



Ke'ena Kuleana Ho'okipa O Hawaii'i  
Hawaii'i Convention Center  
1801 Kalākaua Avenue, Honolulu, Hawaii'i 96815  
kelepona tel 808 973 2255  
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Josh Green, M.D.  
Governor

John De Fries  
President and Chief Executive Officer

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

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

PŌ'ALUA, 21 PEPELUALI 2023, MA 9:30 AM  
TUESDAY, FEBRUARY 21, 2023 AT 9:30 AM

HĀLĀWAI KELEKA'A'IKE  
VIRTUAL MEETING

*Hiki i ka lehulehu ke hālāwai pū ma o ka ZOOM.*  
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*Ma hope o ke kāinoa 'ana, e ho'ouna 'ia ka leka uila hō'oiā iā 'oe me ka 'ikepili ho'oku'i hālāwai.*  
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Members of the public attending via Zoom may provide testimony through the question and answer feature of the Zoom platform.

*Papa Kumumana'o*

**AGENDA**

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



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3. *Āpono i ka Mo'olelo o ka Hālāwai 25 Ianuali, 2023 a ke Kōmike*  
Approval of the **Minutes of the January 25, 2023, Committee Meeting**
4. *Hō'ike'ike, Kūkā, a Hana no ko ke Ke'ena Kuleana Ho'okipa o Hawaii'i Mo'olelo Kālā Ianuali 2023*  
Presentation, Discussion, and Action on the **HTA's January 2023 Financial Report**
5. *Hō'ike'ike, Kūkā, a Hana no Ka Waihona Kālā no ka Ho'okūkū Noi Kālā Mākeke Nui 'Amelika Hui Pū 'Ia no ka Hokona Alowelo a Ho'okele Wahi Huaka'i\*\*\**  
Presentation, Discussion, and/or Action for **Funding of United States Major Market Area Brand Marketing and Destination Stewardship Requests for Proposals\*\*\***
6. *Hō'ike'ike, Kūkā, a Hana e Hāpai 'ia ai ka 'Āpono 'ia o ke Kālā no Nā Mākeke O Nā 'Āina 'Ē \*\*\**  
**Presentation, Discussion, and/or Action to Approve Funding for International Markets \*\*\***
7. *Hō'ike'ike, Kūkākūkā A Ki'ina Hana No Ke Kikowaena Hālāwai O Hawaii'i*  
Presentation, Discussion, and Action on the **Hawaii'i Convention Center**
  - a. *Hō'ike'ike, Kūkākūkā, a Ki'ina Hana No Ko Ke Kikowaena Hālāwai O Hawaii'i Mo'olelo Kālā No Ianuali 2023*  
Presentation, Discussion, and Action on the **Hawaii'i Convention Center January 2023 Financial Reports**
  - b. *Nūhou a Kūkākūkā no Ko Ke Kikowaena Hālāwai O Hawaii'i Papa Hana CIP 6 Makahiki*  
Update and Discussion on the **Hawaii'i Convention Center's 6-Year CIP Plan**
  - c. *Hō'ike'ike, Kūkākūkā, a Ki'ina Hana no ka Mo'olelo Noi'i o ka Wā e Hiki Mai Ana o ke Kikowaena Hālāwai o Hawaii'i*  
Presentation, Discussion, and/or Action on the **Hawaii'i Convention Center Futures Study**
8. *Ho'oku'u*  
Adjournment

\*\*\* 'Aha Ho'okō: Ua hiki i ka Papa Alaka'i ke mālama i kekahi hālāwai kūhelu i kū i ka Hawaii'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 Hawaii'i 'ano, he wahi i kipa mau 'ia e nā malihini.



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**\*\*\* Executive Session:** The Board may conduct an executive session closed to the public pursuant to Hawaii'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 Hawaii'i's competitive advantage as a visitor destination.

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

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

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

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

*E like nō me ka 'ōlelo a ke Kānāwai 220, e mālama ana ke Ke'ena Kuleana Ho'okipa o Hawaii'i i kekahi wahi e hiki ai ka po'e o ka lehulehu ke noho a komo pū ma nā hālāwai ma o ka ho'ohana 'ana i ka 'enehana pāpaho (ICT). Aia ana kēia 'enehana pāpaho ma ka papahale mua o ka lumi ho'okipa i mua o ke Ke'ena Kuleana Ho'okipa o Hawaii'i ma ka Hale 'Aha. 'O 1801 Kalakaua Avenue, Honolulu, Hawaii, 96815 ka helu wahi.*

In accordance with Act 220, the Hawaii Tourism Authority will establish a remote viewing area for members of the public and board members to view and participate in meetings held using interactive conference technology (ICT). The ICT audiovisual connection will be located on the 1st Floor in the Lobby area fronting the Hawaii Tourism Authority at the Hawaii Convention Center at 1801 Kalakaua Avenue, Honolulu, Hawaii, 96815.

### **3**

Approval of the Minutes of the  
January 25, 2023 Committee Meeting



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**David Y. Ige**  
*Governor*

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

**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE  
MEETING HAWAII TOURISM AUTHORITY  
Wednesday, January 25, 2023, at 9:30 a.m.  
Virtual Meeting**

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

<b>MEMBERS PRESENT:</b>	Ben Rafter (Chair), Mike White (Vice-Chair), David Arakawa, Mahina Paishon-Duarte, George Kam
<b>HTA STAFF PRESENT:</b>	John De Fries, Daniel Nāho'opi'i, Marc Togashi, Kalani Ka'anā'anā, Ilihia Gionson, Maka Casson-Fisher
<b>GUESTS:</b>	John Monahan, John Reyes, Teri Orton, Mari Tait
<b>LEGAL COUNSEL:</b>	John Cole

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

Chair Rafter called the meeting to order at 9:32 a.m. Mr. Casson-Fisher did the opening protocol.

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

Mr. Casson-Fisher did the roll call. All confirmed in attendance and that they were alone.

**3. Approval of the Minutes of the November 15, 2022, Committee Meeting**

Chair Rafter asked for a motion to approve the minutes. Mr. Kam made a motion, and Mr. White seconded. Mr. Casson-Fisher did the roll call, and the motion passed unanimously.

**4. Presentation, Discussion, and Action on the HTA's December 2022 Financial Report**

Mr. Togashi said the meeting packet had all the details of the HTA's financial position and related transactions covered across multiple documents, including balance sheets, statements of revenue and expenditures, budget statement summary, budget detail, budget reallocations, and the executive summary capturing all the information as of December 2022. He spoke about the HTA's financial position for all the major funds supported by the various balance sheets included in the meeting packets. He said they have six main funds. As of December 31, the HTA has access to \$29.1 million in the FY2022 TFF (Tourism Federal Fund), a \$2.6 million decrease from November, due primarily to disbursements for program and operating expenditures. Of the \$29.1 million, \$20.1 million is encumbered, and \$9 million is unencumbered.

The FY2023 ARPA funds was approved in November 2022, and they are working on that. The TSF (Tourism Special Fund) has \$25.2 million in cash, which is a \$3.4 million decrease from November 2022 due to program expenditure and operating costs. It includes the \$5 million in emergency funds the HTA maintains by statute, which is invested primarily in U.S. treasury notes, that are laddered in three-month intervals. \$14.9 million is encumbered to contracts, \$5 million represents emergency funds, and \$5.4 million is unencumbered. For the 2022 CCFF (Convention Center Federal Fund) \$10.2 million is available, most of which has been encumbered. The CCESF has approximately \$34.9 million in cash, consistent with November 2022. Of that \$34.9 million cash amount, \$5.9 million is encumbered towards contracts. The remaining \$29 million of unencumbered funds will be stored as a Repair and Maintenance (R&M) reserve for future deployment in support of the six-year R&M plan when the appropriation expenditure ceiling is restored through the 2023 legislative process.

Mr. Togashi said a budget statement for FY2023 funds and a second budget statement for FY2022 funds. He said federal funding budget could span across several fiscal years. The HTA will continue to encumber funds against the FY2022 budget in FY2023, essentially encumbering against FY2022 carry-over funds. Although it is the sixth month of the FY, it is also the eighteenth month of a continuing period, and their financials reflect that. For the FY2022 funds and each related program the budget statement shows the HTAs budget for the full \$60 million and the cumulative amount of \$42.2 million encumbered against the \$60 million.

From an encumbrance perspective, there was a minimal activity for the month. He showed the budget statement summary with the six main funds. Three are captured on the budget statement summary. He spoke about the 2022 ARPA TSF. They have been allotted \$52.7 million of the \$60 million to date. Over a series of meetings, a budget of \$60 million has been approved by the Board, and \$42.2 has been encumbered against the \$60 million. He showed the FY2023 budget approved by the Board with funds having been approved by former Gov. Ige.

Mr. Togashi spoke about the Economic Development Administration for EDA Grant funds they received appropriated in 2022. The Board approved the \$14 million budget and is working with the EDA to approve the Grant Administration Plan; they anticipate drawing down on funds and beginning to execute programs upon that approval. What was not captured on the sheet are three additional funds which they do not anticipate seeing the encumbrances in the FY2023, if at all, which is the TSF which has sunset pursuant to HB862, back in the 2021 legislative session and effective July 2022. The budget statement also does not include the HCC ARPA fund, the Federal Funds they received for the HCC in FY2022. It also does not include the HCCSF, which they could not contract because they do not have an appropriated expenditure ceiling. He said they continue to have significant expenditures from the funds as they spend on previously encumbered contracts, but nothing new with regard to significant new encumbrances.

Chair Rafter asked when they anticipate being able to encumber the EDA grant money. Mr. Togashi said they are working with EDA to approve the Grant Administration Plan. He said they had made significant progress, but there is one area they are looking into and have questions on. He said they have been working with them, going back and forth, and responding to questions. He is hopeful it will be soon.

Mr. Arakawa asked about the status of the \$15 million the legislature gave them for HCC repairs in CIP funds for the temporary fix of the rooftop terrace deck. Mr. Togashi said they have begun the planning process, have submitted paperwork, and are reviewing the paperwork with the director's office. The funds have not been released yet, and they have not issued an RFP for the temporary repair, but through ASM, they have issued an RFP for the project management. The project manager will assist with seeing the project from start to finish.

Mr. Arakawa asked who at the HTA is responsible for planning, submitting paperwork, and working with DBEDT to request the funds' release. Mr. Togashi said that it is his office, and they support the CAO, who will also be involved. Mr. Arakawa wanted to know who was responsible for the repairs, but that would be addressed later in the meeting. Mr. Togashi clarified that the CAO is the primary staff member responsible for the operation side of the HCC, including R&M. Mr. Togashi plays an integral role in supporting the position. He said the CAO is getting up to speed, and he is helping support the role.

Mr. De Fries emphasized that the \$15 million CIP is intended as a three-to-five-year fix. He said Ms. Orton could later expand on the impact to operations during that fix where the space is lost, and that could be taken up in agenda item 8.

Chair Rafter referenced the three-to-five-year fix and said they are through the radius part of the season and asked for the rough timing, whether it will take months or years to do. Mr. De

Fries asked Ms. Orton to elaborate. Ms. Orton said they want to bring the project manager on board now. She said Mr. Togashi has been working with her and her team on the RFP. She said the award approval form is with Mr. Togashi, so they can award the contractor managing this. The timeline was put in place during the RFP process, but they feel they need the project manager to go through everything and start the planning process. The rough estimated timeline is through 2023, and it will probably take eight months to get through the planning process. Construction was tentatively set to begin in 2023 and end in December 2024. She said the unfortunate thing is that they have city-wide business and various businesses in their buildings, so that it will be disruptive, but they will try navigating, which might push the project out further. She said they had incorporated that into the construction plan and timeline, but it might be difficult. She said they need to discuss any opportunity to go back to the legislature to ask for the \$65 million, so they can do the permanent repair.

Mr. De Fries added that the following day (January 26, 2023) the Senate Energy Economic Development and Tourism committee chaired by Sen. DeCoite and Vice-Chair Sen. Wakai will be at the HCC for a site tour and briefing from Ms. Orton and her leadership team. Chair Rafter said the Board had previously expressed support for a bigger solution than a short-term temporary fix of \$15 million. Mr. Arakawa asked Mr. Togashi and Mr. De Fries if the HTA is to deal directly with Ms. Orton and if she is responsible for everything or if it is through HVCB. Mr. De Fries said that for operations of the HCC and the project, they are dealing directly with Ms. Orton. There is no HVCB engagement on this matter. HVCB is on the marketing side.

There were no further questions. Chair Rafter asked for a motion to approve the December 2022 financial report. Mr. Kam made a motion, and Mr. White seconded. Mr. Casson-Fisher did the roll call, and the motion passed unanimously.

## **5. Update on Senate Committee on Ways and Means Budget Briefing held on January 17, 2023**

Mr. De Fries added that this resumes that day. He said it is an entire DBEDT briefing outside of creative industries. Going back in time to early Fall when the HTA was required to submit to DBEDT a budget as part of the governors presentation to the legislature, he recalled that based on the resolution of the Board, and based on the funding, it was at \$80 million with a first year FY2024 one-time only insertion of an additional \$15 million. The ask of the Ige administration was \$95 million and \$80 million. It was later cited by the governor and DBEDT director Mr. McCartney that they would be submitting level funding which translated to base funding of \$60 million for each fiscal year with a one-time only \$15 million insertion for FY2024, or \$75 million in FY2024, and \$60 million in FY2025. At that time, Mr. McCartney and the governor felt that it was a fair thing to do with the incoming Green administration, and they also encouraged the



HTA to make the pitch once a new DBEDT director and Gov. Green were on the ground to see if they would respond to the increased amount.

Two weeks ago, he and the leadership met with Chris Sadayasu, who made it clear that at that time there was no appetite at DBEDT nor at the administration level to seek increased funding, and that they would remain with the budget amounts that were embedded in the Ige administration budget which they inherited. He said they also noted that if there was an appetite, he was not precluding the HTA from seeking it through other means, but it would not be part of the administration's budget. Referencing the resolution of the Board, which has instructed the HTA to seek a minimum of \$80 for each, they will have to make the case in the subject committee to see if they can get that added number. The added number would be an increase of \$5 million for FY2024, assuming they get the \$75 million for FY2024, and an additional \$20 million for FY2025, making the minimum resolution amounts. Although they were adjourned at the previous week's meeting and there were agenda items raised after the HTA's briefing was completed, they will be returning to the hearing in anticipation of being called back up. In addition to the budget amounts, there was a reference to the audit and recommendations they received in September 2022 that they needed to correct, fix and comply with.

On January 17, a briefing coincided with Mr. Nāho'opi'i's first day at work. At the briefing, in response to Sen. Wakai, Mr. De Fries indicated that he was responsible for implementing the action plan. Subsequently, Sen. Wakai requested a recap and a timeline of what steps will be taken to bring the HTA to full compliance. He received it that morning and noticed that effective today, the responsibility for receiving the implementation plan resides with the new CAO. In addition, in another subject area based on a report requested on sales at the HCC, Sen. Kim had a specific interest in that. The responsibility now moved to HVCB. Sen. Kim had specific feelings about that as a former chair of the Tourism committee, and on Friday, this will be discussed when the EET committee arrives, of which Sen. Kim is a member.

Mr. De Fries said that as Mr. Reyes will be there in person, he can anticipate that to be a topic of interest. It is related to future and near-term sales in FY2024 and FY2025. Also at the WAM hearing is the ongoing debate about whether the HTA needs Brand marketing or whether it is time to shift the majority of attention to the DMAPs. Again, there is not enough priority placed on pre-arrivals visitor education, educating the visitor throughout their trip and shaping their expectations. He asked Mr. Nāho'opi'i to share his opinion about the hearing. Mr. Nāho'opi'i said they covered the most important issues for the WAM briefing, and they have submitted the information as requested on the status of the audit report follow-up and the requests on the existing DMAPs for the HCC information. He said they would follow up again with individual

senators throughout the meetings they have with them. Overall the questions were poignant, yet things they knew needed to be addressed, and they had responses to them. In terms of developing a stronger position, destination development and strengthening community and industry relations is important, and it will be reflected in section 6.

Mr. De Fries asked Ms. Anderson if she wanted to add anything about DMAPs. Ms. Anderson said nothing was further and felt they answered all the questions. Website updates were done later that afternoon. She said it was an oversight on her part regarding the steering committee members. Mr. De Fries asked her to update on OIP on whether the steering committee meeting should be subject to sunshine law and agendaized. Ms. Anderson said she reached out to them on the morning of the hearing. They responded with further questions, which she responded to. She said she was waiting to hear back from OIP. She sent follow-up emails and asked about the status, but they have not responded.

Mr. Arakawa asked about the information provided to WAM, and said it was a standing agenda item for the public to hear, which he had requested it. He requested that it be a standing agenda item again. He asked Mr. Reyes and Mr. Kam if what was sent to the WAM committee about the timeline could be sent to the Board, and that it could be a good transparency practice. He also said that if WAM had questions after information briefings, they usually sent a list of questions to the department. Mr. De Fries said he had not received any questions, and the only inquiry came from Sen. Wakai directly. Mr. De Fries said the action plan would be part of the work packet, but after the meeting, he will ensure the entire Board gets emailed what was sent. Mr. Arakawa said the WAM briefing for DBEDT is not finished and argued that it is a public document, so it should be sent to the Board when it is complete. Mr. Arakawa spoke to the continued WAM briefing and asked if there would be a representative for the HCC and if Ms. Orton would be there. Mr. De Fries said Ms. Orton is welcome to go. He was very happy that Sen. DeCoite requested a site visit to get everyone up to speed. Mr. Arakawa suggested that Mr. Reyes or Mr. Monahan be present at the briefing should there be questions on marketing.

There were no further questions or testimony. Chair Rafter said there is no need to approve the agenda item.

## **6. Update and Discussion on the HTA's FY 2024 and 2025 Executive Budget Request to the 2023 Legislature**

Mr. De Fries asked Mr. Togashi to do the opening remarks. Mr. Togashi spoke about FY2024 and FY2025 documents. He spoke about page 54. He said they provided the legislature with further detail of the preliminary draft budget at a program level which they articulated as

subject to Board review and approval. This is based on the \$75 million for FY2024 and \$60 million for FY2025, which represents the funding level supported and submitted to former Gov. Ige as part of the executive budget request to the legislature.

Mr. De Fries asked if there were questions. He said there was previously a question from Sen. Keith-Agaran at the WAM briefing about whether the RFPs they will be discussing later could be fully funded out of the budget, and he was told it would be.

Chair Rafter asked if any other questions from the legislature were pertinent for the HTA to know about. Mr. De Fries said in the briefing that there had been a level of tension over the last three years. He said the senators were doing what they were elected to use public funds. He said the HTA gets its share of vetting. He said they are all poignant questions and have sensitivity about specific budget areas. In general, for the ask of \$75 million and \$60 million, he did not get any indication the previous week that those levels were out of sync. He said it would be challenging to secure additional funding, but staff is responsible for making that pitch. It will not initially be made at WAM. He added that in the calendar year 2022 they ended with 11% fewer visitor arrivals and an 8% increase in visitor expenditures, so it is a sensitive matter. If those results can be achieved with a reduced budget, then the rationale would be to keep reducing the budget. Part of the HTAs message is that they are producing the results as an industry, of which the HTA is a public partner. They are achieving this in an unstable global marketplace. The U.S. is outperforming itself, Japan has not fully recovered, China is stalled, so it is tough to conclude. Part of the HTA's responsibility is to celebrate the recovery and rate of recovery, and to be sensitive to the fact that it is not a stabilized environment, which is another challenge they have.

Mr. Arakawa recalled that there were many questions about a gag order on the HTA Board members at the hearing. Mr. De Fries said he misspoke and clarified that what he was recalling was a draft, and in its draft stage, it would have resulted in a gag order, but the draft was not approved. Mr. Arakawa understood that they have a gag order on the U.S. MMA RFP committee and said they would wait for information from the AG or Mr. De Fries on when they could talk about things. He said there is a third gag order, and that is talking to the legislature. He said the legislative PIG was authorized to meet with the legislators. At a certain point, the legislative PIG was directed not to talk to any legislators, and he was specifically asked not to talk to any. He said that in the current year, he thinks they passed the resolution saying that only Mr. De Fries and Mr. Kam can represent the HTA concerning the official position of the HTA. He asked if Mr. De Fries recollected that all the others at the HTA cannot talk to the legislators about HTA matters. Mr. De Fries said that is not his understanding. Mr. De Fries said Mr. McCully, as chair of the PIG, had direct contact with legislators, and Mr. White joined on

the opening day. He said there is value in the relationships that Board members have with elected officials that as long as it advances the collective policy of the Board and the direction that staff is receiving, he sees great value in that.

Mr. Arakawa asked if the resolution could be sent to the Board members as he believes there is value in having Mr. De Fries and Mr. Kam as the official representatives of the HTA at the legislature. He does not think there should be a gag order on the other members. Mr. De Fries encouraged Mr. Arakawa to have that conversation with Mr. McCully. Ms. Duarte said she feels they are in a position where they have to defend the HTA's values and work with the public and legislators. She asked, out of the public Board meetings, what other mechanisms for which the HTA as an agency can report on the return on investment for which public dollars are utilized to execute functions that benefit Hawai'i. Mr. De Fries said the primary source of information is in e-bulletins that are supported media releases when there is new data to be put out. From time to time, the HTA are called on neighborhood Boards to appear. The general public needs more information on this, and the HTA needs to do a better job of getting it out to the public. They have recently accepted an invitation to a public television round table.

Mr. De Fries said he had a meeting with the House Tourism Chair Rep. Quinlan the previous day, who asked to meet with each department. He is trying to school himself as the new chair of tourism. One thing that came up is that 2022 generated more than \$700 million in TAT funds. Hence, the question is, is there a way for the legislature to appropriate 100% of the TAT funds in daylight, in public, whether it goes to public education, affordable housing, native Hawaiian issues, etc. It must be done in public so the public has an idea of the tangible benefits that are being derived as a result of tourism. Neither one of them rejected it, and although there is a lot of politics involved, direct impact tourism becomes diluted. Part of the suggestion is to take out the HTAs funding from the total amount and then the HTA would not be involved in how the other \$600 million is appropriated. He said it seems a practical thing to do. Mr. Nāho'opi'i added that as part of the audit response the auditor had asked them about developing performance metrics that are public facing to ensure progress, as well as worth in each of the programs. He added that they accomplished that in January. Ms. Anderson contracted with SMS Research Marketing and Consulting to work with the staff to develop the metrics. They integrate both the AEEF and Strategic Plan Goals in an assessment policy, and working forward they will take those to integrate in reports to the Board and the public-facing dashboards.

Chair Rafter asked a question about the presentation of the budget shared. He asked who broke up the \$75 million and \$60 million and if those were recommendations from various team members. Mr. Togashi confirmed they were recommendations proposed by staff.

Chair Rafter said there was no need for a vote.

## **7. Presentation, Discussion, and Action to Release Funds for the United States Major Market Area Brand Marketing and Destination Management Support Services Requests for Proposals\*\*\***

Mr. Togashi said the staff is seeking the release of funds for the U.S. MMA brand marketing and destination management support services RFPs. To protect the integrity of the procurement process is important for them to discuss the matter in executive session. This would be pursuant to HRS92-5A8 which allows boards to enter executive session to discuss matters that require consideration of information that must be kept confidential pursuant to law and/or 201B4A, which allows the HTA to meet in executive session to receive information that is necessary to protect Hawaii's competitive advantage as a visitor destination.

Mr. Arakawa said he does not think it is sufficient information on the record to go into the executive session. If it is the release of money for an existing contract, the legislature funded that. Unless there was some wrongdoing or an investigation into the people receiving the money, he does not see how that should be confidential. He asked Mr. Togashi or Mr. Reyes to clarify the area without disclosing confidential information. Mr. Togashi said the intention, as specified in the agenda, is to seek to release funds for the RFPs. As part of the discussion, they will contemplate the dollar amount they will be funding the RFPs. Until the RFPs are solidified, finalized, and released, those amounts should remain confidential, which is why they are asking for it to go to the executive session. Mr. Cole said his understanding is that the scope of work and other things in the RFP are not finalized yet and should be kept confidential until the RFPs are posted. Looking at the release of funds might indicate where the scope will be, which would not be appropriate to disclose. Mr. Arakawa said he supports that. Chair Rafter asked Mr. Togashi how the executive session will be done and whether it included the HTA Board members or the Budget committee. Mr. Togashi said there is nothing further to discuss in the public session, but there will be a Zoom link for committee members. Mr. Kam asked if Mr. Ching and Ms. Agas were invited, and Mr. Togashi confirmed they were invited in a non-voting fashion.

Chair Rafter asked for a motion to go into executive session. Mr. Arakawa made a motion, and Mr. Kam seconded. Mr. Casson-Fisher did a roll call, and the motion passed unanimously.

Closed for executive session.

After the executive session, the team presented the breakdown of two RFPs, one for the DMAP process and one for the marketing and branding process. There were several questions, and the team will respond to those questions to the full Board the following day, and they will either discuss, recommend or take action. There were no further comments or questions.

## **8. Presentation, Discussion, and Action on the Hawai'i Convention Center**

### **a. Presentation, Discussion, and Action on the Hawai'i Convention Center December 2022 Financial Reports**

Ms. Orton gave an update for the end of FY2022 for December 2022. She showed the financial update. There were twenty local events, including the Honolulu Marathon, Huliau inauguration for the governor's gala dinner, the Hawai'i Tourism conference, and several returning events during December 2022. For the year to date through December 2022, the net loss was \$1.7 million. Including sales and marketing, they finished the year at a negative \$2.1 million, but taking out the sales and marketing expenses, the year ended at \$1.7 million. The year-to-date as of December and forecast numbers from January to June, ending the fiscal year, they are looking better in their budget forecast. The forecast number is \$5.3 million to the budget of \$5.4 million, looking to finish the fiscal year just under \$100,000 better than budget. They are always striving to do better in revenue and expenses, but they are on track to the budget. With the increase in activity and expense management, they are chipping away month over month over the fiscal year and financials. For the two pieces of corporate business in the fiscal year budget, which did not materialize they were chasing \$1.5 million in lost revenue which they have made up with local events at the HCC, so they are on track to maintain the revenue goal, and trying to reduce expenses moving to the end of the fiscal year.

Ms. Orton spoke about the ROI for every dollar at the HCC, which was \$5.40 returned to the State. The ROI on average in their good years was \$23 - \$24 annually. Their goal is to get back to that number, and they are working on bringing more city-wide business to the HCC. She said the HCC has two more city-wide events until the end of the fiscal year. Six city-wides for the year returned \$9 million in investment to the state in TAT. The economic impact on the state was \$77.5 million in visitor spending.

Ms. Orton spoke about recent events at the HCC. There was an increase in boxing and MMA enquiries. They hosted a boxing and MMA event which went well. She said they are sanctioned by the state office, meet all the requirements, and have ample security. She spoke about upcoming events for January and February. There is a Pacific Water Conference which is an annual event. The number of trees planted to date is 5,415. The Carbon Offset Program started this year, and they planted 22 trees. Based on rented space in the HCC, the meeting planners paid an additional expense to offset their carbon footprint in the building, so they are off to a good start with the program, which is a turnkey initiative. Mr. Reyes has done a good job of including this in his sales packet when talking to meeting planners, and it has been well received. She spoke about press release coverages.

Mr. Arakawa asked about the ROI and said there should be an asterisk for a goal to be worked towards. He asked why the number was so low and what the HTA needed to do to increase the ROI. Ms. Orton said the calculation is based on TAT generated through the city-wide business. Post-pandemic short-term business was nonexistent, and because of COVID, they had to push a lot of business out to further years, or they got cancellations and put it back into rotation for some conferences. To get back to the higher ROI, she said they need more city-wide business and are actively looking to get more city-wide business on the books. Mr. Reyes said it is a mix of business, spending by local, offshore, and city-wide. In their first year after COVID, they had booked 14 events, with \$408 million in visitor spending and a tax generation of over \$40 million. He said they focus on booking 77 short-term events from 2023 through 2027. By 2027 their goal is to get 27 events.

Mr. Monahan said as per Mr. Arakawa's request at the last meeting, they will have a lot of data to show in terms of progress between meetings and getting back on pace. There will be comparisons built into the pace report. He said there were five city-wides booked in December. Mr. Reyes said he and Ms. Orton constantly talk about what they are doing on the city-wide strategy and would talk about it in their PowerPoint presentation at the BOD the following day. Mr. Arakawa asked for information on the number of city-wides booked for the current year, and the following year was confirmed. He also asked what Mr. Reyes and HVCB need to be successful on MCI. He will also ask what their budget was pre-pandemic, and how they can help get back to those numbers.

Mr. Casson-Fisher said there was a question from an online attendee, Peter Young, "Are the numbers the same for both re-forecast and budget?" Ms. Orton said they were not. The re-forecast is presented from July 1 to December 31, and the forecasted numbers on the books and what they project to pick up for the remaining six months is how they come up with the re-forecast numbers, and they compare that at their budget. As it stands now, they are looking to finish their facility net loss \$82,800, better than the budget they prepared a year ago.

Chair Rafter asked for a motion to approve the HCC December 2022 financial reports as presented by Ms. Orton. Mr. Kam made a motion, and Ms. Duarte seconded. Mr. Casson-Fisher did the roll call, and the motion passed unanimously. There were no further questions.

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

Ms. Tait spoke about the 6-year plan. She showed the figures as of the end of November 2022. She spoke about the current projects. She recapped seven of the projects highlighted in blue are in the construction or execution stages. Four projects are in the procurement stage, so they are reviewing the RFPs. The chiller replacement project is close to being awarded. Two of the

projects were completed in December 2022. She said the estimated project cost, according to the spreadsheet, is \$83 million, which was brought down to \$81 million with the completion of the other projects still on the list.

She spoke about the projects assigned to outside construction and project management companies. The kitchen hood control panel and fire suppression upgrade project will start soon. The slate tile repair is in RFP status. The chiller replacement will be awarded that week. She said they lean on outside companies for assistance and expertise in several project components. Cummings has been working on several projects for them. Beyond the top three projects, they are in the planning stages for the remaining projects. She said they are ready to award the temporary repair of the rooftop terrace deck. The RFP produced a winner, and she said they are waiting on the HTA's approval.

Ms. Tait showed a slide of the completed projects, including the security camera and loading dock gate replacement project. Mr. Arakawa asked if the \$65 million for the roof repair was in the budget request. Mr. Togashi said they had not yet made the request in the current year. Mr. Arakawa asked if the Board voted to not ask for \$65 million to repair the roof. Mr. Togashi clarified that the Board did not explicitly vote on not submitting the request. Mr. Arakawa asked why the WAM committee or senate would look if they were not going to ask for the money to repair, but said they could discuss that at the BOD.

#### **c. Update and Discussion on the Hawai'i Convention Center Futures Study**

Mr. Togashi said they contracted with HVS to do the study. The scope includes hotel analysis by assessing demand and projected financial information under the hotel scenario. It also consists of an analysis of HCC and recommended options to develop and improve HCC and the surrounding neighborhood. The scope also includes looking at alternative approaches to ownership and operations, including a public-private partnership or a hotel. The contractor is making significant progress toward completion and anticipates having the report in February or March.

Mr. Reyes commented. He said customers are asking him questions about the roof, and they are letting customers know that it is being addressed. Additionally, on his and Ms. Orton's radar, in San Diego, is a new property that will compete directly with what they are doing. Hence, all data in terms of the competition is important. There were no further comments or questions.

#### **d. Update and Discussion on the Request for Proposals for the Hawai'i Convention Center Management Services Contract**



Mr. Togashi said the current contract ends in June 2023. They anticipate seeking an extension of that contract, which they would come to the Board with a request for approval of. He said they are also working on paperwork to submit to the SPO for the extension. In the meantime, they will prepare to draft the RFP with the intention of issuance. There were no questions or comments.

## **9. Adjournment**

Mr. Kam made a motion, and Chair Rafter seconded. The motion passed unanimously. Mr. Casson-Fisher concluded the meeting at 12:25 p.m.

Respectfully submitted,



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Sheillane Reyes  
Recorder

## **4**

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

## **4.1**

### Financial Statements – Executive Summary as of January 31, 2023



AUTHORITY

Financial Statements – Executive Summary  
As of January 31, 2023

**Foreword:**

- Fund Accounts. HTA’s major funds are the following:
  - Tourism Federal Fund FY2023 (ARPA TFF) – Official Name: HTA CSFRF Subaward
  - Tourism Federal Fund FY2022 (ARPA TFF) – Official Name: HTA CSFRF Subaward
  - Tourism Special Fund (TSF)
  - Convention Center Federal Fund (ARPA CCFF) – Official Name: Convention Center CSFRF Subaward
  - Convention Center Enterprise Special Fund (CCESF)
  - Economic Development Administration (EDA) Grant – Official Name: ARPA-EDA Tourism Grant (Non-Competitive ARPA State Tourism Grant for State of Hawaii)
- Remaining FY 2022 Budget. HTA currently can continue encumbering its FY 2022 ARPA funds until December 2023.
- Tracking of Cross-Year Encumbrances. The formatting of the financial statements has changed from prior years because we are now working with Federal funds that can be encumbered in more than one fiscal year. The change in format reflects the need to track such cross-year transactions.
- FY23 Funding. HTA’s Board of Directors approved a \$60M FY 2023 budget. Then-Governor Ige vetoed HB1147, 2022 Legislature, on concerns of the legality of the mechanism for appropriating those funds. If not vetoed, HB 1147 would have appropriated the \$60M in General funds to HTA for FY 2023. In November 2022, the HTA’s FY 2023 funding issue was resolved and HTA was granted a \$35M ARPA subaward. At its November 2022 meeting, the HTA Board approved a revised \$35M FY 2023 budget. There has been a significant delay in planning and initiating HTA FY 2023 programs due to this and other matters.

## Summary of Financial Position – All Funds

		(In Millions)					
		2022 TFF (ARPA)	2023 ARPA	TSF (incl Emergency)	2022 CCFF (ARPA)	CCESF	EDA
Cash at January 31, 2023		24.7	-	25.3	10.2	34.9	-
Increase (Decrease) due to							
Revenue		-	-	-	-	-	-
Program/Op Expenses		(4.3)	-	-	-	-	-
Encumbered Funds		15.8	8.7	14.9	10.0	5.9	-
Unencumbered Funds		8.9	-	10.4	0.2	29.0	-

### Tourism Federal Fund FY 2022 (ARPA TFF):

1. \$24.7M in cash (remaining from amount that has been allotted to HTA so far). Cash decreased by \$4.3M from December 31, 2022 due to disbursements related to program expenditures.
2. The release of TFF funds for HTA use is accomplished through an approval process that includes approval by the Governor (CSFRF approval), the State’s Department of Budget & Finance’s (B&F) and the HTA Board of Directors. Below is a summary of the status of those approvals:

	Gov Approved (CSFRF)	B&F Funds Release		Board Approved	Encumbered
		Requested	Approved *	Amount	
Hawaiian Culture	-	1,565,500	1,565,500	4,544,845	1,234,292
Natural Resources	-	665,000	665,000	1,915,000	100,000
Community	27,289,500	735,500	735,500	3,685,500	120,000
Branding	28,500,000	33,563,000	33,563,000	31,673,655	29,792,839
Sports	-	4,344,889	4,344,889	6,311,889	2,844,889
Safety & Security	-	900,000	900,000	700,000	152,044
Research	-	60,000	60,000	60,000	-
Planning	-	2,005,200	2,005,200	2,005,200	780,330
Admin	648,700	1,199,111	1,199,111	1,199,111	432,202
Governance and Org-Wide	351,800	529,001	529,001	572,001	265,600
Payroll	3,210,000	7,132,799	7,132,799	7,332,799	6,505,669
	60,000,000	52,700,000	52,700,000	60,000,000	42,227,865

In January 2023 B&F has approved HTA’s extension request to allow the encumbering and expenditure of the \$60M ARPA funds by December 31, 2023.

3. Over several meetings, the HTA Board approved the FY 2022 budget of \$60M, further detailed below.

	<b>Incremental Approved at Meeting</b>	<b>Cumulative Budget Approved</b>	<b>Description</b>
June 11, 2021 Meeting	1,000,000	1,000,000	Payroll
July 2021 Meeting	32,200,500	33,200,500	Branding, Payroll, Admin and Governance
September 2021 Meeting	1,787,889	34,988,389	Cruise and Sports
November 2021 Meeting	8,086,611	43,075,000	Most other programs
December 2021 Meeting	5,300,000	48,375,000	Programs previously identified as needing further clarification to Board's questions.
January 2022 Meeting	475,000	48,850,000	NAHHA FY23
June 2022 Meeting	4,300,000	53,150,000	Release of funds for FY23 payroll, admin and governance costs, bringing to current.
July 2022 Meeting	6,400,000	59,550,000	Release of funds for KO, AA, and CEP programs
<b>September 2022 Meeting</b>	<b>450,000</b>	<b>60,000,000</b>	<b>Release of remaining funds as part of staff's budget reallocation request.</b>

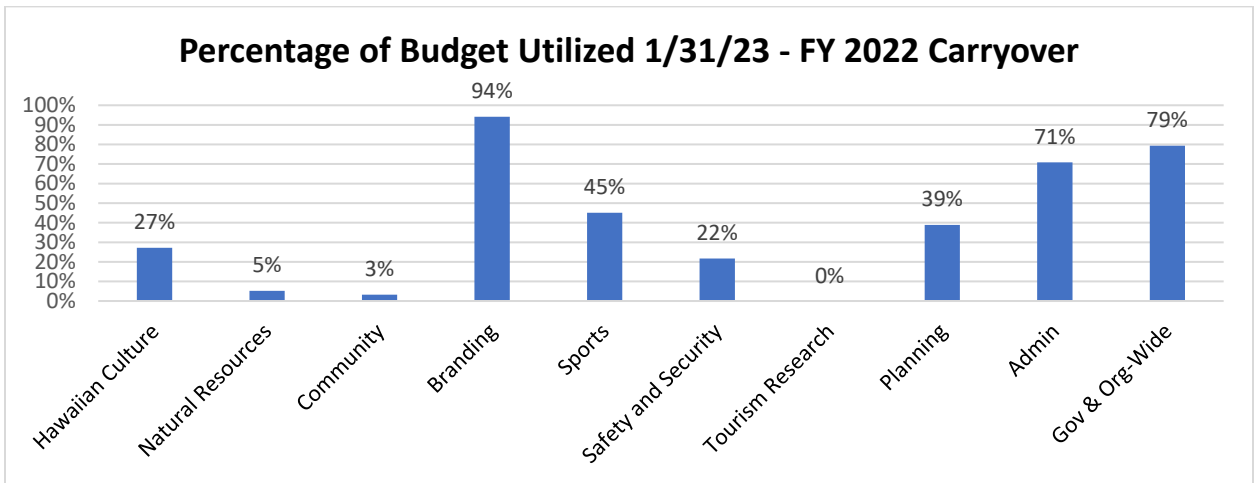
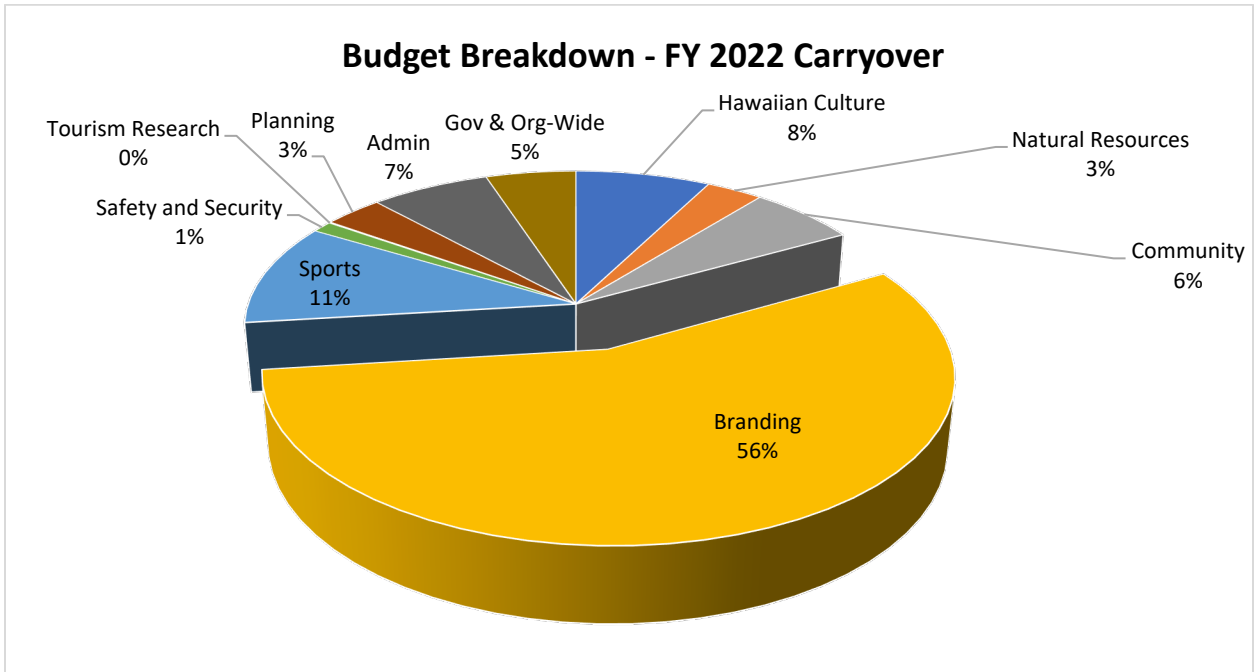
As of January 31, 2023, \$42.2M of the \$60.0M FY2022 budget was utilized/encumbered, or 70%.

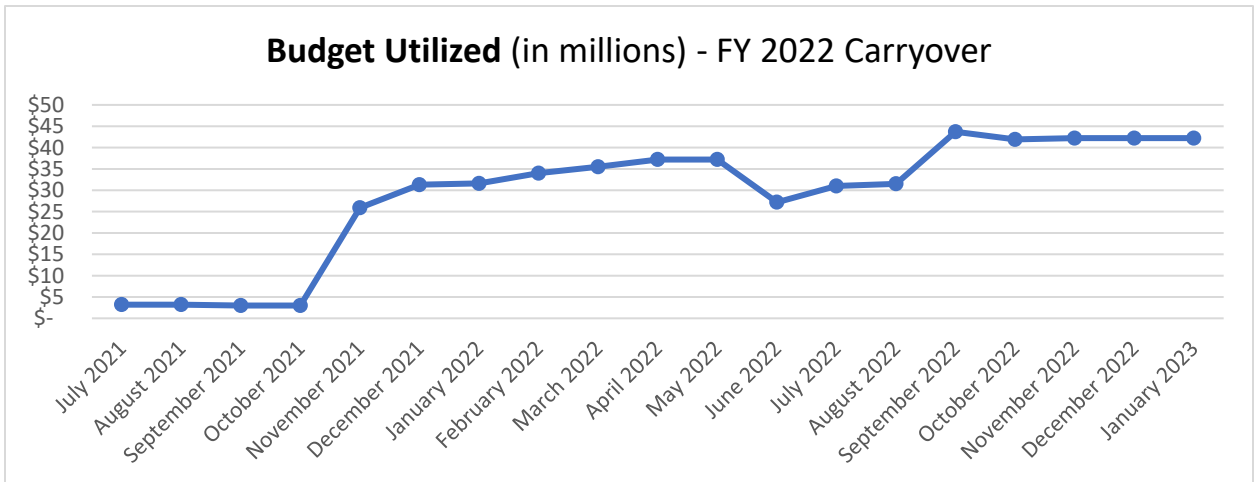
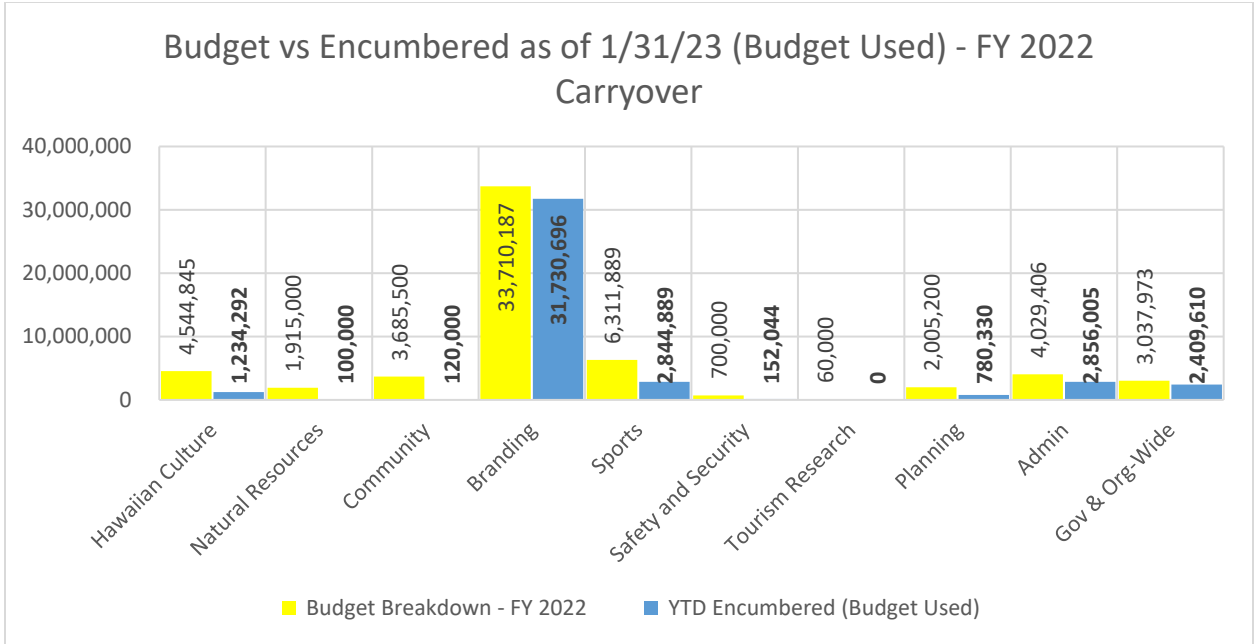
Below is a summary of the FY 2022 budget based upon Federal reporting categories (titles were paraphrased). In April 2022, B&F approved HTA's request to reclassify Federal eligibility categories from "Negative Economic Impacts" to "Revenue Loss (Revenue Replacement)."

	<b>Budget</b>	<b>Encumbered</b>	<b>Remaining</b>
Revenue Replacement	52,667,201.00	35,722,196	16,945,005
Continuation of Government Services			
Payroll	7,332,799.00	6,505,669	827,130
	<b>60,000,000</b>	<b>42,227,865</b>	<b>17,772,135</b>

The following are various charts to depict our FY 2022 budget, budget utilization and trends. Additionally, these charts reflect the funding of FY 2023 community-type programs that were originally planned to be funded by the FY 2023 budget. Such programs were instead funded by FY 2022's budget to fulfill HTA's commitment toward community, in consideration of cash flow needs of those programs while HTA's FY 2023 funding is being resolved. Further, the majority of Major Market Area contracts within the

Branding budget are to be used toward Branding Education programs to promote responsible and regenerative tourism.





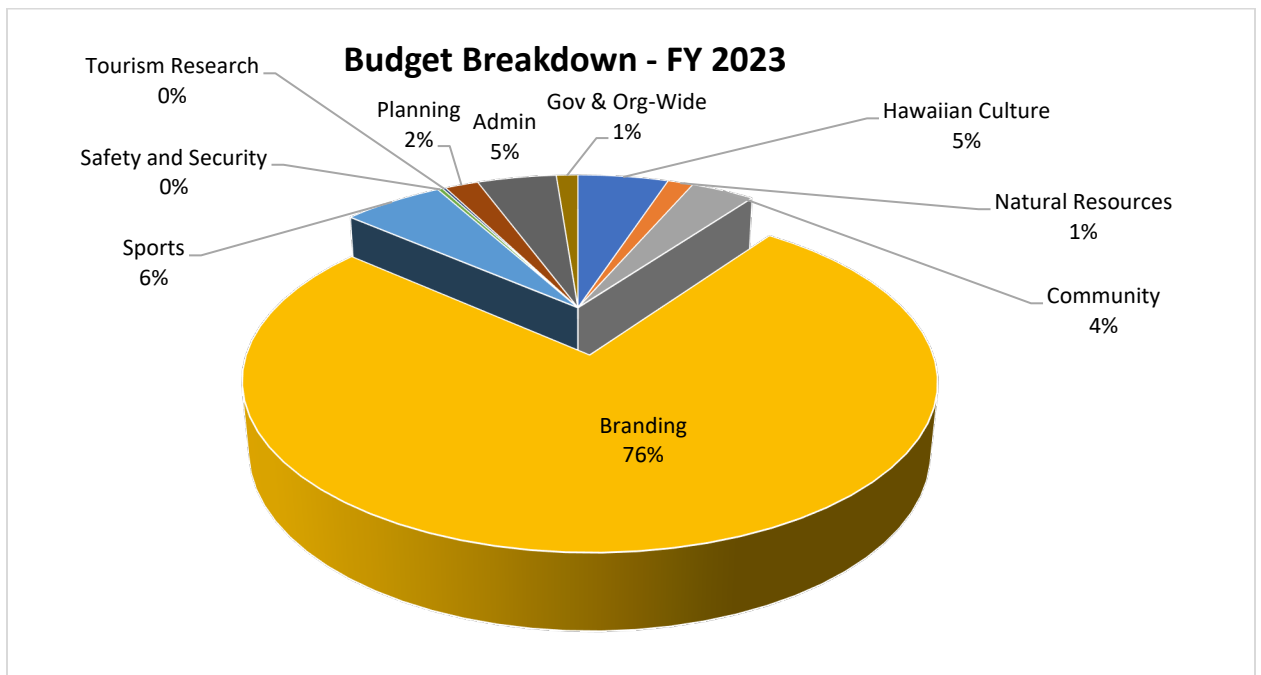
4. No significant budget reallocations were made during the month. A detail of the budget reallocations made for the reporting period and cumulatively for the fiscal year is provided on the accompanying Budget Reallocation Summary.
5. \$15.8M in encumbrances outstanding.
6. Operating Income (Loss):



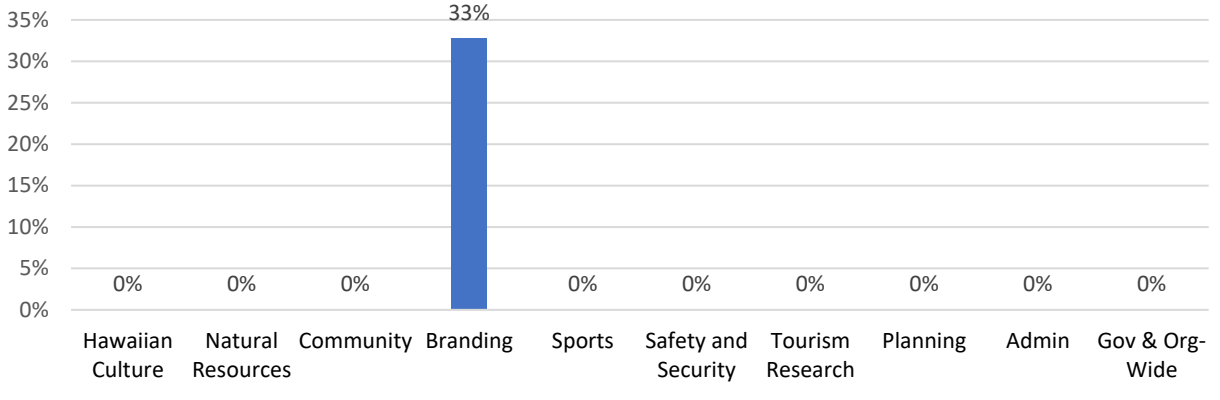
- a. Cumulatively from the beginning of FY 2022 (prior year), \$52.7M has been allotted to HTA through January 31, 2023, which represents ARPA funds HTA is using for staff's payroll (FY 2022 and FY 2023), program, admin and governance costs.
- b. Cumulatively, \$27.9M has been expended through January 2023 from the beginning of FY 2022 (prior year).
- c. Since HTA can continue to encumber off the FY 2022 budget in FY 2023, a single Statement of Revenues and Expenditures is presented, which displays both current year and cumulative activity. Typically, separate statements would be presented for current year and prior year funds.

**Tourism Federal Fund FY 2023 (ARPA TFF):**

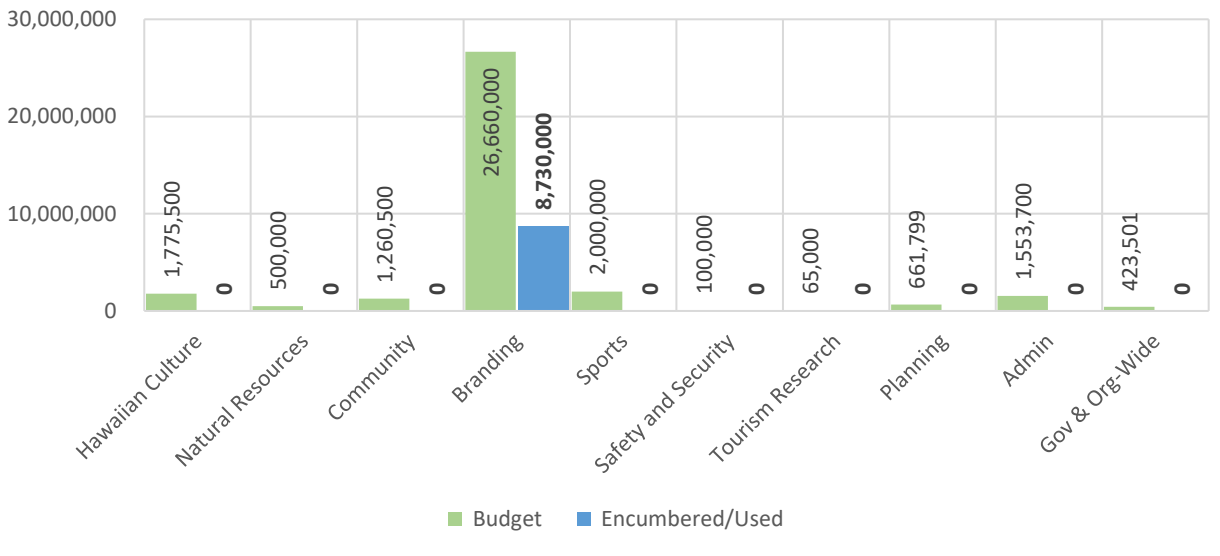
- 7. At its November 2022 meeting, the HTA Board approved a \$35M FY 2023 ARPA funds budget upon the subaward by now former Governor Ige. Staff is currently working on paperwork for the release of funds by B&F.
- 8. The following are various charts to depict our FY 2023 budget, budget utilization and trends.



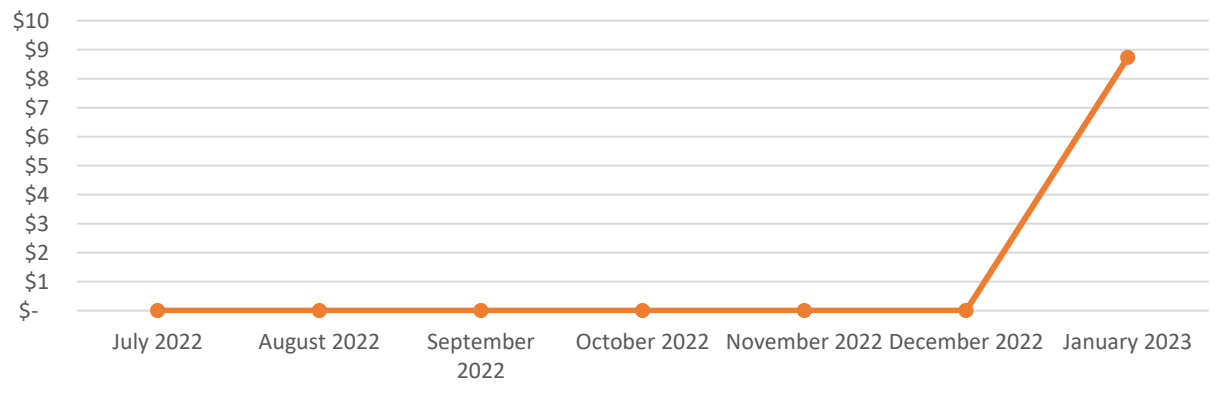
### Percentage of Budget Utilized 1/31/23 - FY 2023



### Budget vs Encumbered as of 1/31/23 (Budget Used) - FY 2023



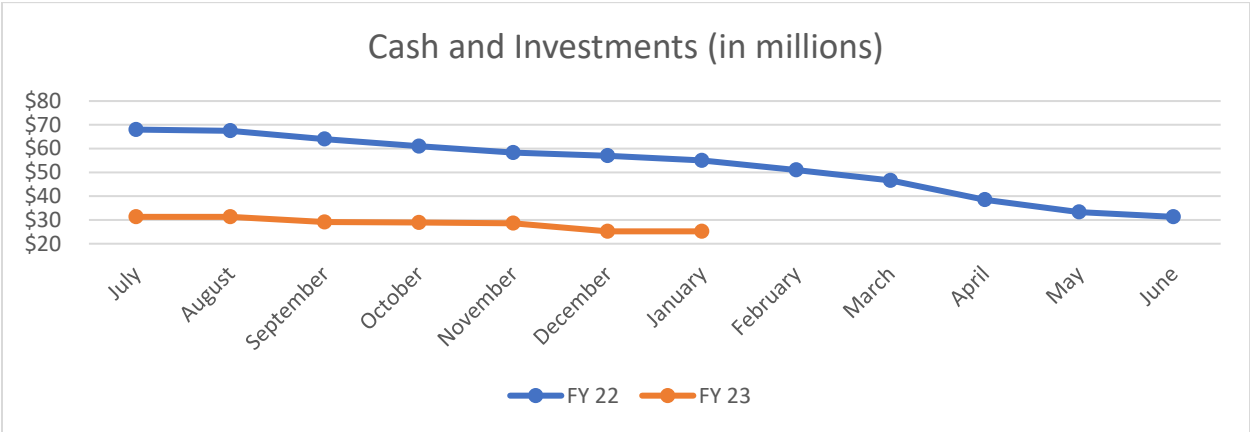
### Budget Utilized (in millions) - FY 2023



**Tourism Special Fund - (TSF; incl Emergency):**

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

10. \$25.3M in cash and investments. The cash balance is earmarked primarily for contract encumbrances made from the FY 2021 budget. The FY 2021 budget was funded by HTA’s reserves that were bolstered by cancelled and reduced contracts due to the pausing of TAT distributions to HTA at the onset of the pandemic and a one-time TAT cash distribution in June 2021. In FY 2023, we continue to spend down previously encumbered funds within the TSF.



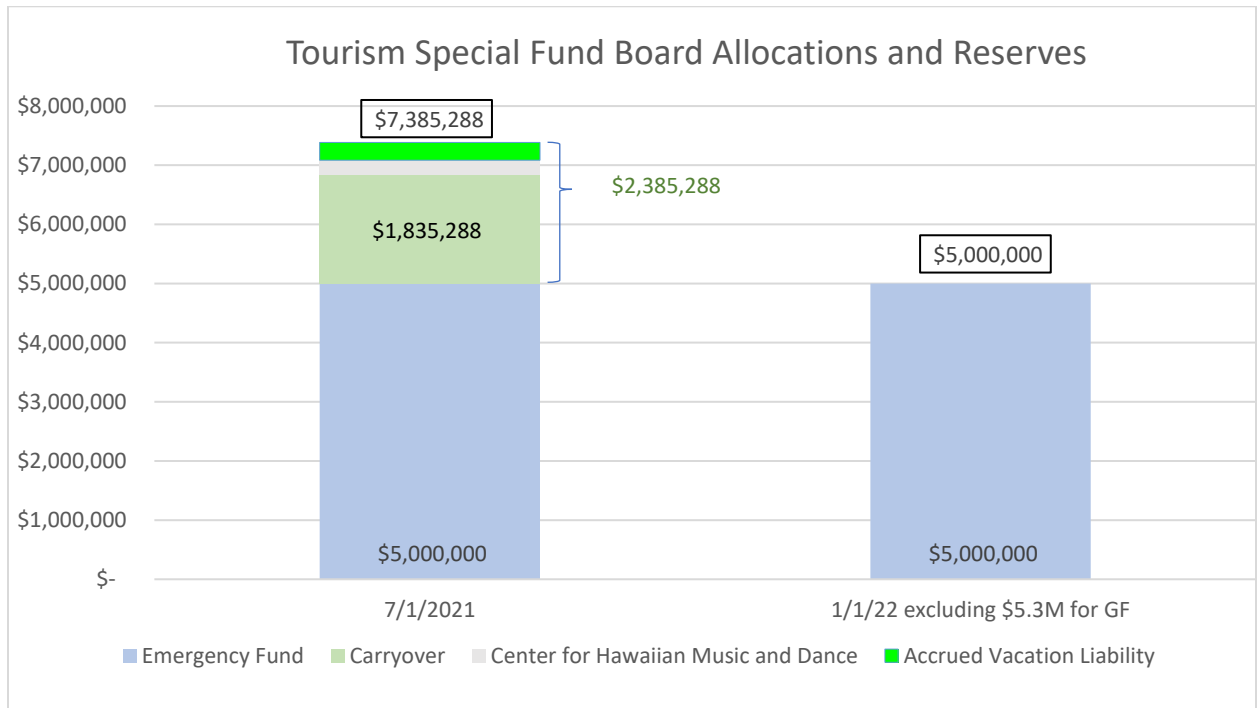
- a. Includes \$5M in Emergency Fund held as investments.
  - i. Approximately \$1.5M held in money market funds and \$3.5M held in US Treasury notes laddered in approximately 3-month intervals.
  - ii. Further detail provided in the financial statements
- b. Cash remained consistent from December 31, 2022.
- c. We anticipate the cash balance to decrease to \$0 over time once all encumbered funds are expended, except for the \$5M Emergency Fund.

11. HTA’s outstanding encumbrances are summarized as follows:

\$14.9M	Prior year encumbrances currently being spent down
\$0.00	Current year encumbrances remaining
\$14.9M	Total encumbrances outstanding as of January 31, 2023

Staff routinely makes a concerted effort to liquidate older encumbrances that should no longer be encumbered and that is reflected here.

12. In addition to HTA’s \$5M Emergency Fund, approximately \$5.3M in unencumbered funds is available to return to the State’s General Fund as a result of the sunset of the Tourism Special Fund, Pursuant to Act 001, Special Session 2021 (HB 862). This balance has grown from the \$2.3M on July 1, 2021 (start of FY22) to the current amount due to efficiencies realized from unspent contracts that were previously encumbered.



13. With its sunset, there is no budget for the Tourism Special Fund in FY 2023.

14. Operating Income (Loss):

- a. Pursuant to Act 001, Legislative Special Session 2021, HTA is no longer included in the TAT allocation.
- b. \$50.2K of investment income earned year-to-date.

- c. \$6.1M in expenditures year-to-date primarily relating to program costs.

**Convention Center Federal Fund (ARPA CCFF):**

- 15. \$10.2M in cash (remaining from amount that has been allotted to HTA). Cash remained consistent from December 31, 2022.
- 16. Over several meetings, the HTA Board approved the \$11M budget for FY 2022's Convention Center ARPA funds, further detailed below.

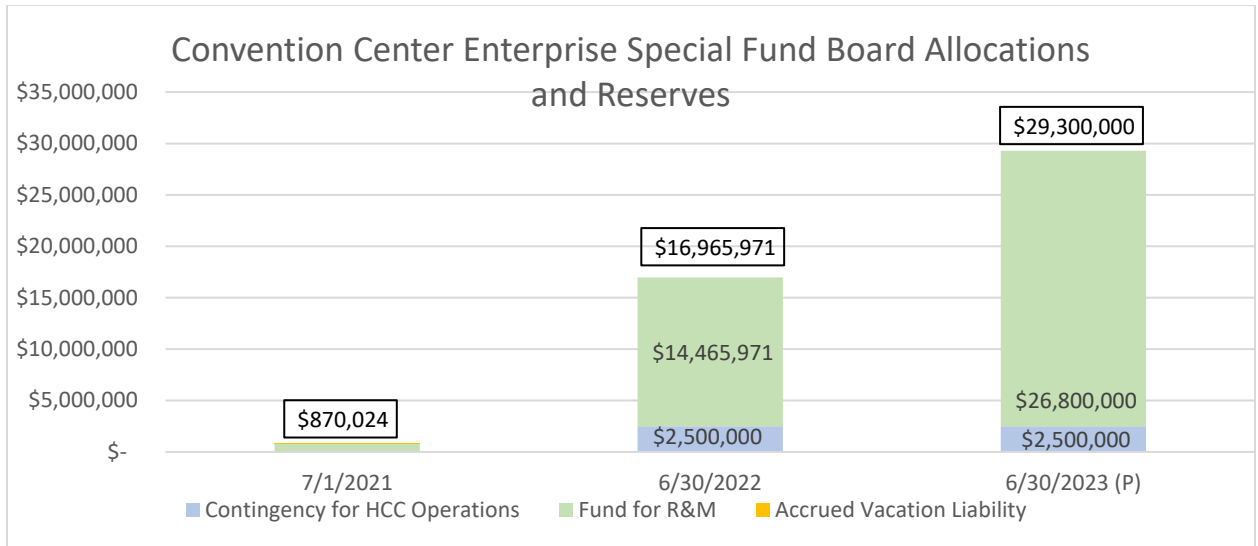
	<b>Incremental Approved at Meeting</b>	<b>Cumulative Budget Approved</b>	
June 2021 Meeting	162,000	162,000	Interim Payroll funding
July 2021 Meeting	328,000	490,000	Payroll for remainder of year
February 2022 Meeting	10,510,000	11,000,000	Remainder of budget, primarily for R&M
June 2022 Meeting	0	<b>11,000,000</b>	Reallocated to fund FY23 operations due to HB1147 (2022) veto, bringing to current

In January 2023, B&F approved HTA's request to extend the period of performance from June 2023 to December 2023.

- 17. No budget reallocations were made in January 2023.
- 18. Operating Income:
  - a. Cumulatively from the beginning of FY 2022 (prior year), \$11M of ARPA funds has been allotted, which represents ARPA funds HTA used in FY 2022 for staff's payroll and, provided the earlier-noted budget reallocation, that will fund FY 2023 expenditures of the Convention Center.
  - b. Cumulatively, \$751K has been expended from the beginning of FY 2022 (prior year).
  - c. Since HTA can continue to encumber off the FY 2022 budget in FY 2023, a single Statement of Revenues and Expenditures is presented, which displays both current year and cumulative activity. Typically, separate statements would be presented for current year and prior year funds.

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

19. \$34.9M in cash. Cash remained consistent from December 31, 2022.
  
20. \$37.2M in cash with contractor or with DAGS, for R&M projects (as of December 2022).
  - a. Includes \$2M in Emergency R&M funds
  - b. These funds are encumbered or budgeted toward specific projects such as kitchen wall rehabilitation and exterior planter repairs, exterior building painting, house audio upgrades, ballroom gutter and transom glass repair, chiller replacement, and various equipment purchases and upgrades. Of the \$37.2M, approximately \$3.1M has been contracted (as of December 2022).
  - c. The amount of cash remaining with the contractor already accounts for \$1.0M expended on current and future projects (in-progress costs or preliminary work).
  
21. \$29M reserved as Board allocations as of January 31, 2023, of which \$2.5M is earmarked as a facility operations contingency reserve and \$26.5M is earmarked for the Convention Center's major R&M program as supported by specific projects under its 6-Year Plan. This \$29M compares to a reserve balance of \$16.9M as of June 30, 2022. The increase is due to the approximate \$1.1M in revenue recorded in July 2022 and \$11M in TAT revenue that was deposited into the CCESF in August 2022, pursuant to HRS 237D, as amended by Act 1 of the 2021 Legislative Special Session, which allowed for the continued deposit of TAT into the CCESF. Without the ability to spend these funds due to the CCESF not having an appropriation ceiling in FY 2023, we forecast the amount reserved as Board allocations to remain around \$29M through June 2023. No significant Convention Center revenues will be collected due to a change in the management contract with AEG/ASM that will require the contractor's use of revenues to pay for costs (netting cash flow). This contract change is particularly necessary with no CCESF expenditure ceiling for the second consecutive year. HTA's 2023 legislative initiatives include seeking the restoration of the CCESF expenditure ceiling.



- 22. \$5.9M of prior year outstanding encumbrances currently being spent down.
- 23. Budget:
  - a. No budget has been established for the CCESF in FY 2023, as no expenditure ceiling was appropriated, as discussed earlier.
- 24. Operating Income:
  - a. HTA collected \$11M in TAT funds cumulatively for FY 2023.
  - b. Current Year Convention Center Operations
    - i. Note: HTA’s FY 2023 operating subsidy to the Convention Center cumulatively through December 2022 was \$1.8M per HCC financial statements. We budgeted for a \$5.4M operating subsidy for FY 2023. Funded by FY22’s encumbrance as discussed above.
  - c. \$10.1M in year-to-date expenditures paid from the CCESF, primarily from prior year encumbrances to fund the Convention Center’s six-year major repair and maintenance plan.

**EDA Grant:**

- 25. The Board’s \$14M budget was approved in June 2022 and we are working with the EDA to approve HTA’s Grant Administration Plan.

**Hawaii Tourism Authority**  
**Balance Sheet**  
**Tourism Federal (ARPA) Fund**  
**As of 1/31/23**

	Current Year
<b>Assets</b>	
Current Assets	
Checking	24,770,842.45
Total Current Assets	24,770,842.45
Total Assets	24,770,842.45
<b>Fund Balance</b>	
Current year payables	
Accounts Payable	601.45
Total Current year payables	601.45
Encumbered Funds	
FY 2022 Funds	15,797,896.33
Total Encumbered Funds	15,797,896.33
Unencumbered Funds	
Total Unencumbered Funds	8,972,344.67
Total Fund Balance	24,770,842.45



**Hawaii Tourism Authority**

Balance Sheet

Tourism Special Fund

As of 1/31/23

	<u>Current Year</u>
Assets	
Current Assets	
Checking	20,207,584.82
Total Current Assets	<u>20,207,584.82</u>
Total Assets	<u><u>20,207,584.82</u></u>
Fund Balance	
Encumbered Funds	
FY 2015 Funds	6,830.35
FY 2016 Funds	6,047.12
FY 2017 Funds	15,706.80
FY 2018 Funds	4,137.03
FY 2019 Funds	18,274.11
FY 2020 Funds	652,379.62
FY 2021 Funds	14,142,894.89
Total Encumbered Funds	<u>14,846,269.92</u>
Unencumbered Funds	
Total Unencumbered Funds	5,361,314.90
Total Fund Balance	<u><u>20,207,584.82</u></u>

**Hawaii Tourism Authority**  
**Balance Sheet**  
**Convention Center Federal (ARPA) Fund**  
**As of 1/31/23**

	Current Year
<b>Assets</b>	
<b>Current Assets</b>	
Checking	10,248,890.96
<b>Total Current Assets</b>	10,248,890.96
<b>Total Assets</b>	10,248,890.96
<b>Fund Balance</b>	
<b>Encumbered Funds</b>	
FY 2022 Funds	10,070,285.27
<b>Total Encumbered Funds</b>	10,070,285.27
<b>Unencumbered Funds</b>	
Total Unencumbered Funds	178,605.69
<b>Total Fund Balance</b>	10,248,890.96

**Hawaii Tourism Authority**  
**Balance Sheet**  
**Convention Center Enterprise Special Fund**  
**As of 1/31/23**

	Current Year
<b>Assets</b>	
<b>Current Assets</b>	
Checking	34,921,672.05
<b>Total Current Assets</b>	34,921,672.05
<b>Total Assets</b>	34,921,672.05
<b>Fund Balance</b>	
<b>Encumbered Funds</b>	
FY 2019 Funds	110,894.39
FY 2021 Funds	5,771,724.93
<b>Total Encumbered Funds</b>	5,882,619.32
<b>Unencumbered Funds</b>	
<b>Total Unencumbered Funds</b>	29,039,052.73
<b>Total Fund Balance</b>	34,921,672.05

**Hawaii Tourism Authority**

Balance Sheet

Emergency Trust Fund

As of 1/31/23

	<u>Current Year</u>
Assets	
Current Assets	
Investments	5,090,843.54
Total Current Assets	<u>5,090,843.54</u>
Total Assets	<u><u>5,090,843.54</u></u>
Fund Balance	
Current year net assets	
	76,818.82
Total Current year net assets	<u>76,818.82</u>
Prior years	
Total Prior years	5,014,024.72
Total Fund Balance	<u><u>5,090,843.54</u></u>

HTA Allocations  
FY 2022 and FY 2023

**HTA Allocations:**

**Annual Budgets:**

**-\$60M FY 2023 HTA ARPA Funds** (subject to release by Governor)

**-No FY23 budget for Convention Center** (\$11M TAT, however no expenditure ceiling appropriation)

**\$5M Emergency Funds**

**\$5M Emergency Fund Reserve** (Established by Statute as a separate fund, to be used upon declaration of a tourism emergency by the Governor)

**\$0M Mandated by Board** (designated for use in the event of a significant economic downturn upon Board approval; used to fund FY 21 budget)

**Convention Center Enterprise Special Fund:**

	7/1/2021	6/30/2022	Projected 6/30/2023
Carryover for HCC Operations	-	2,500,000	2,500,000
Reserve for Funding Year 21 Transactions	-	-	-
Funds for 6-Year R&M Plan	790,024	14,465,972	26,800,000
Accrued Vacation Liability	80,000	-	-
	<u>870,024</u>	<u>16,965,972</u>	<u>29,300,000</u> *

\*With no expenditure ceiling appropriated in FYs 2022 and 2023, HTA is currently unable to spend these funds.

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Fiscal Year 2022 Funds - Tourism Federal Fund  
From 7/1/2021 Through 1/31/2023

	<u>Budget</u>	<u>Cumulative Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>	<u>FY 2023 Actual</u>
Revenue					
Alloted Federal Funds	60,000,000.00	52,700,000.00	(7,300,000.00)	0.00	4,360,000.00
Total Revenue	<u>60,000,000.00</u>	<u>52,700,000.00</u>	<u>(7,300,000.00)</u>	<u>0.00</u>	<u>4,360,000.00</u>
Expense					
Perpetuating Hawaiian Culture	4,544,845.00	8,214.75	4,536,630.25	0.00	8,214.75
Natural Resources	1,915,000.00	40,000.00	1,875,000.00	0.00	40,000.00
Community	3,685,500.00	100,000.00	3,585,500.00	0.00	0.00
Branding	33,710,187.00	22,747,909.37	10,962,277.63	4,261,204.34	11,752,591.58
Sports	6,311,889.00	2,669,889.00	3,642,000.00	0.00	325,000.00
Safety and Security	700,000.00	136,944.92	563,055.08	0.00	90,000.00
Tourism Research	60,000.00	0.00	60,000.00	0.00	0.00
Planning	2,005,200.00	117,974.05	1,887,225.95	0.00	82,940.82
Administrative	4,029,406.00	1,133,356.55	2,896,049.45	4,691.39	167,753.91
Governance and Org-Wide	<u>3,037,973.00</u>	<u>975,470.36</u>	<u>2,062,502.64</u>	<u>49,561.21</u>	<u>70,806.06</u>
Total Expense	<u>60,000,000.00</u>	<u>27,929,759.00</u>	<u>32,070,241.00</u>	<u>4,315,456.94</u>	<u>12,537,307.12</u>
Net Income	<u>0.00</u>	<u>24,770,241.00</u>	<u>24,770,241.00</u>	<u>(4,315,456.94)</u>	<u>(8,177,307.12)</u>

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Prior Year Funds - Tourism Special Fund  
From 1/1/2023 Through 1/31/2023

	<u>Budget</u>	<u>Current Year Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>
Revenue				
Interest and Dividends	0.00	50,207.67	50,207.67	0.00
Total Revenue	<u>0.00</u>	<u>50,207.67</u>	<u>50,207.67</u>	<u>0.00</u>
Expense				
Perpetuating Hawaiian Culture	6,809,550.50	200,000.00	6,609,550.50	0.00
Natural Resources	1,781,000.00	0.00	1,781,000.00	0.00
Community	1,192,966.00	699,274.89	493,691.11	0.00
Branding	10,397,551.18	5,160,554.65	5,236,996.53	0.00
Sports	18,000.00	0.00	18,000.00	0.00
Safety and Security	92,094.23	0.00	92,094.23	0.00
Tourism Research	455,211.72	41,820.65	413,391.07	5,589.13
Administrative	253,219.23	51,672.75	201,546.48	0.00
Total Expense	<u>20,999,592.86</u>	<u>6,153,322.94</u>	<u>14,846,269.92</u>	<u>5,589.13</u>
Net Income	<u>(20,999,592.86)</u>	<u>(6,103,115.27)</u>	<u>14,896,477.59</u>	<u>(5,589.13)</u>

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Fiscal Year 2022 Funds - Convention Center Federal Fund  
From 7/1/2021 Through 1/31/2023

	<u>Budget</u>	<u>Cumulative Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>	<u>FY 2023 Actual</u>
Revenue					
Alloted Federal Funds	11,000,000.00	11,000,000.00	0.00	0.00	0.00
Total Revenue	<u>11,000,000.00</u>	<u>11,000,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Expense					
Branding	72,458.00	6,079.86	66,378.14	0.00	0.00
Administrative	247,042.00	207,964.14	39,077.86	0.00	0.00
Governance and Org-Wide	1,334,845.00	537,065.04	797,779.96	0.00	0.00
HCC Operating Expense	5,406,900.00	0.00	5,406,900.00	0.00	0.00
HCC Repair and Maintenance	2,970,455.00	0.00	2,970,455.00	0.00	0.00
HCC Sales and Marketing / MFF	968,300.00	0.00	968,300.00	0.00	0.00
Total Expense	<u>11,000,000.00</u>	<u>751,109.04</u>	<u>10,248,890.96</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u>0.00</u>	<u>10,248,890.96</u>	<u>10,248,890.96</u>	<u>0.00</u>	<u>0.00</u>



**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Fiscal Year 2023 Funds - Convention Center Enterprise Special Fund  
From 1/1/2023 Through 1/31/2023

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

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Prior Year Funds - Convention Center Enterprise Special Fund  
From 1/1/2023 Through 1/31/2023

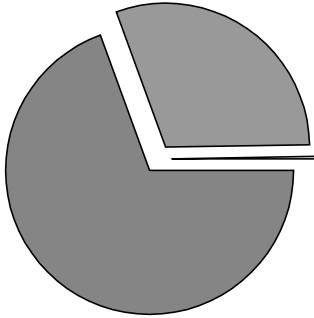
	<u>Budget</u>	<u>Current Year Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>
Revenue				
Interest and Dividends	0.00	32,377.55	32,377.55	0.00
HCC Revenue	0.00	1,040,703.47	1,040,703.47	0.00
Total Revenue	<u>0.00</u>	<u>1,073,081.02</u>	<u>1,073,081.02</u>	<u>0.00</u>
Expense				
Governance and Org-Wide	296.52	0.00	296.52	0.00
HCC Operating Expense	5,512,649.87	0.00	5,512,649.87	0.00
HCC Repair and Maintenance	10,129,600.00	10,129,600.00	0.00	0.00
HCC Sales and Marketing / MFF	<u>369,672.93</u>	<u>0.00</u>	<u>369,672.93</u>	<u>0.00</u>
Total Expense	<u>16,012,219.32</u>	<u>10,129,600.00</u>	<u>5,882,619.32</u>	<u>0.00</u>
Net Income	<u>(16,012,219.32)</u>	<u>(9,056,518.98)</u>	<u>6,955,700.34</u>	<u>0.00</u>

**Hawaii Tourism Authority**  
Statement of Revenues and Expenditures  
Fiscal Year 2022 Funds - EDA Tourism Grant Fund  
From 1/1/2023 Through 1/31/2023

	<u>Budget</u>	<u>Current Year Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>
Revenue				
Alloted Federal Funds	14,024,372.00	0.00	(14,024,372.00)	0.00
Total Revenue	<u>14,024,372.00</u>	<u>0.00</u>	<u>(14,024,372.00)</u>	<u>0.00</u>
Expense				
Natural Resources	7,950,000.00	0.00	7,950,000.00	0.00
Community	20,000.00	0.00	20,000.00	0.00
Branding	4,540,000.00	0.00	4,540,000.00	0.00
Planning	770,000.00	0.00	770,000.00	0.00
Administrative	331,907.00	0.00	331,907.00	0.00
Governance and Org-Wide	412,465.00	0.00	412,465.00	0.00
Total Expense	<u>14,024,372.00</u>	<u>0.00</u>	<u>14,024,372.00</u>	<u>0.00</u>
Net Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>

## Summary Of Investments

### Investment Allocation



0.3%	CASH	16,510.75
30.3%	CASH EQUIVALENTS	1,529,405.78
69.4%	FIXED INCOME	3,508,278.60
100.0%	<b>TOTAL</b>	<b>5,054,195.13</b>

### Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	16,510.75	0.33	0	0.00
CASH EQUIVALENTS	1,529,405.78	30.26	64,235	4.20
FIXED INCOME	3,508,278.60	69.41	89,625	2.55
<b>Total Fund</b>	<b>5,054,195.13</b>	<b>100.00</b>	<b>153,860</b>	<b>3.04</b>

### Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	3,644.72	3,644.72	22.07
	ACCRUED INCOME	12,866.03	12,866.03	77.93
	TOTAL CASH	16,510.75*	16,510.75*	100.00*
	<b>CASH EQUIVALENTS</b>			
	<b>CASH MANAGEMENT</b>			
1,529,405.78	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	1,529,405.78	1,529,405.78	100.00
	<b>FIXED INCOME</b>			
	<b>U S TREASURY OBLIGATIONS</b>			
500,000	US TREASURY NOTES 2.75% 04/30/2023	499,732.12	497,560.00	14.18



Statement Period  
Account Number

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

## Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
500,000	US TREASURY NOTES 2.75% 07/31/2023	499,434.65	495,060.00	14.11
500,000	US TREASURY NOTES 2.875% 10/31/2023	498,900.95	493,065.00	14.05
585,000	US TREASURY NOTES 2.5% 01/31/2024	580,119.36	572,223.60	16.31
500,000	US TREASURY NOTES 2.25% 04/30/2024	493,357.06	485,390.00	13.84
500,000	US TREASURY NOTES NOTE 2.125% 07/31/2024	494,457.09	482,735.00	13.76
500,000	US TREASURY NOTES 2.25% 10/31/2024	478,925.78	482,245.00	13.75
	TOTAL U S TREASURY OBLIGATIONS	3,544,927.01*	3,508,278.60*	100.00*
	<b>Total Fund</b>	<b>5,090,843.54*</b>	<b>5,054,195.13*</b>	<b>100.00*</b>

**Hawaii Convention Center**  
Facility  
Income Statement  
From 12/01/2022 Through 12/31/2022  
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
<b>Direct Event Income</b>								
Rental Income (Net)	229,467	221,214	8,254	282,895	1,293,950	1,729,626	(435,676)	1,093,518
Service Revenue	129,710	31,956	97,754	24,940	665,165	412,382	252,783	683,527
<b>Total Direct Event Income</b>	<b>359,177</b>	<b>253,170</b>	<b>106,008</b>	<b>307,835</b>	<b>1,959,114</b>	<b>2,142,008</b>	<b>(182,893)</b>	<b>1,777,044</b>
<b>Direct Service Expenses</b>	<b>158,837</b>	<b>158,631</b>	<b>(207)</b>	<b>89,209</b>	<b>1,029,598</b>	<b>1,205,069</b>	<b>175,470</b>	<b>753,913</b>
<b>Net Direct Event Income</b>	<b>200,340</b>	<b>94,539</b>	<b>105,801</b>	<b>218,626</b>	<b>929,516</b>	<b>936,939</b>	<b>(7,423)</b>	<b>1,023,131</b>
<b>Ancillary Income</b>								
Food and Beverage (Net)	170,533	278,200	(107,667)	19,822	2,321,509	2,379,350	(57,841)	42,655
Event Parking (Net)	95,510	50,600	44,910	20,294	428,591	563,620	(135,029)	359,861
Electrical Services	1,000	1,920	(920)	2,000	25,905	24,760	1,145	2,000
Audio Visual	30,185	5,800	24,385	3,911	247,028	58,920	188,108	14,792
Internet Services	493	0	493	0	1,831	0	1,831	0
Rigging Services	480	240	240	82,661	50,117	66,240	(16,124)	84,003
First Aid Commissions	0	0	0	0	0	0	0	0
<b>Total Ancillary Income</b>	<b>298,202</b>	<b>336,760</b>	<b>(38,558)</b>	<b>128,687</b>	<b>3,074,982</b>	<b>3,092,890</b>	<b>(17,908)</b>	<b>503,312</b>
<b>Total Event Income</b>	<b>498,541</b>	<b>431,299</b>	<b>67,242</b>	<b>347,313</b>	<b>4,004,498</b>	<b>4,029,829</b>	<b>(25,331)</b>	<b>1,526,443</b>
<b>Other Operating Income</b>								
Non-Event Parking	828	583	245	0	2,672	3,498	(826)	3,480
Other Income	9,396	4,875	4,521	8,628	62,546	29,250	33,296	41,391
<b>Total Other Operating Income</b>	<b>10,224</b>	<b>5,458</b>	<b>4,766</b>	<b>8,628</b>	<b>65,218</b>	<b>32,748</b>	<b>32,470</b>	<b>44,871</b>
<b>Total Gross Income</b>	<b>508,766</b>	<b>436,757</b>	<b>72,008</b>	<b>355,941</b>	<b>4,069,716</b>	<b>4,062,577</b>	<b>7,139</b>	<b>1,571,314</b>
<b>Net Salaries &amp; Benefits</b>								
Salaries & Wages	359,175	438,730	79,555	322,109	2,162,367	2,668,355	505,988	1,879,902
Payroll Taxes & Benefits	135,613	139,866	4,253	76,495	628,771	839,196	210,425	491,073
Labor Allocations to Events	(35,299)	(49,881)	(14,582)	(33,791)	(319,263)	(403,575)	(84,312)	(484,638)
<b>Total Net Salaries &amp; Benefits</b>	<b>459,489</b>	<b>528,715</b>	<b>69,226</b>	<b>364,814</b>	<b>2,471,876</b>	<b>3,103,976</b>	<b>632,100</b>	<b>1,886,338</b>
<b>Other Indirect Expenses</b>								
Net Contracted Services	59,032	31,109	(27,923)	28,249	359,610	192,140	(167,470)	103,238
Operations	10,914	11,533	619	17,484	64,372	69,198	4,826	46,407
Repair & Maintenance	131,372	107,300	(24,072)	99,085	517,597	571,800	54,203	421,908
Operational Supplies	54,560	50,928	(3,632)	37,490	279,949	332,086	52,136	127,797
Insurance	20,021	18,185	(1,836)	11,345	125,684	117,153	(8,531)	71,078
Utilities	218,695	183,302	(35,393)	178,716	1,505,591	1,273,574	(232,017)	1,004,727
Meetings & Conventions	3,783	1,642	(2,141)	0	10,224	13,352	3,128	3,396
Promotions & Communications	2,887	4,550	1,663	2,565	16,362	27,300	10,938	(98)
General & Administrative	29,474	20,966	(8,508)	12,372	187,837	130,091	(57,746)	69,898
Management Fees	19,033	19,033	(0)	18,633	114,200	114,198	(2)	111,800
Other	17,899	10,983	(6,916)	6,343	74,200	65,898	(8,302)	12,493
<b>Total Other Indirect</b>	<b>567,670</b>	<b>459,530</b>	<b>(108,139)</b>	<b>412,282</b>	<b>3,255,626</b>	<b>2,906,789</b>	<b>(348,837)</b>	<b>1,972,644</b>
<b>Net Income (Loss) before CIP Funded Expenses</b>	<b>(518,393)</b>	<b>(551,488)</b>	<b>33,095</b>	<b>(421,155)</b>	<b>(1,657,786)</b>	<b>(1,948,188)</b>	<b>290,402</b>	<b>(2,287,668)</b>
<b>CIP Funded Expenses</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>384</b>	<b>0</b>	<b>384</b>	<b>0</b>
<b>Net Income (Loss) from Operations</b>	<b>(518,393)</b>	<b>(551,488)</b>	<b>33,095</b>	<b>(421,155)</b>	<b>(1,657,401)</b>	<b>(1,948,188)</b>	<b>290,787</b>	<b>(2,287,668)</b>
<b>Fixed Asset Purchases</b>	<b>0</b>	<b>25,000</b>	<b>25,000</b>	<b>261,326</b>	<b>100,969</b>	<b>150,000</b>	<b>49,031</b>	<b>300,126</b>
<b>Net Income (Loss) After Fixed Asset Purchases</b>	<b>(518,393)</b>	<b>(576,488)</b>	<b>58,095</b>	<b>(682,481)</b>	<b>(1,758,371)</b>	<b>(2,098,188)</b>	<b>339,818</b>	<b>(2,587,794)</b>

**Hawaii Convention Center**  
**Facility**  
**Income Statement**  
**From 12/01/2022 Through 12/31/2022**  
**(In Whole Numbers)**

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
<b>Revenues</b>								
Food & Beverage	497,097	481,655	15,442	34,582	3,994,688	4,099,061	(104,373)	266,770
Facility	508,851	326,488	182,363	428,849	2,865,970	2,975,536	(109,566)	2,327,602
<b>Total Revenues</b>	<b>1,005,948</b>	<b>808,143</b>	<b>197,805</b>	<b>463,431</b>	<b>6,860,658</b>	<b>7,074,597</b>	<b>(213,939)</b>	<b>2,594,372</b>
<b>Expenses</b>								
Food & Beverage	487,001	336,232	(150,769)	93,583	2,490,896	2,561,859	70,964	707,333
Facility	1,037,339	1,023,399	(13,940)	791,003	6,027,548	6,460,926	433,378	4,174,708
<b>Total Expenses</b>	<b>1,524,340</b>	<b>1,359,631</b>	<b>(164,709)</b>	<b>884,586</b>	<b>8,518,444</b>	<b>9,022,785</b>	<b>504,341</b>	<b>4,882,040</b>
<b>Net Income (Loss) before CIP Funded Expenses</b>	<b>(518,393)</b>	<b>(551,488)</b>	<b>33,095</b>	<b>(421,155)</b>	<b>(1,657,786)</b>	<b>(1,948,188)</b>	<b>290,402</b>	<b>(2,287,668)</b>
CIP Funded Expenses	0	0	0	0	384	0	384	0
<b>Net Income (Loss) from Operations</b>	<b>(518,393)</b>	<b>(551,488)</b>	<b>33,095</b>	<b>(421,155)</b>	<b>(1,657,402)</b>	<b>(1,948,188)</b>	<b>290,786</b>	<b>(2,287,668)</b>
Fixed Asset Purchases	0	25,000	25,000	261,326	100,969	150,000	49,031	300,126
<b>Net Income (Loss) after Fixed Asset Purchases</b>	<b>(518,393)</b>	<b>(576,488)</b>	<b>58,095</b>	<b>(682,481)</b>	<b>(1,758,371)</b>	<b>(2,098,188)</b>	<b>339,817</b>	<b>(2,587,794)</b>

## **4.2**

Budget Statement Summary

FY 23

As of January 31, 2023



Hawaii Tourism Authority  
 Budget Statement - Summary  
 FY 2023  
 As of January 31, 2023

Category	2022 Tourism Federal Fund - ARPA [TFF]				2023 ARPA Funding				2022 EDA Grant			
	Fiscal Year 2022 and FY 2023				Fiscal Year 2023				Fiscal Year 2022 and FY 2023			
	Budget	Cumulative Budget Used	Balance	Activity for January 2023	Budget	Cumulative Budget Used	Balance	Activity for January 2023	Budget	Cumulative Budget Used	Balance	Activity for January 2023
<b>Revenues</b>												
TAT Revenue Allocation			-	-	35,000,000	-	35,000,000	-	-	-	-	-
Federal Funds	60,000,000	52,700,000	7,300,000	-	-	-	-	-	14,024,372	-	14,024,372	-
Prior Year Carryover	-	-	-	-	-	-	-	-	-	-	-	-
Availability of \$5M Emergency Fund (Subject to Governor Approval)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	210	(210)	-	-	-	-	-	-	-	-	-
<b>Total Revenues</b>	<b>60,000,000</b>	<b>52,700,210</b>	<b>7,299,790</b>	<b>-</b>	<b>35,000,000</b>	<b>-</b>	<b>35,000,000</b>	<b>-</b>	<b>14,024,372</b>	<b>-</b>	<b>14,024,372</b>	<b>-</b>
<b>Encumbrances</b>												
<b>Perpetuating Hawaiian Culture</b>												
Hawaiian Culture Programs	4,544,845	1,234,292	3,310,553	-	1,775,500	-	1,775,500	-	-	-	-	-
In-House Contracted Staff - Hawaiian Culture	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	4,544,845	1,234,292	3,310,553	-	1,775,500	-	1,775,500	-	-	-	-	-
<b>Natural Resources</b>												
Natural Resources Programs	1,915,000	100,000	1,815,000	-	500,000	-	500,000	-	7,200,000	-	7,200,000	-
In-House Contracted Staff - Natural Resources	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	1,915,000	100,000	1,815,000	-	500,000	-	500,000	-	7,200,000	-	7,200,000	-
<b>Community</b>												
Community Programs	3,685,500	120,000	3,565,500	-	1,260,500	-	1,260,500	-	1,520,000	-	1,520,000	-
In-House Contracted Staff - Community	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	3,685,500	120,000	3,565,500	-	1,260,500	-	1,260,500	-	1,520,000	-	1,520,000	-
<b>Branding</b>												
Branding Programs	31,673,655	29,792,839	1,880,816	342	25,360,000	8,730,000	16,630,000	8,730,000	4,000,000	-	4,000,000	-
In-House Contracted Staff - Branding	-	-	-	-	-	-	-	-	-	-	-	-
State Employee Salaries - Branding	2,036,532	1,937,857	98,675	-	-	-	-	-	540,000	-	540,000	-
Subtotal	33,710,187	31,730,696	1,979,491	342	25,360,000	8,730,000	16,630,000	8,730,000	4,540,000	-	4,540,000	-
<b>Sports</b>												
Sports Programs	6,311,889	2,844,889	3,467,000	-	2,000,000	-	2,000,000	-	-	-	-	-
Subtotal	6,311,889	2,844,889	3,467,000	-	2,000,000	-	2,000,000	-	-	-	-	-
<b>Safety and Security</b>												
Safety and Security Programs	700,000	152,044	547,956	-	100,000	-	100,000	-	-	-	-	-
Subtotal	700,000	152,044	547,956	-	100,000	-	100,000	-	-	-	-	-
<b>Tourism Research</b>												
Tourism Research Programs	60,000	-	60,000	-	65,000	-	65,000	-	-	-	-	-
In-House Contracted Staff - Tourism Research	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	60,000	-	60,000	-	65,000	-	65,000	-	-	-	-	-
<b>Planning</b>												
Planning Programs	2,005,200	780,330	1,224,870	-	661,799	-	661,799	-	20,000	-	20,000	-
In-House Contracted Staff - Planning	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	2,005,200	780,330	1,224,870	-	661,799	-	661,799	-	20,000	-	20,000	-
<b>Administrative</b>												
Operations	1,199,111	432,201	766,910	-	653,700	-	653,700	-	214,907	-	214,907	-
In-House Contracted Staff - Admin	-	-	-	-	-	-	-	-	-	-	-	-
State Employee Salaries - Admin	2,830,295	2,423,804	406,491	-	-	-	-	-	117,000	-	117,000	-
Subtotal	4,029,406	2,856,005	1,173,401	-	653,700	-	653,700	-	331,907	-	331,907	-
<b>Organizationwide Costs</b>												
State Employee Fringe	2,465,972	2,144,010	321,962	-	-	-	-	-	412,465	-	412,465	-
Organization-Wide	220,000	105,000	115,000	-	250,583	-	250,583	-	-	-	-	-
Governance - Board/Others	352,001	160,599	191,402	2,301	172,918	-	172,918	-	-	-	-	-
Subtotal	3,037,973	2,409,609	628,364	2,301	423,501	-	423,501	-	412,465	-	412,465	-
<b>Payroll</b>												
State Employee Fringe	-	-	-	-	-	-	-	-	20,000	-	20,000	-
State Employee Salaries - All Employees	-	-	-	-	2,200,000	-	2,200,000	-	-	-	-	-
Subtotal	-	-	-	-	2,200,000	-	2,200,000	-	20,000	-	20,000	-
<b>Total Encumbrances</b>	<b>60,000,000</b>	<b>42,227,865</b>	<b>17,772,135</b>	<b>2,643</b>	<b>35,000,000</b>	<b>8,730,000</b>	<b>26,270,000</b>	<b>8,730,000</b>	<b>14,024,372</b>	<b>-</b>	<b>14,024,372</b>	<b>-</b>
<b>Revenues vs Encumbrances</b>	<b>-</b>	<b>10,472,345</b>			<b>-</b>	<b>(8,730,000)</b>			<b>-</b>	<b>-</b>		

## **4.3**

Budget Statement FY23 Federal ARPA Funds  
As of January 31, 2023

Program Code	Program Title	Budget FY23	Encumbered - Budget Used (Cumulative)	Remaining Balance	January 2023 Activity
<i>Tourism Federal Fund - FY 23</i>					
<b>Perpetuating Hawaiian Culture</b>					
203	Ma'ema'e HTA	50,000.00	0.00	50,000.00	0.00
204	Market Support	75,000.00	0.00	75,000.00	0.00
216	Olelo Hawaii	700,000.00	0.00	700,000.00	0.00
219	Hookipa Malihini Initiative	450,000.00	0.00	450,000.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	0.00	500.00	0.00
374	Surfing	250,000.00	0.00	250,000.00	0.00
718	Resort Area Hawaiian Cultural Initiative	250,000.00	0.00	250,000.00	0.00
<b>Subtotal</b>	<b>Perpetuating Hawaiian Culture</b>	<b>1,775,500.00</b>	<b>0.00</b>	<b>1,775,500.00</b>	<b>0.00</b>
<b>Natural Resources</b>					
409	Tour Guide Certification Licensure Program	500,000.00	0.00	500,000.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>500,000.00</b>	<b>0.00</b>	<b>500,000.00</b>	<b>0.00</b>
<b>Community</b>					
702	Community Product Capacity Building (forn	300,000.00	0.00	300,000.00	0.00
731	Community-Based Tourism - Oahu	200,000.00	0.00	200,000.00	0.00
732	Community-Based Tourism - Maui County	200,000.00	0.00	200,000.00	0.00
733	Community-Based Tourism - Hawaii Island	200,000.00	0.00	200,000.00	0.00
734	Community-Based Tourism - Kauai	200,000.00	0.00	200,000.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00
798	Travel - Community	10,000.00	0.00	10,000.00	0.00
802	Current Workforce Development (Industry	150,000.00	0.00	150,000.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>1,260,500.00</b>	<b>0.00</b>	<b>1,260,500.00</b>	<b>0.00</b>
<b>Branding</b>					
14	Pono Travel Education Program	500,000.00	0.00	500,000.00	0.00
102	Hawai'i Tourism Summit	100,000.00	0.00	100,000.00	0.00
317	Convention Center Sales & Marketing - City	2,600,000.00	0.00	2,600,000.00	0.00
318	gohawaii.com (formerly Online Website Co	500,000.00	0.00	500,000.00	0.00
319	MCI MFF	850,000.00	0.00	850,000.00	0.00
320	Island Chapters Staffing and Admin	1,200,000.00	1,200,000.00	0.00	1,200,000.00
321	US (formerly North America)	7,000,000.00	0.00	7,000,000.00	0.00
322	Canada	800,000.00	400,000.00	400,000.00	400,000.00
323	Japan	6,500,000.00	6,500,000.00	0.00	6,500,000.00
324	Korea	630,000.00	630,000.00	0.00	630,000.00
325	Oceania	950,000.00	0.00	950,000.00	0.00
329	China	120,000.00	0.00	120,000.00	0.00
331	Meetings, Convention & Incentives	1,900,000.00	0.00	1,900,000.00	0.00
350	Global Mkt Shared Resces (formerly Intelle	1,500,000.00	0.00	1,500,000.00	0.00
397	Memberships and Dues - Branding	160,000.00	0.00	160,000.00	0.00
398	Travel - Branding	50,000.00	0.00	50,000.00	0.00
934	State Employee Salaries - Branding	1,300,000.00	0.00	1,300,000.00	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>26,660,000.00</b>	<b>8,730,000.00</b>	<b>17,930,000.00</b>	<b>8,730,000.00</b>
<b>Sports</b>					
385	Sports RFP or Other Procurement	2,000,000.00	0.00	2,000,000.00	0.00
<b>Subtotal</b>	<b>Sports</b>	<b>2,000,000.00</b>	<b>0.00</b>	<b>2,000,000.00</b>	<b>0.00</b>
<b>Safety and Security</b>					
602	Crisis Management	100,000.00	0.00	100,000.00	0.00
<b>Subtotal</b>	<b>Safety and Security</b>	<b>100,000.00</b>	<b>0.00</b>	<b>100,000.00</b>	<b>0.00</b>
<b>Tourism Research</b>					
506	Infrastructure Research (Accomodations ar	65,000.00	0.00	65,000.00	0.00
<b>Subtotal</b>	<b>Tourism Research</b>	<b>65,000.00</b>	<b>0.00</b>	<b>65,000.00</b>	<b>0.00</b>
<b>Planning</b>					
653	Hotspot Mitigation	200,000.00	0.00	200,000.00	0.00
657	Tourism Excellence Accreditation	450,000.00	0.00	450,000.00	0.00
698	Travel - Planning	11,799.00	0.00	11,799.00	0.00
<b>Subtotal</b>	<b>Planning</b>	<b>661,799.00</b>	<b>0.00</b>	<b>661,799.00</b>	<b>0.00</b>
<b>Administrative</b>					
101	Community-Industry Outreach & Public Rel	200,000.00	0.00	200,000.00	0.00
103	hawaiiauthority.org (formerly HTA \	50,000.00	0.00	50,000.00	0.00
901	General and Administrative	333,700.00	0.00	333,700.00	0.00
930	State Employee Salaries - Admin	900,000.00	0.00	900,000.00	0.00
998	Travel - Admin	70,000.00	0.00	70,000.00	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>1,553,700.00</b>	<b>0.00</b>	<b>1,553,700.00</b>	<b>0.00</b>
<b>Governance and Org-Wide</b>					
915	Organization-Wide	250,583.00	0.00	250,583.00	0.00
919	Governance - Gen Board/Others	172,918.00	0.00	172,918.00	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>423,501.00</b>	<b>0.00</b>	<b>423,501.00</b>	<b>0.00</b>
<b>Total</b>	<b>FY 2023 Funds</b>	<b>35,000,000.00</b>	<b>8,730,000.00</b>	<b>26,270,000.00</b>	<b>8,730,000.00</b>

## **4.4**

Budget Statement FY22 Federal ARPA Funds  
As of January 31, 2023

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	January 2023 Activity	FY 2023 Activity
<i>Tourism Federal Fund</i>						
<b>Perpetuating Hawaiian Culture</b>						
201	Kūkulu Ola: Living Hawaiian Cultural Prog	1,500,000.00	0.00	1,500,000.00	0.00	0.00
202	Hawaiian Culture Initiative	475,000.00	0.00	475,000.00	0.00	0.00
203	Ma'ema'e HTA	50,000.00	0.00	50,000.00	0.00	0.00
204	Market Support	50,000.00	7,000.00	43,000.00	0.00	7,000.00
207	Kahea Program - Airport Greetings	700,000.00	700,000.00	0.00	0.00	700,000.00
214	Legacy Award Program	75,000.00	25,000.00	50,000.00	0.00	25,000.00
216	Olelo Hawaii	500,000.00	500,000.00	0.00	0.00	0.00
217	FESTPAC	250,000.00	0.00	250,000.00	0.00	0.00
218	Hawaiian Culture Festivals and Events	780,000.00	0.00	780,000.00	0.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	300.00	200.00	0.00	300.00
298	Travel - Hawaiian Culture	14,345.00	1,991.84	12,353.16	0.00	1,991.84
718	Resort Area Hawaiian Cultural Initiative	150,000.00	0.00	150,000.00	0.00	0.00
<b>Subtotal</b>	<b>Perpetuating Hawaiian Culture</b>	<b>4,544,845.00</b>	<b>1,234,291.84</b>	<b>3,310,553.16</b>	<b>0.00</b>	<b>734,291.84</b>
<b>Natural Resources</b>						
402	Aloha Aina (formerly NR and Leg Prov NR)	1,500,000.00	0.00	1,500,000.00	0.00	0.00
406	Visitor Impact Program	350,000.00	50,000.00	300,000.00	0.00	0.00
407	Hawaii Eco Tourism Association	50,000.00	50,000.00	0.00	0.00	0.00
498	Travel - Natural Resources	15,000.00	0.00	15,000.00	0.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>1,915,000.00</b>	<b>100,000.00</b>	<b>1,815,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Community</b>						
700	Community Opportunity	1,700,000.00	0.00	1,700,000.00	0.00	0.00
701	Community Enrichment Program	1,700,000.00	0.00	1,700,000.00	0.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00	0.00
798	Travel - Community	15,000.00	0.00	15,000.00	0.00	0.00
803	Future Workforce Development (LEI)	270,000.00	120,000.00	150,000.00	0.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>3,685,500.00</b>	<b>120,000.00</b>	<b>3,565,500.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Branding</b>						
004	Cruise Infrastructure Improvements and A	200,000.00	194,223.19	5,776.81	0.00	94,223.19
010	HTUS/HTJ Campaign Effectiveness Study	260,000.00	260,000.00	0.00	0.00	0.00
014	Pono Travel Education Program	400,000.00	400,000.00	0.00	0.00	0.00
102	Hawai'i Tourism Summit	231,000.00	230,999.30	0.70	0.00	225,748.00
317	Convention Center Sales & Marketing - City	2,600,000.00	2,600,000.00	0.00	0.00	0.00
318	gohawaii.com (formerly Online Website Co	774,500.00	387,500.00	387,000.00	0.00	155,000.00
319	MCI MFF	850,000.00	850,000.00	0.00	0.00	0.00
321	US (formerly North America)	22,500,000.00	21,250,000.00	1,250,000.00	0.00	8,500,000.00
331	Meetings, Convention & Incentives	1,900,000.00	1,900,000.00	0.00	0.00	0.00
339	Global Digital Marketing Strategy (former I	713,000.00	500,000.00	213,000.00	0.00	200,000.00
350	Global Mkt Shared Resces (formerly Intelle	987,500.00	987,500.00	0.00	0.00	395,000.00
380	Marketing Opportunity Fund	47,655.00	47,655.00	0.00	0.00	15,000.00
397	Memberships and Dues - Branding	160,000.00	137,265.00	22,735.00	0.00	0.00
398	Travel - Branding	50,000.00	47,696.29	2,303.71	342.20	31,713.25
934	State Employee Salaries - Branding	2,036,532.00	1,937,857.48	98,674.52	0.00	1,116,310.00
<b>Subtotal</b>	<b>Branding</b>	<b>33,710,187.00</b>	<b>31,730,696.26</b>	<b>1,979,490.74</b>	<b>342.20</b>	<b>10,732,994.44</b>
<b>Sports</b>						
312	PGA Tour Contracts	3,977,889.00	2,177,889.00	1,800,000.00	0.00	0.00
340	WTC - Ironman World Championships	250,000.00	250,000.00	0.00	0.00	250,000.00
343	LPGA	500,000.00	250,000.00	250,000.00	0.00	0.00
378	UH Athletics Branding Partnership	334,000.00	167,000.00	167,000.00	0.00	0.00
385	Sports RFP or Other Procurement	1,250,000.00	0.00	1,250,000.00	0.00	0.00
<b>Subtotal</b>	<b>Sports</b>	<b>6,311,889.00</b>	<b>2,844,889.00</b>	<b>3,467,000.00</b>	<b>0.00</b>	<b>250,000.00</b>
<b>Safety and Security</b>						
601	Visitor Assistance Programs	500,000.00	0.00	500,000.00	0.00	0.00
602	Crisis Management	100,000.00	52,043.88	47,956.12	0.00	5,098.96
604	Preventative Programs	100,000.00	100,000.00	0.00	0.00	0.00
<b>Subtotal</b>	<b>Safety and Security</b>	<b>700,000.00</b>	<b>152,043.88</b>	<b>547,956.12</b>	<b>0.00</b>	<b>5,098.96</b>
<b>Tourism Research</b>						
506	Infrastructure Research (Accomodations ar	60,000.00	0.00	60,000.00	0.00	0.00
<b>Subtotal</b>	<b>Tourism Research</b>	<b>60,000.00</b>	<b>0.00</b>	<b>60,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Planning</b>						
652	Planning Tools and Assessments	410,000.00	111,585.32	298,414.68	0.00	0.00
653	Hotspot Mitigation	500,000.00	200,000.00	300,000.00	0.00	200,000.00
654	Program Evaluation	500,000.00	377,584.69	122,415.31	0.00	0.00
655	Community Engagement	175,000.00	4,560.28	170,439.72	0.00	4,560.28
656	Community Tourism Collaborative	400,000.00	75,000.00	325,000.00	0.00	75,000.00
697	Memberships and Dues - Planning	3,200.00	350.00	2,850.00	0.00	350.00
698	Travel - Planning	17,000.00	11,249.46	5,750.54	0.00	8,889.24
<b>Subtotal</b>	<b>Planning</b>	<b>2,005,200.00</b>	<b>780,329.75</b>	<b>1,224,870.25</b>	<b>0.00</b>	<b>288,799.52</b>
<b>Administrative</b>						
101	Community-Industry Outreach & Public Rel	200,000.00	200,000.00	0.00	0.00	0.00
103	hawaiiauthority.org (formerly HTA ')	100,000.00	24,546.80	75,453.20	0.00	0.00
901	General and Administrative	848,700.00	186,930.49	661,769.51	0.00	29,410.44
930	State Employee Salaries - Admin	2,830,295.00	2,423,803.66	406,491.34	0.00	1,450,517.00
998	Travel - Admin	50,411.00	20,724.13	29,686.87	0.00	11,392.18
<b>Subtotal</b>	<b>Administrative</b>	<b>4,029,406.00</b>	<b>2,856,005.08</b>	<b>1,173,400.92</b>	<b>0.00</b>	<b>1,491,319.62</b>
<b>Governance and Org-Wide</b>						
915	Organization-Wide	220,000.00	105,000.00	115,000.00	0.00	0.00
919	Governance - Gen Board/Others	352,001.00	160,599.75	191,401.25	2,300.51	56,547.40
931	State Employees Fringe	2,465,972.00	2,144,009.77	321,962.23	0.00	1,355,972.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>3,037,973.00</b>	<b>2,409,609.52</b>	<b>628,363.48</b>	<b>2,300.51</b>	<b>1,412,519.40</b>
<b>Total</b>	<b>FY 2022 Funds</b>	<b>60,000,000.00</b>	<b>42,227,865.33</b>	<b>17,772,134.67</b>	<b>2,642.71</b>	<b>14,915,023.78</b>
<i>Convention Center Federal Fund</i>						
<b>Branding</b>						
934	State Employee Salaries - Branding	72,458.00	12,613.84	59,844.16	0.00	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>72,458.00</b>	<b>12,613.84</b>	<b>59,844.16</b>	<b>0.00</b>	<b>0.00</b>
<b>Administrative</b>						

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	January 2023 Activity	FY 2023 Activity
930	State Employee Salaries - Admin	247,042.00	226,060.43	20,981.57	0.00	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>247,042.00</b>	<b>226,060.43</b>	<b>20,981.57</b>	<b>0.00</b>	<b>0.00</b>
<b>Governance and Org-Wide</b>						
915	Organization-Wide	1,164,845.00	1,164,845.00	0.00	0.00	0.00
931	State Employees Fringe	170,000.00	72,220.04	97,779.96	0.00	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>1,334,845.00</b>	<b>1,237,065.04</b>	<b>97,779.96</b>	<b>0.00</b>	<b>0.00</b>
<b>HCC Operating Expense</b>						
850	HCC Operating Expense	5,406,900.00	5,406,900.00	0.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Operating Expense</b>	<b>5,406,900.00</b>	<b>5,406,900.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>HCC Repair and Maintenance</b>						
860	HCC Repair and Maintenance	2,970,455.00	2,970,455.00	0.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Repair and Maintenance</b>	<b>2,970,455.00</b>	<b>2,970,455.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>HCC Local Sales</b>						
871	HCC Local Sales	968,300.00	968,300.00	0.00	0.00	0.00
<b>Subtotal</b>	<b>HCC Local Sales</b>	<b>968,300.00</b>	<b>968,300.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total</b>	<b>FY 2022 Funds</b>	<b>11,000,000.00</b>	<b>10,821,394.31</b>	<b>178,605.69</b>	<b>0.00</b>	<b>0.00</b>
<b>EDA Tourism Grant</b>						
<b>Natural Resources</b>						
408	Outdoor Recreation (DLNR)	7,200,000.00	0.00	7,200,000.00	0.00	0.00
<b>Subtotal</b>	<b>Natural Resources</b>	<b>7,200,000.00</b>	<b>0.00</b>	<b>7,200,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Community</b>						
656	Community Tourism Collaborative	750,000.00	0.00	750,000.00	0.00	0.00
736	Urban Trails	750,000.00	0.00	750,000.00	0.00	0.00
798	Travel - Community	20,000.00	0.00	20,000.00	0.00	0.00
<b>Subtotal</b>	<b>Community</b>	<b>1,520,000.00</b>	<b>0.00</b>	<b>1,520,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Branding</b>						
300	Branding - Unallocated	4,000,000.00	0.00	4,000,000.00	0.00	0.00
934	Salaries - Branding	540,000.00	0.00	540,000.00	0.00	0.00
<b>Subtotal</b>	<b>Branding</b>	<b>4,540,000.00</b>	<b>0.00</b>	<b>4,540,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Planning</b>						
698	Travel - Planning	20,000.00	0.00	20,000.00	0.00	0.00
<b>Subtotal</b>	<b>Planning</b>	<b>20,000.00</b>	<b>0.00</b>	<b>20,000.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Administrative</b>						
901	Administrative	214,907.00	0.00	214,907.00	0.00	0.00
930	Salaries - Admin	117,000.00	0.00	117,000.00	0.00	0.00
<b>Subtotal</b>	<b>Administrative</b>	<b>331,907.00</b>	<b>0.00</b>	<b>331,907.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Governance and Org-Wide</b>						
931	Fringe Benefits	412,465.00	0.00	412,465.00	0.00	0.00
<b>Subtotal</b>	<b>Governance and Org-Wide</b>	<b>412,465.00</b>	<b>0.00</b>	<b>412,465.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total</b>	<b>FY 2022 Funds</b>	<b>14,024,372.00</b>	<b>0.00</b>	<b>14,024,372.00</b>	<b>0.00</b>	<b>0.00</b>

## **4.5**

Budget Reallocation Summary  
FY2022 ARPA Funds (TFF)  
Through January 31, 2023

Budget Reallocation Summary  
 FY 2022 ARPA Funds (TFF)  
 Through January 31, 2023

Budget Line Item	Program Code	Original Budget	Cumulative To-Date (Since Inception of Award)		January 2023 Activity
			Reallocation	Budget After Reallocations	
<b>Perpetuating Hawaiian Culture</b>					
<i>From:</i>					
Hawaiian Culture Opportunity Fund	215	200,000	(200,000)	-	
Travel - Hawaiian Culture	298	15,000	(655)	14,345	
Resort Area Hawaiian Culture Initiative	718	400,000	(250,000)	150,000	
				-	
				-	
			(450,655)		-
<i>To:</i>					
Resort Area Hawaiian Culture Initiative	718	-	400,000	400,000	
Kahea Airport Greetings	207	-	700,000	700,000	
Legacy Award Program	214	25,000	50,000	75,000	
Hawaiian Culture Festivals & Events	218	-	330,000	330,000 *	
				-	
				-	
			1,480,000		-
<b>Natural Resources</b>					
<i>From:</i>					
Wahi Pana Series	416	250,000	(250,000)	-	
				-	
				-	
			(250,000)		-
<i>To:</i>					
				-	
				-	
				-	
				-	
			-		-
<b>Community</b>					
<i>From:</i>					
Community Product Capacity Building	702	500,000	(500,000)	-	
Current Workforce	802	100,000	(100,000)	-	
				-	
			(600,000)		-
<i>To:</i>					
Future Workforce	803	120,000	150,000	270,000	
				-	
			150,000		-
<b>Branding</b>					
<i>From:</i>					
Route Development	005	250,000	(250,000)	-	



Budget Reallocation Summary  
 FY 2022 ARPA Funds (TFF)  
 Through January 31, 2023

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	January 2023 Activity
gohawaii.com	318	2,500,000	(1,725,500)	774,500	
Campaig Effectiveness Study	010	270,000	(10,000)	260,000	
Island Chapters Staffing and Admin	320	-	-	-	
Rebranding the Hawaiian Islands	012	1,000,000	(1,000,000)	-	
Creative Agency	013	250,000	(250,000)	-	
Marketing Opportunity Fund	380	250,000	(202,345)	47,655	
			<b>(3,437,845)</b>		<b>-</b>
<b>To:</b>					
US MMA	321	22,500,000	-	22,500,000	-
Pono Travel Education Program	014	175,000	225,000	400,000	-
Hawaii Tourism Updates	102	125,000	106,000	231,000	-
Cruise Industry Consulting Services	004	100,000	100,000	200,000	-
Global Mkt Shared Resces (formerly Intellect Prop Data f	350	787,000	200,500	987,500	-
			<b>631,500</b>		<b>-</b>
<b>Sports</b>					
<b>From:</b>					
			-		-
<b>To:</b>					
UH Athletics Branding Partnership	378	-	334,000	334,000	-
Sports Programs - Unallocated	379	1,500,000	(1,500,000)	-	-
LPGA	343	-	500,000	500,000	-
WTC - Ironman Worrld Championships	340	-	250,000	250,000	-
Sports RFP or Other Procurement	385	-	1,250,000	1,250,000	-
PGA Tour Contracts	312	2,177,889	1,800,000	3,977,889	-
			<b>2,634,000</b>		<b>-</b>
<b>Safety and Security</b>					
<b>From:</b>					
Lifeguard Program	603	200,000	(200,000)	-	-
			<b>(200,000)</b>		<b>-</b>
<b>To:</b>					
			-	-	-
			-	-	-
			<b>-</b>		<b>-</b>

Budget Reallocation Summary  
 FY 2022 ARPA Funds (TFF)  
 Through January 31, 2023

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	January 2023 Activity
<b>Tourism Research</b>					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-
<b>Planning</b>					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-
<b>Administration</b>					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-

Budget Reallocation Summary  
 FY 2022 ARPA Funds (TFF)  
 Through January 31, 2023

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	January 2023 Activity
<b>Governance and Organization-Wide</b>					
<i>From:</i>					
Organization-Wide	915	230,000	(10,000)	220,000	
			-	-	
			(10,000)		-
<i>To:</i>					
Governance - Gen Board/Others	919	121,800	53,000	174,800	
			-	-	
			53,000		-
<b>Board Allocations</b>					
<i>From:</i>					
None				-	
			-		-
			-		-

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

## **5**

Presentation, Discussion, and/or Action for  
Funding of United States Major Market Area Brand  
Marketing and Destination Stewardship Requests for  
Proposals\*\*\*

## **5.1**

### Budget for RFP 23-08 Support Services for Destination Stewardship

# HTA Budget for RFP 23-08 Support Services for Destination Stewardship

February 21, 2023

Budget, Finance, and Convention Center Standing Committee Meeting

# Summary

	<b>FY 2022 \$60 million</b>	<b>FY 2023 \$35 million</b>	<b>FY 2024 \$75 million EB request</b>	<b>FY 2025 \$60 million EB request</b>	<b>Totals</b>
Contract Period 1 (May 2023-Dec 2024)	\$ 1,095,000	\$ 3,600,000	\$ 12,770,000		\$ 17,465,000
Contract Period 2 (Jan 2025-Dec 2025)				\$ 10,600,000	\$ 10,600,000
<b>Total Base Contract</b>					<b>\$ 28,065,000</b>
Incremental Funding			\$ 2,000,000	\$ 4,000,000	<b>\$ 6,000,000</b>
<b>Total Contract</b>					<b><u>\$ 34,065,000</u></b>

# Incremental Funding

	FY 2024	FY 2025	Total
Contract Period 1 (May 2023-Dec 2024)	\$ 2,000,000		\$ 2,000,000
Contract Period 2 (Jan 2025-Dec 2025)		\$ 4,000,000	\$ 4,000,000
Total:	\$ 2,000,000	\$ 4,000,000	<b>\$ 6,000,000</b>



## **5.2**

### **RFP 23-03 US MMA Base and Incremental Funding**

# Base & Incremental Funding

RFP 23-03

Hawai'i Tourism Destination Brand Management & Marketing Services  
for the US Market

# Base Funding

	<b>FY22</b> <b>\$60 Million</b>	<b>FY23</b> <b>\$35 Million</b>	<b>FY24</b> <b>\$75 Million EB</b> <b>Request</b>	<b>FY25</b> <b>\$60 Million EB</b> <b>Request</b>	<b>Totals</b>
July-Dec 23		\$4,000,000	\$4,000,000		\$8,000,000
Jan-Dec 24			\$14,350,000		\$14,350,000
Jan-Dec 25				\$16,000,000	\$16,000,000
Totals		\$4,000,000	\$18,350,000	\$16,000,000	\$38,350,000

# Incremental Funding

	FY24	FY25	Totals
July-Dec 23	\$1,250,000		\$1,250,000
Jan-Dec 24	\$5,650,000		\$5,650,000
Jan-Dec 25		\$6,000,000	\$6,000,000
Totals	\$6,900,000	\$6,000,000	\$12,900,000

*The availability of funds to HTA for any fiscal year (July 1 to June 30) shall initially be subject to the passage of a budget appropriation of public funds by the Legislature, and subsequently to the approval of an allotment of the budgeted funds by the Governor, through the Director of the Department of Budget & Finance, State of Hawai'i, and final allocation and approval by the HTA Board of Directors. These amounts are an estimate and subject to the availability of funds, current market conditions, and other factors.*

# 7

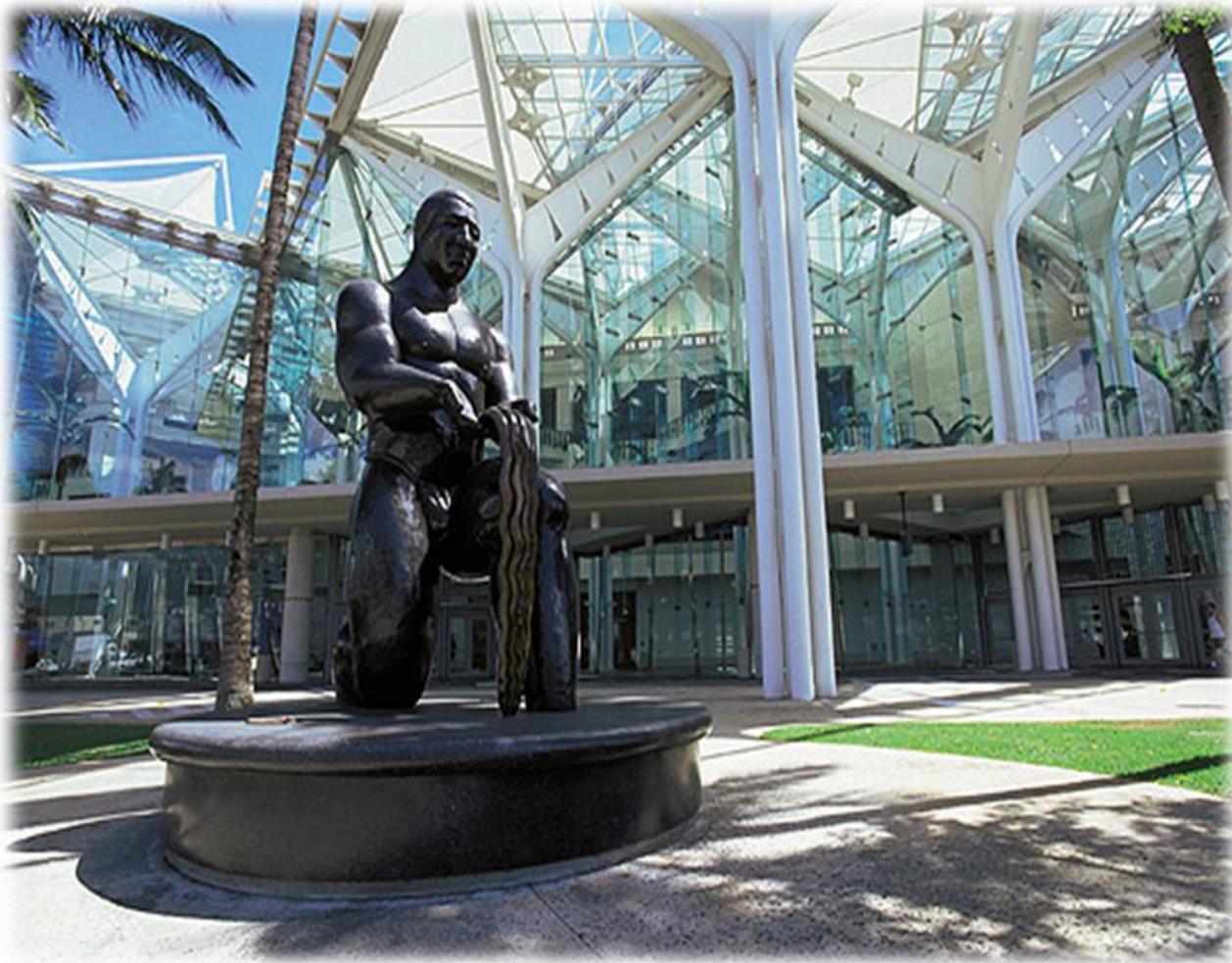
## Presentation, Discussion, and Action on the Hawaii Convention Center

## **7**

a. Presentation, Discussion, and Action on the  
Hawaii Convention Center  
January 2023 Financial Reports

b. Update and Discussion on the Hawaii Convention  
Center's 6-Year CIP Plan

# *Hawai'i Convention Center*



*Update for*  
***January 2023***  
*For*  
***(February 2023 meeting)***

# Financial Update

	Jan-23 FYTD Actual	FY 2023 Reforecast	FY 2023 Budget	Variance	FY 2022 Actual	CY 2019 Actual
Facility Occupancy	27%	29%	30%	-1%	29%	32%
Facility Number of Events	145	260	200	60	213	238
Facility Gross Revenue	\$7,928,000	\$12,714,700	\$13,041,400	-\$326,700	\$7,256,700	\$16,866,900
Facility Gross Expenses	-\$9,938,500	-\$18,082,100	-\$18,448,300	\$366,200	-\$11,842,500	-\$17,649,200
Facility Operating Subsidy	-\$2,010,500	-\$5,367,400	-\$5,406,900	\$39,500	-\$4,585,800	-\$782,300
Local S&M Gross Expenses	-\$485,700	-\$968,300	-\$968,300	\$0	-\$522,600	-\$5,315,000
HCC Operating Subsidy	-\$2,496,200	-\$6,335,700	-\$6,375,200	\$39,500	-\$5,108,400	-\$6,097,300



# ROI January 2023 FYTD

HCC Revenue + State Revenue + Tax Revenue  
= \$64.4M

HCC Expense + HVCB MCI Expense = \$13.5M

***ROI = For every dollar spent,  
\$4.75 returned to the State***

# FY 2023 Citywide Events in Reforecast

Start Date	End Date	Event Name	Forecast Attendance	Contracted Rooms	EEl Value	Tax Generation
7/1/2022	7/3/2022	Pacific Rim Championship 2022 (Jam on It)	1,600	1,000	\$5,048,727	\$590,701
7/10/2022	7/15/2022	Goldschmidt Conference 2022	2,500	5,100	\$13,129,182	\$1,536,115
10/19/2022	10/28/2022	2022 Applied Superconductivity Conference	1,300	3,189	\$8,638,489	\$1,010,703
11/7/2022	11/16/2022	Confidential Association Meeting	3,500	8,371	\$23,728,741	\$2,776,263
4/11/2023	4/23/2023	American Roentgen Ray Society	2,500	3,844	\$18,342,486	\$2,146,071
5/19/2023	5/22/2023	All Star Cheerleaders 2023	2,500	5,000	\$8,654,669	\$1,012,596
	<b>6</b>	<b>Total</b>	<b>13,900</b>	<b>26,504</b>	<b>\$77,542,293</b>	<b>\$9,072,449</b>

HCC has two remaining Citywide Events in our fiscal year. April and May 2023.

# Recent Events @ Hawai'i Convention Center

- Pacific Water Conference (Feb 2-9) 800 attendees
- Aloha Region Volleyball President's Tournament, (Feb 11-12), 1,500 attendees



AMERICAN WATER WORKS ASSOCIATION HAWAII SECTION  
& HAWAII WATER ENVIRONMENT ASSOCIATION

2023

PACIFIC WATER CONFERENCE  
FEBRUARY 7 - 9, 2023



# Upcoming Local/Citywide Events

- Kings Runner 10K Expo & Packet Pickup (March 3-4 ), 2,600 attendees
- Honolulu Festival 2023 (March 10-12), 10,000 attendees
- Kawaii Kon 2023 (March 31-April 2), 18,000 attendees



# Carbon Offset Program



<b>Total Contributions</b>	<b>Partner Trees Planted</b>
<b>\$3,764.27</b>	<b>5,693</b>
<b><u>HCC Carbon Offset Trees Planted</u></b>	
<b>47.45</b>	



Notable January 2023 events include:

- Sony Open Dinner: **9 trees**
- TransPacific Volleyball Championships: **10 trees**

**5,740**

Total Legacy Trees Planted



**14.35**

Total Acres of Habitat Restored

As of January 2023  
(total carbon offset costs)



# **Repair and Maintenance Projects Update**

# Repair & Maintenance Projects

## 6-Year Plan (page 1)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Jan 23	FY23	FY24	FY25	FY26	FY27	FY28	Total
001	Rooftop Terrace Deck Temporary Repair	\$ 15,000,000	\$ -		\$ 15,000,000					\$ 15,000,000
	Rooftop Terrace Deck Temporary Repair - PM/CM Services	\$ 522,619	\$ -	\$ 200,000	\$ 322,619					\$ 522,619
	Rooftop Terrace Deck Temporary Repair (Previous planning)		\$ 626,152							\$ 626,152
003	Building Envelope Repairs (Kalākaua Kitchen, 3rd fl planters, planters, exterior paint)	\$ 18,632,703	\$ 282,071	\$ -	\$ 4,000,000	\$ 14,350,633				\$ 18,632,704
007	Kitchen Hood Control Panel Replacement	\$ 155,272	\$ 36,453	\$ 118,819						\$ 155,272
008	F&B Refrigerator, 3rd floor (#348) Replacement	\$ 319,004	\$ 14,047	\$ 20,000	\$ 284,957					\$ 319,004
009	Slate Tile Repair	\$ 2,142,108	\$ 26,008	\$ 2,116,099						\$ 2,142,107
010	Chiller Replacement	\$ 6,884,147	\$ 123,441	\$ 3,442,073	\$ 3,318,633					\$ 6,884,147
011	Ballroom Gutter, Foyer Transom Glass Repair and Soffit Repair	\$ 10,837,536	\$ 25,873	\$ 1,000,000	\$ 9,811,663					\$ 10,837,536
012	Parapet Roof Repairs	\$ 3,066,470	\$ 10,404	\$ -	\$ 1,035,000	\$ 2,021,066				\$ 3,066,470
013	Ballroom Roof Repairs	\$ 2,271,093	\$ 6,712	\$ -	\$ 2,264,381					\$ 2,271,093
014	Lobby Water Feature	\$ 1,086,810	\$ 1,985	\$ -	\$ -	\$ 1,084,825				\$ 1,086,810
015	House Sound Audio System Upgrade	\$ 1,414,975	\$ 9,183	\$ 35,000	\$ 1,370,792					\$ 1,414,975
022	Chill Water Pipe Reinsulation	\$ 250,000	\$ -	\$ 250,000						\$ 250,000
023	Air Wall Repairs	\$ 400,000	\$ -	\$ 400,000						\$ 400,000
024	Roll-up Door Replacement	\$ 225,000	\$ 23,656		\$ 201,344					\$ 225,000
025	Ballroom and Meeting Room Wallpaper Replacement	\$ 180,000	\$ -	\$ 180,000						\$ 180,000
026	IT Network Upgrades	\$ 125,000	\$ -	\$ -	\$ -	\$ 55,000	\$ 70,000			\$ 125,000
027	Ice Machines Replacement	\$ 500,000	\$ -	\$ -	\$ -	\$ 500,000				\$ 500,000
028	Theatre 310 and 320 Furnishings Upgrade	\$ 750,000	\$ -	\$ -	\$ -	\$ -	\$ 375,000	\$ 375,000		\$ 750,000
029	Theatre 310 and 320 Seating Upgrade	\$ 500,000	\$ 155	\$ -	\$ -	\$ -	\$ 249,845	\$ 250,000		\$ 500,000
030	FB China and Equipment Upgrade	\$ 3,500,000	\$ -	\$ -	\$ -	\$ -	\$ 3,500,000			\$ 3,500,000
031	Ala Wai Waterfall Repair	\$ 1,071,501	\$ 1,985	\$ -	\$ -	\$ 1,069,516				\$ 1,071,501
036	Water Intrusion Remediation	\$ 400,000	\$ -	\$ 400,000						\$ 400,000

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

# Repair & Maintenance Projects

## 6-Year Plan (page 2)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Jan 23	FY23	FY24	FY25	FY26	FY27	FY28	Total
037	Exterior Security Camera Upgrade	\$ 231,348	\$ 155,504	\$ 75,844						\$ 231,348
040	Exterior Planter Repair	\$ 2,406,540	\$ -	\$ -	\$ 2,406,540					\$ 2,406,540
041	Children's Courtyard Repair	\$ 329,162	\$ -	\$ -	\$ 329,162					\$ 329,162
042	Kahakai/Atkinson Drywell Rehabilitation	\$ 351,113	\$ -	\$ -			\$ 351,113			\$ 351,113
043	Air Handler Unit 9 and 10 Replacement	\$ 401,382	\$ -	\$ -		\$ 401,382				\$ 401,382
044	Fire Sprinkler Line Refurbishment	\$ 343,394	\$ -	\$ -			\$ 100,000	\$ 125,000	\$ 118,394	\$ 343,394
045	Escalator and Elevator Refurbishment	\$ 1,112,869	\$ -	\$ -			\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
046	LED Light Upgrade	\$ 1,786,398	\$ -	\$ 500,000	\$ 1,286,398					\$ 1,786,398
047	Lighting Control System Replacement	\$ 200,000	\$ -	\$ -	\$ 200,000					\$ 200,000
048	Electrical Harmonics Testing	\$ 100,000	\$ -	\$ -				\$ 100,000		\$ 100,000
049	Main Kitchen Dishwasher Replacement	\$ 495,969	\$ -	\$ 495,969						\$ 495,969
050	Main Kitchen Flooring Replacement	\$ 2,046,380	\$ -	\$ -				\$ 2,046,380		\$ 2,046,380
051	PBX System Replacement	\$ 200,000	\$ -	\$ 200,000						\$ 200,000
052	Ride-on Sweeper Replacement	\$ 55,000	\$ -	\$ 55,000						\$ 55,000
053	Forklift	\$ 85,000	\$ -	\$ 85,000						\$ 85,000
054	Boardroom Upgrade	\$ 1,099,549	\$ -	\$ -			\$ 1,099,549			\$ 1,099,549
055	Elevator #2 Upgrade	\$ 250,000	\$ -	\$ -		\$ 250,000				\$ 250,000
056	Lobby Glass Panels Repair	\$ 170,000	\$ -	\$ 170,000						\$ 170,000
057	ADA Ramp for Stages	\$ 41,439	\$ -	\$ 41,439						\$ 41,439
058	Kitchen Hood Fire Suppression System Replacement	\$ 310,879	\$ 18,770	\$ 292,108						\$ 310,878
060	Lobby Sail Repair and Maintenance	\$ 179,000	\$ 41,196	\$ -	\$ 65,000	\$ 72,804				\$ 179,000
061	ADA Lift (#320) Replacement	\$ 160,000	\$ -	\$ 160,000						\$ 160,000
062	Kalākaua Loading Dock Gate Replacement	\$ 49,000	\$ 24,370	\$ 24,630						\$ 49,000
063	Escalator 1 Handrail Replacement	\$ 65,000	\$ -	\$ 65,000						\$ 65,000
064	F&B Equipment	\$ 300,000	\$ -	\$ -	\$ 150,000	\$ 150,000				\$ 300,000
	GRAND TOTAL	\$ 83,003,660	\$ 1,427,965	\$ 10,326,981	\$ 42,046,489	\$ 19,955,226	\$ 5,945,507	\$ 3,096,380	\$ 318,394	\$ 83,116,942

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





# Repair & Maintenance Projects

## Construction and Project Management Services

### *Cumming Group*

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

### *Rider Levett Bucknall*

- *For management of Rooftop Terrace Deck Temporary Repair*

# Repair & Maintenance Projects Completed (since 2020)

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



Mahalo Nui Loa