



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

**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE MEETING
HAWAII TOURISM AUTHORITY**

**PO'ALUA, 15 NOWEMAPA, 2022 MA KA 12 AWAKEA
TUESDAY, NOVEMBER 15, 2022 AT 12:00 PM**

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

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

E kāinoa mua no kēia hālāwai:
Register in advance for this webinar:

https://us06web.zoom.us/webinar/register/WN_Bz03yBLOTVSPaHJ2oBoTNA

Ma hope o ke kāinoa 'ana, e ho'ouna 'ia ka leka uila hō'oiā iā 'oe nona ka 'ikepili komo hālāwai.
After registering, you will receive a confirmation email containing information about joining the
webinar.

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

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

Papa Kumumana'o

AGENDA

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



3. **Āpono i ka Mo'olelo o ka Hālāwai Kōmike o ka 26 'Okakopa, 2022**
Approval of the **Minutes of the October 26, 2022 Committee Meeting**
4. **Hō'ike'ike, Kūkā, a Hana no ko ke Ke'ena Kuleana Ho'okipa o Hawaii'i Mo'olelo Kālā 'Okakopa**
Presentation, Discussion, and Action on the **HTA's October Financial Report**
5. **Hō'ike'ike, Kūkā, a Hana e Ho'oponopono 'ia ai he \$15,000 no loko mai o ka Mo'ohelu Makahiki Kālā 2022 mai ka GoHawaii.com Program i ka Marketing Opportunity Fund**
Presentation, Discussion, and Action to **Reallocate \$15,000 within the FY 2022 Budget from the GoHawaii.com Program to the Marketing Opportunity Fund**
6. **Hō'ike'ike, Kūkā, a Hana e Ho'oponopono 'ia ai ko ke Ke'ena Kuleana Ho'okipa o Hawaii'i Mo'ohelu Makahiki Kālā 2023**
Presentation, Discussion, and Action to **Amend HTA's FY 2023 Budget Funded by Available American Rescue Plan Act (ARPA) Funds**
7. **Ho'oku'u**
Adjournment

Kono 'ia ka lehulehu e nānā mai i ka hālāwai a ho'ouna mai i ka 'ōlelo hō'ike kākau 'ia no kēlā me kēia kumuhana i helu 'ia ma ka papa kumumana'ō. Hiki ke ho'ouna mai i nā 'ōlelo hō'ike kākau 'ia ma mua o ka hālāwai iā carole@gohta.net a i 'ole ho'ouna i ka leka i ke 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 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 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 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



Hawai'i Convention Center
1801 Kalākaua Avenue, Honolulu, Hawai'i 96815
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David Y. Ige
Governor

John De Fries
President and Chief Executive Officer

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

In accordance with 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.

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Approval of the **Minutes of the October 26, 2022
Committee Meeting**



Hawai'i Convention Center
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**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE
MEETING HAWAII TOURISM AUTHORITY
Wednesday, October 26, 2022, at 9:30 a.m.
Virtual Meeting**

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

MEMBERS PRESENT:

Ben Rafter (Chair), Mike White (Vice-Chair),
David Arakawa, Mahina Paishon-Duarte,
George Kam, Kimberly Agas

HTA STAFF PRESENT:

John De Fries, Ilihia Gionson, Marc Togashi,
Maka Casson-Fisher, Kalani Ka'anā'anā

GUESTS:

Representative Richard Onishi,
Representative Jackson Samaya, Teri Orton,
Mari Tait

LEGAL COUNSEL:

Gregg Kinkley

1. Call to Order and Opening Protocol

Chair Rafter called the meeting to order at 9:31 a.m.

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

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

3. Approval of the Minutes of the June 28, 2022 Committee Meeting

Mr. Kam made a motion to approve the minutes, and Mr. Arakawa seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

4. Presentation, Discussion, and Action on the HTA's September 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 September 2022.

Mr. Togashi spoke about the HTA's financial position for all the major funds. He said they anticipate having six main funds. As of September 30, the HTA has access to \$33.8 million in the TFF (Tourism Federal Fund), which is a \$4.2 million increase from August, due to the allotment of funds from the Department of Budget and Finance (B&F), for use toward FY2023 payroll, and a portion of administration and governance costs. Of the \$33.8 million, \$20.9 million is encumbered, and \$12.9 million is unencumbered. He said they are working with the governor's administration on releasing the FY2023 ARPA funds. The TSF (Tourism Special Fund) has \$29.1 million in cash, which is a \$2.2 million decrease from August 2022 due to the expenditure of program 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, and are laddered in three-month intervals.

Mr. Togashi said \$18.8 million is encumbered to contracts, \$5 million represents emergency funds, and \$5.4 million is unencumbered. They anticipate \$5.4 million of unencumbered funds that could increase as savings from certain encumbered contracts are realized. The \$5.4 million represents funds that are available to return to the state's general fund with the TSF sunset.

For the 2022 CCFF (Convention Center Federal Fund), \$10.2 million is available, most of which all has been encumbered. The CCESF has approximately \$34.9 million in cash, consistent with August 2022. Of that \$34.9 million cash amount, \$5.8 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 that they discuss monthly when the appropriation expenditure ceiling is restored through the legislative.

Mr. Togashi spoke about the recap of funds released by B&F compared with the amount of Board approved budget and related encumbrances. He said there is more detail behind the table. He said that items approved by the Board but not approved by B&F represent the community type of programs that the HTA shifted into FY2022 funds. Those funds were previously not approved by the Board for release relating to Smart Destination website. Now that they have been released he said they would work on paperwork for B&F for the release of the funds. The table is to help monitor funds.

Mr. Togashi said for the Branding category where the Board amount is less than the B&F approved amount, it is due to the budget reallocations the Board recently approved by reducing Branding programs. This will help fund the contract with the PGA and Hawaiian Culture signature events. He said they had already discussed that with B&F, and B&F does not require the HTA to submit paperwork when making such shifts. For significant shifts, HTA would provide B&F with reallocated budget to help keep abreast and help explain it as part of the process.

Mr. Togashi spoke about the budget section on page 57, the budget statement for FY2022 funds. He said the federal funding budget could span across several fiscal years. The HTA will continue to encumber funds against the FY2022 budget and FY2023, essentially encumbering against FY2022 carry-over funds. He said the significant activity for September 2022 was for the Board's approval to reallocate numerous programs as they tried to maintain the timing of the contracts, particularly the community type of projects they want to proceed with, as well as others.

Another significant activity related was the release of \$450,000 in previously unreleased funds to support the effort in shifting the funds to 2022. That enabled the HTA to release the remainder of the \$60 million budget. The encumbering of \$700,000 of Kahea Airport Greetings Program contract was another significant activity that the HTA undertook in September 2022, and the extension of the U.S. Leisure and Global Support Services contracts through March 2023, which is supported by all three parties as they work to resolve the matter related to the U.S. MMA RFP.

Chair Rafter asked about the \$29 million unencumbered funds for the Convention Center Special Fund. He asked if it goes back to the legislature if the HTA does not identify the repair projects for it. He also asked if there was an update on the upcoming budget based on the veto activity of the governor a few months prior. Mr. Togashi said they have been in discussions with the governor's administration, and they plan to discuss funding at a future date. He spoke to Chair Rafter's question about the Convention Center and said that because the Special Fund is a special fund, it will remain there unless legislative action is taken. He said they do not have the appropriation ceiling. He said the intention of the upcoming legislative session would be to restore the appropriation ceiling enabling the HTA to deploy the funds for very much-needed R&M projects they have scheduled.

Mr. Kam asked that Mr. Togashi explain the \$5.4 million in TSF and what some of the options are. Mr. Togashi said that because the TSF had sunset, the amount is available to return to the general fund. It has not been done yet but will require legislative action to call for the amount

to return to the general fund. As far as options, one thing they are able to do is work with the legislature to ask them what they can do with the funds.

Mr. Arakawa asked if any other funds were in jeopardy of being returned to the state. Mr. Togashi said that the \$5.4 million is the one that is exposed the most, so they will have to work with the legislature to discuss further. For any other funds, the legislature has the ability to call any funds to action, but it is important for the HTA to educate the legislature to ensure they get support for their efforts in maintaining the funds. He said it is important to maintain a reserve, as they also have immediate needs. He said they currently have \$65 million of scheduled projects, not including the \$15 million rooftop terrace project. He said Ms. Orton would be presenting in agenda 5 later. Mr. Arakawa asked about the budget and at what future date the HTA's budget would be clarified. Mr. Togashi said it had been a process that required discussions with the governor's administration as it is complex. He said they have been in multiple discussions with the administration. He recognized that they would have to deploy the funds when they became available so that the HTA could stay on target. For the future funding date, he asked that they take it offline and discuss it with the committee.

Mr. Arakawa said the governor leaves the office on December 5 and asked if it will be finalized before then or move to the next administration meeting. Mr. Arakawa said they could discuss it later as it is important for all involved. Mr. Arakawa suggested that if Mr. Togashi needed help, he should speak to Mr. De Fries and the chairs. Mr. Togashi said they intend to resolve the funding matter before the governor departs his tenure in office. He appreciated Mr. Arakawa mentioning the help needed but said he has a good, strong team, and everyone is helping. He said all the leadership teams are contributing and will reach out to Mr. De Fries if needed.

Chair Rafter recognized Rep. Onishi and Rep. Samaya in this Zoom meeting. Chair Rafter asked for a motion to approve the agenda item. Mr. Kam made a motion, and Mr. White seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

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

Ms. Orton gave the September 2022 update. During September, they hosted the Okinawan festival with 45,000 attendees. They also hosted 16 other local events and posted a net loss of \$560,000, which was \$57,000 better than anticipated. For the FY2022 reforecast ending June 2023, they are still facing a challenge with the reforecast projecting gross revenue loss of \$11.6 million, which is \$1.4 million less than budget, and a net loss of \$5.86 million, short of half a million higher than was anticipated. The revenue adjustment is due to two removals of two

pieces of corporate city-wide businesses they anticipated and put in budget. One city-wide went to another city, and the other is still pending. One of the meeting planners for those corporate groups attended the FAM tour in August and really liked the HCC and the hotels. She said the HCC is back on the short-list as one of the top two cities they are looking at for 2023. If they get the business, it will fall into FY2023 and be \$750,000 for the HCC, thereby closing the loss margin.

Ms. Orton said that the increase in electricity and utility bills is \$455,000, down from the budget. She said she is feeling optimistic. She was encouraged after meeting the meeting planner. She said the Visitor Bureau team did a great job of showing meeting planners around and thinks they will get a lot of tentative business from that.

The ROI is at \$4.22, which is a small decline. There were no city-wide events for October, so it also brought the ROI down by \$2 from the last report. There are a total of six definite city-wide bookings. The Applied Superconductivity Conference is currently underway, with 18,000 attendees. There is a large medical conference coming in October. The other two pieces of business are in the next calendar year. The total for the FY ROI tax generation to the state is about \$9.4 million for all business that has gone through the HCC.

Ms. Orton shared the Pace report. The local business fills the gap when there is no city-wide. There are eight events for the calendar year 2022 and five for 2023. On average, there are 25-30 city-wides per year. She said Mr. Reyes and the team had been doing a great job of getting tentatives to feed into the pipeline. She said Mr. Reyes would be sharing more information in the Board meeting. Mr. Garcia, their corporate seller, has resigned, and they are looking to fill the position with someone as seasoned as Mr. Garcia.

She said local business had come back strong. Recent events at the HCC included the Hula Halau 'O Kamuela for their 20th Anniversary Ho'ike, which went well. They are looking at the HCC for future events. She showed some client feedback. She spoke about upcoming local events - the Hawai'i Food and Wine Festival, the first time returning since the pandemic, with anticipation of 1,000 attendees, which will be held in the ballroom.

A construction conference is taking place in November, and a Thanksgiving Tournament will take place at the end of November. There are 26 events for October, 22 for November, and 17 for December. She said the HCC is hosting the Na Leo Holiday Concert, and the following year they will bring their Mother's Day concert to be held in the ballroom.

Ms. Orton spoke about the awards the HCC received. The Exhibitor magazine appointed the HCC as the center of excellence, which honors North America's best convention centers for trade shows and corporate events. The HCC also won the Association Convention Centers and

facility. Trade Magazine has honored the HCC as the 2022 Distinctive Achievement Award, which recognizes conferences, centers, hotels, and visitor bureaus, demonstrating an overall commitment to excellence. Facility and Destinations Magazine named HCC as a safe-sited designee, voted by readers and destinations, and venues that go the extra mile to ensure that the visiting groups are as protected as possible from COVID-19.

Mr. Arakawa said the lack of city-wides is concerning, as it is important to the industry and the HCC. He said they want to support Mr. Reyes's team as much as possible. He suggested that Ms. Orton, Mr. Reyes, Mr. Monahan, and Mr. Kam have a regular feature at the Board presentation where Mr. Reyes does a separate portion of the city-wides at the meeting. Ms. Orton concurred and said the local business is strong now and is working on getting more city-wide events to find a balance.

Mr. Ka'anā'anā clarified that Mr. Reyes and Ms. Orton have put together presentations every month for BSCM, and it has been a standing item for months. Chair Rafter said that Mr. Reyes could do a presentation at the Branding Standing meeting and that he should also be on the call for the Board meeting so he can respond to questions. Mr. Kam reiterated that if Ms. Orton is presenting, Mr. Reyes should be available during the presentation as well, so he can comment. Ms. Agas reiterated that it would be good to hear Mr. Reyes strategies and the event updates.

Chair Rafter turned the floor over to Ms. Tait. Ms. Tait said the R&M plan was reviewed to prioritize projects and undertake projects they currently hold funds for, as well as address safety issues. She said that with the uncertainty of HTA funding allocation, there was a concern that they would not have future funding. She said they identified and are reviewing with the HTA the four projects planned for FY2023 and FY2024, and that they could put on hold. She said putting certain repairs on hold would save \$22.8 million, primarily from the large building envelope repair project budgeted at \$18.6 million. It does not include projects in FY2025 and beyond. She said they anticipate appropriation being restored by then. Ms. Tait said this allows the HCC to maintain a \$6 million balance and CIP funds to address any emergency projects. This does not include the \$15 million for the rooftop terrace deck temporary repair.

Ms. Tait gave an update on the current projects. The chiller replacement project is in the evaluation stage of the proposals. In addition to replacing the equipment with more modern equipment, they are modernizing the interface of the controls of the chillers with the cooling towers to allow more flexibility in programming for events and different building occupancy. This project will provide savings by improving efficiency. The other projects are the kitchen hood, the control panel replacement, and a fire suppression upgrade, which will have new codes in place. The other project they are working on is the exterior security camera system. In addition to the complete upgrade, more camera views will be added outside the HCC, which

will help them identify vandals responsible for recent damages. The recent damage was the lobby window and corner exhibit hall.

Ms. Tais said they have also awarded the Cumming group a second construction management project. She highlighted some of the projects they are doing. One project deals with the drywall and the leaks, which is a safety issue. She said they are also looking for a design improvement to help with bird perching issues. She said they would be replacing one of the dishwashers in the main kitchen, as some parts are no longer available. Another priority project for safety is the repair of the slate tiles. They have run out of tiles, so they are sourcing a new supplier.

Ms. Tait said there is an RFP for the temporary repair of the rooftop terrace. They received interest from companies that did not bid on the previous RFP, so they look forward to good responses. Proposals are due in late November 2022.

Ms. Tait showed a list of the completed projects. Mr. Togashi spoke about the shifting of projects and said it was not for the HTA not having enough funding, but it is understood that there is currently no expenditure appropriation ceiling for the CCESF, but there are funds that they are working with. They are going to the legislature to restore the appropriation ceiling, which will get them back on track. It is important to be able to work within their means with the funds the HTA has, and reprioritize as a result.

Mr. Arakawa spoke to Ms. Togashi's comment about the expenditure ceiling and told Ms. Tait that he has a concern about projects that cannot be started because of a lack of budget or expenditure ceiling and said this would do further damage to the HCC, and cost more money in the long run. He questioned if it was part of the prioritization process. He said the Board should all be advised about the issues at the HCC. He said there should be a list of all the issues that could get worse in the HCC if not taken care of.

Chair Rafter asked about the rooftop temporary repairs and if there is a mechanism where they can still do the original repairs to the roof where it will be useable. He also asked if there was an update on the original idea that Rep. Onishi had about the public/private partnership to build up the HCC. Mr. De Fries said there was no firm update, and part of it is related to budgeting issues, but they will prioritize it to address it with the new administration. Chair Rafter asked for a motion to approve the HCC September financials. Mr. Kam made a motion, and Mr. White seconded. Mr. Gionson did a roll call, and the motion passed unanimously.

6. Adjournment

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

Mr. Gionson concluded the meeting at 10:38 a.m.

Respectfully submitted,



Sheillane Reyes
Recorder

4

Presentation, Discussion and Action on the HTA's October Financial Report

4.1

Financial Statements – Executive Summary as of October 31, 2022



AUTHORITY

Financial Statements – Executive Summary
As of October 31, 2022

Foreword:

- Fund Accounts. HTA’s major funds are the following:
 - Tourism Federal Fund (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)
- Remaining FY 2022 Budget. HTA currently can continue encumbering its FY 2022 ARPA funds until June 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. Although the HTA Board has approved the \$60M FY 2023 budget, the Governor has vetoed HB1147, 2022 Legislature, that would have appropriated those General funds. The Governor’s veto was the result of questions on the constitutionality of the bill. HTA staff is currently working with the Governor’s administration on releasing FY 2023 ARPA funds as a substitution for the General funds.

Summary of Financial Position – All Funds

| | | (In Millions) | | | | | |
|----------------------------|--|--------------------|-----------|-------|---------------------|-------|-----|
| | | 2022 TFF (ARPA) | 2023 ARPA | TSF | 2022 CCFF (ARPA) | CCESF | EDA |
| Cash at October 31, 2022 | | 32.1 | - | 28.9 | 10.2 | 34.9 | - |
| Increase (Decrease) due to | | | | | | | |
| Revenue | | - | - | - | - | - | - |
| Program/Op Expenses | | (1.7) | - | (0.2) | - | - | - |
| Encumbered Funds | | 21.3 | - | 18.6 | 10.1 | 5.9 | - |
| Unencumbered Funds | | 10.8 | - | 10.3 | 0.2 | 29.0 | - |

Tourism Federal Fund (ARPA TFF):

1. \$32.1M in cash (remaining from amount that has been allotted to HTA so far). Cash decreased by \$1.7M from September 30, 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 Amount | Encumbered |
|-------------------------|-------------------------|-------------------|------------|--------------------------|------------|
| | | Requested | Approved * | | |
| Hawaiian Culture | - | 1,565,500 | 1,565,500 | 4,544,845 | 1,200,300 |
| 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 | 29,557,448 |
| 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 | 777,387 |
| Admin | 648,700 | 1,199,111 | 1,199,111 | 1,199,111 | 430,824 |
| Governance and Org-Wide | 351,800 | 529,001 | 529,001 | 572,001 | 261,354 |
| Payroll | 3,210,000 | 7,132,799 | 7,132,799 | 7,332,799 | 6,505,671 |
| | 60,000,000 | 52,700,000 | 52,700,000 | 60,000,000 | 41,949,917 |

* Based on original submittals to B&F. HTA is not required to seek B&F's approval for subsequent budget reallocations. However, HTA notified B&F of significant changes from original plans.

B&F has approved HTA’s extension request to allow the encumbering and expenditure of the \$60M ARPA funds by June 30, 2023.

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

| | Incremental Approved at Meeting | Cumulative Budget Approved | Description |
|-------------------------------|--|---------------------------------------|---|
| 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 |
| September 2022 Meeting | 450,000 | 60,000,000 | Release of remaining funds as part of staff's budget reallocation request. |

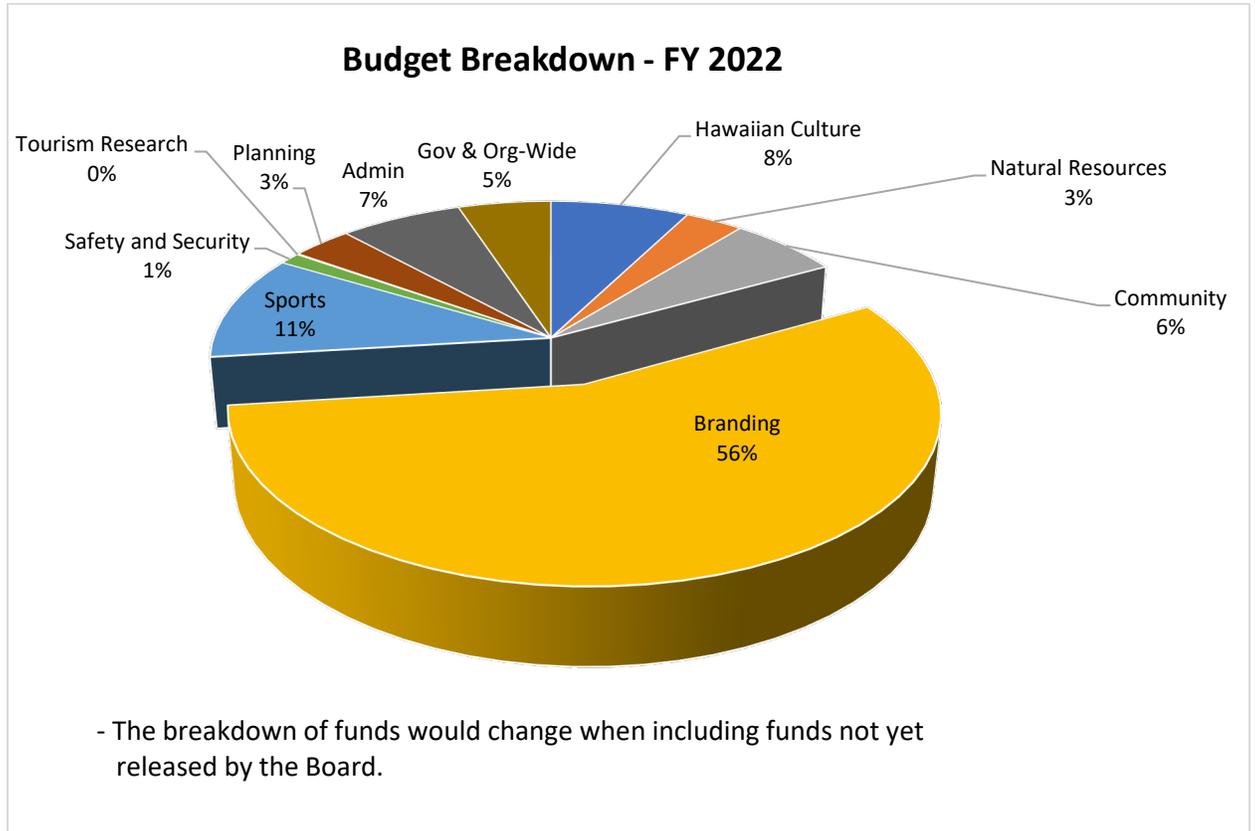
As of October 31, 2022, \$41.9M of the \$60.0M FY2022 budget was utilized/encumbered, or 70%.

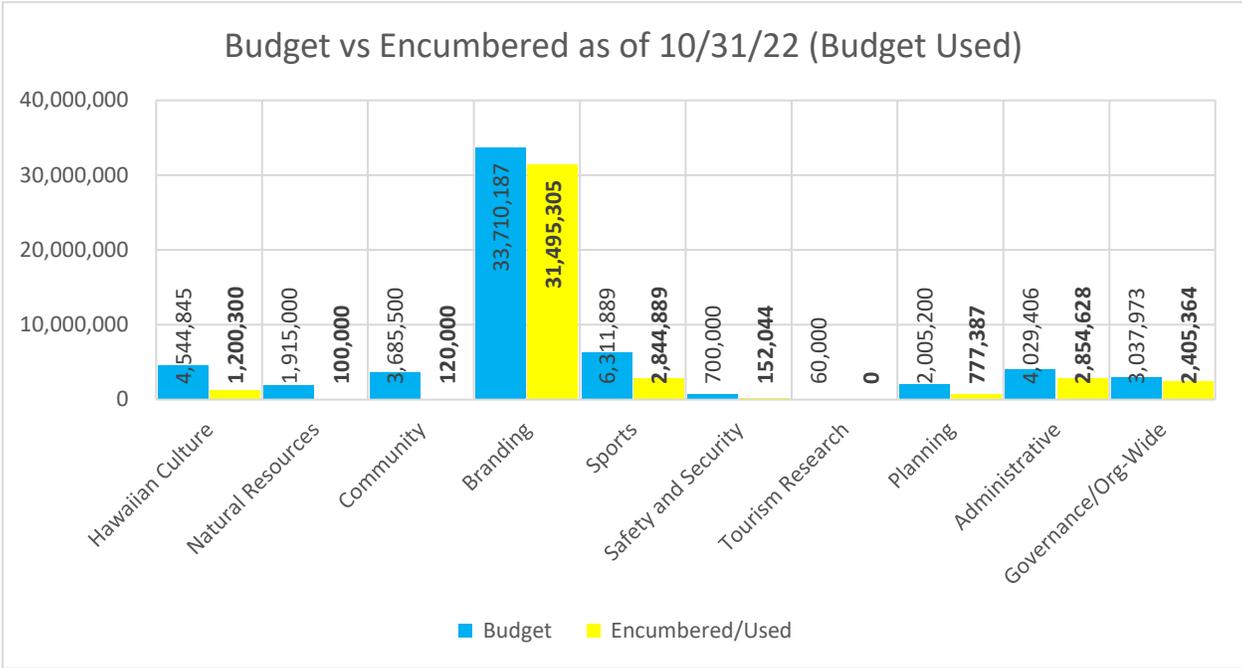
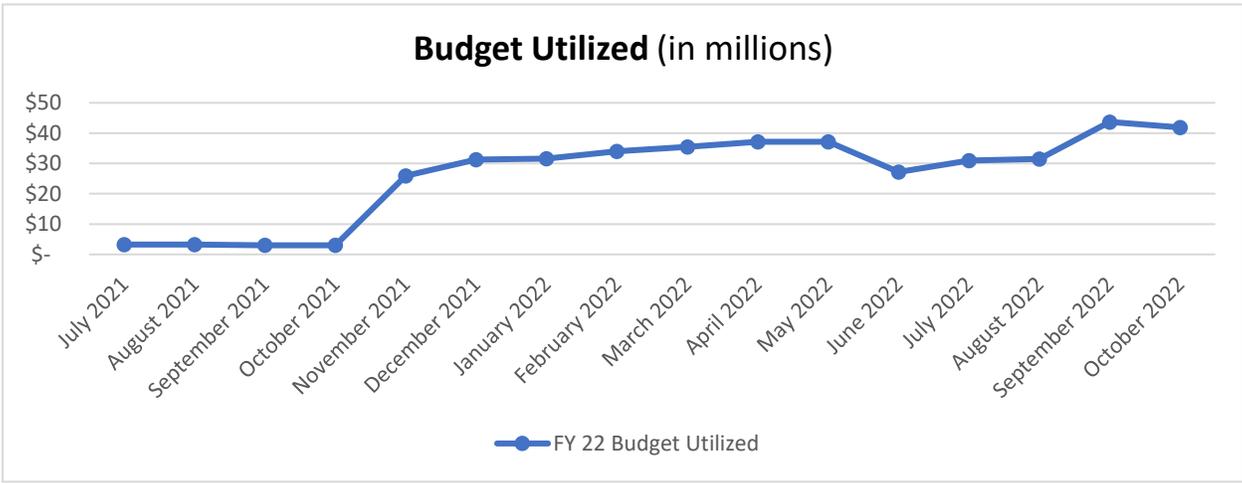
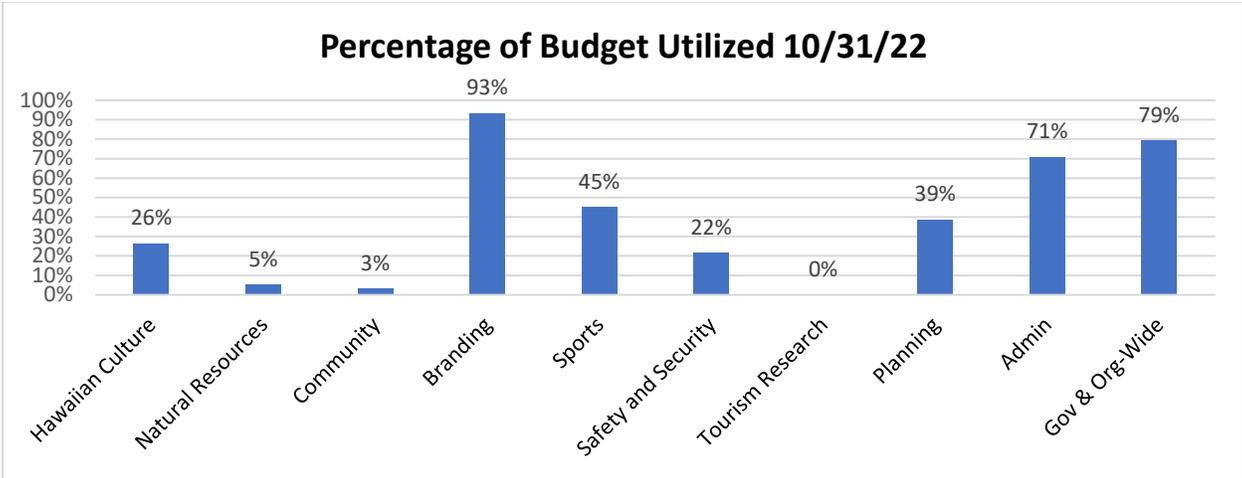
Below is a summary of the FY 2022 budget based upon Federal reporting categories (titles were paraphrased). In April 2022, B&F approved HTA's request to reclassify Federal eligibility categories from "Negative Economic Impacts" to "Revenue Loss (Revenue Replacement)."

| Primary Federal Category | Budget | Encumbered | Remaining |
|-------------------------------------|----------------------|----------------------|----------------------|
| Revenue Replacement | 52,667,201.00 | 35,444,246.00 | 17,222,955.00 |
| Continuation of Government Services | | | |
| Payroll | 7,332,799.00 | 6,505,671.00 | 827,128.00 |
| | 60,000,000.00 | 41,949,917.00 | 18,050,083.00 |

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. Significant budget reallocations for the period are:
 - a. Reallocated \$1,500,000 from Island Chapter Staffing and Administrative Costs to the US MMA program, which represented a reversal of a previous budget reallocation requested by Staff that was no longer necessary.
 - b. Reallocated \$200,500 from gohawaii.com to Global Market Shared Resources to better reflect intended costs under the previously reported HVCB Global Support Services contract extension.

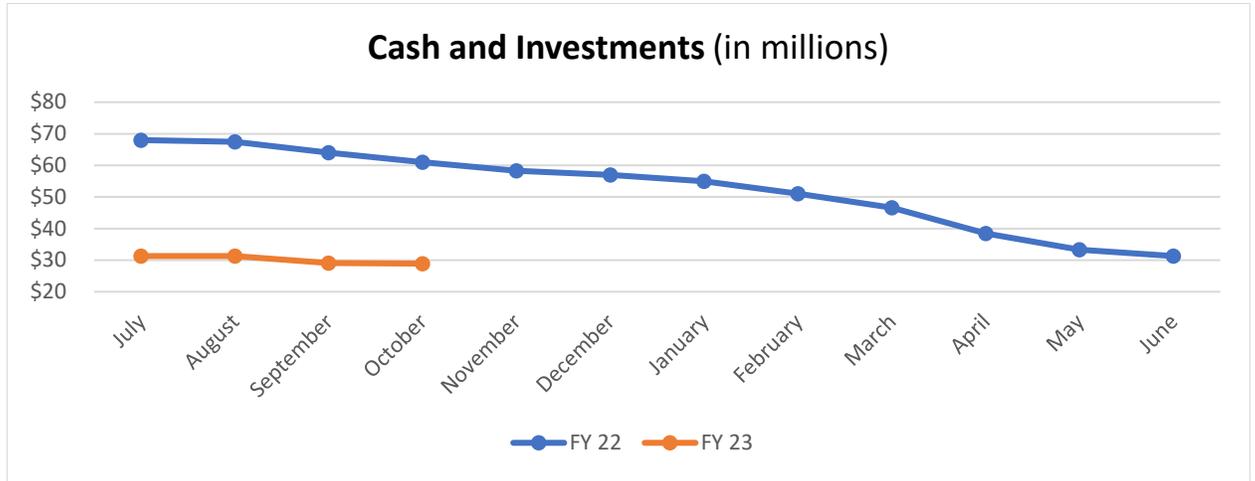
A detail of the budget reallocations made for the reporting period and cumulatively for the fiscal year is provided on the accompanying Budget Reallocation Summary.

5. \$21.3M 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 October 31, 2022, which represents ARPA funds HTA is using for staff's payroll, program, admin and governance costs.
 - b. Cumulatively, \$20.6M has been expended through October 2022 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 Special Fund - (TSF; incl Emergency):

7. The Tourism Special Fund sunset on January 1, 2022, pursuant to Act 001, 2021 Legislative Special Session, upon which all unencumbered funds are available for remitting to the State's General Fund. The \$5M Emergency Fund remains with HTA.
8. \$28.9M 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.



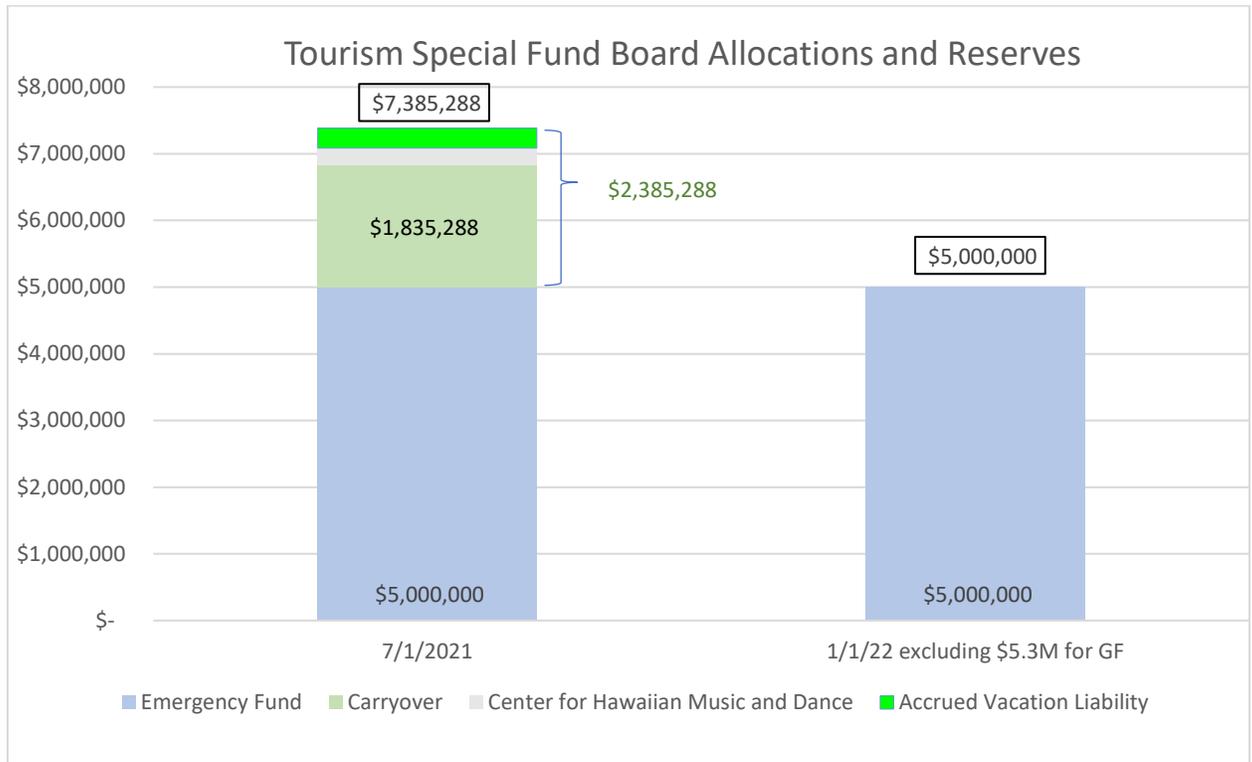
- a. Includes \$5M in Emergency Fund held as investments.
 - i. Approximately \$1.0M held in money market funds and \$4M held in US Treasury notes laddered in approximately 3-month intervals.
 - ii. Further detail provided in the financial statements
- b. Cash decreased by \$176K from September 30, 2022, primarily due to disbursements for program expenditures.
- c. We anticipate the cash balance to decrease to \$0 over time once all encumbered funds are expended, except for the \$5M Emergency Fund.

9. HTA's outstanding encumbrances are summarized as follows:

| | |
|---------|---|
| \$18.6M | Prior year encumbrances currently being spent down |
| \$0.00 | Current year encumbrances remaining |
| \$18.6M | Total encumbrances outstanding as of October 31, 2022 |

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

10. 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.



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

12. 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.

Convention Center Federal Fund (ARPA CCFF):

13. \$10.2M in cash (remaining from amount that has been allotted to HTA). Cash remained consistent from September 30, 2022.

14. Over several meetings, the HTA Board approved the \$11M budget for FY 2022's Convention Center ARPA funds, further detailed below.

| | Incremental Approved at Meeting | Cumulative Budget Approved | |
|-----------------------|--|---|--|
| 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 | 11,000,000 | Reallocated to fund FY23 operations due to HB1147 (2022) veto, bringing to current |

In April 2022, B&F approved HTA's request to extend the period of performance from June 2022 to June 2023, as anticipated from prior discussions.

15. No budget reallocations were made in October 2022.

16. 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. 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):

17. \$34.9M in cash. Cash remained consistent from September 30, 2022.

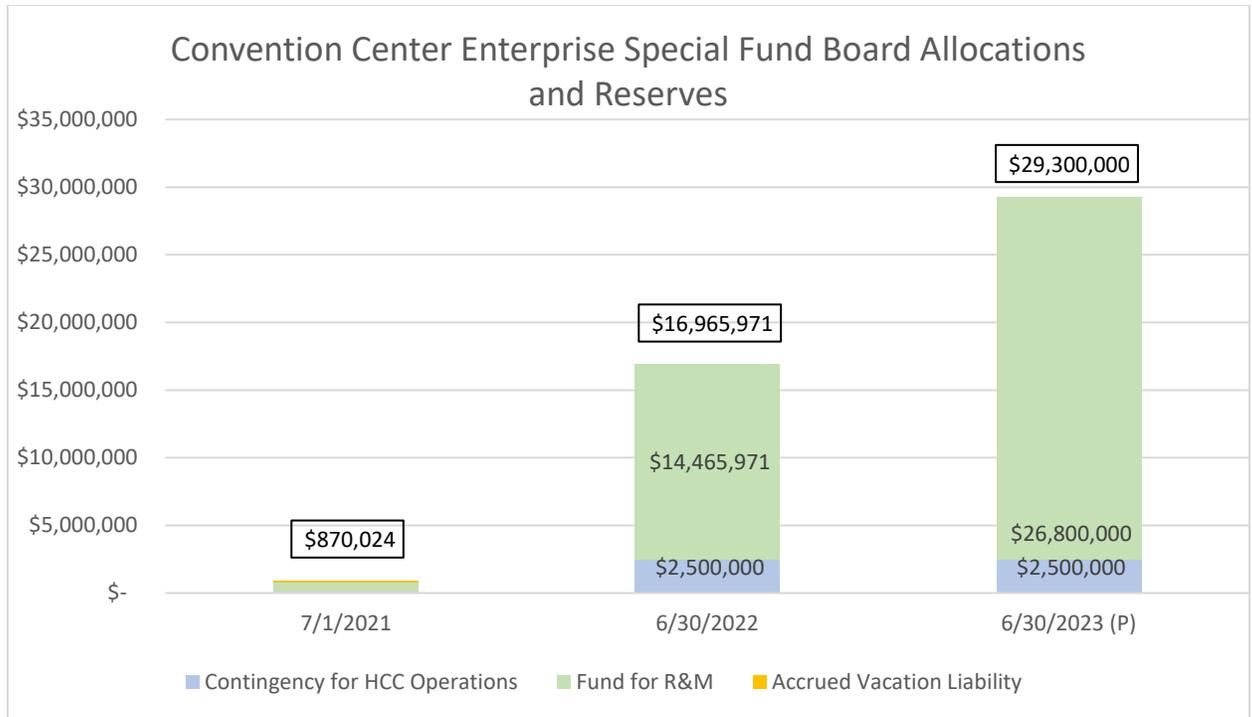
18. \$35.4M in cash with contractor or with DAGS, for R&M projects (as of September 2022).

- 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 \$35.4M, approximately \$2.4M has been contracted (as of September 2022).

- c. The amount of cash remaining with the contractor already accounts for \$2.4M expended on current and future projects (in-progress costs or preliminary work).

19. \$29M reserved as Board allocations as of October 31, 2022, 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.



20. \$5.9M of prior year outstanding encumbrances currently being spent down.

21. Budget:

- a. No budget has been established for the CCESF in FY 2023, as no expenditure ceiling was appropriated, as discussed earlier.

22. Operating Income:

- a. HTA collected \$11M in TAT funds cumulatively for FY 2023.
- b. Convention Center Operations
 - i. Note: HTA's FY 2023 operating subsidy to the Convention Center cumulatively through September 2022 was \$1.1M per HCC financial statements (as of September 2022). We budgeted for a \$5.4M operating subsidy for FY 2023. Funded by FY22's encumbrance as discussed above.

EDA Grant:

23. 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 10/31/22

| | Current Year |
|-----------------------------|---------------|
| Assets | |
| Current Assets | |
| Checking | 32,089,900.04 |
| Total Current Assets | 32,089,900.04 |
| | |
| Total Assets | 32,089,900.04 |
| | |
| Fund Balance | |
| Current year payables | |
| Accounts Payable | 595.45 |
| Total Current year payables | 595.45 |
| Encumbered Funds | |
| FY 2022 Funds | 21,339,011.88 |
| Total Encumbered Funds | 21,339,011.88 |
| Unencumbered Funds | |
| Total Unencumbered Funds | 10,750,292.71 |
| | |
| Total Fund Balance | 32,089,900.04 |

Hawaii Tourism Authority

Balance Sheet

Tourism Special Fund

As of 10/31/22

| | <u>Current Year</u> |
|--------------------------|-----------------------------|
| Assets | |
| Current Assets | |
| Checking | 23,955,261.12 |
| Total Current Assets | <u>23,955,261.12</u> |
| | |
| Total Assets | <u><u>23,955,261.12</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 | 37,461.33 |
| FY 2020 Funds | 794,164.15 |
| FY 2021 Funds | 17,729,599.44 |
| Total Encumbered Funds | <u>18,593,946.22</u> |
| Unencumbered Funds | |
| Total Unencumbered Funds | 5,361,314.90 |
| | |
| Total Fund Balance | <u><u>23,955,261.12</u></u> |

Hawaii Tourism Authority
Balance Sheet
Convention Center Federal (ARPA) Fund
As of 10/31/22

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

Hawaii Tourism Authority
Balance Sheet
Convention Center Enterprise Special Fund
As of 10/31/22

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

Hawaii Tourism Authority

Balance Sheet

Emergency Trust Fund

As of 10/31/22

| | <u>Current Year</u> |
|-------------------------------|--------------------------------|
| Assets | |
| Current Assets | |
| Investments | 5,038,734.64 |
| Total Current Assets | <u>5,038,734.64</u> |
| Total Assets | <u><u>5,038,734.64</u></u> |
| Fund Balance | |
| Current year net assets | |
| | 24,709.92 |
| Total Current year net assets | <u>24,709.92</u> |
| Prior years | |
| Total Prior years | 5,014,024.72 |
| Total Fund Balance | <u><u>5,038,734.64</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 10/31/2022

| | <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 | 0.00 | 4,544,845.00 | 0.00 | 0.00 |
| Natural Resources | 1,915,000.00 | 0.00 | 1,915,000.00 | 0.00 | 0.00 |
| Community | 3,685,500.00 | 100,000.00 | 3,585,500.00 | 0.00 | 0.00 |
| Branding | 33,710,187.00 | 15,969,871.20 | 17,740,315.80 | 1,504,655.02 | 4,974,553.41 |
| Sports | 6,311,889.00 | 2,469,889.00 | 3,842,000.00 | 125,000.00 | 125,000.00 |
| Safety and Security | 700,000.00 | 136,944.92 | 563,055.08 | 90,000.00 | 90,000.00 |
| Tourism Research | 60,000.00 | 0.00 | 60,000.00 | 0.00 | 0.00 |
| Planning | 2,005,200.00 | 54,854.05 | 1,950,345.95 | 1,010.52 | 19,820.82 |
| Administrative | 4,029,406.00 | 969,509.90 | 3,059,896.10 | 1,352.22 | 3,907.26 |
| Governance and Org-Wide | 3,037,973.00 | 909,626.34 | 2,128,346.66 | 4,514.64 | 4,962.04 |
| Total Expense | <u>60,000,000.00</u> | <u>20,610,695.41</u> | <u>39,389,304.59</u> | <u>1,726,532.40</u> | <u>5,218,243.53</u> |
| Net Income | <u>0.00</u> | <u>32,089,304.59</u> | <u>32,089,304.59</u> | <u>(1,726,532.40)</u> | <u>(858,243.53)</u> |

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Year Funds - Tourism Special Fund
From 10/1/2022 Through 10/31/2022

| | <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 | 0.00 | 6,809,550.50 | 0.00 |
| Natural Resources | 1,781,000.00 | 0.00 | 1,781,000.00 | 0.00 |
| Community | 1,192,966.00 | 465,975.89 | 726,990.11 | 0.00 |
| Branding | 10,397,551.18 | 1,925,795.75 | 8,471,755.43 | 175,966.00 |
| 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 | 13,875.00 | 441,336.72 | 0.00 |
| Administrative | 253,219.23 | 0.00 | 253,219.23 | 0.00 |
| Total Expense | <u>20,999,592.86</u> | <u>2,405,646.64</u> | <u>18,593,946.22</u> | <u>175,966.00</u> |
| Net Income | <u>(20,999,592.86)</u> | <u>(2,355,438.97)</u> | <u>18,644,153.89</u> | <u>175,966.00</u> |

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Fiscal Year 2022 Funds - Convention Center Federal Fund
From 7/1/2021 Through 10/31/2022

| | <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 / MFi | 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 10/1/2022 Through 10/31/2022

| | <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 10/1/2022 Through 10/31/2022

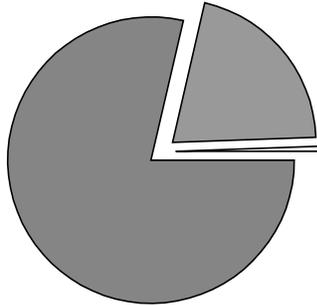
| | <u>Budget</u> | <u>Current Year Actual</u> | <u>Budget Variance</u> | <u>Current Period Actual</u> |
|-------------------------------|------------------------|--------------------------------|----------------------------|----------------------------------|
| Revenue | | | | |
| Interest and Dividends | 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 / MFI | 369,672.93 | 0.00 | 369,672.93 | 0.00 |
| 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 10/1/2022 Through 10/31/2022

| | <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



| | | |
|--------|------------------|---------------------|
| 0.5% | CASH | 26,756.14 |
| 20.8% | CASH EQUIVALENTS | 1,039,342.22 |
| 78.7% | FIXED INCOME | 3,933,780.00 |
| 100.0% | TOTAL | 4,999,878.36 |

Investment Summary

| | Market Value | % | Estimated Income | Current Yield |
|-------------------|---------------------|---------------|------------------|---------------|
| CASH | 26,756.14 | 0.54 | 0 | 0.00 |
| CASH EQUIVALENTS | 1,039,342.22 | 20.79 | 24,840 | 2.39 |
| FIXED INCOME | 3,933,780.00 | 78.68 | 88,750 | 2.26 |
| Total Fund | 4,999,878.36 | 100.00 | 113,590 | 2.27 |

Schedule Of Investments

| UNITS | DESCRIPTION | BOOK VALUE | MARKET VALUE | % OF CATEGORY |
|--------------|--|--------------|--------------|---------------|
| | CASH | 2,044.87 | 2,044.87 | 7.64 |
| | ACCRUED INCOME | 24,711.27 | 24,711.27 | 92.36 |
| | TOTAL CASH | 26,756.14* | 26,756.14* | 100.00* |
| | CASH EQUIVALENTS | | | |
| | CASH MANAGEMENT | | | |
| 1,039,342.22 | DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND | 1,039,342.22 | 1,039,342.22 | 100.00 |
| | FIXED INCOME | | | |
| | U S TREASURY OBLIGATIONS | | | |
| 500,000 | US TREASURY NOTES .125% 10/31/2022 | 496,445.31 | 498,995.00 | 12.68 |



Statement Period
Account Number

09/01/2022 through 09/30/2022
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 2.375% 01/31/2023 | 499,513.31 | 497,810.00 | 12.65 |
| 500,000 | US TREASURY NOTES 2.75% 04/30/2023 | 499,531.25 | 496,465.00 | 12.62 |
| 500,000 | US TREASURY NOTES 2.75% 07/31/2023 | 498,868.51 | 494,260.00 | 12.56 |
| 500,000 | US TREASURY NOTES 2.875% 10/31/2023 | 498,496.09 | 492,615.00 | 12.52 |
| 500,000 | US TREASURY NOTES 2.5% 01/31/2024 | 495,426.34 | 488,260.00 | 12.41 |
| 500,000 | US TREASURY NOTES 2.25% 04/30/2024 | 491,738.28 | 484,220.00 | 12.31 |
| 500,000 | US TREASURY NOTES NOTE 2.125% 07/31/2024 | 492,617.19 | 481,155.00 | 12.23 |
| | TOTAL U S TREASURY OBLIGATIONS | 3,972,636.28* | 3,933,780.00* | 100.00* |
| | Total Fund | 5,038,734.64* | 4,999,878.36* | 100.00* |

HAWAII CONVENTION CENTER
 JULY 1, 2022 TO JUNE 30, 2023
 Lead Income Statement - Comparison

| | | ACTUAL 07/22-09/22 FY 2023 | FORECAST 10/22-06/23 FY 2023 | FORECAST 07/22-06/23 FY 2023 | VARIANCE |
|-------------------------------|--------------|----------------------------------|------------------------------------|------------------------------------|-----------|
| | TOTAL | | | | |
| Event Income | | | | | |
| Direct Event Income | | | | | |
| Rental Income | 3,076,000 | 682,511 | 2,305,501 | 2,988,012 | 87,988 |
| Service Income | 725,600 | 238,846 | 620,333 | 859,179 | (133,579) |
| Service Expenses | (2,218,600) | (440,428) | (1,445,439) | (1,885,868) | (332,732) |
| Total Direct Event Income | 1,583,000 | 480,928 | 1,480,395 | 1,961,323 | (378,324) |
| Ancillary Income | | | | | |
| Gross F&B Revenue | 7,849,500 | 1,514,373 | 5,067,337 | 6,581,710 | 1,267,790 |
| Direct F&B Expenses | (3,328,600) | (675,554) | (2,161,245) | (2,836,799) | (491,801) |
| Gross Parking | 1,007,000 | 266,572 | 532,560 | 799,132 | 207,868 |
| Parking Expense | (144,100) | (39,217) | (124,510) | (163,727) | 19,627 |
| Electrical Service | 88,800 | 5,830 | 38,080 | 43,910 | 44,890 |
| A/V Service | 152,400 | 76,498 | 97,110 | 173,608 | (21,208) |
| Internet Service | - | - | - | - | - |
| Rigging Service | 76,600 | 49,723 | 10,120 | 59,843 | 16,757 |
| Total Ancillary Income | 5,701,601 | 1,198,225 | 3,459,452 | 4,657,677 | 1,043,924 |
| Total Event Income | 7,284,600 | 1,679,153 | 4,939,847 | 6,619,000 | 665,600 |
| Other Income | | | | | |
| Parking, Non-Event | 7,000 | 648 | 3,352 | 4,000 | 3,000 |
| Interest | 6,000 | 14,528 | 45,000 | 59,528 | (53,528) |
| Miscellaneous Income | 52,500 | 20,409 | 39,375 | 59,784 | (7,284) |
| Total Other Income | 65,500 | 35,585 | 87,727 | 123,312 | (57,812) |
| Adjusted Gross Income | 7,350,100 | 1,714,738 | 5,027,574 | 6,742,312 | 607,788 |
| Operating Expenses | | | | | |
| Facility Salaries & Wages | 4,478,200 | 826,339 | 3,242,499 | 4,068,838 | 409,363 |
| Benefits | 1,481,100 | 288,483 | 905,001 | 1,193,484 | 287,616 |
| Less: Event Labor Allocations | (745,425) | (121,527) | (500,374) | (621,901) | (123,525) |
| Net Employee Wages & Benefit | 5,213,875 | 993,295 | 3,647,126 | 4,640,421 | 573,454 |
| Contracted Services | 1,780,700 | 525,186 | 1,210,946 | 1,736,132 | 44,568 |
| General & Administrative | 200,800 | 51,206 | 174,678 | 225,884 | (25,084) |
| Operations | 124,400 | 21,782 | 102,961 | 124,743 | - |
| Repair & Maintenance | 1,100,400 | 196,486 | 908,914 | 1,105,400 | (5,000) |
| Supplies | 460,400 | 72,908 | 386,695 | 459,603 | 797 |
| Insurance | 171,000 | 49,107 | 139,500 | 188,607 | (17,607) |
| Utilities | 2,611,900 | 797,034 | 2,244,571 | 3,041,605 | (429,705) |
| | 122,400 | 1,112 | 66,647 | 67,759 | 54,641 |
| Management Fees | 456,800 | 57,099 | 342,601 | 399,700 | 57,100 |
| F&B Overhead Expense | 1,677,700 | 355,529 | 1,248,093 | 1,603,622 | 74,078 |
| Less: Expenses Allocated | (1,473,175) | (358,292) | (943,267) | (1,301,559) | (171,617) |
| Total Operating Expenses | 12,447,200 | 2,762,452 | 9,529,465 | 12,291,917 | 155,282 |
| | (5,097,100) | (1,047,714) | (4,501,892) | (5,549,606) | |
| Other Income (Expenses) | (9,800) | (4,491) | (7,803) | (12,294) | (2,494) |
| | (5,106,900) | (1,052,205) | (4,509,695) | (5,561,900) | |
| Fixed Asset Purchases | (300,000) | (90,715) | (209,285) | (300,000) | - |
| | (5,406,900) | (1,142,920) | (4,718,980) | (5,861,900) | |
| Gross Building Revenues | 5,191,900 | 1,355,565 | 3,691,431 | 5,046,996 | 144,904 |
| Gross Building Expenses | 13,442,000 | 2,981,774 | 10,068,410 | 13,050,184 | 391,816 |
| Building Net Income (Loss) | (8,250,100) | (1,626,210) | (6,376,979) | (8,003,189) | 246,912 |
| Gross F&B Revenues | 7,849,500 | 1,514,373 | 5,067,337 | 6,581,710 | 1,267,790 |
| Gross F&B Expenses | 5,006,300 | 1,031,083 | 3,409,338 | 4,440,421 | 565,879 |
| F&B Net Income (Loss) | 2,843,200 | 483,290 | 1,657,999 | 2,141,289 | 701,911 |
| Facility Net Cash Flow | (5,406,900) | (1,142,920) | (4,718,980) | (5,861,900) | (455,000) |
| Total Gross Revenues | 13,041,400 | 2,869,938 | 8,758,768 | 11,628,706 | 1,412,694 |
| Total Gross Expenses | 18,448,300 | 4,012,857 | 13,477,748 | 17,490,605 | 957,695 |
| Total Facility Net Cash Flow | (5,406,900) | (1,142,920) | (4,718,980) | (5,861,900) | (455,000) |

Hawaii Convention Center
Facility
Income Statement
From 9/01/2022 Through 9/30/2022
(In Whole Numbers)

| | Current Month Actual | Current Month Budget | Variance | Current Month Prior Year | YTD Actual | YTD Budget | Variance | YTD Prior Year |
|--|-------------------------|-------------------------|-----------------|-----------------------------|--------------------|--------------------|------------------|--------------------|
| Direct Event Income | | | | | | | | |
| Rental Income (Net) | 217,010 | 266,472 | (49,462) | 122,133 | 682,512 | 943,051 | (260,540) | 552,700 |
| Service Revenue | 73,936 | 61,847 | 12,089 | 149,387 | 238,844 | 236,539 | 2,305 | 435,930 |
| Total Direct Event Income | 290,946 | 328,319 | (37,373) | 271,519 | 921,356 | 1,179,590 | (258,234) | 988,630 |
| Direct Service Expenses | 114,679 | 189,802 | 75,123 | 87,325 | 440,431 | 610,565 | 170,134 | 463,040 |
| Net Direct Event Income | 176,266 | 138,517 | | 184,194 | 480,924 | 569,025 | (88,101) | 525,590 |
| Ancillary Income | | | | | | | | |
| Food and Beverage (Net) | 138,749 | 166,345 | (27,596) | 11,378 | 838,819 | 965,982 | (127,163) | (1,498) |
| Event Parking (Net) | 80,995 | 83,220 | (2,225) | 214 | 227,355 | 432,320 | (204,965) | 334,872 |
| Electrical Services | 3,887 | 5,200 | (1,313) | 0 | 5,830 | 7,240 | (1,410) | 0 |
| Audio Visual | 20,211 | 8,040 | 12,171 | 4,054 | 76,497 | 25,980 | 50,517 | 9,745 |
| Internet Services | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Rigging Services | 49,723 | 0 | 49,723 | 0 | 49,723 | 61,000 | (11,278) | 0 |
| First Aid Commissions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Ancillary Income | 293,565 | 262,805 | 30,760 | 15,646 | 1,198,224 | 1,492,522 | (294,298) | 343,119 |
| Total Event Income | 469,831 | 401,322 | 68,509 | 199,840 | 1,679,148 | 2,061,547 | (382,399) | 868,709 |
| Other Operating Income | | | | | | | | |
| Non-Event Parking | 564 | 583 | (19) | 1,800 | 648 | 1,749 | (1,101) | 3,300 |
| Other Income | 16,012 | 4,875 | 11,137 | 9,292 | 34,936 | 14,625 | 20,311 | 20,383 |
| Total Other Operating Income | 16,576 | 5,458 | 11,118 | 11,092 | 35,584 | 16,374 | 19,210 | 23,683 |
| Total Gross Income | 486,407 | 406,780 | 79,627 | 210,932 | 1,714,732 | 2,077,921 | (363,189) | 892,392 |
| Net Salaries & Benefits | | | | | | | | |
| Salaries & Wages | 402,871 | 437,882 | 35,011 | 328,149 | 1,051,328 | 1,348,877 | 297,549 | 956,629 |
| Payroll Taxes & Benefits | 105,029 | 139,866 | 34,837 | 85,437 | 288,513 | 419,598 | 131,085 | 251,917 |
| Labor Allocations to Events | (28,047) | (61,180) | (33,133) | (72,803) | (119,558) | (218,669) | (99,111) | (295,438) |
| Total Net Salaries & Benefits | 479,853 | 516,568 | 36,715 | 340,784 | 1,220,284 | 1,549,806 | 329,522 | 913,108 |
| Other Indirect Expenses | | | | | | | | |
| Net Contracted Services | 73,842 | 30,961 | (42,881) | 13,658 | 183,708 | 98,026 | (85,682) | 40,752 |
| Operations | 12,084 | 11,533 | (551) | 9,395 | 26,581 | 34,599 | 8,018 | 19,281 |
| Repair & Maintenance | 66,457 | 107,300 | 40,843 | 84,631 | 206,939 | 285,900 | 78,961 | 194,266 |
| Operational Supplies | 42,973 | 45,563 | 2,590 | 23,429 | 132,422 | 156,611 | 24,189 | 73,242 |
| Insurance | 16,905 | 16,127 | (778) | 11,763 | 59,912 | 55,361 | (4,551) | 35,886 |
| Utilities | 241,693 | 214,742 | (26,951) | 139,457 | 786,310 | 646,951 | | 540,962 |
| Meetings & Conventions | 685 | 742 | 57 | | 3,242 | 10,226 | 6,984 | 2,079 |
| Promotions & Communications | 2,616 | 4,550 | 1,934 | (7,046) | 10,245 | 13,650 | 3,405 | (2,663) |
| General & Administrative | 28,985 | 20,138 | (8,847) | 5,405 | 74,758 | 63,821 | (10,937) | 29,918 |
| Management Fees | 19,033 | 19,033 | (0) | 18,633 | 57,100 | 57,099 | (1) | 55,900 |
| Other | 2,882 | 10,983 | 8,101 | 200 | 5,437 | 32,949 | 27,512 | 1,367 |
| Total Other Indirect | 508,155 | 481,671 | (26,483) | 300,002 | 1,546,654 | 1,455,193 | (91,462) | 990,989 |
| Net Income (Loss) before CIP Funded Expenses | (501,601) | (591,459) | 89,859 | (429,854) | (1,052,205) | (927,078) | (125,128) | (1,011,705) |
| CIP Funded Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Income (Loss) from Operations | (501,601) | (591,459) | 89,859 | (429,854) | (1,052,205) | (927,078) | (125,128) | (1,011,705) |
| Fixed Asset Purchases | 57,956 | 25,000 | (32,956) | 4,409 | 90,715 | 75,000 | (15,715) | 25,181 |
| Net Income (Loss) After Fixed Asset Purchases | (559,556) | (616,459) | 56,903 | (434,263) | (1,142,920) | (1,002,078) | (140,842) | (1,036,886) |

Hawaii Convention Center
Facility
Income Statement
From 9/01/2022 Through 9/30/2022
(In Whole Numbers)

| | Current Month Actual | Current Month Budget | Variance | Current Month Prior Year | YTD Actual | YTD Budget | Variance | YTD Prior Year |
|--|-------------------------|-------------------------|-----------------|-----------------------------|--------------------|--------------------|------------------|--------------------|
| Revenues | | | | | | | | |
| Food & Beverage | 308,186 | 278,955 | 29,231 | 14,371 | 1,514,373 | 1,666,956 | (152,583) | 184,414 |
| Facility | 473,915 | 445,217 | 28,698 | 287,265 | 1,355,563 | 1,781,444 | (425,881) | 1,396,636 |
| Total Revenues | 782,101 | 724,172 | 57,929 | 301,636 | 2,869,936 | 3,448,400 | (578,464) | 1,581,050 |
| Expenses | | | | | | | | |
| Food & Beverage | 291,999 | 238,136 | (53,863) | 79,087 | 1,031,083 | 1,109,739 | 78,655 | 430,688 |
| Facility | 991,703 | 1,077,495 | 85,792 | 652,403 | 2,891,058 | 3,265,739 | 374,681 | 2,162,067 |
| Total Expenses | 1,283,702 | 1,315,631 | 31,929 | 731,490 | 3,922,141 | 4,375,478 | 453,336 | 2,592,755 |
| Net Income (Loss) before CIP Funded Expenses | (501,601) | (591,459) | 89,859 | (429,854) | (1,052,205) | (927,078) | (125,128) | (1,011,705) |
| CIP Funded Expenses | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Income (Loss) from Operations | (501,601) | (591,459) | 89,859 | (429,854) | (1,052,205) | (927,078) | (125,128) | (1,011,705) |
| Fixed Asset Purchases | 57,956 | 25,000 | (32,956) | 4,409 | 90,715 | 75,000 | (15,715) | 25,181 |
| Net Income (Loss) after Fixed Asset Purchases | (559,557) | (616,459) | 56,903 | (434,263) | (1,142,920) | (1,002,078) | (140,843) | (1,036,886) |

4.2

Budget Reallocation Summary
FY2022 ARPA Funds (TFF)
Through October 31, 2022

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

| Budget Line Item | Program Code | Cumulative To-Date (Since Inception of Award) | | | Budget After Reallocations | October 2022 Activity |
|---|--------------|---|--------------|--|----------------------------|-----------------------|
| | | Original Budget | Reallocation | | | |
| Perpetuating Hawaiian Culture | | | | | | |
| <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 | | | - |
| Natural Resources | | | | | | |
| <i>From:</i> | | | | | | |
| Wahi Pana Series | 416 | 250,000 | (250,000) | | - | |
| | | | | | - | |
| | | | | | - | |
| | | | | | - | |
| | | | (250,000) | | | - |
| <i>To:</i> | | | | | | |
| | | | | | - | |
| | | | | | - | |
| | | | | | - | |
| | | | | | - | |
| | | | - | | | - |
| Community | | | | | | |
| <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 | | | - |
| Branding | | | | | | |

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

| Budget Line Item | Program Code | Original Budget | Reallocation | Budget After Reallocations | October 2022 Activity |
|--|--------------|-----------------|--------------------|----------------------------|-----------------------|
| From: | | | | | |
| Route Development | 005 | 250,000 | (250,000) | - | |
| gohawaii.com | 318 | 2,500,000 | (1,710,500) | 789,500 | (200,500) |
| Campaig Effectiveness Study | 010 | 270,000 | (10,000) | 260,000 | |
| Island Chapters Staffing and Admin | 320 | - | - | - | (1,500,000) |
| Rebranding the Hawaiian Islands | 012 | 1,000,000 | (1,000,000) | - | |
| Creative Agency | 013 | 250,000 | (250,000) | - | |
| Marketing Opportunity Fund | 380 | 250,000 | (217,345) | 32,655 | |
| | | | (3,437,845) | | (1,700,500) |
| To: | | | | | |
| US MMA | 321 | 22,500,000 | - | 22,500,000 | 1,500,000 |
| 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 E | 350 | 787,000 | 200,500 | 987,500 | 200,500 |
| | | | 631,500 | | 1,700,500 |
| Sports | | | | | |
| From: | | | | | |
| | | | - | | - |
| To: | | | | | |
| 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 World 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 | |
| | | | 2,634,000 | | - |
| Safety and Security | | | | | |
| From: | | | | | |
| Lifeguard Program | 603 | 200,000 | (200,000) | - | |
| | | | (200,000) | | - |
| To: | | | | | |
| | | | | - | |
| | | | | - | |
| | | | - | | - |

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

| Budget Line Item | Program Code | Original Budget | Reallocation | Budget After Reallocations | October 2022 Activity |
|-------------------------|--------------|-----------------|--------------|----------------------------|-----------------------|
| Tourism Research | | | | | |
| <i>From:</i> | | | | | |
| None | | | | - | |
| | | | | - | |
| | | | - | | - |
| <i>To:</i> | | | | | |
| | | | | - | |
| | | | | - | |
| | | | - | | - |
| Planning | | | | | |
| <i>From:</i> | | | | | |
| None | | | | - | |
| | | | | - | |
| | | | - | | - |
| <i>To:</i> | | | | | |
| | | | | - | |
| | | | | - | |
| | | | - | | - |
| Administration | | | | | |
| <i>From:</i> | | | | | |
| None | | | | - | |
| | | | | - | |
| | | | - | | - |
| <i>To:</i> | | | | | |
| | | | | - | |
| | | | | - | |
| | | | - | | - |

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

| Budget Line Item | Program Code | Original Budget | Reallocation | Budget After Reallocations | October 2022 Activity |
|---|--------------|-----------------|--------------|----------------------------|-----------------------|
| Governance and Organization-Wide | | | | | |
| <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 | | - |
| Board Allocations | | | | | |
| <i>From:</i> | | | | | |
| None | | | | - | |
| | | | - | | - |
| | | | - | | - |

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

4.3

Budget Statement Summary
FY 2023 as of October 31, 2022

Hawaii Tourism Authority
 Budget Statement - Summary
 FY 2023
 As of October 31, 2022

| Category | 2022 Tourism Federal Fund - ARPA [TFF] | | | | 2023 ARPA Funding (contingent on release of funds by Governor) | | | | 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 October 2022 | Budget | Cumulative Budget Used | Balance | Activity for October 2022 | Budget | Cumulative Budget Used | Balance | Activity for October 2022 |
| Revenues | | | | | | | | | | | | |
| TAT Revenue Allocation | | | - | - | 60,000,000 | - | 60,000,000 | - | - | - | - | - |
| 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) | - | - | - | - | - | - | - | - | - |
| Total Revenues | 60,000,000 | 52,700,210 | 7,299,790 | - | 60,000,000 | - | 60,000,000 | - | 14,024,372 | - | 14,024,372 | - |
| Encumbrances | | | | | | | | | | | | |
| Perpetuating Hawaiian Culture | | | | | | | | | | | | |
| Hawaiian Culture Programs | 4,544,845 | 1,200,300 | 3,344,545 | - | 5,600,000 | - | 5,600,000 | - | - | - | - | - |
| In-House Contracted Staff - Hawaiian Culture | - | - | - | - | - | - | - | - | - | - | - | - |
| Subtotal | 4,544,845 | 1,200,300 | 3,344,545 | - | 5,600,000 | - | 5,600,000 | - | - | - | - | - |
| Natural Resources | | | | | | | | | | | | |
| Natural Resources Programs | 1,915,000 | 100,000 | 1,815,000 | - | 2,000,000 | - | 2,000,000 | - | 7,200,000 | - | 7,200,000 | - |
| In-House Contracted Staff - Natural Resources | - | - | - | - | - | - | - | - | - | - | - | - |
| Subtotal | 1,915,000 | 100,000 | 1,815,000 | - | 2,000,000 | - | 2,000,000 | - | 7,200,000 | - | 7,200,000 | - |
| Community | | | | | | | | | | | | |
| Community Programs | 3,685,500 | 120,000 | 3,565,500 | - | 5,114,000 | - | 5,114,000 | - | 1,520,000 | - | 1,520,000 | - |
| In-House Contracted Staff - Community | - | - | - | - | - | - | - | - | - | - | - | - |
| Subtotal | 3,685,500 | 120,000 | 3,565,500 | - | 5,114,000 | - | 5,114,000 | - | 1,520,000 | - | 1,520,000 | - |
| Branding | | | | | | | | | | | | |
| Branding Programs | 31,673,655 | 29,557,448 | 2,116,207 | (1,864,777) | 36,133,000 | - | 36,133,000 | - | 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 | 31,495,305 | 2,214,882 | (1,864,777) | 36,133,000 | - | 36,133,000 | - | 4,540,000 | - | 4,540,000 | - |
| Sports | | | | | | | | | | | | |
| Sports Programs | 6,311,889 | 2,844,889 | 3,467,000 | - | 3,967,000 | - | 3,967,000 | - | - | - | - | - |
| Subtotal | 6,311,889 | 2,844,889 | 3,467,000 | - | 3,967,000 | - | 3,967,000 | - | - | - | - | - |
| Safety and Security | | | | | | | | | | | | |
| Safety and Security Programs | 700,000 | 152,044 | 547,956 | - | 600,000 | - | 600,000 | - | - | - | - | - |
| Subtotal | 700,000 | 152,044 | 547,956 | - | 600,000 | - | 600,000 | - | - | - | - | - |
| Tourism Research | | | | | | | | | | | | |
| 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 | - | - | - | - | - |
| Planning | | | | | | | | | | | | |
| Planning Programs | 2,005,200 | 777,387 | 1,227,813 | 4,798 | 1,521,000 | - | 1,521,000 | - | 20,000 | - | 20,000 | - |
| In-House Contracted Staff - Planning | - | - | - | - | - | - | - | - | - | - | - | - |
| Subtotal | 2,005,200 | 777,387 | 1,227,813 | 4,798 | 1,521,000 | - | 1,521,000 | - | 20,000 | - | 20,000 | - |
| Administrative | | | | | | | | | | | | |
| Operations | 1,199,111 | 430,824 | 768,287 | 29,802 | 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 | 2,854,628 | 1,174,778 | 29,802 | 653,700 | - | 653,700 | - | 331,907 | - | 331,907 | - |
| Organizationwide Costs | | | | | | | | | | | | |
| 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 | 156,354 | 195,647 | 50,004 | 172,918 | - | 172,918 | - | - | - | - | - |
| Subtotal | 3,037,973 | 2,405,364 | 632,609 | 50,004 | 423,501 | - | 423,501 | - | 412,465 | - | 412,465 | - |
| Payroll | | | | | | | | | | | | |
| State Employee Fringe | - | - | - | - | 1,355,973 | - | 1,355,973 | - | 20,000 | - | 20,000 | - |
| State Employee Salaries - All Employees | - | - | - | - | 2,566,826 | - | 2,566,826 | - | - | - | - | - |
| Subtotal | - | - | - | - | 3,922,799 | - | 3,922,799 | - | 20,000 | - | 20,000 | - |
| Total Encumbrances | 60,000,000 | 41,949,917 | 18,050,083 | (1,780,173) | 60,000,000 | - | 60,000,000 | - | 14,024,372 | - | 14,024,372 | - |
| Revenues vs Encumbrances | - | 10,750,293 | | | - | - | | | - | - | | |

4.4

Budget Statement
FY 2023
As of October 31, 2022

| Program Code | Program Title | Budget FY22 | Encumbered - Budget Used (Cumulative) | Remaining Balance | October 2022 Activity | FY 2023 Activity |
|---------------------------------------|---|----------------------|---------------------------------------|----------------------|-----------------------|----------------------|
| <i>Tourism Federal Fund</i> | | | | | | |
| Perpetuating Hawaiian Culture | | | | | | |
| 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 | 0.00 | 50,000.00 | 0.00 | 0.00 |
| 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 | 0.00 | 75,000.00 | 0.00 | 0.00 |
| 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 | 0.00 | 14,345.00 | 0.00 | 0.00 |
| 718 | Resort Area Hawaiian Cultural Initiative | 150,000.00 | 0.00 | 150,000.00 | 0.00 | 0.00 |
| Subtotal | Perpetuating Hawaiian Culture | 4,544,845.00 | 1,200,300.00 | 3,344,545.00 | 0.00 | 700,300.00 |
| Natural Resources | | | | | | |
| 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 |
| Subtotal | Natural Resources | 1,915,000.00 | 100,000.00 | 1,815,000.00 | 0.00 | 0.00 |
| Community | | | | | | |
| 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 |
| Subtotal | Community | 3,685,500.00 | 120,000.00 | 3,565,500.00 | 0.00 | 0.00 |
| Branding | | | | | | |
| 004 | Cruise Infrastructure Improvements and A | 200,000.00 | 200,000.00 | 0.00 | 0.00 | 100,000.00 |
| 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 | 5,251.30 | 225,748.70 | 0.00 | 0.00 |
| 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 | 789,500.00 | 387,500.00 | 402,000.00 | (602,500.00) | 155,000.00 |
| 319 | MCI MFF | 850,000.00 | 850,000.00 | 0.00 | 0.00 | 0.00 |
| 320 | Island Chapters Staffing and Admin | 0.00 | 0.00 | 0.00 | (1,500,000.00) | 0.00 |
| 321 | US (formerly North America) | 22,500,000.00 | 21,250,000.00 | 1,250,000.00 | 250,000.00 | 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 | (213,000.00) | 200,000.00 |
| 350 | Global Mkt Shared Resces (formerly Intelle | 987,500.00 | 987,500.00 | 0.00 | 200,500.00 | 395,000.00 |
| 380 | Marketing Opportunity Fund | 32,655.00 | 47,655.00 | (15,000.00) | 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 | 32,276.68 | 17,723.32 | 223.02 | 16,293.64 |
| 934 | State Employee Salaries - Branding | 2,036,532.00 | 1,937,857.48 | 98,674.52 | 0.00 | 1,116,310.00 |
| Subtotal | Branding | 33,710,187.00 | 31,495,305.46 | 2,214,881.54 | (1,864,776.98) | 10,497,603.64 |
| Sports | | | | | | |
| 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 |
| Subtotal | Sports | 6,311,889.00 | 2,844,889.00 | 3,467,000.00 | 0.00 | 250,000.00 |
| Safety and Security | | | | | | |
| 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 |
| Subtotal | Safety and Security | 700,000.00 | 152,043.88 | 547,956.12 | 0.00 | 5,098.96 |
| Tourism Research | | | | | | |
| 506 | Infrastructure Research (Accomodations ar | 60,000.00 | 0.00 | 60,000.00 | 0.00 | 0.00 |
| Subtotal | Tourism Research | 60,000.00 | 0.00 | 60,000.00 | 0.00 | 0.00 |
| Planning | | | | | | |
| 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 | 0.00 | 175,000.00 | 0.00 | 0.00 |
| 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 | 12,867.20 | 4,132.80 | 4,797.53 | 10,506.98 |
| Subtotal | Planning | 2,005,200.00 | 777,387.21 | 1,227,812.79 | 4,797.53 | 285,856.98 |
| Administrative | | | | | | |
| 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 | 27,998.05 | 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 | 19,346.59 | 31,064.41 | 1,804.21 | 10,014.64 |
| Subtotal | Administrative | 4,029,406.00 | 2,854,627.54 | 1,174,778.46 | 29,802.26 | 1,489,942.08 |
| Governance and Org-Wide | | | | | | |
| 915 | Organization-Wide | 220,000.00 | 105,000.00 | 115,000.00 | 0.00 | 0.00 |
| 919 | Governance - Gen Board/Others | 352,001.00 | 156,354.43 | 195,646.57 | 50,004.10 | 52,302.08 |
| 931 | State Employees Fringe | 2,465,972.00 | 2,144,009.77 | 321,962.23 | 0.00 | 1,355,972.00 |
| Subtotal | Governance and Org-Wide | 3,037,973.00 | 2,405,364.20 | 632,608.80 | 50,004.10 | 1,408,274.08 |
| Total | FY 2022 Funds | 60,000,000.00 | 41,949,917.29 | 18,050,082.71 | (1,780,173.09) | 14,637,075.74 |
| <i>Convention Center Federal Fund</i> | | | | | | |
| Branding | | | | | | |
| 934 | State Employee Salaries - Branding | 72,458.00 | 12,613.84 | 59,844.16 | 0.00 | 0.00 |
| Subtotal | Branding | 72,458.00 | 12,613.84 | 59,844.16 | 0.00 | 0.00 |
| Administrative | | | | | | |

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

6

Presentation, Discussion, and Action to Amend HTA's FY 2023 Budget Funded by Available American Rescue Plan Act (ARPA) Funds

Hawaii Tourism Authority FY23 BUDGET (AMENDED)

| Program Code | Program Title | FY 2022 (Current) | Approved FY 2023 Budget | Adjusted FY 2023 (Proposed) |
|--|--|-------------------|-------------------------|-----------------------------|
| Perpetuating Hawaiian Culture | | - | | |
| 201 | Kūkulu Ola: Living Hawaiian Cultural Program | 1,500,000 | 1,500,000 | - |
| 202 | Hawaiian Culture Initiative | 475,000 | 475,000 | - |
| 203 | Ma'ema'e HTA | 50,000 | 50,000 | 50,000 |
| 204 | Market Support | 50,000 | 50,000 | 75,000 |
| 207 | Kāhea Program - Airport Greetings | 700,000 | - | - |
| 214 | Legacy Award Program | 75,000 | 50,000 | - |
| 215 | Hawaiian Culture Opportunity Fund | - | 100,000 | - |
| 216 | 'Ōlelo Hawai'i | - | 700,000 | 700,000 |
| 217 | FESTPAC | 250,000 | 250,000 | - |
| 297 | Memberships and Dues - Hawaiian Culture | 500 | 1,000 | 500 |
| 298 | Travel - Hawaiian Culture | 14,345 | 19,000 | - |
| 374 | Surfing | - | - | 250,000 |
| 718 | Resort Area Hawaiian Culture Initiative | 150,000 | - | 250,000 |
| TBD-1 | Ho'okipa Malihini Initiative | - | 1,625,000 | 450,000 |
| TBD-2 | Hawaiian Culture Festivals & Events | 780,000 | 780,000 | - |
| | | 4,044,845 | 5,600,000 | 1,775,500 |
| Natural Resources [HRS 201B-11(c)(2)] | | | | |
| 402 | Aloha 'Āina (formerly NR and Leg Prov NR) | 1,500,000 | 1,500,000 | - |
| 406 | Visitor Impact Program | 300,000 | 285,000 | - |
| 407 | Sustainable Tourism Association of Hawai'i | - | 50,000 | - |
| 498 | Travel | 15,000 | 15,000 | - |
| TBD-3 | Tour Guide Certification/Licensure Program | - | 150,000 | 500,000 |
| | | 1,815,000 | 2,000,000 | 500,000 |
| Community | | | | |
| 700 | Signature Events | 1,700,000 | 1,700,000 | - |
| 701 | Community Enrichment Program | 1,700,000 | 1,700,000 | - |
| 702 | Community Tourism Capacity Building | - | 300,000 | 300,000 |
| 731 | Destination Management - O'ahu | - | 210,000 | 200,000 |
| 732 | Destination Management - Maui County | - | 290,000 | 200,000 |
| 733 | Destination Management - Hawai'i Island | - | 150,000 | 200,000 |
| 734 | Destination Management - Kaua'i | - | 150,000 | 200,000 |
| 797 | Memberships and Dues - Community | 500 | 500 | 500 |
| 798 | Travel - Community | 15,000 | 13,500 | 10,000 |
| 802 | Current Workforce | - | 250,000 | 150,000 |
| 803 | Future Workforce | 150,000 | 150,000 | - |
| TBD-4 | Local Business Support | - | 200,000 | - |
| | | 3,565,500 | 5,114,000 | 1,260,500 |
| Branding | | | | |
| 4 | Cruise Industry Consultant Services | 100,000 | 100,000 | - |
| 10 | Campaign Effectiveness Study | - | 260,000 | - |
| 14 | Pono Travel Education | - | - | 500,000 |
| 102 | Hawai'i Tourism Updates | 225,748 | 300,000 | 100,000 |
| 317 | Convention Center Sales & Marketing CW | - | 2,600,000 | 2,600,000 |
| 318 | GoHawaii.com | 557,000 | 310,000 | 500,000 |
| 319 | MFF | - | 550,000 | 850,000 |
| 320 | Island Destination Marketing & Management Services | - | 2,400,000 | 1,200,000 |
| 321 | US (formerly North America) | 9,750,000 | 17,000,000 | 7,000,000 |
| 322 | Canada | - | 800,000 | 800,000 |
| 323 | Japan | - | 6,500,000 | 6,500,000 |
| 324 | Korea | - | 630,000 | 630,000 |
| 325 | Oceania | - | 950,000 | 950,000 |
| 329 | China | - | 120,000 | 120,000 |
| 331 | MCI - Single Property | - | 1,900,000 | 1,900,000 |
| 339 | Global Digital Marketing Strategy | 413,000 | - | - |
| 350 | Global Mkt Shared Resces | 395,000 | 1,500,000 | 1,500,000 |
| 397 | Memberships and Dues - Branding | 22,735 | 160,000 | 160,000 |
| 398 | Travel - Branding | 34,016 | 53,000 | 50,000 |
| 934 | Salaries | 1,214,984 | - | - |
| | | 12,712,483 | 36,133,000 | 25,360,000 |
| Sports | | | | |
| 312 | PGA Tour Contracts | 1,800,000 | 1,800,000 | - |
| 340 | Ironman World Championship | 250,000 | - | - |
| 343 | LPGA Lotte Championship | 250,000 | - | - |
| 378 | UH Athletics Branding Partnership | 167,000 | 167,000 | - |
| 385 | Sports RFP or Other Procurement | 1,250,000 | 2,000,000 | 2,000,000 |
| | | 3,717,000 | 3,967,000 | 2,000,000 |
| Safety and Security | | | | |
| 601 | Visitor Assistance Programs | 500,000 | 500,000 | - |
| 602 | Crisis Management | 53,055 | 100,000 | 100,000 |

**Hawaii Tourism Authority
FY23 BUDGET (AMENDED)**

| Program Code | Program Title | FY 2022 (Current) | Approved FY 2023 Budget | Adjusted FY 2023 (Proposed) |
|----------------------------------|---|-------------------|-------------------------|-----------------------------|
| | | 553,055 | 600,000 | 100,000 |
| Tourism Research | | | | |
| 506 | Infrastructure Research | 60,000 | 65,000 | 65,000 |
| | | 60,000 | 65,000 | 65,000 |
| Planning | | | | |
| 652 | Planning Tools & Assessments | 298,414 | 50,000 | - |
| 653 | Hotspot Mitigation | 500,000 | 1,000,000 | 200,000 |
| 654 | Program Evaluation | 122,415 | 50,000 | - |
| 655 | Community Engagement | 175,000 | - | - |
| 656 | Community Tourism Collaborative | 400,000 | 400,000 | - |
| 697 | Memberships & Dues | 3,200 | 1,000 | - |
| TBD-6 | Tourism Excellence Accreditation Program | - | - | 450,000 |
| 698 | Travel - Planning | 14,639 | 20,000 | 11,799 |
| | | 1,513,668 | 1,521,000 | 661,799 |
| Admin | | | | |
| 101 | Community-Industry Outreach & Public Relations Svcs | - | 200,000 | 200,000 |
| 103 | HawaiiTourismAuthority.org | 75,453 | 50,000 | 50,000 |
| 901 | General and Administrative | 691,184 | 333,700 | 333,700 |
| 930 | State Employee Salaries - Admin | 1,857,008 | - | - |
| 998 | Travel - Admin | 41,079 | 70,000 | 70,000 |
| | | 2,664,724 | 653,700 | 653,700 |
| Governance & Org Wide | | | | |
| 915 | Organization - Wide | 115,000 | 250,583 | 250,583 |
| 919 | Governance - Gen Board/Others | 247,949 | 172,918 | 172,918 |
| | | 362,949 | 423,501 | 423,501 |
| Payroll | | | | |
| 931 | State Employees Fringe | 1,677,934 | 1,355,973 | - |
| TBD-5 | State Employee Salaries - All | - | 2,566,826 | - |
| TBD-7 | July-December 2023 Payroll and Admin Costs | - | - | 2,200,000 |
| | | 1,677,934 | 3,922,799 | 2,200,000 |
| Board Unallocated | | - | - | - |
| | | 32,687,158 | 60,000,000 | 35,000,000 |