
Salaries & Wages	39,692	39,708	16	22,435	39,692	39,708	16	22,435
Payroll Taxes & Benefits	8,302	11,164	2,862	5,834	8,302	11,164	2,862	5,834
Total Net Salaries & Benefits	47,993	50,872	2,879	28,268	47,993	50,872	2,879	28,268
Other Indirect Expenses								
Repair & Maintenance	10,829	7,467	(3,362)	9,372	10,829	7,467	(3,362)	9,372
Utilities	847	300	(547)	365	847	300	(547)	365
Meetings & Conventions								
Meals & Entertainment	554	500	(54)	0	554	500	(54)	0
Meetings & Conventions	48	2,000	1,952	800	48	2,000	1,952	800
Dues & Subscriptions	0	175	175	0	0	175	175	0
Total Meetings & Conventions	602	2,675	2,073	800	602	2,675	2,073	800
Promotions & Communications								
Photography	0	1,133	1,133	0	0	1,133	1,133	0
Advertising	0	2,083	2,083	0	0	2,083	2,083	0
Web Development & Maint	623	1,867	1,244	1,876	623	1,867	1,244	1,876
Market Research	0	0	0	0	0	0	0	0
Promotional	8	175	167	0	8	175	167	0
Total Promotions & Comm	631	5,258	4,627	1,876	631	5,258	4,627	1,876
Marketing Flexibility Fund	0	0	0	0	0	0	0	0
General & Administrative	2,028	1,775	(253)	1,531	2,028	1,775	(253)	1,531
Management Fees	0	0	0	0	0	0	0	0
Other	1,571	2,258	687	1,047	1,571	2,258	687	1,047
Total Other Indirect Expenses	16,507	19,733	3,226	14,991	16,507	19,733	3,226	14,991
Net Income (Loss) from Operations	(64,500)	(70,605)	6,105	(43,259)	(64,500)	(70,605)	6,105	(43,259)
Fixed Asset Purchases	0	0	0	0	0	0	0	0
Net Income (Loss) After Fixed Asset Purchases	(64,500)	(70,605)	6,105	(43,259)	(64,500)	(70,605)	6,105	(43,259)