

FUTURE PACE – NUMBER OF EVENTS

Calendar Year	Definite Bookings <small>*As of</small>	Pace Event Target <small>*As of</small>	Event Variance
2022	8	16	(8)
2023	11	9	2
2024	8	7	1
2025	8	5	3
2026	2	4	(2)
2027	1	3	(2)
2028	0	2	(2)
2029	0	2	(2)



As of 1/25/23

EVENT DEFINITIONS

- Citywide Events:
 - An international or domestic U.S. event of at least 1,000 attendees and/or using two or more hotels and the Convention Center, driving visitor spending and economic benefit to Hawai'i. Examples: American Dental Association, American Medical Association, Amway, International Dairy Queen, Lions Clubs International.
- Offshore Events:
 - Domestic U.S. or international events that book HCC space but whose attendees self-book their accommodations driving visitor spending and economic benefit to Hawai'i. Examples: Honolulu Marathon Expo, Sony Open Gala, Honolulu Festival.
- Local Events:
 - Resident or local business events that may or may not require overnight accommodations (hotels) for all participants. Examples: Graduation ceremonies; Hawai'i organizations' meetings, banquets and certification exams; Na Hōkū Hanohano awards program.



HCC BOOKINGS

SUPPLEMENTAL 2B

Calendar Year	# Local Events	# Local Def	# Local Tent	# Citywide Definite Events	Contractor Source **	# Citywide Tentative Events	Contract or Source **	# Total Local + Citywide Def
2020	48	48	0	3*	ASM 3 MH 0	0*	ASM 0 MH 0	51
2021	115	115	0	0*	ASM N/A MH N/A	0*	ASM N/A MH N/A	115
2022	221	221	0	8	ASM 5 MH 3	0	ASM N/A MH N/A	229
2023	159	113	46	11	ASM 5 MH 6	3	ASM 1 MH 2	123
2024	29	2	27	8	ASM 4 MH 4	6	ASM 0 MH 6	9
2025	8	0	8	8	ASM 5 MH 3	6	ASM 1 MH 5	8
2026	7	0	7	2	ASM 1 MH 1	5	ASM 0 MH 5	2
2027	4	0	4	1	ASM 0 MH 1	6	ASM 0 MH 6	1
2028	4	0	4	0	ASM 0 MH 0	2	ASM 0 MH 2	0
2029	4	0	4	0	ASM 0 MH 0	4	ASM 02 MH 2	0
2030	4	0	4	1	ASM 1 MH 0	0	ASM 0 MH 0	1
Total	603	499	104	42	ASM 24 MH 18	32	ASM 4 MH 28	539

Updated [01/25/23](#)

*Impact of COVID shutdown. **Contractor Source: ASM (HCC) or MH (Meet Hawai'i)



MCI Global Sales & Marketing Contracts

Procured Contracts	Contract Actions/Market Events	Operating Budget	% Change to Original
Contract #20180 1/1/20 – 12/31/21			
1/1/2020	Original Value 2020	\$5,981,250	
3/20/2020	COVID-19 shutdown begins		
4/1/2020	TAT distribution to HTA ends		
6/15/2020	Contract officially cut	\$2,670,000	-55%
1/1/2021	Contract Value 2021	\$2,395,000	-60%
Contract #22003 1/1/2022 – 12/31/2025			
1/1/2022	Contract Value- 2022	\$4,500,000	-25%
3/25/2022	Hawai'i travel restriction end		
1/1/2023	Contract Value-2nd Year	\$4,500,000	-25%

