



Ke'ena Kuleana Ho'okipa O Hawaii
 Hawaii Convention Center
 1801 Kalākaua Avenue, Honolulu, Hawaii 96815
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Josh Green, M.D.
 Governor

John De Fries
 Resident and Chief Executive Officer

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

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

**Pō'ahā, lā 22 o Kēkēmapa 2022, 9:30 kak.
 Thursday, December 22, 2022 at 9:30 a.m.**

Kikowaena Hālāwai O Hawaii'
 Papahale Ho'okū Ka'a | Lumi Nui A
 1801 Alaākea Kalākaua
 Honolulu, Hawaii 96815
 (Ke Piha Ka Lumi, He Noho Hou
 Ko Ka Lumi 'Emalani 320)

Hawaii' Convention Center
 Parking Level | Executive Boardroom A
 1801 Kalākaua Avenue
 Honolulu, Hawaii 96815
 (Overflow Seating at
 'Emalani Theater 320)

E ho'olele 'iwā 'ia ka hālāwai ma o ka Zoom. E kāinoa mua no kēia hālāwai:

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https://us06web.zoom.us/webinar/register/WN_3kB-HvbtT8yNJ8Z1W04Rlq

Ma hope o ke kāinoa 'ana, e ho'ouna 'ia ana 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 ke hō'ike mana'o ma o ka palapala a i 'ole ma o ka waha.

Members of the public may provide written or oral testimony on agenda items.

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

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

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

Written testimony received ahead of the preparation of the board packet will be included in the board packet. Written testimony received after the issuance of the board packet (48 hours ahead of the meeting) will be distributed to the board and available for public inspection at the meeting. Email written testimony to **Carole Hagihara-Loo** at carole@gohta.net or hand-delivered to the HTA office.

Papa Kumumana‘o
AGENDA

1. *Ho‘omaka*
Call to Order
2. *E Mālama ‘ia ana ke Kikolā e Kāhea ai i Nā Lālā Papa Alaka‘i Komo a e Hō‘oia ai i nā Kānaka ‘ē a‘e e Komo Pū ana me ka Lālā Papa Alaka‘i inā aia ma Kahi Ka‘awale*
Roll Call to Announce Name of Participating Board Members and to Identify Who Else is Present with Board Member if Location is Nonpublic
3. *Wehena*
Opening Cultural Protocol
4. *‘Āpono i nā Mo‘o‘olelo Hālāwai Papa Alaka‘i Kūmau o ka 17 Nowemapa 2022, a me ka Hālāwai Papa Alaka‘i Kūikawā o ka 7 Kekemapa 2022*
Approval of Minutes of the *November 17, 2022 Regular Board Meeting* and *December 7, 2022 Special Board Meeting*
5. *Hō‘ike o nā Alu Like ‘Ae ‘ia ma a Hālāwai ‘Ikepili a i ‘ole he Hō‘ike i Ho‘onohonoho ‘Ole ‘ia e ka Papa Alaka‘i Ma Lalo o ka HRS Māhele 92-2.5(c)*
Report of **Permitted Interactions** at an Informational Meeting or Presentation Not Organized by the Board Under HRS section 92-2.5(c)
6. *Kūkā a Kī‘ina no nā Nīnau o ka Hālāwai Papa Alaka‘i Ke‘ena Kuleana Ho‘okipa o Hawai‘i Kūikawā o ka 7 Kekemapa 2022****
Discussion and Follow-Up on **Questions from the December 7, 2022 HTA Special Board Meeting *****
7. *Hō‘ike a ka Luna Ho‘okele Ho‘okō/ka Luna Kāko‘o Ke‘ena/ka Luna Alowelo*
Reports of the Chief Executive Officer/Chief Administrative Officer/Chief Brand Officer
 - a. *No ka ‘Ikepili Hou o ko HTA Mau Papa Hana ma Nowemapa 2022*
Relating to **Update on HTA’s Programs During November 2022**
 - b. *No ka ‘Ikepili Hou o kā HTA Ho‘oholomua ‘ana i ka Papa Hana Ho‘okele Loli*
Relating to **Update on HTA’s Implementation of Change Management Plan**
8. *Hō‘ike‘ike a Kūkā no nā ‘Ike A Kūlana Mākeke o kēia Wā i Hawai‘i a me nā Mākeke Ho‘okipa Nui i Hawai‘i*
Presentation and Discussion of **Current Market Insights and Conditions in Hawai‘i and Key Major Hawai‘i Tourism Markets**
9. *Kūkā i ka Wānana Ho‘okele Waiwai no Hawai‘i Moku‘āina*
Discussion on the **Economic Forecast for the State of Hawai‘i**
10. *Hō‘ike‘ike, Kūkā, a Kī‘ina Hana no ko HTA Mo‘olelo Kālā o Nowemapa 2022*
Presentation, Discussion, and Approval of the **HTA’s Financial Report for November 2022**

11. *Nūhou a Kūkā no ka Hō‘ea ‘ana o nā Lālā Kōmike Loiloi ‘Ole i nā Hō‘ike‘ike Ho‘okūkū Noi Kālā a Mana‘o Ho‘ākāka na nā Mea Noi o ke Ke‘ena Kuleana Ho‘okipa o Hawai‘i*
Update and Discussion Regarding **Attendance by Non-Evaluation Committee Members at HTA Request for Proposal (RFP) Oral Presentations and Clarifications by Offerors**
12. *Kūkā no ke Kulekele Ke‘ena Kuleana Ho‘okipa o Hawai‘i # 400-50 Operating Budget Policy*
Discussion on **HTA Policy # 400-50 Operating Budget Policy**
13. *Kūkā no ka ‘Ōnaehana ‘Āpono ‘Aelike a ‘Aelike Keu o ke Ke‘ena Kuleana Ho‘okipa o Hawai‘i*
Discussion on **HTA’s Approval Process for Contracts and Supplemental Contracts**
14. *Nūhou a Kūkā no ka Palapala SPO-036 Procurement Delegation Me Ka Mō‘aukala Ho‘okuleana*
Update and Discussion on **Form SPO-036 Procurement Delegation, Including a Timeline of Delegated Authority**
15. *Nūhou a Kūkā no ka Palapala SPO 021 Standard Qualification Questionnaire no nā Mea Noi o ko ke Ke‘ena Kuleana Ho‘okipa o Hawai‘i Ho‘okūkū Noi Kālā*
Update and Discussion on **Form SPO 021 Standard Qualification Questionnaire for Offerors Participating in HTA Request for Proposals**
16. *Kūkā, Mana‘o Hāpai, a ‘Āpono i ka ‘Aelike Hokona Alowelo Hawai‘i a me ka Lawelawe iā ‘Amelika Hui Pū ‘Ia****
Discussion, Recommendation, and Approval on **Hawai‘i Destination Brand Marketing & Management Services for the United States Major Market Area Contract *****
17. *Kūkā, Mana‘o Hāpai, a ‘Āpono i ka Ho‘olō‘ihi ‘ia o ko ke Ke‘ena Kuleana Ho‘okipa o Hawai‘i ‘Aelike 21030 Island Chapter Support Services a ma ‘ō aku o ke 31 Kekemapa, 2022, e koe nei ka Kona ‘Āpono ‘ia na ke Ke‘ena Kālā o ka Moku‘āina.*
Discussion, Recommendation and Approval to **Extend HTA Contract 21030 Island Chapter Support Services Contract Beyond December 31, 2022**, Subject to the Approval from the State Procurement Office
18. *Kūkā, Mana‘o Hāpai, a ‘Āpono i ka Ho‘olō‘ihi ‘ana i ka ‘Aelike Ke‘ena Kuleana Ho‘okipa o Hawai‘i 21015 S4 Global Support Services a ma ‘ō aku o ka 28 Malaki, 2023, e koe nei ka ‘Āpono ‘ia na ke Ke‘ena Kālā Moku‘āina*
Discussion, Recommendation, and Approval to **Extend HTA Contract 21016 S4 Global Support Services Contract Beyond March 28, 2023**, Subject to the Approval from the State Procurement Office
19. *Kūkā, Mana‘o Hāpai, a ‘Āpono i ka Ho‘olō‘ihi ‘ana i ka ‘Aelike Ke‘ena Kuleana Ho‘okipa o Hawai‘i 17029 S21 USA Leisure Marketing a ma ‘ō aku o ke 31 Malaki, 2023, e koe nei ka ‘Āpono ‘ia na ke Ke‘ena Kālā Moku‘āina*
Discussion, Recommendation, and Approval to **Extend HTA Contract 17029 S21 USA Leisure Marketing Contract Beyond March 31, 2023**, Subject to the Approval from the State Procurement Office

20. *Kūkā, Mana’o Hāpai, a ‘Āpono i ka ‘Alemanaka 2023 no Kūkulu Ola, Aloha ‘Āina, nā Papa Hana Ho’oulu Kaiaulu, nā Hanana Ho’olaule’a, nā Hanana a Ho’olaule’a Hawai’i, a me nā Papa Hana Ho’okipa Malihini*
 Discussion, Recommendation, and Approval of **Calendar 2023 Cycle of Kūkulu Ola, Aloha ‘Āina, Community Enrichment Program, Signature Festival & Events, Native Hawaiian Festival & Events, and Ho’okipa Malihini Initiative Programs**
21. *Kūkā a Nā’ana i ka Mana’o i ke Noi a ke Kōmike Kenekoa Ways and Means e ho’olako ‘ia ka Mo’ohelu Makahiki Kālā 2024 a 2025 o ke Ke’ena Kuleana Ho’okipa o Hawai’i*
 Discussion and Review of **Response to Senate Committee on Ways and Means Request for HTA’s FY 2024 and FY 2025 Biennium Budget**
22. *Kūkā, Mana’o Hāpai, a ‘Āpono no ka Ho’āmana Piha ‘ia o nā Hana Ho’okele Alowelo no ka Mākeke Ko’iko’i Kina, e koe ana paha i ka ‘Āpono ‘ia na ke Ke’ena Kālā Moku’āina no ka Ho’olō’ihi ‘ia o ka ‘Aelike Ke’ena Kuleana Ho’okipa o Hawai’i 21031 S1 China Leisure Marketing a ma ‘ō aku o ke 31 Kekemapa, 2022*
 Discussion, Recommendation, and Approval to **Fully Restore Brand Management Activity Levels for the China Major Market Area**, as may be Subject to Approval by the State Procurement Office of the Contract Extension for HTA Contract 21031 S1 China Leisure Marketing Contract Beyond December 31, 2022
23. *Hō’ike’ike, Kūkākūkā A Kī’ina Hana No Ko Ke Kikowaena Hālāwai O Hawai’i Palapala Hō’ike Kālā No ‘Okakopa a me Nowemapa 2022 A Me Ka ‘ikepili Hou Ma Ko Ke Kikowaena Hālāwai O Hawai’i Papa Hana CIP 6 Makahiki*
 Presentation, Discussion, and Action on the **Hawai’i Convention Center’s October 2022 and November 2022 Financial Reports and Update on the Hawai’i Convention Center’s 6-Year CIP Plan**
24. *Hō’ike’ike a Kūkā no ka Nūhou no nā Hana Hālāwai, Kikowaena, Papa Hana Mākeke, ka Pace Report, a me nā Hana o ke Kikowaena Hālāwai o Hawai’i a me nā Loa’a Kūloko*
 Presentation and Discussion Regarding an **Update on the Meetings, Conventions and Incentives Market Activity and Pace Report, and Hawai’i Convention Center Activity and Local Sales**
25. *Ho’oku’u*
 Adjournment

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

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

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

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

Inā he lawelawe a mea like paha e pono ai ke kīnānā, e ho'oka'a'ike aku me Carole Hagihara-Loo ma (808)-973-2289 a ma ka leka uila: 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.

If you need an auxiliary aid/service or other accommodation due to a disability, contact Carole Hagihara-Loo at (808) 973-2289 or carole@gohta.net as soon as possible, preferably no later than 3 days prior to the meeting. If a response is received the day before the meeting, we will try to obtain the auxiliary aid/service or accommodation, but we cannot guarantee that the request will be fulfilled. Upon request, this notice is available in alternative formats such as large print, Braille, or electronic copy.

E like nō me ka 'ōlelo o ke Kānāwai 220, 'a'ole e mālama ana ke Ke'ena Kuleana Ho'okipa o Hawai'i i kekahi wahi ka'awale no ka lehulehu a lālā papa alaka'i e nānā a e komo ai i ka hālāwai ma ka ho'ohana i ka 'enehana komo hālāwai (ICT), no ka mea, hiki nō i ka po'e o ka lehulehu a lālā papa alaka'i ke nānā a komo pū ma ka hālāwai hō'ea kino.

In accordance with Act 220, the Hawai'i Tourism Authority will not establish a remote viewing area for members of the public and board members to view and participate in meetings held using interactive conference technology (ICT) because there will be an in-person option for members of the public and board member to view and participate in the meeting.

4

Approval of Minutes of the
November 17, 2022 Regular Board Meeting
and December 7, 2022 Special Board Meeting

4.1

Approval of Minutes of the
November 17, 2022 Regular Board Meeting



**REGULAR BOARD MEETING
HAWAII TOURISM AUTHORITY
Thursday, November 17, 2022, 9:30 a.m.**

Hybrid In-Person & Virtual Meeting

MINUTES OF THE REGULAR BOARD MEETING

MEMBERS PRESENT:

George Kam (Chair), Kimberly Agas (Zoom), Dylan Ching (Zoom), Keone Downing, Mahina Duarte (Zoom), Stephanie Iona, James McCully, Sherry Menor-McNamara (Zoom), Mike White (Zoom), Sig Zane

MEMBERS NOT PRESENT:

David Arakawa, Ben Rafter

HTA STAFF PRESENT:

John De Fries, Kalani Ka'anā'anā (Zoom), Marc Togashi (Zoom), Caroline Anderson, Ilihia Gionson, Iwalani Kaho'ohanohano, Jadie Goo, Carole Hagihara, Maka Casson-Fisher

GUESTS:

Representative Richard Onishi, DBEDT Director Mike McCartney, Kylie Butts, Charlene Chan, Jennifer Chun, Jeffrey Eslinger, Nathan Kam, Erin Khan, John Monahan, Malia Sanders, Jay Talwar, Sue Waive

LEGAL COUNSEL:

Gregg Kinkley, John Cole

1. Call to Order

Chair Kam called the meeting to order at 9:32 a.m.

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

Mr. Gionson did the roll call, and all members were confirmed in attendance. Members who attended via Zoom were by themselves.

3. Opening Cultural Protocol

Mr. Casson-Fisher did the opening protocol.

4. Approval of Minutes of the October 27, 2022, Board Meeting

Chair Kam asked for a motion to approve the minutes. Mr. McCully made a motion to approve the minutes. Mr. Downing seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

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

There were no permitted actions.

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

a. Relating to Update on HTA's Programs During October 2022

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

Mr. De Fries emphasized the section under the Change Management Plan. He said they continue to recruit candidates for Procurement Manager, Senior Brand Manager, and Brand Manager positions. They have commenced with an initial round of candidates for the Chief Administrative Officer and if necessary, will be prepared to do another round of interviews a week after Thanksgiving. At the last meeting, Mr. Arakawa requested that they report each month on the audit status. He called Mr. Togashi to commence with the CAO report.

Mr. Togashi said October was busy. With respect to procurement, the team continues to work on various procurement matters with the program teams. They continue with preparation for the upcoming legislative session, which includes working on the legislative budgetary request and identifying priorities for the session, which will be discussed later. With respect to the 2018 audit report, they are in the midst of developing an audit action plan which will include reviewing and revising their quality assurance procedures, updating position descriptions, taking mediation actions regarding contractor oversight, and updating policies and procedures, including those procurements. He said they have already started on that by revisiting the procurement forms, providing staff training, and evidencing the inclusion of topics in the

training material. The finance team continued with preparation for the annual financial audit conducted by the HTAs auditors, including analysis and preparation of numerous reporting schedules. With respect to funding, they continue to work with the governor's administration on the HTAs funding for the FY2023. They discussed it at the BFCC meeting and will cover it later. They continue to work closely with program staff to support their needs, as well as support the HTA.

Mr. De Fries pointed out that in the last five weeks, Mr. Ka'anā'anā had been traveling and was on his way to Korea before returning to Hawai'i. Mr. De Fries asked for Mr. Ka'anā'anā's report.

Mr. Ka'anā'anā spoke about all the activities of the Hawai'i Tourism Conference coming up on December 8 and 9. He gave an update on Japan's activities. He said he had good meetings with the key partners. The exchange rate continues to be a challenge. ADR and the cost of a trip to Hawai'i continue to be discussed in every meeting. There were good conversations about how to recover the market, and everyone in Japan is committed to that. He added that he would go to Korea to help restart the market, reopen, and foster relationships with key stakeholders and partners. He is encouraged by what he has been hearing.

Expedia data from Japan noted that Hawai'i is doing well in terms of the U.S. market. Hawai'i is number one for search but number three for flight bookings. He said they met with representatives from the secretary to the Pacific community, an UN-based organization, and a regional organization that will do a site visit for the Festival of Pacific Arts. It was a good opportunity for them to see Hawai'i and the venues and what the HTA is supporting as part of the commission that will happen in 2024.

Mr. Ka'anā'anā said the first brand team group received their certificates in Professionals in Destination Management (PDM) at the end of October. The PDM certification is backed by Destinations International, a recognized leader in industry education. For December 7, they will convene extra meetings before the Tourism Conference with the advisory committees for each market. The HTA also supports the Council of State Governments (CSG) gathering at the Hilton.

Mr. De Fries spoke about the William "Billy" Keno Park opening that Mr. McCully attended with a tree planting ceremony. He said it was a fitting tribute. Chair Kam mentioned that Chair Onishi has always advocated for the HTA in all that he has done.

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

Ms. Chun said they were well ahead of the visitor statistics release with the early Board meeting, so they are still busy putting all the data together. They plan to release visitor

statistics at the end of the month, after Thanksgiving. She shared market intelligence and other information. She spoke about the county TAT collections. The County of Hawai'i has \$21.1 million, and \$15.4 of that was for the FY2022. \$5.7 million was for the FY2023 year to date. With the adjustment, it does look like the counties are getting more TAT funds than they would have with the previous allocation.

Ms. Chun spoke about the scheduled air seats. For October, the numbers will be finalized at the end of November. Since the last meeting, domestic air seats have increased for November. There were also more international air seats for November. In December, the overall seats will be nearing 2019 levels, with a significant increase from November to December for international seats, which continues through January.

The U.S. Travel Association report showed a total travel spending increase of 5.9% over 2019. There is an increase in auto trips and a decrease in air trips. Overseas travel is still down. Hotel demand is up. Short-term rental demand is up. Hawai'i is not doing too badly for air travel, at 96% for overall passenger throughput. The U.S. Travel Association also released a new international forecast, which is slightly different from her presentation in October 2022. The recovery for international visits is 2025. The region recovery chart has the Americas as recovering faster than some of the other regions. However, they expect the Asia Pacific in 2025 will still be at 99% of what it was in 2019, so will be a slower recovery.

Ms. Chun spoke about the Portrait of American Travelers Hawai'i edition being on the HTA website. DBEDT had proprietary questions. She showed the latest data. Interest in visiting Hawai'i is slightly down from July 2021, but looking at April 2022, there is a slight increase. 66% of those surveyed said there was interest in visiting Hawai'i over the next two years. Broken down by generation, they see an increase year-over-year for some of the younger ones, GenZ and GenX. The Boomers also show an increase in interest, but overall, the most interest comes from the GenZ and Millennials. There was a slight decrease in the older Boomers visiting Hawai'i. The long-haul flight could be a factor for the older Boomers. For household income, there is a slight decrease across the board. The number one deterrent for people not wanting to visit Hawai'i is cost.

38% who considered visiting Hawai'i in 2021 changed their mind. The cost of airfare, hotel, and vacation price packages were the number one reasons. The likeliness of people spending more could be related to things costing more versus wanting to spend more. For times when people are planning to visit Hawai'i, there is a strong increase for the next three months. 41% of people said they plan to visit in the next three months, versus July 2021, when 34% would visit in 30 days to three months. Most concerns for people planning to visit Hawai'i were the price of gas, household budget pressures, and potential airport disruptions.

Ms. Chun spoke about travel agency booking trends. There was a consistent level of booking in November 2022. People are coming at similar times as in 2019 and 2021. For Japan, it is still flat on booking activity. Times for people coming from Japan, the activity is flat through March 2023. Some people are visiting before the marathon starts, but the volume is nowhere near 2019 numbers. Canada has had a steady volume of booking in the last few weeks. The pattern is similar but below 2019 levels. For Korea, it is steady in the last month. They are coming in similar times as in past years, but numbers are still below 2019. For Australia, booking volumes are flat, and people are visiting at the same times. Numbers are closer to 2019 compared to other international markets.

There were no questions from anyone.

8. Report and Update by the Branding Standing Committee (BSC) of their Meeting Held on November 16, 2022

a. Discussion Regarding an Update on Hawai'i Airlift as Presented at the November 16, 2022 BSC Meeting

b. Discussion and Action on the Recommendation by the Branding Standing Committee on the HTA's Sports Programs Strategy and Request for Proposals as Presented at the November 16, 2022 BSC Meeting

Mr. Ching said they covered a number of things at the previous day's Branding Standing Committee meeting. There had been an update from Mr. Eslinger. Ms. Chun had spoken about the nuances of the airlift.

Mr. Eslinger added that it is a dynamic marketplace. Every market is unique, and every airline is unique. Some have labor challenges; some have aircraft availability issues, as well as other issues. He said when comparing the U.S. to 2019, for the calendar year 2022 and into the first eight months of 2023, they are ahead, but it is a reduction compared to what they saw coming out of COVID, due to aircraft that were not being utilized for other markets, being used for Hawai'i.

For the Oceania market, they will not have the same number of seats to Hawai'i because Qantas is retiring the 747 which had brought in more seats than the airline can now. This is the same case with Air New Zealand with a smaller plane. For Japan, they have seen that adding to the schedule or reducing the schedule takes on demand and policies and is leveling off. United and Delta will resume service in Spring 2023. They will see more normalcy with a more stable air schedule.

Chair Kam asked which markets are a concern. Mr. Eslinger said that it is Oceania. With Japan, moving into 2023 after the holidays, they will continue to ramp up, and they anticipate more passengers and visitors. He mentioned the neighbor island service from the U.S., saying that the growth of short-term rentals in the last 12+ years has created an "artificial" length of stay, so many people are coming into the market. It is creating a valley in terms of demand mid-week for Kona and Lihue, so the airlines have had to make harder decisions. American Airlines used to fly a 777 from Dallas to Kona, but it is too large of a plane to bring daily, and they do not have a smaller aircraft that can work in that market, so they had to pull that service. Due to neighbor islands Delta had to reduce the daily frequency as well. Delta has continued investing in Hawai'i, pairing Maui to Atlanta, Detroit, and Honolulu. In December, JFK to Honolulu will be a daily service, so there will be three carriers from the New York market. Delta is going to bring back Salt Lake city as well.

Chair Kam asked what the Korean outlook was like. Mr. Eslinger said it is a country/origin factor in terms of seats, and it is one of the most rebounded markets with Canada. They continue to see demand in that market, and the carriers have planned accordingly. He said there is opportunity but what transpires remains to be seen.

Chair Kam asked about restoring United Airlines going out in 2023, as it is an economic driver. Mr. Eslinger said he met with Mr. Tom Holland, and there were many factors to pulling the service, but it had to do with demand. Within the current parameters and aircraft availability, they had to decide to suspend services, but there might be opportunities to have more conversations with additional information to show it is Hawaii's goal to have LA connected to Hilo.

Mr. Ching said they also discussed Sports Programs RFPs. There was a discussion on adjustments and clarifications needed. He turned it over to Mr. Ka'anā'anā.

Mr. Ka'anā'anā said the Executive Summary would continue to have the approach of four tiers. The first and largest tier is Marquee Partnerships. Marquee-level partnerships are high-level partnerships with great marketing reach, brand alignment, and synergy.

The next tier is Signature Program, which has the ability in marketing reach and the ability to draw visitors to Hawai'i, which is consistent with how the HTA has done it in the past.

The third tier, Hawai'i Authentic is surfing, canoe paddling, and beach volleyball. Those will be at any level but specific to those three sports because they are from Hawai'i, authentic to Hawai'i, and pillars of the brand globally.

Tier Four is Community-based Programs, small community organizations that organize sporting events.

The four tiers will all have procurements related to them. Marquee Partnerships will most likely be sole-sourced. They plan to do the community level as a separate RFP from CEP. Many have been accustomed to the sports niche under CEP. All sports procurements will be their separate procurement for the strategy. He said they also spoke about global reach. One of their opportunities is to leverage the larger partnerships with the sport properties to reach more globally. Their recommendation is to focus on leveraging those opportunities globally.

Chair Kam asked where the Buffalo Board Classis would fall under. Mr. Ka'anā'anā said it would be under the Hawai'i Authentic with the surfing.

Mr. Gionson said there were no questions from anyone. Mr. Ching asked for a motion for the full Board to approve. Chair Kam made a motion, and Mr. White seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

c. Discussion and Action on the Recommendation by the Branding Standing Committee on the 2023 PGA “Aloha Swing” Activation Plan as Presented at the November 16, 2022 Meeting

Mr. Ching said there had been many discussions around the agenda item. Mr. Ka'anā'anā said there are three main events, the Sentry, the Sony, and the Mitsubishi Electric Championship. The Board had previously approved \$1.8 million for the opportunity in 2022 ARPA funds. He said they project the economic ROI of the program at \$118 million for 2023, using the DBEDT calculator, which does not include the \$30 million in U.S. media value. They anticipate greater global media value. He said the community benefits are outlined in the slides. There are key changes for everyone to be aware of. He said they are paying attention to LIV. The PGA has doubled down on Sentry as the start and kick-off of the season in the islands and expanded the field of eligible players from the FedEx cup to 30 top-ranked players. They also have good media coverage.

Mr. Monahan added that the battle with LIV Golf and the PGA tours is critical for the Hawai'i contract, as the PGA tour has taken a hard look at their schedule and decided that thirteen events will require higher persons and extra work. The PGA runs the Sentry event, and it has been a lesser light in the schedule with the increased purse and the fact that there will be NBC network coverage for the weekend of the event. There will be enhanced global marketing reach, creating real opportunities for the HTA. The global reach of the contract is estimated at \$240 million, so it is a significant event, with the increased field of around 50 players now. He added that the NBC broadcast is an advantage for the HTA.

Mr. Ching asked for a motion. Chair Kam made a motion and Mr. White seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

d. Discussion and Action on the Recommendation by the Branding Standing Committee on the 2022-2023 World Surf League Activation Plan as Presented at the November 16, 2022 Meeting

Mr. Ka'anā'anā said they have an opportunity to reconnect with the World Surf League (WSL). He had good conversations with the local representatives to rethink their partnership. It includes their sponsorship of the Haleiwa Challenger and three qualifying series events. Those qualifying series events are important from the perspective of community benefits. There is an opportunity for local based surfers to enter the qualifying series events they need to attend in order to get to the Haleiwa Challenge, which helps them get on the main circuit. He is grateful for the WSL extending the opportunity to the HTA. The total amount of requested funding is \$100,000, which would come from the FY2023 funds, with the procurement method being sole-sourced. He showed the breakdown of where the funding would go to. The brand alignment with surfing and Hawai'i is unquestionable, so this is an opportunity for the HTA to leverage that. He said it is part of a sports strategy where they can support something grassroots and partner with the WSL. They need to find ways to strategize and look at every piece of surfing and how they support it.

He spoke about the Haleiwa Challenger and said all the details are in the meeting packets. Chair Kam added that they are looking for a long-term partnership from the opening ceremony to the end. He asked for more of a breakdown of the Haleiwa Challenger.

Mr. Downing asked about the Haleiwa Challenger budget and if it was for the three events. Chair Kam said it included the Ala Moana Bowl, also a Qualifying Series (QS) event. Mr. Downing said they have to return to the Board the following year for discussions as the Challenger Series event is changing to a QS1000 event the next year. Chair Kam said that is potentially correct. Mr. Downing said if WSL takes the event back and keeps it as a Challenger event, his concern is for the Hawaiian children. He asked how they could create three of the 1000 events so that the children do not have to travel to compete to be able to make it to the next round. He said the men have to travel to qualify, which is expensive. Chair Kam said that is all part of the commitment and for the agreement, but they want three QS events in Hawai'i. He said if the WSL wants to keep the Challenger, the HTA will work on having another QS event to ensure the local surfers have the best opportunity, and they have three QS events to compete in Hawai'i. He said they have \$100,000 until June 30, which takes care of all the events through the winter season. He said they need to agree on what it looks like for the next fiscal year, to ensure three QS events.

Mr. McCully asked about the acronyms. He asked if the Challenger is an open contest where anyone could show up and compete. Chair Kam confirmed that the Challenger is AAA. CT (Championship Tour) are the major leagues, and QS is AA. AA champions compete in the AAA, which is called the Challenger series. The championships are all QS. The winners of the Challenger get invited to the Championship tour.

Mr. McCully asked about Mr. Downing's concern. Chair Kam said his concern was at the AA level, where the local children compete. The AAA will be from all over the world. AA is from Hawai'i and Tahiti. Mr. Downing wanted to ensure the local people do not have to get extra funding to travel worldwide to compete. Chair Kam said the HTA is part of the CT level, but they want to ensure the local children have an opportunity to compete.

Mr. Downing elaborated on the various levels and series. Mr. McCully said they want to do things internally to improve the community, so he believes it is in alignment. He asked about the PGA Tour and said that although LIV has caused a lot of chaos, it does create an opportunity for the HTA. Chair Kam said they are trying to ensure that there is balance and to find the sweet spot so they can be great stewards with WSL and a long-term partnership.

Mr. Gionson said there were no questions or comments from anyone.

Chair Kam made a motion, and Mr. White seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

e. Discussion Regarding an Update on HTA's Major Market Area Request for Proposals

Mr. Togashi said on Tuesday they awarded a contract to Alink LLC under that the HTAs RFP2301 for Japan market representation services, a three-year contract with an option to extend for two years. They can contract up to \$26.5 million for the first three years, each year valued at \$6.5 million. They have options at the HTAs sole discretion to expend up to \$3.5 million more in years two and three. He said they operated within the intended timeline of the RFP and thanked the evaluation committee for all the work.

For Canada and China MMA's they are targeting the release of the Canada RFP in November, with China to follow. Both procurement documents are drafted and going through the internal review process. Korea and Oceania are still operating within the active contracts and have options to exercise. They intend to do so in 2023.

There were no questions from the public.

9. Report and Update by the Budget, Finance, and Convention Center Standing Committee of their Meeting Held on November 15, 2022

a. Discussion and Action on the Recommendation by the Budget, Finance, and Convention Center Standing Committee on the HTA's Financial Report for October 2022 as Presented at the November 15, 2022 Meeting

Mr. White said the staff presented the financial report for October 2022, which included the HTA's financial position, income statements, budget, and highlights summarized in the executive summary. They did not notice any unusual items. They had a good meeting, and the committee recommended the approval of the financial statements as presented for October 2022. Chair Kam made a motion, and Mr. Ching seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

b. Discussion and Action on the Recommendation by the Budget, Finance, and Convention Center Standing Committee to Reallocate \$15,000 within the FY 2022 Budget from the GoHawaii.com Program to the Marketing Opportunity Fund as Presented at the November 15, 2022 Meeting

Mr. White said this item referred to the recommended budget reallocation of \$15,000 within the 2022 budget to go from the Go Hawai'i.com program to the Marketing Opportunity Fund to cover the necessary expenditures. The committee found it a reasonable request and recommended the approval of the budget reallocation as presented.

Chair Kam made a motion, and Mr. Ching seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

c. Discussion and Action on the Recommendation by the Budget, Finance, and Convention Center Standing Committee to Amend HTA's FY 2023 Budget Funded by Available American Rescue Plan Act (ARPA) Funds as Presented at the November 15, 2022 Meeting

Mr. White said the staff had proposed an amended FY2023 budget. In doing so, the staff noted that the HTA has \$32.6 million in carry-over funds from the FY2022 budget. The Board earlier approved \$60 million of the FY2023 budget before the governor's veto of HB1147. Staff has been working with the governor's administration on the release of funds. As a result of these discussions, the HTA anticipates receiving \$35 million in the FY2023 ARPA funds, bringing the total available funding after considering carry-over to \$67.6 million for the fiscal year. The BFCC committee discussed the proposed amended budget.

Mr. White asked Mr. Togashi to provide an overview. Mr. Togashi said that at the past few meetings, they spoke about moving the funding of programs forward from the FY2023 budget to the FY2022 budget. The programs not funded by FY2022 or FY2023 funds as presented on the sheet, will be considered to be funded by the FY2024 budget. In summary, the HTA has

\$67.6 million in funding for the FY2023, and staff has revised the \$35 million portion to meet the cash flow and funding needs through June 2023.

Mr. Ching asked Mr. Togashi to elaborate. Mr. Togashi said they had \$32.6 million of carryover, and they have to factor that into the total funding they have for the fiscal year. They originally came out with a \$60 million budget when they assumed, prior to the governor's veto of HB1147, that they would have the \$60 million. The Board approved that budget at \$60 million. In discussions with the governor's team and administration, they were advised that the funding for the FY2023 ARPA funds would be \$35 million. That required them to reconfigure their budget, instead of the \$60 million, to two \$35 million. When considering both \$35 million, in consideration with the \$32.6 million carry over, they had \$67.6 million in aggregate to operate for the FY2023.

Mr. White said the motion is to accept the amended budget. He asked Mr. Togashi if the \$32.6 million in carry-over is generated by the HTA postponing expenditures. Mr. Togashi said that is correct and it is due to timing.

Mr. Downing asked if they had \$7 million extra and if they would use the \$7 million to fill in the budget items they had taken out. Mr. Togashi said that concerning extra funds, there was originally a \$60 million budget for the FY2023 funds. Comparing it to the aggregate amount with carryover, it is \$67 million. He said the \$67 million is sufficient to carry the HTA for the FY2023, but concerning allocating the \$7 million, they are confident they have the funding and cash flow to be able to support the programs and needs of the HTA through June 2023.

Chair Kam asked if that was a \$25 million shortfall that they budgeted for, and with the \$32 million and \$35 million, can they accommodate all they had in their budget? If some cannot be booked with the funding they have, are they planning to utilize some of the funds that the governor put in the executive budget request of the 2024 budget. He said there is also the cashflow issue, as many of their contracts are calendar year contracts, so they can make that up in the calendar year of 2023, but it may be part of the FY2024, starting July 1 to December 31. He asked Mr. Togashi to confirm if that is what they are proposing if needed, but at this time, they think they can do it with the funds they have in ARPA being the \$32 million plus the \$35 million. Mr. Togashi confirmed that as correct.

Mr. McCully asked about the salary line item and if it included new positions. Chair Kam said Mr. Togashi said there is an adequate salary, and there are still unfilled positions, so moving forward, they will still finalize that. He asked Mr. Togashi when they would start planning for 2024 and 2025. Mr. Togashi said the timing would have to coincide with the legislature. They will provide an opportunity for the Board to provide insight and discussion over the proposed

FY2024 and FY2025 budget. What they have submitted to the legislature is high-level in terms of how they plan on spending their budget request. The legislature still has to approve that, upon which he will return to the Board asking for their input for the final allocation of the FY2024 and FY2025 budgets. He said they are happy to engage in discussions prior to that.

Mr. McCully asked for clarification if they are a fiduciary Board. Mr. Kinkley said, in one sense, that all boards have fiduciary duties. Mr. McCully said it would be helpful to see the original 2022 budget and what funds were expended in 2022, so they can see correlations with an increase or decrease, etc. Chair Kam confirmed that all the carry funds were ARPA funds. Chair Kam said they could dive deeper with Mr. McCully as a lot was discussed at previous meetings before he was part of the committee. Mr. White added that it would be better for the Board to see which parts of the 2022 budget are not being expended during the FY2022, as there are a number of things they are postponing.

Mr. White asked for a motion to approve. Chair Kam made a motion, and Mr. McCully seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

10. Presentation and Discussion Regarding an Update on the Meetings, Conventions and Incentives Market, Hawai'i Convention Center's Local Sales and the Hawai'i Convention Center's 6-Year CIP Plan

Ms. Orton said they are still closing on month-end financials, so she will highlight activity and CIP in the building for the report. Recent events at the HCC included the Hawai'i Food and Wine Festival. 2022 was the first year they used the Ballroom instead of the rooftop. It was a great event, and they will return next year to the Ballroom. They wrapped up the American Medical Association the past week, and the association hopes to return in 2027.

Upcoming local events included the PBX-22, which is a construction trade show event estimating 1,500 attendees. There is a Thanksgiving Tournament at the end of November. They have the Honolulu Marathon Expo in December, which is their 50th anniversary. They will also be hosting the Na Leo Pilimehana inaugural concert. It will be a dinner show and general admission tickets went on sale over the weekend. They have been selling a lot of tickets for the show and are looking forward to the event, hoping it will become an annual tradition.

Ms. Orton highlighted local events for the next three months. November has 22 events. They hosted four city-wide events in the fiscal year, the last one being the Medical Association, with two more coming up in Q2 in April and May 2023 to round up six city-wide events for the Fiscal Year. In December, they have 21 events. Mid-December to the first week of January is quiet. January has 14 events.

Ms. Orton highlighted the Carbon Offset Program. To date they have planted 4,917 trees. She said it is an opt-out program that started a few months ago, and to date, they have planted 12 trees. Many of the offshore associations have opted to stay in.

The HCC celebrated World Mental Health Day in October by lighting the exterior of the building to help raise awareness of mental health issues. It was in conjunction with ASM Global venues worldwide, which also lit their facilities up.

Ms. Orton reminded everyone that at the last report, they were anticipating the installation of the healer stones Kapaemahu and said it is installed on the third floor. The art installation came from Bishop Museum. It is a great opportunity for visitors to educate themselves about some of the history, and take a walk down Waikīkī to see the original stones.

There were no financials to update them with at that time. There were no questions.

Ms. Orton turned the floor over to Ms. Tait. Ms. Tait said they have issued RFPs for nine projects so far, and they anticipate awarding more in December and January. Three projects have been awarded, which will be starting in the next month. They awarded an updated construction and project management services contract to Cummings, which included 17 projects. They have started to work with them to get the RFPs out. They have the RFP out for the CM and PM services for the rooftop terrace temporary repair, and proposals will be coming in the following day. The contract will be awarded in December. She showed the list of completed projects to date.

Mr. Reyes reminded everyone that MeetHawai'i does both single properties, which are meetings that happen in hotels and do not require the HCC. He said the specific presentation was to update the Board on how they provide more business opportunities in filling the HCC. He said the city-wide sales process could be specialized, and they thought it was important to give context on where they are moving forward. He said the sales situation slide would be refreshed with more content. He said that from 1998 to 2003, when the HCC was open, the HVCB made the sales in marketing of the HCC, which is the traditional model found in destinations with HCC. From 2003 to 2019, the HCC assumed city-wide sales. He came on board in January 2020, but they eliminated the city-wide sales team in April 2020 because of the pandemic. In February 2021, they re-added their sellers. In September and October 2021, they had two additional sellers. January 2022 was a starting point, and 2023 is a complete runway to start generating opportunities.

Mr. Reyes said Hawaii's sweet spot is anything from 1,000 to 4,000 peak rooms, which is the largest number of rooms, and that is important. He spoke about historical lead times. It shows that to get peak room nights of 1,000 takes almost four years. At the end of 2022, those

opportunities to book optimum rooms are from 2027 and moving forward. The normal ratio is 60% city-wide events for MCI and 40% local events. Over the next five years, that will not be the case, but he says they are doing what they can to ensure that they put as many events into the HCC, which is important for the Board to report on.

He said from an event history perspective, MCI events in 2018 had 23 events, but there were other group bookings. There was a decline after that. He said for the next five years they aim to book 77 events. He said he and Ms. Orton agreed that in 2023 if they book 12 city-wides that is a goal, for 2024, they aim for 16; for 2025, they aim for 20; and for 2026, they aim for 24 city-wides. Ultimately they are aiming for 27 events per year, so it will take a number of years to get there, but they will book other events in coordination with the hotels.

In 2023, they booked three more events. For the calendar year 2023, they are at 11 events and are still aiming to add more. He showed the high probability chart for city-wide events; they have three they hope to close.

Mr. Reyes spoke about IMEX America, the largest MCI Tradeshow. They had 13,500 people in attendance; this year, the show attendance was 12,000. It books both single property and city-wide. There were over 26 Hawai'i MCI suppliers, and the total customer appointments were 660. There were three city-wide customer appointments for business in 2024, 2026 & 2027. They had the opportunity to talk to customers about booking city-wide events. Meet Hawai'i had 95 appointments for programs in 2023 & 2024. The Meet Hawai'i Asia/Oceania Team also attended.

Mr. Ka'anā'anā said his observation from the event was that competition is stiff, and the biggest challenge for the Board is the roof repair. To remain competitive, they need to focus on the HCC.

Mr. McCully asked about the single property appointments and asked what the key questions were. Mr. Reyes said most interested parties wanted to know if Hawai'i wants MCI business, i.e., are they open. They want to ensure that they are welcomed and that groups are looked upon positively. Availability, cost, and the perception of whether you can get business done when going to Hawai'i were important factors. The planning cycle was also a factor.

Mr. Reyes said that for hotels, there is softness in Q1 and Q2 in 2023. Q3 and Q4 have strong demand. 2024 also has a lot of interest. He spoke about the Global MCI. After IMEX, they had an MCI Australia Fam that went well, with a positive write-up in the trade magazines. They are there for the Japan Sales Mission and follow up with Korea Sales Mission. There was an All-Star Cheerleader for 2023, with 2,500 attendees and 5,000 room nights.

Mr. Ka'anā'anā added that they are ensuring they are integrating all the HTA efforts. He emphasized that there is integration between the GMTs and the MeetHawai'i team, and every market they are in has great synergy. He said they also spoke about opportunities in Singapore and Taiwan and about using Japan as a gateway to Hawai'i for city-wide business.

Mr. Reyes said they have production goals for a single property and city-wide events. He spoke about current city-wide and tentatives. He said the real message is how they compared to 2019. On tentative room night bases, city-wide events are coming with an increase in variants month to date for 2019. They are 23% ahead of their tentative pace from 2019. On the city-wide definite side, they are 4% ahead of 2019. He said they were heading in the right direction.

Mr. Reyes said the future pace was implemented a few years ago. The Future Pace Report allows them to aggregate the data from their CRM. He said the report showed that they produce 103,041 city-wide room nights, which is their pace target. 2022 still had the COVID impacts, but 2023 was starting to pace as they got more on the books. They are hoping to get a large city-wide signed in 2027. 2025 is also a positive year as far as percentages. He reiterated that they are very focused on the next five years. There will be more local events as they build the MCI events.

11. Presentation, Discussion, and Action on Resolution 2022-01 Authorizing the HTA President & CEO to Present Policy Positions During the Legislative Session

Chair Kam said the key aspect is that Mr. De Fries will represent the HTA, and Mr. McCully and Ms. Iona will be designees. Mr. White would represent the HTA's position on behalf of the Board to the legislature along with Mr. De Fries.

He highlighted some of the positions.

The HTA will support legislation and take positions to support an annual deposit of no less than \$80 million in Transient Accommodations Tax into a special fund administered by the HTA to carry out its stated priorities.

The HTA will support legislation and take positions that support the reinstatement of the HTAs exemption from the State procurement code, Hawai'i Revised Statutes chapter 103D.

The HTA will support legislation and take positions to support the reestablishment of an appropriation ceiling for the Convention Center Enterprise Special Fund to enable the expenditures of funds for the operations and repair, and maintenance of the HCC.

The HTA will oppose new taxes and tax increases on visitors and support appropriate site-specific user fees for reinvestment in our natural resource attractions.

The HTA will support the HTAs Strategic Plan, 2020-2025, and the principles and values represented under Mālama Ku‘u Home.

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

Mr. De Fries gave recognition to Mike McCartney, the director of DBEDT. Mr. De Fries expressed gratitude on behalf of himself and the HTA Board. Mr. McCartney said that he thanked the Board for serving on behalf of Gov. Ige and those who represent the administration. He thanked the staff as they had been through challenges in the last eight years, as everyone continued to do their best. He said the HTA has been transitioning and evolving. He said the future is bright because of the leadership and all the challenges everyone has been through. He said they all have a better understanding of DMAPs, brand marketing, how they work together with each island chapter in the community, and how the HTA, contractors, and counties all work together to nurture Hawai‘i and tourism to benefit all the people.

Mr. McCartney said he is proud to have been part of that and commits to working on what has to be finished so it does not get left to the next group. He said it is about everyone changing how they partner with the community. He thanked everyone and committed to always being there to help and assist where needed.

12. Adjournment

Chair Kam asked for a motion to adjourn. Mr. Zane made a motion, and Mr. Ching seconded. Mr. Gionson did the roll call, and the motion passed unanimously.

Respectfully submitted,



Sheillane Reyes
Recorder

4.2

Approval of Minutes of the December 7, 2022 Special Board Meeting



**SPECIAL BOARD MEETING
HAWAII TOURISM AUTHORITY
Wednesday, December 7, 2022 at 4:00 pm
In-Person and Virtual Meeting**

**Hawai'i Convention Center
Executive Board Room A
1801 Kalākaua Avenue
Honolulu, Hawai'i 96815**

MINUTES OF SPECIAL BOARD MEETING

MEMBERS PRESENT:

George Kam (Chair), Michael White (Vice Chair), Kimberly Agas (Zoom), David Arakawa, Dylan Ching (Zoom), Mahina Duarte, Stephanie Iona, James McCully (Zoom), Sig Zane

HTA STAFF PRESENT:

John De Fries, Kalani Ka'anā'anā, Marc Togashi, Ilihia Gionson, Maka Casson-Fisher, Ross Willkom, Iwalani Kaho'ohanohano, Jadie Goo, Irina De La Torre, Dede Howa, Caroline Anderson, Carole Hagihara, Yvonne Lam

PUBLIC:

Gov. Josh Green, Rep. Sean Quinlan, Rep. Richard Onishi, Chief Procurement Officer Bonnie Kahakui, Senator Lynn DeCoite, Jennifer Chun, Sunnie Lasconia

LEGAL COUNSEL:

Gregg Kinkley

1. Call to Order

Chair Kam called the meeting to order at 4:00 p.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 members confirmed that they were in attendance and that they were alone.

3. Opening Cultural Protocol

Mr. Casson-Fisher did the opening protocol.

4. Update by Former Department of Business, Economic Development & Tourism Director, Mr. Mike McCartney on HTA RFP 22-01

Mr. McCartney thanked Mr. Arakawa for his suggestion to explain his decision on RFP 22-01. He shared some background. He thanked the AG's office for their advice. He thanked the HTA staff for their hard work and dedication, and the CPO and staff for their advice and consult. He said he had to use the laws and protocols to make things happen. He spoke about his former role as state senator and his duties. He said he had the privilege of passing 103D, and a lot of conflicts took place, but the passing of the bill helped with the conflict. He spoke about the HTA law that he also passed. He said they predict the market will recover in 2025 if they want to keep it the same way, but they need a new type of travel and visitor.

He said the HTA has to be the pono people, take care of the place they love, and be good hosts. He is concerned about vacation rentals in neighborhoods. The legislature passed Bill 863, which took away dedicated funding, the special fund, and the exemption to 103D. He believes that they must have good resources when moving forward in tourism marketing and management. He said they have an opportunity to reset now. He said the state was in financial crisis, and they went to the federal government to borrow money to pay the bills, the first time in history they had to do that. The money they got had a lot of restrictions on it, which changed how they could appropriate money and use it. He said any mistakes were not intentional and they were process mistakes. He said this is a perfect opportunity with six new senators, sixteen new members in the house, a new governor, and a lieutenant governor to work with the HTA Board to figure out a different path. He said they cannot change the contract when it is still active. He said the best interest is to cancel the contract.

He thanked Sen. Wakai for his guidance. He thanked Rep. Onishi for putting the HCC in the right place, and the legislature funded \$15 million for repairs, but also for putting forth a study on what the HCC should be. He also thanked Rep. Onishi, and Sen. Wakai for passing the resolution that called for a new governance model for looking at how to work everything.

Mr. McCartney said each island needs to balance its needs and DMAPs need a new model to consider the county, the state, HVCB, NCHA. He said the community needs to work together. He said they also need to support DLNR and the staff. He said they could look at privatizing the

HCC. Going forward, they must look at the hope and opportunity there and not fight over contracts for which they do not have funding. He said the past must not get in the way.

Ms. Duarte said that the Board members and the HTA staff did not recognize the cultural barriers, the traditional entrepreneurial barriers, the cultural practitioners and leaders present in the meeting, and they appreciated them.

Chair Kam asked if Gov. Green wanted to say a few words.

Gov. Green said DMAPs, and destination marketing are both critical, and he respects everyone's opinion. He said they would work with all parties to find a new solution. He has tasked the new director to work with the AG to ensure they honor the right path. It has to be done correctly and fairly. He said he has good relations with HVCB and CNHA, and it is important that things are done right. They have a history, but it is time for a new start. He asked that they reach out to him if there were any questions. He said there would be decisive action.

Testimonies:

Dr. Trisha Kehaulani Watson-Sproat introduced herself. She spoke about her background and her qualifications. She said the CNHA won the award fairly. She said Mr. McCartney did not mention what was unlawful about the award. She said it was one of the most insulting things she had to listen to as he pulled out books by many of the people who taught her in law school. She asked the Board and governor to reverse Mr. McCartney's decision as he failed to demonstrate, as required under the law, why the award was unlawful. She believes the governor has every authority to do that. She challenged the AG or anyone to explain what was unlawful about the award.

One male testifier introduced himself and said there is an open wound that has never been healed in the land, and it continued to fester. He said the system keeps telling them to go along with the program, to trust the process, and that it will work out in the end, but 130 years later, they are still subjected to being less than the other people that took over their country. He said if the HTA wants to honor their culture and heritage, they must do the right thing. He said the CNHA, in the last four years, has done more for native Hawaiians and all of Hawai'i than OHA, DHHL, and all the organizations that stand for them. Many years ago, he mentioned to Mr. Ka'anā'anā why the HTA exists. He said it was offensive for him to be at the legislature to see DHHL and organizations pay and then fight for what is left in the budget. He said DHHL and OHA is in the constitution so why do they have to pay. The HTA is not in the constitution and said they should have the lion's share of money. They should be telling their own story. The HTA needs to make things right. He was at the legislature meeting and saw the problem between

the Western and Hawaiian cultures, the spirit of aloha. He said there is a place where they can judge righteously. He said the CNHA did not do wrong as they followed the HTAs rules.

Ms. Kristina Lockwood the general manager for KHON, introduced herself. She said they partnered with the CNHA, and are part of the Kilohana Collective, and they started working together fourteen months ago. Their role was to provide marketing tools through their company. She gave some background on KHON, a large company on the mainland, with over 200 television stations across the country, and they are a dominant digital media company. They intend to utilize KHON's resources to assist the HTA in reaching out to the continental U.S. and inviting them to Hawai'i. She said they wanted to do that with the CNHA.

During the first round, the award was rescinded, and the RFP was pulled back, but they gave a new RFP during the second round. She feels strongly that if Mr. McCartney wanted to change the RFP, that was the time it should have been done. She said it is not the right time now after the award has been granted. She said it is unlawful to pull back the award. There are statutes regarding awards. She said Mr. McCartney did not provide anything substantial to prove the award was unlawful. She encouraged the Board and the governor to reconsider and reinstate the CNHA as the winner of the award. She said they are prepared to work together collaboratively to do something beneficial for residents, the community, and the visitor industry.

Ms. Homelani Schaedel introduced herself and gave some background on the HTA since 2020, and spoke about the 6-year Strategic Plan, addressing tourism impacts, greater destination management, including respecting natural and cultural resources; supporting native Hawaiian culture and community; ensuring tourism and communities enrich each other; and strengthening tourism brand marketing contributions. She said destination management should include attracting and educating responsible visitors, advocating solutions for overcrowded attractions, dealing with infrastructure and tourism-related problems, and working with other responsible agencies to recruit natural and cultural assets valued by residents and visitors.

She said the HTA is responsible for tourism, to lay the groundwork and lay a template for the partners to execute the objectives. She spoke about the two top candidates. In her opinion, they are starter businesses. CHNA is there to enhance the cultural, economic, political, and community development of native Hawaiians. HVCBs mission is to enrich Hawai'i and its people. She said the statement "vision: to attract visitors who will leave this place better than when they arrived" was patronizing and condescending. She spoke about the members' promise. She elaborated on rounds one and two, and what came from the final round of scoring. She spoke about Mr. McCartney's statement mentioning that the CNHA and HVCB had found a way forward in partnership. She spoke about the CEO of CHNA's statement, who,

through two rounds of the RFP, should have awarded the contract. She spoke about Mr. Monahan's statement. She said the CNHA had to sit on the sideline while HVCB continued functioning as if CNHA's problem didn't exist. She said she is present to address the selfish debacle of the RFP process, the HVCBs protest, the extension to the HVCB in July and October, and how the former DBEDT Director, Mr. McCartney, chose to close the door. She questioned how it is pono for all that has happened. She said they need to make it pono before New Year's and award the contract to the CNHA immediately.

One male testifier introduced himself and spoke about how their staff had been working. He said it is about working together. He heard what Mr. McCartney was saying and said it sounded like it was about "I" and not about "we". Before January 1789, the U.S. continent was connected to the railroad, and the labor force was people of color. Once they touched the āina, they automatically became emancipated and free and could own their own business. He said it comes down to intention and being pono. He said they must share their culture, aloha, and people. He asked Mr. McCartney to do what is pono.

One female testifier introduced herself. She spoke about the tourist industry, when it started to boom, and what happened. People visit Hawai'i to see their culture and aloha. She said aloha is not giving something and then taking it away. She said they all should stand for what is pono.

Chair Kam said it is important to give everyone an opportunity to speak.

One female testifier said she had to be present to testify on behalf of a contract that was awarded six months ago. She said the contract was awarded and needed to be released, and said they could not split what was already put in writing. She said there was a lot of time wasted, and they do not want to waste any more time, and they must start the contract immediately and cease all the recurring extensions. The CNHA has been prepared and is ready.

Ms. Pua gave her testimony. She spoke about OHA, the projects, and their effects on Hawai'i. She ensures everything she does is done right. She said apologizing does not make things right, and she is unsure if the HTA Board has the right to overturn what was wrong and make it right. She said DBEDT should have the right to correct the wrongs. Commitments have to be honored.

Ms. Rebecca Soon said she is the CEO of Solutions Pacific and the President of Ward Research, which she has served for more than four decades and has provided market research for the visitor industry. She said there is a group of people behind the CNHA in terms of support, and team members have served the community broadly in the marketing realm in the tourism industry. There is talk about the CNHA being a Hawaiian organization and what that means in the relationship to the larger community. They share deeply about the community and seek to serve the community as a whole. She said they want to help the visitor industry uplift local

businesses. They want to help the tourism industry uplift all levels of the workforce. They want to be a partner in supporting the HTAs work in assisting non-profit communities to help empower the culture, land, and help heal many of the things they heard about in the testimonies. She said they are excited about the RFP, the HTA's vision, and what they are committing to. She said for the last seven months; it has been difficult to see the legal process take the many turns it has. She hopes there will be an ability to decide whether there is merit to the protest, and then they can go back to determine the original award. She questioned if, as a state, they will cancel the entire RFP as problematic. There need to be legal grounds for the determination to have been made. Based on her law school background, Ms. Soon believed 103D does not allow the HOPA to substitute their own decision making for the merit to the protest for what the committee has decided.

She said what she heard from Mr. McCartney was an individual substituting his judgment for who would be best suited to do work for that of a committee decision. She asked that the HTA Board consider why the division was made, and if it was made legally. She said it also impacts some of the things moving forward. She said they are at 180 plus on the protest and all parties involved deserve that to be reasonably and judiciously determined. The emergency cannot be used to continue extending a protest that has not been resolved. She asked for consideration on how it would be justified that competition has been pursued even in an emergency circumstance if it gets extended another time. March 2023 does not seem to be an emergency at this time but hopes that the words from various speakers will help resolve the matter.

Mr. Nicholas Carroll, Chief of Staff for CNHA. He wanted to talk about the CNHA. He said he has been working with Mr. Lewis alongside the HTA issue for 15 months, and through the entire process, he said Mr. Lewis has not given up. Because of Mr. Lewis' leadership, the people at the CNHA continue to work for the company. They saw what Mr. Lewis and the CNHA could do through the pandemic. They have continued to stand up to the task. He said that over \$100 million worth of rental and mortgage assistance had gone out to the communities during the pandemic, all because of the staff at the CNHA. They stand up for their mission and for Mr. Kuhio Lewis's leadership. He said aloha is CNHA, and the people behind the CNHA. They are all selfless people who want to do their best for Hawai'i. The CNHA is the best organization to promote Hawai'i because it will do whatever it takes to ensure Hawai'i is promoted correctly. He said it had been a long process for everyone, but the CNHA is not giving up. He is not a native Hawaiian, but they allowed him to work with everyone and learn. Those kinds of people will make Hawai'i better and be able to promote and educate visitors. He asked the Board to consider his comments.

Mr. Kuhio Lewis wanted to testify on agenda items 5, 6, 9, 10, 11. He commended the HTA and the current and past Board members for their leadership, and for recognizing the need for community and the industry to work together for the advancement of the industry. He said there is a Strategic Plan through the DMAP and the RFP deposition. Change is not easy. He emphasized that they are in this for the long haul, and it will not be easy. He said they are anxious, eager, and ready to embark on the journey. He requested that the HTA undo the unlawful decision by the outgoing DBEDT director. The CHNA, the HVCB, the HTA, and DBEDT entered mediation and landed on an agreement in January. He said they needed to return to the table to continue the discussion. He said CNHA is requesting agenda items 5, 6, 9, 10, 11 to be deferred as those items will impact the conversations. He said their kuleana is to uplift Hawai'i, and he looks forward to carrying the kuleana and showing what leadership looks like.

Chair Kam asked permission to end with that statement, and the Board could discuss his deferring recommendations. He asked testifying those to respect that and then act on the recommendations. He asked if the people online wanted to comment.

Ms. Duarte said she would have to leave in 15 minutes.

Chair Kam asked to keep the testimonies short. Some people provided testimony in the Q & A. Mr. Gionson said an online attendee asked HTA's thoughts on Maunaloa. Mr. Kinkley said that as important as it is to deal with the issues, they need to keep with the agenda. Chair Kam said that as they got permission from the community, he wanted to respect what Mr. Lewis said and the Board. He asked that the Board make a motion to defer all other agenda items, 5, 6, 7, 8, 9, 10, 11, to the next Board meeting on December 22, the last Board meeting of the year.

Chair Kam asked for a motion. Ms. Duarte made a motion, and Ms. Iona seconded. Ms. Duarte raised a question. She asked what the procurement is in relation to the HVCB CNHA contract. She asked if the procurement procedure was followed. Her second question was if there was any known violation of the procurement process. She hopes they will benefit from the AG and directors' full analysis moving forward and asked how they would rule on those questions. She appreciated that Gov. Green offered his support to the matter. She asked why they would not proceed with the current ruling if the procurement process were followed and if there was no violation of the procurement process. Chair Kam said they would answer and revert on the next BOD.

There was one online question asking if all the items are deferred and actions taken at the next BOD, will there be enough time to extend everything. He said there needs to be ample time to get the approval through SPO. Mr. Ka'anā'anā said agenda items 7 and 8 for the China and Canada markets are not related to what was discussed in the meeting. He asked the Board to

approve the extensions for Canada and China. Chair Kam said they must see if they can work with SPO for approval and that the final decision for Board approval is on December 22. So, the permission is to start working with SPO. He said he is also concerned about timing.

Mr. Kinkley said that staff can get approval to get an extension with SPO in the best timeframe, and then the Board can decide whether they will allow Mr. De Fries to execute that contract and if the extension is possible.

Ms. Duarte amended the previous motion. She asked that they defer the decision made on items 5, 6, 9, 10, and 11, and Ms. Iona seconded. Mr. Arakawa said to add a friendly amendment to the motion. He agreed with the motion on whether the procurement was followed, and the second question of whether there were any violations. He wanted to add a third issue, research between now and December 22 to ask the state procurement office and the AGs what the alternatives available to the Board and/or Chris Sadayasu, the new DBEDT director, and to prepare the information in the manner that they can discuss in an open session or an executive session if advised. He would like it opened as much as possible so the public can hear. He said he agreed with the motion concerning deferring only contracts in agenda items 5, 6, 9, 10, and 11. He said the staff should be working on those simultaneously, as they do not know what information they will be presented with on December 22. He said hopefully the staff could work with SPO and the AGs to evaluate 5, 6, 9, 10, and 11 on December 22.

Mr. Kinkley said the motion before the Board is to defer items 5, 6, 9, 10 and 11. Rep. Onishi asked about agenda item 6, and said the contract expires on December 31, so if there is not enough time for action after the next Board meeting, then the island chapters will not be public. He had concerns about that, as there are people who have jobs and might lose them. Chair Kam said all that relies on the timing, and if the timing works for the Procurement Office to complete the ones they are proposing for December 31 if the staff works with her immediately.

Ms. Kahakui said that for the processes, they complete a form and all the justification for that. They will look at that, and if questions arise about the path in the future, they will have time to do the back and forth between the staff. She said it would be a time crunch, but she will work with them to get it done as soon as possible, but they need to get it to her before the contract expires.

Chair Kam asked if they could work on it now and get approval from the Board on December 22, or if they need Board approval to move forward to get the approvals she needs. She said their obligation is not to the Board, but to the departments that have the procurement authority, and they work with the Board. Ms. Kahakui said there is no guarantee, but they have

to do their due diligence. She said there is a timeframe where contract extensions are permitted. 180 days is the maximum time allowed.

Mr. Togashi will fill out the forms, submit them, and begin working with the SPO office.

Chair Kam asked for a motion. Mr. Gionson did the roll call, and the motion passed unanimously, except for Mr. Ching and Mr. Rafter, who were excused.

5. Discussion, Recommendation, and Action on Hawai'i Destination Brand Marketing & Management Services for the United States Major Market Area contract

6. Discussion, Recommendation, and Action for Staff to Seek State Procurement Office Approval to Extend the HTA Contract 21030 Island Chapter Support Services Contract Beyond December 31, 2022

7. Discussion, Recommendation, and Action for Staff to Seek State Procurement Office Approval to Extend HTA Contract 21029 S1 Canada Leisure Marketing Contract Beyond December 31, 2022

Chair Kam asked for a motion. Mr. White made a motion, and Ms. Duarte seconded. Mr. Arakawa asked what the basis is for filling out the form. Mr. Ka'anā'anā said both contracts end at the end of December. Those are important international markets for them, and they did not have the time to do the procurement. He said it is important to continue the efforts in Canada and China for the MMAs.

Mr. Sadayasu asked if Mr. Ka'anā'anā needed additional information and would like to hear that. He asked if it was enough justification to request an extension. Ms. Kahakui said that when requesting an extension, there must be a reason. There need to be more impacts, such as financial impacts, to merit the extension. She said they would also look at the amounts they are looking for. The purpose of a contract extension is to allow the agency more time to complete the procurement process. It is not meant to be more than that. The SPO form 55 wants to know the cost and price determination. The purpose is to extend the project within the scope of work with a little more time until they get the solicitation out.

Mr. Ka'anā'anā said both the Canada and China solicitations are drafted and are in the final review, so they are almost ready. Mr. Sadayasu said they need the Board to understand the process that needs to go through SPO, which is why he suggested a change as it takes time.

Mr. De Fries gave some background on Mr. Sadayasu and his work with the HTA in the past. Mr. Arakawa said they need time to follow up on the items and research them, which is required under the exemption form. Mr. Sadayasu said he is excited to be the DBEDT director and

appreciates Mr. McCartney. He said there needs to be a deadline, and the HTA needs to work to make the deadline.

Chair Kam asked for a motion. Mr. Gionson did the roll call, and the motion passed unanimously, except Mr. Ching and Mr. Rafter, who were excused.

8. Discussion, Recommendation, and Action for Staff to Seek State Procurement Office Approval to Extend HTA Contract 21031 S1 China Leisure Marketing Contract Beyond December 31, 2022

Chair Kam asked for a motion for the China contract. Mr. White made a motion, and Ms. Iona seconded. Mr. Arakawa asked if the reason for the extension would incorporate Mr. Ka'anā'anā's, Bonnie's, and Chris' testimony in the motion. It was confirmed as correct. Mr. Gionson did the roll call, and the motion passed unanimously, except for Mr. Ching and Mr. Rafter, who was excused.

9. Discussion, Recommendation, and Action for Staff to Seek State Procurement Office Approval to Extend HTA Contract 21016 S4 Global Support Services Contract Beyond March 28, 2023

10. Discussion, Recommendation, and Action for Staff to Seek State Procurement Office Approval to Extend HTA Contract 17029 S21 USA Leisure Marketing Contract Beyond March 31, 2023

11. Discussion, Recommendation, and Action on Calendar 2023 Cycle of Kūkulu Ola, Aloha 'Āina, Community Enrichment Program, Signature Festival & Events, Native Hawaiian Festival & Events, and Ho'okipa Malihini Initiative Programs

12. Adjournment

Chair Kam asked for a motion to adjourn. Mr. Gionson did the roll call, and the motion passed unanimously. The meeting concluded at 6:47 p.m.

Respectfully submitted,



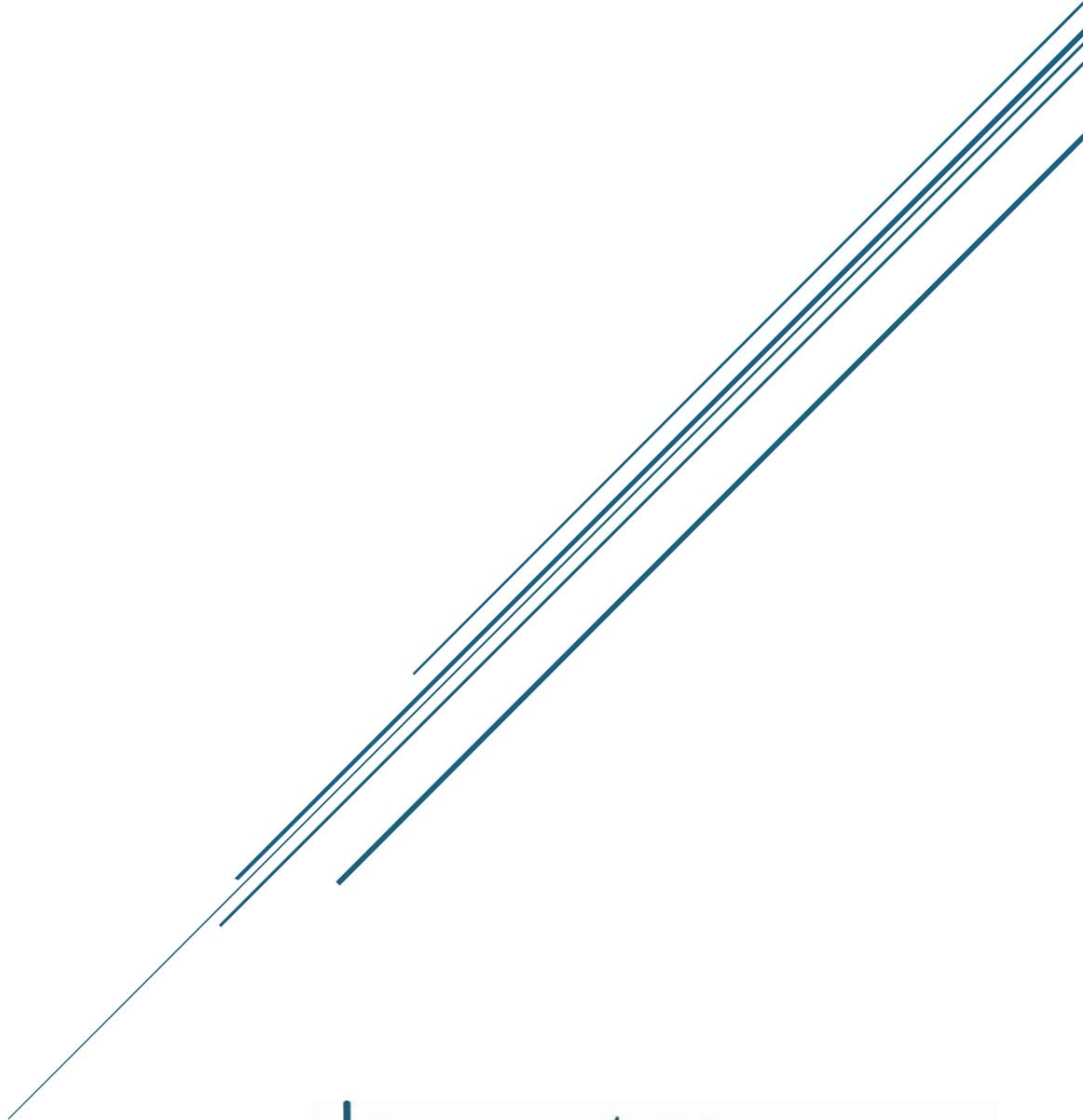
Sheillane Reyes
Recorder

7

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

HTA CEO REPORT

DECEMBER 2022



EXECUTIVE SUMMARY

Each month, the Hawai'i Tourism Authority (HTA) provides this report as a resource to the Board and the public to better understand the activities and actions taken by the team in support of the organization's overall mission. HTA's 2025 Tourism Strategic Plan and its four interacting pillars (Natural Resources, Hawaiian Culture, Community, and Brand Marketing) guides the team in the various matters worked on during November 2022. Overall, this report provides insight into the actions conducted by the staff to implement the HTA budget previously approved by the Board.

HTA is proud to support Aloha 'Āina and Kūkulu Ola programs that help to further our mission of Mālama Hawai'i. The Request for Proposals (RFP) for these and other HTA Community Programs will be issued soon for projects taking place in calendar year 2023.

In the Community pillar, HTA's partnership with the Hawai'i Visitors and Convention Bureau (HVCB) continues with the Community Enrichment Program (CEP). During the month of November, 8 CEP projects and events were attended and evaluated by our Island Chapter/Destination Manager teams throughout the state and were well received by residents and visitors. More details about these events can be viewed in the Community section below.

The Brand team is moving forward with contract execution for Japan MMA. RFPs for US, Canada and China MMAs as well as Sports Program are still on hold. Also, the team is finalizing takeaways from Hawai'i Tourism Conference 2022 Presented by Hawaiian Airlines (December 8-9) and activities around it, including the internal brand partners meeting (December 5), volunteer activity (December 6), leadership meeting and Cruise stakeholders meeting (December 7), and FAM tour on Hawai'i Island (December 10-11).

In the planning area, efforts continued with working with the island Destination Managers, counties and other state agencies to move DMAPs' actions forward. Activities included developing needs assessments targeted at businesses and nonprofits on Moloka'i, convening the first Waikiki Historic Trail Advisory Committee meeting, and meetings with the Hawai'i Food Hub Hui, the East Maui Advisory Group, the Waipi'o Valley Steering Committee, and Kamehameha Schools regarding DMAP hotspots. In addition, Caroline worked on finalizing the panel sessions for the destination management track at the Hawai'i Tourism Conference.

Pursuant to Act 088, HTA's Tourism Research Division (TRD) was transferred to the Department of Business, Economic Development and Tourism's (DBEDT) Research & Economic Analysis Division (READ) effective July 1, 2021, and was renamed the Tourism Research Branch (TRB). TRB published the October 2022 Visitor Statistics press release and monthly reports, an updated air seat outlook for December 2022 – February 2023, the October 2022 Hawai'i Hotel Report and the October 2022 Vacation Rental Performance Report. In addition, TRB published weekly Travel Agency Booking Trend reports.

I. CHANGE MANAGEMENT PLAN

During the month of November, as mentioned in our previous reports, we continued to recruit for the Procurement Manager, Senior Brand Manager, and Brand Manager positions. We also have engaged in discussions to fill the Chief Administrative Officer position. Additionally, the Contracts and Administrative Manager position was vacated during September, and we plan to begin recruitment to fill the position shortly.

In November 2022, HTA was granted an ARPA subaward of \$35M for FY 2023. This funding is necessary given the Governor's veto of HB1147 that would have provided HTA's FY 2023 general fund appropriation of \$60M. Accordingly, HTA's Board approved a revised FY 2023 budget of \$35M at its November 2023 meeting. This is separate from HTA's allotment of FY 2022 ARPA funds.

We continue to maintain an open-door policy and make ourselves available to answer questions, and participate in town halls, and other meetings. Responses continue to be positive. We continue to support and facilitate hospitality industry updates with the mayors of all four counties to further connect the government with the industry.

Staff is currently working on a summary document to track our activity and progress under the change management plan.

II. NATURAL RESOURCES PILLAR

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

Hawai'i Community Foundation (HCF) has been contracted by HTA to administer the 2022 Aloha 'Āina program through CON 21033: HTAxHCF – Implementation of Kūkulu Ola & Aloha 'Āina Programs. Through this contract HTA is supporting 31 community-based programs this year with \$1,575,000 in funding. The Request for Proposals (RFP) for projects seeking support through the Aloha 'Āina programs will be issued soon. Sign up to receive email updates and announcements of their availability from HTA at: <https://www.hawaiitourismauthority.org/news/news-releases/> More information about the Aloha 'Āina program can be found here: <https://www.hawaiitourismauthority.org/what-we-do/hta-programs/natural-resources/>.

DLNR Partnership (DMAP Action Item)

This is a partnership with the Department of Land & Natural Resources, through CON 20210: Universal Trail Assessment, and Sign Initiative and Trail Safety and Enhancement – Brushing/Maintenance/Rehabilitation, to enhance the resident and visitor experience statewide is wrapping up. Time of performance for this contract ended on 6/30/2022 and HTA staff is awaiting final reports from the Nā Ala Hele team.

Tour Guide Certification and Licensure (DMAP Action Item)

In partnership with the Native Hawaiian Hospitality Association (NaHHA) via CON 18200 S3 and the University of Hawai'i at Mānoa School of Travel Industry Management (TIM), HTA has completed a comprehensive study to better understand current tour guide certification and licensure programs that exist in Hawai'i, while exploring industry best practices globally for possible implementation throughout the state. The study was conducted in three phases. In Phase 1, the research team was tasked with surveying other regions outside of Hawai'i to research best practices of destinations and/or countries. Research included the U.S. Region, Asia-Pacific Region, European Union, Canada, Australia and New Zealand. In Phase 2, the research team executed multiple focus group studies with various stakeholders in Hawai'i. NaHHA assisted the research team with providing a list of over 100 contacts who represented various stakeholder groups in Hawai'i. The analysis & final report has been completed and submitted as part of Phase 3. Included in the final report was NaHHA's findings and suggested next steps. HTA staff is now working on prioritizing the suggested next steps.

Sustainable Tourism Management in Hawai'i Through Certifications, Trainings & Partnerships (DMAP Action Item)

HTA has contracted with the Hawai'i Ecotourism Association, d.b.a. Sustainable Tourism Association of Hawai'i (STAH), to protect Hawai'i's unique natural environment and host culture through the promotion of responsible travel and educational programs relating to sustainable tourism for residents, businesses, and visitors. STAH's focus is on three areas: 1) Sustainable Tour Operator Certification Program, 2) Tour Operator/Tour Guide Training Program, and 3) Educational Outreach/Partnership Development. PON 20134 received a Notice to Proceed from HTA on July 1, 2022. The newly hired Certification Program Manager continues working towards re-certifying 35 companies and engaging five new companies for certification. STAH has transitioned its training program to a new online platform called Travelife. This platform is robust and ties into the UN Sustainable Development Goals (SDGs) network. STAH had an informational webinar in June 2022. This webinar was geared towards marine-based activity operators. "Mālama i ke Kai – Actions that Support a Thriving Ocean," addressed the need outlined in Kaua'i DMAP sub-action item A.5 - to educate tour operators and boating companies about proper etiquette to deter ocean and reef pollution, and therefore is primarily for activity operators on Kaua'i. The webinar was open to all islands for participation. Speakers from DOB, NOAA, Surfrider Foundation: Kaua'i, DAR & Holo Holo Charters discussed various topics that support and enhance a thriving ocean in Kaua'i and all the other Hawaiian islands. In September STAH started a partnership with (OAT) Ocean Awareness Training to provide on-demand modules and live webinar. The first live module of a six-part series launched on October 11 and runs through November 15 with training topics that include marine ecology of the Hawaiian Islands, protected species, threats to coastal and marine environments, marine life identification and other similar topics. All modules are recorded and available on-demand. The link to sign up is here: <https://oceanaware.com/virtual-oat-fall-2022/>

III. HAWAIIAN CULTURE PILLAR

Kūkulu Ola Program (DMAP Action Item)

Hawai'i Community Foundation (HCF) has been contracted by HTA to administer the 2022 Kūkulu Ola Program through CON 21033: HTAxHCF – Implementation of Kūkulu Ola & Aloha 'Āina Programs. HTA is supporting 32 community-based programs this year with \$1,475,000 in funding. The Request for Proposals (RFP) for projects seeking support through the Kūkulu Ola Program will be issued soon. Sign up to receive email updates and announcements of their availability from HTA at:

<https://www.hawaiitourismauthority.org/news/news-releases/> More information about the Aloha 'Āina program can be found here: <https://www.hawaiitourismauthority.org/what-we-do/hta-programs/natural-resources/>.

Native Hawaiian Hospitality Association (DMAP Action Item)

A Notice To Proceed for the Native Hawaiian Hospitality Association's FY22-23 workplan is pending as HTA awaits deliverables from the previous Supplemental (S3). HTA staff continues to collaborate with NaHHA on existing projects including a Hawaiian music showcase series and the Waikīkī Historic Trail Markers Refurbishment Project. NaHHA conducts regular activity on social media in efforts to maintain engagement and strengthen ties between the Hawaiian community and the visitor industry. Recently, HTA staff received the final draft of this year's Ma'ema'e Toolkit update. It will be released soon.

Native Hawaiian Festivals and Events

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

The commission for the 13th FestPAC continues its planning and HTA staff are supporting efforts around marketing, public relations and communications for the festival. FestPAC Commission meeting agendas and meeting materials are available online at <https://invest.hawaii.gov/international/festival-of-pacific-arts-culture-festpac/>

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

Bishop Museum staff continues to work on Phase II of CON 20195: He Aupuni Palapala: Preserving and Digitizing the Hawaiian Language Newspapers, which started on April 1, 2022 and will go through March 31, 2023. Phase II will create an entirely new searchable image repository of Hawaiian language newspapers, increasing clarity, readability, and eventual knowledge building capacity—leading to a greater understanding of Hawai'i. Phase II will also transfer the first batch of digitized images to the Office of Hawaiian Affairs for inclusion into their online resource, Papakilo Database. During this phase the project staff has increased with two new Nūpepa Technicians and a paper conservator. The technicians were onboarded in July and are being trained on collections best practices, indexing/condition reporting specifications, and digitizing with the Digital Transitions Titan hardware and software. The paper conservator works with the project team and Bishop Museum's collections staff on Saturdays to assess and treat newspapers in poor condition, as well as unbind tightly bound newspapers where the text is obscured in the volume's gutter.

As of October 25, 2022, the project team has inventoried and condition reported 24,450 pages of nūpepa. This figure does not reflect the 51,730 pages completed in Phase I of the project. Nūpepa pages must be inventoried and condition reported so that project staff can determine what is in need of the paper conservator's assessment and which specific version of a page, among all copies in all repositories, should undergo the process of Optical Character Recognition (OCR). The team has digitized 3,215 pages so far. This relatively low number (compared to the indexing/condition reporting number) is due to both Bishop Museum's digital infrastructural upgrades and project training needs – having to train both new staff and Library & Archives general staff. He Aupuni Palapala staff anticipated greater server capacity during this project phase for image storage needs. Funds were allocated towards this endeavor and the Museum's IT Department is working to upgrade the project's server space and security protocols. Once completed, the project will see increased digitization numbers. The project staff also updates its blog (He Aupuni Palapala – Bishop Museum Blog) regularly with interesting finds and has become popular with the social media campaign "Nūhou Mondays."

Kāhea Greetings (DMAP Action Item)

Airports

The Kāhea Greetings program continues to provide a combination of Hawaiian music and hula 'auana, lei greetings, refreshments, and other services at our Honolulu (HNL), Kahului (OGG), Hilo (ITO), Kona (KOA), and Līhu'e (LIH) airports. The purpose of this program is to create an authentic Hawaiian experience to visitors and kama'āina upon arrival. HTA is continuing this partnership with DOT Airports Division for October 1, 2022- June 30, 2023 with the execution of Supplemental Contract 21039.

Harbors

Our community partners continue to look for ways to implement the Kāhea Greetings Program at Hilo Pier (CON 21035), Kailua-Kona Pier (CON 21036), and Nāwiliwili Harbor (CON 21038). Greetings include entertainment, lei, informational brochures, and maps with authentic ho'okipa each day a cruise ship arrives. We look forward to continuing our Kāhea Greetings Program on Maui as soon as possible. Restrictions at each of our current locations differ according to COVID-19 rules and regulations, which has caused Hilo to continue to limit its participation in providing information. HTA will continue to work with Access Cruise to monitor the resumption of Kāhea Greetings Program at the harbor in Hilo. Nāwiliwili was finally given the green light to restart pier greetings in May 2022. They currently greet as many ships as allowed that come into pier two for 2.5 hours. Kailua-Kona Pier is still running a greeting program with entertainment and information.

On October 11, Nāwiliwili harbor welcomed 954 passengers on the Vikings Orion inaugural cruise from Vancouver. The Alaska, Hawai'i Pacific Passage cruise is the first of two inaugural cruises Vikings Orion is launching in October. The second inaugural cruise, Honolulu to Bangkok, was on October 13.

Ho'okipa Malihini Initiative (HMI) formerly Resort Area Hawaiian Culture Initiative (RAHCI)

The HTA Board recently approved the reinstatement of Resort Area Hawaiian Culture Initiative (RAHCI). RAHCI has since been included in the Ho'okipa Malihini Initiative, along with the Kāhea Greetings Program – Harbors as this initiative groups together programs that provide a Hawaiian sense of place to our visitors in visitor locations/areas across the islands. RAHCI was paused in 2020 due to the COVID-19

pandemic. Previous programs included: Kūhiō Beach hula, Waikīkī Torch Lighting, Sunset on the Beach in Waikīkī, Hilo Hula Tuesdays, Hawaiian Sunset Saturdays in Kona and Hawaiian Music Series in Lahaina. HTA will issue an RFP for Ho'okipa Malihini Initiative programs this fiscal year (FY23).

IV. COMMUNITY PILLAR

Community Enrichment Program (CEP) (DMAP Action Item)

HTA has contracted with the Hawai'i Visitors and Convention Bureau (HVCB) to administer the Community Enrichment Program for 2022. HTA CON 21038 received the Notice to Proceed from HTA on July 30, 2021 and the CEP RFP was released on September 27, 2021. Informational RFP briefings were held virtually for each island in the following weeks. The deadline for submissions was November 5, 2021. Island-specific evaluation committees reviewed proposals throughout the month of November and met in December to finalize selections and awards. All CEP awardees for CY22 were notified by the end of January 2022 and a press release was issued on February 2, 2022 announcing the 86 total awardees.

The Request for Proposals (RFP) for Calendar Year 2023 projects seeking support through the Community Enrichment Program will be issued soon. Sign up to receive email updates and announcements of their availability from HTA at: <https://www.hawaiitourismauthority.org/news/news-releases/> More information about the Community Enrichment Program can be found here:

<https://www.hawaiitourismauthority.org/what-we-do/hta-programs/community-enrichment/>.

The following CEP projects and events took place in November 2022:

Kaua'i:

- 11/5/22: Kaua'i Veterans Day Parade by the Kaua'i Veterans Council on Rice Street and Vidinha Stadium Soccer Fields.
- 11/13/22: Cultural Awareness by A Hui e Kālā at the Lāwa'i International Center.
- 11/16/22: Kulāiwi Connection by Kumano I Ke Ala o Makaweli in Waimea Valley.

O'ahu:

- 11/8/22: Prince Lot Hula Festival by Moanalua Gardens Foundation.

Maui Nui:

- No projects were evaluated during the month of November.

Hawai'i Island:

- 11/4- 11/13/22: 51st Annual Kona Coffee Cultural Festival in Kona.

Statewide:

- 11/3- 11/27/22: 42nd Annual Hawai'i International Film Festival
- 11/4-11/6/22: Hawai'i Food & Wine Festival at the Hawai'i Convention Center and The Blue Note
- 11/27/22: Hawaiian Slack Key Guitar Festival- Kaua'i Style by Kī hō'alu Foundation at the Royal Sonesta Kaua'i Resort.

Government Affairs

Legislative Affairs

HTA received a request from the Senate Committee on Ways & Means for documentation related to RFP 22-01 on Monday, November 21, and the team worked diligently to gather the available documents by the committee's Wednesday, November 23 deadline. HTA was subsequently informed that the committee would hold an informational briefing on Monday, November 28 on the topic of RFP 22-01.

The November 28 informational briefing, which lasted over three hours, included HTA, DBEDT, the Department of the Attorney General, the State Procurement Office, and the two finalist offerors for RFP 22-01 (2022), the Council for Native Hawaiian Advancement and the Hawai'i Visitors & Convention Bureau, all of which answered questions from the committee.

Hospitality Industry Updates (County)

HTA recognizes the need to connect with stakeholders from both the public and private sectors to improve awareness and build an understanding of the current state of the visitor industry. As such, HTA staff coordinates with each county to host a quarterly meeting with each county mayor, government officials, association leaders, contract partners and the visitor industry.

Hospitality industry update meetings were held for O'ahu with Mayor Rick Blangiardi and Hawai'i Island with Mayor Mitch Roth on November 14. The remaining two counties were not scheduled during November due to the November 8 election, and will be scheduled in January.

Communication and Outreach

NEWS RELEASES/REPORTS/ANNOUNCEMENTS

- News Release: Hawai'i Tourism Authority Awards Contract for Japan (November 15)
- News Release: Talk Story About Tourism: Hawai'i Tourism Authority to Share Efforts to Manage Tourism on Hawai'i Island (November 16)
- Report: Hawai'i Hotel Performance Report for October 2022 (November 21)
- Report: Hawai'i Vacation Rental Performance Report for October 2022 (November 23)

NEWS BUREAU

- Coordinated and assisted with the following interviews and statements, including:
 - Hawai'i Hospitality, Paula Bender: Ilihia Gionson (IG) comment on crime in Waikiki (November 3)
 - Honolulu Star-Advertiser, Yunji De Nies: John De Fries (JDF) on Spotlight Hawai'i regarding Symphony Dashboards, U.S. leisure contract, and Gov.-elect Green's proposed green fee for visitors. Drafted talking points. (November 4)

- KITV, Paul Drewes: IG interview on Hawai'i Island DMAP Summer Progress report as well as Gov.-elect Green's proposed green fee for visitors (November 15)
- KHON, Max Rodriguez: IG comment on Gov.-elect Green's proposed green fee for visitors (November 15)
- KHON, Manolo Morales: IG comment on Gov.-elect Green's proposed green fee for visitors (November 15)
- KITV, 'A'ali'i Dukelow: IG comment on incident atop Maunakea (November 18)
- Saturday Evening Post, Jill Robinson: IG interview on visitor education and destination management (November 18)
- Hawai'i News Now, Howard Dicus: Pitched and coordinated JDF interview on tourism conference, WAM committee meeting and Maunaloa. Drafted guest form and talking points. (November 29)
- AARP.com, Susan Barnes: IG interview on Maunaloa (November 29)
- FOX Weather, Lauren LoMenzo: IG interview on Maunaloa (November 29)
- The Washington Post, Hannah Sampson: IG responses on Maunaloa and that visitors should not alter their travel plans at this time. (November 29)
- KITV, Erin Coogan: Pitched and coordinated IG interview on tourism conference (November 30)
- KHON, Jenn Boneza: IG interview on Maunaloa (November 30)
- Assisted with the following media relations:
 - Hawai'i News Now, Eddie Dowd: Liaised regarding capacity and visitor education on Kaua'i, following the Honolulu Star-Advertiser article. (November 1)
 - Social influencers Kaitlin Orr (@carnivorr) and Anders (@AndersHusa) (Copenhagen): Reviewed and declined partnership request. (November 10)
 - CNN, Hannah Sarisohn: Responded to request for information on any flight delays due to the Maunaloa eruption and impacts to businesses. (November 28)
 - USA TODAY, Kathleen Wong: Requested correction to HTA name in article on Maunaloa. (November 29)

COMMUNITY INITIATIVES AND PUBLIC OUTREACH

- HTA E-Bulletin: Drafted copy, edited, created layout and distributed November 2022 HTA e-Bulletin in English. Created layout for HTA e-Bulletin in 'Ōlelo Hawai'i.
- Destination Management Action Plans (DMAPs)
 - Provided website support for updated Destination Management webpage link and connected pages.
 - Created layout, edited, and distributed e-blasts and social posts sharing the Summer 2022 DMAP Progress Reports:
 - Hawai'i Island (November 14)
 - Maui (November 15)
 - Moloka'i (November 16)
 - Lāna'i (November 17)

- O‘ahu Phase 1 Report (November 18)
 - Kaua‘i (November 21)
- Hawai‘i Island Community Meetings
 - o Drafted and distributed e-blast and social post encouraging Hawai‘i Island residents to attend. (November 16)
 - o Provided guidance and recommendations regarding placement of radio ad spots to drive attendance to the meetings.
 - o Added the two community meetings to the events page of the HTA website.
 - o Created layout and distributed reminder e-blast for meetings. (November 21)
 - o Meetings were postponed due to the Maunaloa eruption. Updated HTA website and distributed postponement information on social media. (November 28)
- Hawai‘i Tourism Conference
 - o Drafted and distributed announcement e-blast and social post for the opening of registration. (November 15)
 - o Compiled a list of recommended media and sent individual invitations to attend conference.
 - o Provided recommendations and reached out to potential media panelists for concurrent conference session on how Hawai‘i travel and tourism is covered in local and national news.
 - o Continued communication and coordination with a videographer to shoot portions of the conference. Also inquired about photographer availability.

CRISIS/ISSUES MANAGEMENT

- Maunaloa Eruption
 - o Monitored reports and drafted messaging and FAQs on the start of the Maunaloa volcano eruption to be shared with the Global Marketing Team. (November 28)
 - o Drafted and distributed e-blast updates #1-3 on the eruption to share current status, FAQs, and official resources with the industry and public. Worked with Jessica Ferracane of Hawai‘i Volcanoes National Park and IHVB team. (November 28, 29, 30)
 - o Created and updated HTA website alert page with information on Maunaloa.
 - o Shared official Maunaloa updates on HTA’s social media platforms from the Hawai‘i Emergency Management Agency and County of Hawai‘i Civil Defense Agency.

HTA’S SOCIAL MEDIA

- Managed social media calendar, drafted, and scheduled posts on HTA’s Facebook, Instagram and Twitter accounts. Also monitored and responded to direct messages and post comments.
- Featured 2022 Community Enrichment program recipients to help drive awareness and attendance leading up to the events:
 - o 42nd Annual Hawai‘i International Film Festival
 - o 2022 Kaua‘i Veterans Day Parade and Fair
 - o 51st Annual Kona Coffee Cultural Festival

- o 2022 Maui Music Festival Series
- o Visual Arts Exhibitions 2022
- o Kaua'i Museum Cultural Exhibit Program
- o Maui Pops Orchestra 2022 Concerts
- o Make Music Hawai'i 2022 – Curating Multiple Music Events Statewide
- o Cacao Education and Culinary Exploration – Big Island Chocolate Festival 2022
- Featured 2022 Kūkulu Ola program recipients to help drive awareness of their organization and efforts to perpetuate Hawaiian culture:
 - o Tena Project
 - o 'Ai Pono
 - o PA'I Presents
 - o Text-based Support for Hawaiian Language and Cultural Practices in Hawai'i Households
- Featured 2022 Aloha 'Āina program recipients to help drive awareness of their organization and efforts to protect and preserve Hawai'i's natural resources:
 - o Bringing Kanaloa to light: the collaborative rescue of critically endangered Hawaiian plants
 - o Ho'oulu He'eia Uli
 - o Waikōloa Biocultural Program
 - o Protecting Marine Natural Resources through Cultural & Traditional Management
 - o Kalihi Valley Kīpuka Revitalization Initiative

Paid Posts on Facebook and Instagram

- Post on Hawai'i Island Community Meetings. Flight dates from November 21 – 23, 25 – 28.
 - o Total Impressions: 11,434
 - o Total Reach: 5,336
 - o Total Engagements: 334
- Post on Hawai'i Tourism Conference. Flight dates from November 29 – December 7.
 - o Total metric results will be provided in the December 2022 CEO Report.

Facebook

- Number of followers: 20,177 (+12.3%)
- Engagement rate: 3.7%
- Number of engagements: 1,955 (+18.8%)
- Posts: 46

Instagram

- Number of followers: 7,739 (+32.1%)
- Engagement rate: 2.9%
- Number of engagements: 841 (+39.5%)
- Posts: 46

Twitter

- Number of followers: 41,498 (+6.8%)
- Engagement rate: 5.1%
- Number of engagements: 2,333 (+310.7%)
- Posts: 44

Linktree

- Views: 57
- Clicks: 48
- Clickthrough rate (CTR): 84.21%

Safety and Security

Visitor Assistance Program (VAP)

HTA currently has four contracts, one in each county, to provide funding support for the Visitor Assistance Program. During the month of November:

- Maui County's program handled 16 cases and helped 32 visitors (year-to-date: 113 cases/ 215 visitors). This included visitors primarily from the U.S. West markets and Canada. The industry assisted with \$19,682 of in-kind contributions (year-to-date: \$67,112).
- Hawai'i County's program handled 27 cases and provided assistance to 79 visitors (year-to-date: 219 cases/ 602 visitors). This included visitors primarily from the U.S. West, Oceania and Europe markets. The industry assisted with \$16,028 of in-kind contributions (year-to-date: \$62,338). Donations (year-to-date: \$4,307).
- Kaua'i County's program handled 10 cases and provided assistance to 19 visitors (year-to-date: 89 cases/ 249 visitors). This included visitors from U.S. West/East market. VASK received \$3,000 of in-kind contributions (year-to-date: \$42,025).
- City and County of Honolulu's program handled 43 cases and helped 94 visitors (year-to-date: 510 cases/ 1,291 visitors). This included visitors primarily from the U.S. West market. The industry assisted with \$7,124.80 of in-kind contributions (year-to-date: \$100,172.84) and \$350.00 in donations (year-to-date \$6,137.19).

Future Workforce

LEI Program

ClimbHI has recently launched a new initiative called "Hospitality for Me." This initiative is timed with the DOE expansion from six to 13 pathways allowing Hospitality, Tourism, and Recreation to break off from

the Human Services pathway. HTA along with Hawai'i Women in Lodging & Tourism, Fairmont Orchid, and Maui Hotel & Lodging Association are the founding partners of this new endeavor. Hospitality for Me will utilize the existing ClimbHi Bridge portal to connect the schools with educators and businesses. This program launched on July 21 at the Baldwin Kekaulike Maui Complex Area (BKM) superintendent meeting with over 85 principals and teachers. President of ClimbHI, Julie Morikawa, shared with schools about the new program and the opportunity to bring the industry directly to students. DOE schools are currently gearing up to choose the following school years pathways, and Hospitality for Me aims to showcase the benefits of the industry, support school needs, and make selecting these new pathways an accessible and achievable choice. On October 11, ClimbHI held their first ever Awards Breakfast recognizing top educators, schools, businesses, and organizations for their support and high engagement. Some schools recognized included James Campbell High School, Mckinley High School, Waipahu Intermediate, Kapolei High School, Liholiho Elementary, Hālau Kū Māna Public Charter School, and many others. HTA was recognized for contributing and supporting ClimbHI and the LEI Program, one of the largest public-private partnership of its kind in the state, reaching nearly 50,000 students, through groundbreaking workforce development and educational events. Others recognized included Department of Land and Natural Resources, Kamehameha Schools, Hawai'i Chamber of Commerce, Hawai'i Business Magazine, Hawai'i Executive Collaborative, the Queen's Health Systems, University of Hawai'i School of Engineering and many others.

V. BRAND MARKETING PILLAR

Major Market Area (MMA)

International MMA Border/Entry Restrictions

- Japan: As of October 11, Japan lifted the ban on visa-free and individual travel to Japan. The recovery in overseas travel is expected to be slow due to increased travel assistance and high demand for domestic travel, weak yen, and high surcharges.
- Korea: Since October 1, all requirements on PCR tests upon arrival in Korea have been lifted for all travelers entering the country.
- Canada: Canada has ended all COVID-19 travel restrictions including random on-arrival testing in October.
- Oceania: You do not have to complete the New Zealand Traveler Declaration (NZTD) to enter New Zealand. Travelers and crew do not need proof of COVID-19 vaccination to enter New Zealand. Please check with your airline or cruise provider as they may still require proof of vaccination. Air travelers can get free rapid antigen tests (RATs) at the airport, please take some.

If you have COVID-19 symptoms when you arrive in New Zealand by air, we encourage you to take a RAT. You do not need to provide proof of a negative COVID-19 test to meet Australian inbound travel requirements. You do not need to provide proof of COVID-19 vaccination to travel

to and from Australia. As of Friday September 9, 2022, the mask mandate for international flights to Australia have been removed.

- **China:** The Chinese government eased some of its COVID curbs as of November 11: reduced quarantine time for inbound travelers from 7-day centralized quarantine to 5 days; abolished circuit-breaker penalty for airlines with infected passengers; secondary close contacts are no longer be traced; only one negative nucleic acid test within 48 hours before boarding is required.

U.S. Domestic Market Conditions

According to the latest U.S. Travel Association *Monthly Update*, travel has been incredibly resilient, despite the uncertain economic situation—with strong pent-up demand and momentum—and has so far shown no significant signs of weakness. Looking ahead, travel is projected to continue to recover, though growth in 2023 will be slower than previously expected, particularly for international inbound and business travel. While pent-up demand for travel has remained resilient thus far, economic uncertainty and the accelerating drawdown on savings presents the greatest challenge to the travel recovery in the coming year.

HTA Airline Seat Capacity Outlook for November 2022 – January 2023 was updated on November 29th. The forecast for domestic scheduled nonstop air seats to Hawai'i during this period will decrease -1.2 percent compared to the same period in 2021. This projection is based on flights appearing in Diio Mi. There continues to be fluidity of seats and flights as Hawai'i and the rest of the world emerges from the COVID-19 pandemic. A decrease in flights is expected from U.S. West (-3.1%) and an increase from U.S. East (+13.1%). The growth for the U.S. East is a result of the addition of the Delta flights ATL-OGG and DTW-HNL in November and JFK-HNL starting in December. Preliminarily, the total arrivals (by air) through October 2022 is 6,502,129 with a total expenditure of \$13.4 billion.

As a recap of 2022 - HTUSA's continues its education efforts around Mālama Ku'u Home and a destination vision of regenerative tourism that provides visitors with a sense of kuleana from the time they decide to travel and throughout their visit, as mindful travelers that give back to the Hawaiian Islands and its communities so that it may thrive for future generations of residents and visitors alike. Leveraging industry and community-wide support, HTUSA utilized both consumer and travel trade marketing to support this vision in 2022.

Key Initiatives

- **Consumer Marketing.** The distribution of Mālama Hawai'i continued with increased frequency of messaging to key audiences in the continental US as well as in Hawai'i. Also in 2022, HTUSA launched kuleana and ocean safety messaging at airports throughout Hawai'i, a shared initiative with HTA, and can be read about in more detail in its respective section of this report. In addition to the airports, this messaging has also expanded to shuttle and in-room media distribution as

well as on the navigation app Waze. Other exciting initiatives HTUSA engaged in were the Lē'ahi reservation system and ongoing promotion of local businesses.

- **Trade Education and Training.** During the first half of the year, a total of 6,321 travel advisors attended webinars, in-person events and engaging in Hawai'i Destination Specialist training programs. The team focused on events involving one-on-one appointments with vetted advisors which resulted in 235 appointments. The second half of the year the travel agent database numbers increase to an overall total of 130,300 profile records, which includes 49,134 active US travel advisor email contacts.
- **Connecting with Hawai'i.** HTUSA in 2022 put together a campaign specifically reaching our Hawai'i community – highlighting HTA's relationship with community efforts, including DMAP initiatives and overall community support. These stories were aired on Hawai'i News Now's Talk Story and HI Now, KHON2 and Living808, and were printed in Pacific Business News. Also this year, HTUSA helped to ensure proper orthography on digital platforms including its websites like hawaiiauthority.org, gohawaii.com and meethawaii.com. This is an ongoing effort and HTA is proud to lead this initiative toward Hawaiian language normalization.

MMA RFP / Contract Status

- Canada/Oceania/Japan/Korea/China MMA Leisure: All international markets are currently in "Green" phase except China that is still under restricted activities and budgets.
- USA MMA and Global Support Services: HTA has extended the current USA MMA contract and the Global Support Services contract for another six months ending March 2023. Up for discussion, recommendation and action is another three-month extension (March 2023 – June 2023) to continue services while a settlement is made for the reissuing of its respective RFP.

Other Branding Projects

Pono Travel Education Program (DMAP Action Item)

Beginning April 18 airports across Hawai'i began sharing Pono Travel Education messaging on static banners and digital screens to reach our traveling public passing through. Each location was strategically placed to reach the most people – both malihini and kama'āina - reminding us of our collective kuleana to Hawai'i, the land, culture, and each other while here. Beginning in June there was an increase in messaging placements, including some QR code inclusions on new digital screens at Daniel K. Inouye International Airport, frequency to meet the uptick in travel during the Summer period, and inclusion of Ocean Safety video messages. While our contract with In-Ter-Space Services at the Daniel K. Inouye International Airport ended at the end of October, our contract with Hawai'i Airport Advertising at neighbor island airports will continue through next year June.

Hawai'i Tourism Conference 2022

The Hawai'i Tourism Conference 2022 Presented by Hawaiian Airlines occurred on December 8 and 9, 2022 at the Hawai'i Convention Center and hosted more than 500 attendees during the two days. The conference focused on travel and tourism insights from industry leaders on topics and issues that will help shape our kuleana to our destination in the years to come.

This year's conference emphasized the importance of mālama - destination management and the progress being made through our Destination Management Action Plans (DMAPs), cultural tourism, travel sector updates, regenerative tourism and research trends.

This year's Tourism Legacy Awards Luncheon honored the theme of Mālama and recognized:

- Sen. Kenneth Brown, posthumously as the co-founder of the Native Hawaiian Hospitality Association Native Hawaiian Hospitality Association and author of The Mālama Ethic in Planning for Hawai'i's Future
- Ernie Lau, Manager and Chief Engineer of the Board of Water Supply
- Kua'āina Ulu Auamo (KUA), a non-profit community-based organization who lead the 2022 initiative of Year of the Limu

Sports Programs

Sports Initiatives

- Staff reviewed offer for Page 1 advertising on Super Bowl and College Football National Championship official digital and print programs
- Staff spoke with Corporate Partnerships staff at the Cleveland Browns regarding potential partnership opportunities
- Staff spoke with representative of the North Shore Basketball Classic regarding sponsorship opportunity
- Staff held meeting with Maui Invitational officials to get an update regarding 2022 and future tournament plans
- HTA Board approved staff's Sports Partnership Plan

Collaborations and Communications

The brand team continues to conduct teleconference meetings with the GMT members to get regular updates on market trends, marketing activities, Hawai'i messaging, airlift development, and visitor and industry education efforts. During these meetings, HTA also conducts financial reviews with the GMT members. In addition, the team continues to engage and communicate with industry partners to exchange information on markets and business development.

Brand Team Events/Meetings - November

Event Date	Event	HTA Attendee(s)	Non-HTA Attendee(s)
11/1-11/6	AoHCC Convention	CBO	Community Leaders
11/2	Golf Strategy Discussion	CEO, CBO	Mark Rolfig

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11/3	Honolulu Harbor Master Plan Planning Advisory Committee Meeting	CBO, BM	PAC Representatives
11/3	CSG Kuleana Meeting	CBO	Kara Chow, Roth Puahala, Stephanie Iona, Hawaii Farm Bureau staff
11/4	CSG Kuleana Meeting	CBO	Noelani Schilling-Wheeler, John Monahan, Malia Sanders
11/9	HTA + PGA TOUR Connect- Proposal Review	CEO, CBO	Kathie Parker, Sarah Wefer, Austin Flagg, John Monahan
11/9	FestPAC Commission Meeting	CBO, BM	Commission members, NaHHA, DBEDT
11/13-11/18	HTJ Japan Sales Mission	CBO, HTJ, ICs	Industry Partners
11/15	HTA/HVCB DKI Signage 2023	CBO, SBM	HVCB, MVNP, Sky Hi Media
11/21-11/23	HTK Korea Mission	CBO, HTK, ICs	Industry Partners
11/25	WSL x HTA Partnership Meeting	CBO	Graham Stapelberg
11/29	2022 CSG National Conference Update	CBO	Roth Puahala, George Kam, Kara Chow, Stephanie Iona
11/30	HTA and Expedia Check In	CBO	Expedia Staff
11/30	Ironman 2022 Event Debrief Meeting	CBO, BM, Public Affairs Officer	Ironman Staff

VI. PLANNING DIVISION

- *Destination Management Action Plans (DMAPs)*

Below is an update on activities undertaken by the planning section to support the implementation of the various DMAPs.

- On November 1, the Director of Planning, Caroline Anderson, gave a presentation on the DMAPs to the Hawai'i Chamber of Commerce.
- Caroline had a second meeting with the Hawai'i Food Hub Hui to discuss how to bridge the food hubs and businesses in the hotel industry. HTA and the Hawai'i Food Hub Hui will conduct a webinar in January targeted at the visitor industry to educate on how to work with Food Hubs. HTA will help get the word out.

Maui Nui DMAP:

- Maui Nui's monthly DMAP internal meeting between HTA, County, and Island Chapter staff was held on November 18.
- MVCB/HTA held an East Maui Advisory Group meeting on November 2. The purpose of this meeting was to share with the group further information on proposed East Maui Tourism Management Pilot Program. As a result of the meeting, MVCB is going to revise the drafted Request for Proposal taking into consideration the discussion that took place.
- Staff is working with Homestead Community Development Corporation on the needs assessments targeted at Moloka'i businesses and nonprofits. This is in response to Moloka'i DMAP actions B1 and D2. The outcome will be 2 needs assessment reports and 4 databases. The needs assessments will help to create programs, and the databases will be used to help promote the various business/organization. The surveys will be released in December 2022.

O'ahu DMAP:

- O'ahu's monthly DMAP internal status update meeting between HTA, County, and Island Chapter staff was held on November 21.
- HTA convened the first meeting of the Waikiki Historic Trail Advisory Committee in November. The purpose of this committee is to provide guidance to the location placement of the markers and the stories to share.

Kaua'i DMAP:

- Kaua'i's monthly DMAP internal status update meeting between HTA, County, and Island Chapter staff was held on Nov 2.

Hawai'i DMAP:

- Hawai'i Island's DMAP internal status update meeting between HTA, County, and Island Chapter staff was held on October 6.
- Caroline attended a community meeting held by Councilmembers Heather Kimball and Ashley Kierkiewicz relating to the newly proposed legislation regarding cracking down on illegal transient accommodation rentals. The purpose of the meeting was to share with the public the proposal amendments/changes and the public hearing/participation process.
- Caroline also attended the Waipi'o Valley Steering Committee meeting that was convened by Councilmember Kimball. This was the first time the Committee met since June. Discussions took place regarding how to move forward with the issues regarding access and the road.
- *EDA Travel, Tourism and Outdoor Recreation Non-Competitive Grant*
- HTA is still awaiting approval from EDA on the revised Grant Administration Plan and accompanying forms. Staff continued to liaise between EDA and DLNR on DLNR's construction project.

VII. TOURISM RESEARCH

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

TRB issued the October 2022 monthly visitor statistics on November 28, 2022, including monthly arrivals by country, category expenditures for major markets, and monthly visitor characteristics for each major market area. The press release was issued by DBEDT, distributed by HTA, and the files were posted on the Monthly Visitor Statistics page on HTA's and DBEDT's websites.

TRB posted updates to Seat Outlook data tables for December 2022 through February 2023 to the Infrastructure Research Section of the HTA website and the Air Seats Capacity Outlook page of the DBEDT website. This report also includes flight information and comparisons to 2019.

State, market, and island fact sheets were updated with the October 2022 data and were published on the Monthly Visitor Statistics page of the HTA website and the Island Highlights and Market Highlights pages on the DBEDT website.

TRB issued the October 2022 Hawai'i Hotel Performance Report on November 21, 2022. The report and related October 2022 data tables were posted to the Infrastructure Research page of the HTA website. The Hawai'i Hotel Performance Report is produced using hotel survey data compiled by STR, Inc., the largest survey of its kind in Hawai'i.

TRB issued the October 2022 Hawai'i Vacation Rental Performance Report on November 23, 2022. The report and related October 2022 data tables were posted to the Infrastructure Research page of the HTA website and the Vacation Rental Performance page of the DBEDT website. This report utilizes data compiled by Transparent Intelligence, Inc. for DBEDT.

TRB continued publishing weekly Travel Agency Booking Trend reports which features forward-looking data from travel agencies for US, Japan, Canada, Korea, and Australia from Global Agency Pro. These reports are posted on the Other Research page of the HTA website.

Jennifer Chun presented to the East-West Center's Pacific Island Tourism Professional Fellows program on November 2, 2022. TRB hosted Fellow Werner Tuatagaloa, Principal Research and Statistics Officer for the Samoa Tourism Authority from November 7 – 25, 2022.

Jennifer Chun and Micah 'Ākau participated in the Waipahu Intermediate School Career Fair on November 4, 2022.

Jennifer Chun presented to the Marriott marketing and revenue management teams on November 22, 2022 at the Sheraton Waikīkī. Werner Tuatagaloa also attended this internal meeting.

Jennifer Chun attended UH TIM School's Na Kukui Netlinks event as a mentor on November 30, 2022.

TRB continued to work with the State Attorney General's office to analyze visitor data related to the impacts of the national travel ban on inbound travel from seven affected countries.

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

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

VIII. ARPA UPDATE

HTA was provided American Rescue Plan Act (ARPA) funds during the 2021 Legislative Session. Our team continues to engage with the State's Department of Budget and Finance (B&F) to process requests to access ARPA funds in support of our programs. As part of that process, we engage with B&F to discuss these requests in an attempt to expedite the release of funds. This has now become a regular part of our process in supporting the financial needs of the organization.

To date, we have submitted requests to B&F for the release of funds of approximately \$52.7 million, all of which has been approved through November 2022. Relating to the Convention Center's ARPA funding, \$11 million has been approved by B&F for release. Staff has discussed with B&F the reallocation of funds

from the original intended purpose of using the majority of the \$11 million toward major repair and maintenance projects at the Convention Center, to now using the funds for the Convention Center’s FY 2023 operations – a shift that was necessary with HB1147, 2022 Legislative Session, now vetoed by the Governor.

Regarding HTA’s FY 2023 funding, staff has worked with the Governor’s administration on the release of funds.

In November 2022, HTA was granted an ARPA subaward of \$35M for FY 2023. This funding is necessary given the Governor’s veto of HB1147 that would have provided HTA’s FY 2023 general fund appropriation of \$60M. Accordingly, HTA’s Board approved a revised FY 2023 budget of \$35M at its November 2023 meeting. This is separate from HTA’s allotment of FY 2022 ARPA funds.

IX. ADMINISTRATIVE

Contracts List: Pursuant to Hawai’i Revised Statutes §201B-7 (9), please note that there was one contract executed during the month of November 2022.

Contract No.	Contractor	Description	Contract Amount	Total Contract Value	Start Date	End Date
†22014 S1	North Star Research Corp. dba HVS Convention, Sports & Entertainment Facilities Consulting	Market/Future Study of the Hawai’i Convention Center (Update)	\$0.00	\$50,000.00	11/22/2022	1/15/2023

* Sole Source

† Procurement Exemption

X. APPENDICES

8

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

8.1

Research Monthly Highlights

HTA REGULAR BOARD MEETING

Thursday, December 22, 2022

Hō‘ike ‘Ikepili Noi‘i ‘Oihana Ho‘omāka‘ika‘i

Presentation and Discussion of Current Market Insights and Conditions in Hawai‘i and Key Major Hawai‘i Tourism Markets, including the United States, Japan, Canada, Oceania, and Cruise

Jennifer Chun

Director of Tourism Research

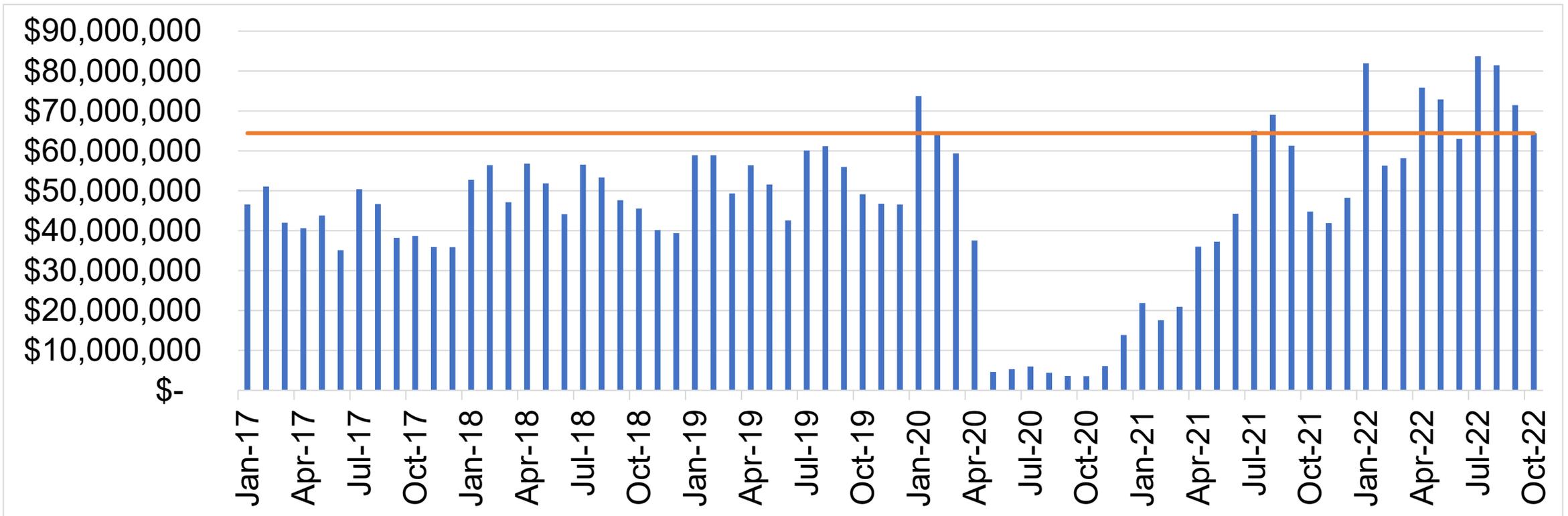
HAWAII TOURISM
AUTHORITY

The logo for the Department of Business, Economic Development & Tourism (DBEDT) features a stylized blue wave on the left and the acronym 'DBEDT' in large, bold, white letters on the right. Below the acronym, the text 'STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM' is written in a smaller, white, sans-serif font.

STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

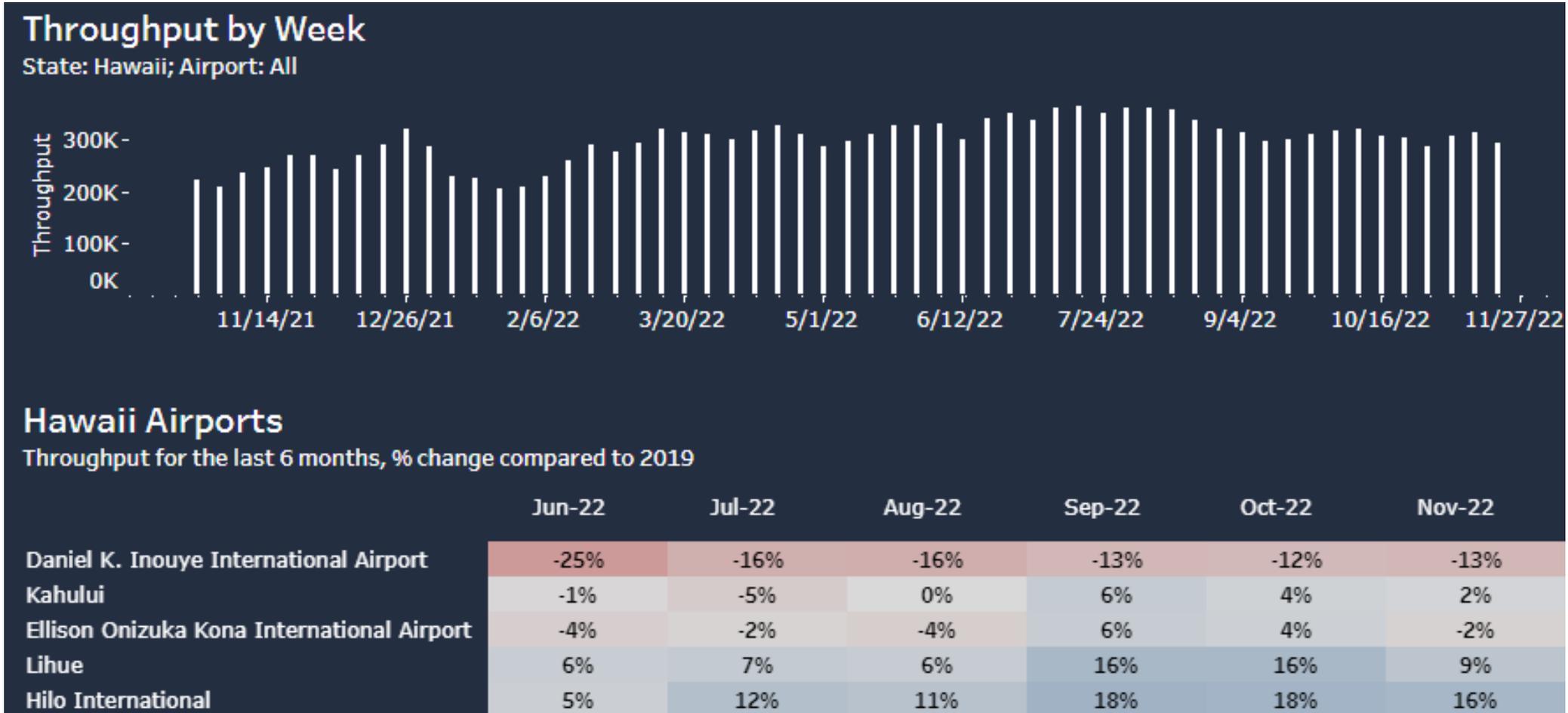
October 2022 Highlights – TAT Collections

- Preliminary October TAT Collections: \$64.4 million
- Preliminary YTD Fiscal 23 TAT Collections: \$301.1 million (+25.3%)
- YTD Fiscal 22 TAT Collections: \$240.3 million (+\$60.8 million)



Source: Department of Taxation

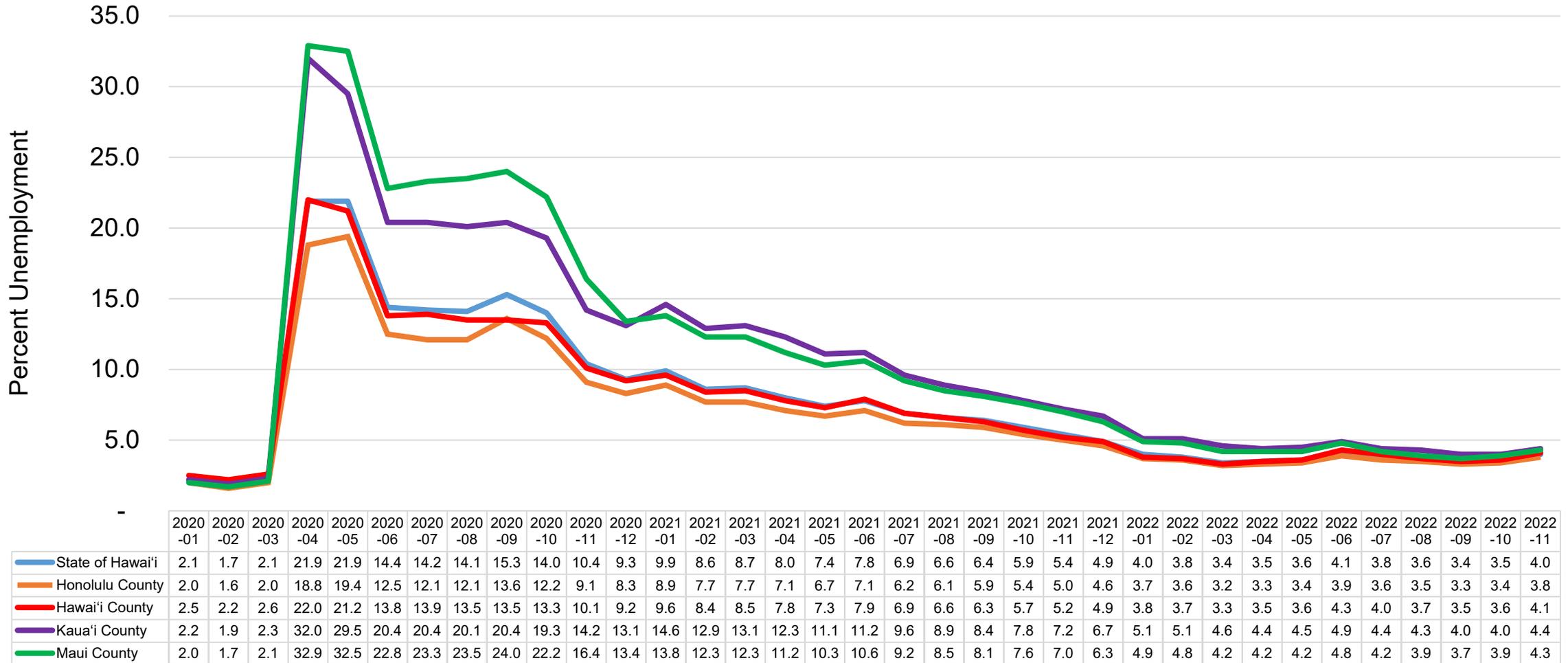
November 2022 Highlights - Hawai'i Airport Throughput



Source: TSA by Tourism Economics

November 2022 Highlights – Unemployment Rates

Unemployment Rate, Civilian

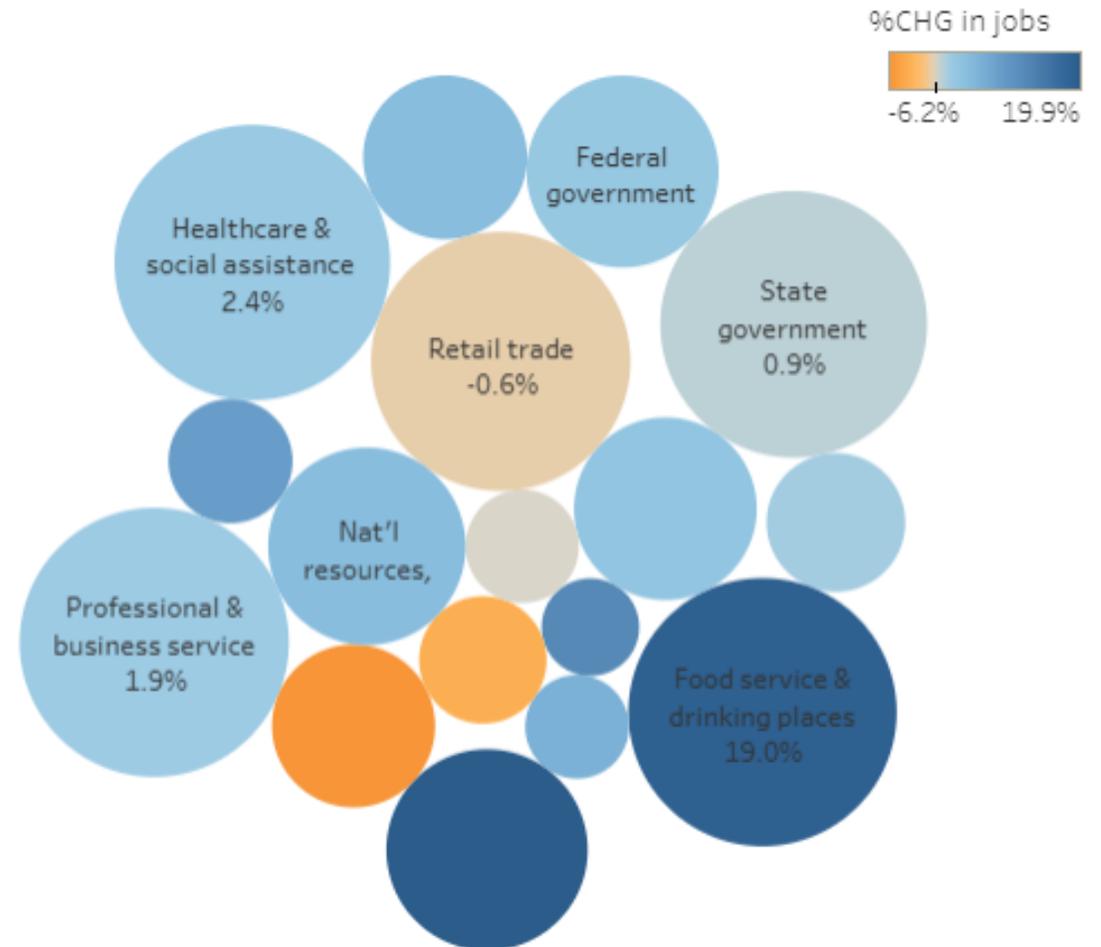


Compiled by Research & Economic Analysis Division, State of Hawai'i Department of Business, Economic Development and Tourism. Source: State of Hawai'i Dep. of Labor & Industrial Relations

November 2022 Highlights – Jobs by Industry

	Jobs	CHG*	%CHG*
Total non-agriculture W&S jobs	624,700	26,200	4.4%
Nat'l resources, mining & construction	37,700	1,600	4.4%
Manufacturing	12,400	0	0.0%
Wholesale trade	15,700	-600	-3.7%
Retail trade	65,000	-400	-0.6%
Transportation, warehousing & utilities	32,300	1,000	3.2%
Information	9,200	1,000	12.2%
Financial activities	25,700	-1,700	-6.2%
Professional & business service	70,100	1,300	1.9%
Educational service	14,900	1,200	8.8%
Healthcare & social assistance	73,400	1,700	2.4%
Arts, entertainment & recreation	10,400	600	6.1%
Accommodation	39,200	6,500	19.9%
Food service & drinking places	69,600	11,100	19.0%
Other service	26,000	1,100	4.4%
Federal government	35,700	900	2.6%
State government	68,800	600	0.9%
Local government	18,600	300	1.6%

*Change from the same period of previous year



Compiled by Research & Economic Analysis Division, State of Hawai'i Department of Business, Economic Development and Tourism. Source: State of Hawai'i Dep. of Labor & Industrial Relations

Scheduled Nonstop Seats to Hawai'i by Port Entry

December	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,217,734	1,083,596	1,237,874	993,370	984,524	895,699	224,364	99,072	342,175
HONOLULU	690,751	572,498	748,319	505,593	505,836	454,367	185,158	66,662	293,952
KAHULUI	302,717	251,895	277,908	275,298	229,373	250,970	27,419	22,522	26,938
KONA	119,069	143,604	115,152	111,806	137,370	98,565	7,263	6,234	16,587
HILO	4,482	4,537	4,316	4,482	4,537	4,316	0	0	0
LIHU'E	100,715	111,062	92,179	96,191	107,408	87,481	4,524	3,654	4,698

January	Total			Domestic			International		
	2023	2022	2019	2023	2022	2019	2023	2022	2019
STATE	1,187,311	1,034,876	1,124,985	951,249	922,585	760,230	236,062	112,291	364,755
HONOLULU	690,713	541,903	692,230	495,497	466,537	385,566	195,216	75,366	306,664
KAHULUI	289,545	282,137	227,818	261,311	255,776	195,030	28,234	26,361	32,788
KONA	116,636	111,945	114,953	108,026	105,557	97,410	8,610	6,388	17,543
HILO	1,162	2,685	2,822	1,162	2,685	2,822	0	0	0
LIHU'E	89,255	96,206	87,162	85,253	92,030	79,402	4,002	4,176	7,760

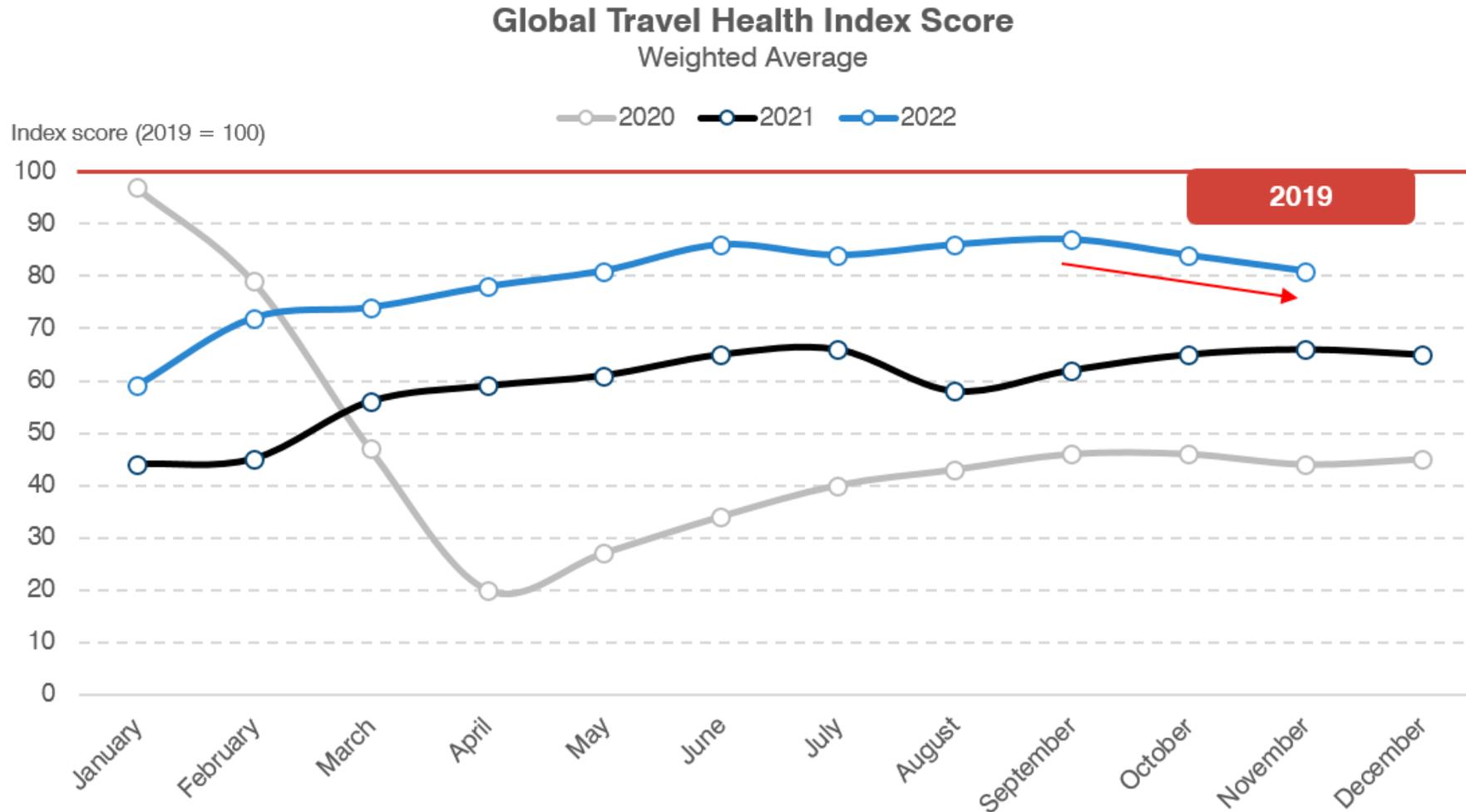
Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of December 6, 2022, subject to change

Scheduled Nonstop Seats to Hawai'i by Port Entry

February	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,054,766	937,640	1,001,992	847,779	840,581	676,436	206,987	97,059	325,556
HONOLULU	612,331	489,503	615,316	442,082	426,886	342,742	170,249	62,617	272,574
KAHULUI	259,858	262,896	203,181	234,176	237,636	173,414	25,682	25,260	29,767
KONA	105,617	100,792	104,142	98,041	95,264	87,827	7,576	5,528	16,315
HILO	0	2,148	2,656	0	2,148	2,656	0	0	0
LIHU'E	76,960	82,301	76,697	73,480	78,647	69,797	3,480	3,654	6,900

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of December 6, 2022, subject to change

Skift Travel Health Index November 2022 = 81



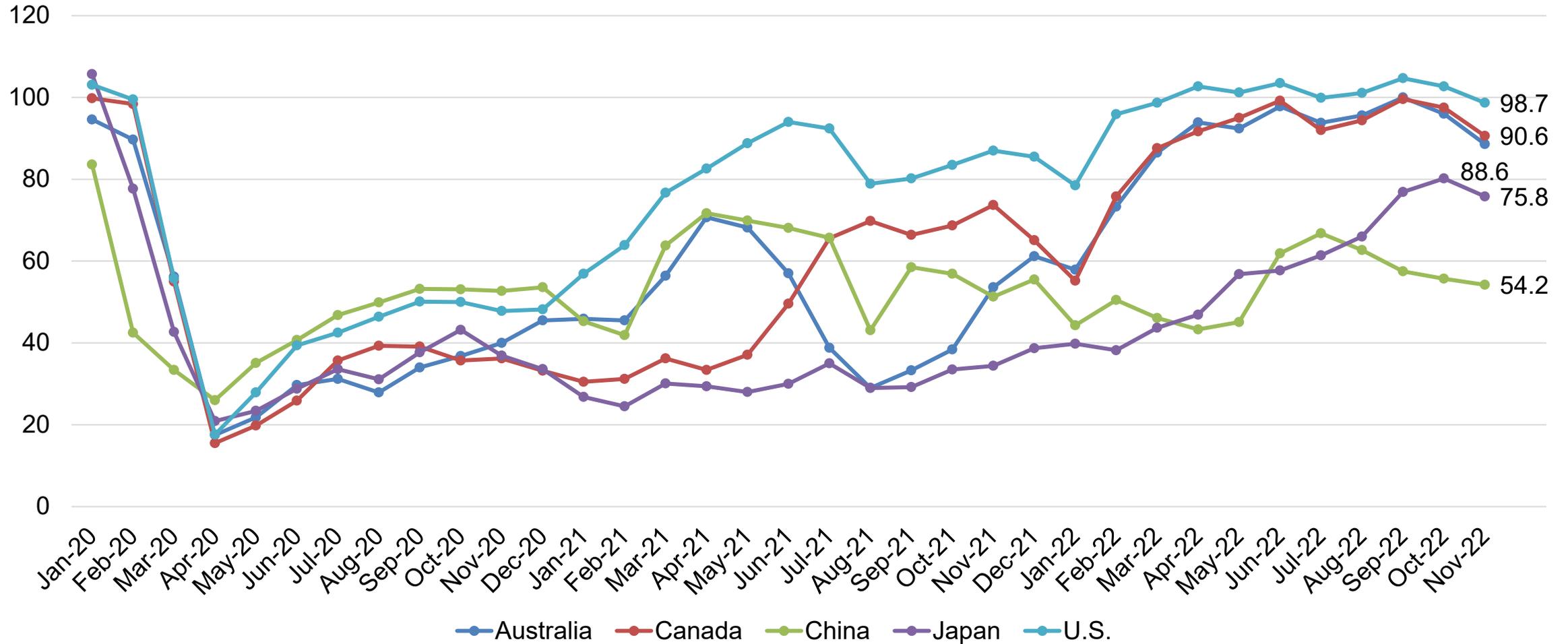
Source: Skift Research from partner data. All data vs same month in 2019.



Source: Skift Research

Skift Travel Health Index by Country

Skift Travel Health Index for Selected Countries



Source: Skift Research

Pacific Asia Travel Association COVID-19 Update & Recovery Dashboard

Destination	Pandemic Status	Inbound Travel	Outbound Travel	Vaccination Booster
Australia	Open	Open	Open	95.9% 72.3%
Canada	Open	Open	Open	80.4% 50.0%
China	Partial	Partial	Partial	89.3% 56.9%
Japan	Open	Partial	Partial	80.4% 67.0%
Korea (ROK)	Open	Open	Open	87.1% 65.7%
New Zealand	Open	Open	Open	90.0% 73.1%
USA	Open	Open	Open	68.8% 12.7%

Lockdown status:

Open – no restrictions on capacities, all economic sectors open - but face mask-wearing may still be imposed.

Partial – some restrictions are in place - that could be certain school classes, nightclubs/ bars, certain economic sectors, limits on the number of people in gatherings, etc.

Restricted – closure of all non-essential businesses, restricted movement.

Inbound travel:

Open – leisure tourism permitted for majority of inbound travellers, although testing/ pre-registration/ visas may be required.

Partial – leisure tourism may be permitted, either to certain parts of the country or for certain nationalities to enter the country only. Could also apply to certain "Green Lane" schemes.

Restricted – leisure tourism not permitted.

Closed – all entry not permitted.

Source: Copyright © 2022 Pacific Asia Travel Association, as of December 13, 2022.

Note: New Zealand data as of October 26, 2022



Travel Spending (Tourism Economics)

↗ **+3.4%**

October vs. 2019

↘ **-1.1%**

YTD vs. 2019



Auto Trips (Arrivalist)

↗ **+2.5%**

October vs. 2019

YTD N/A



Air Passengers (TSA)

↘ **-5.5%**

October vs. 2019

↘ **-11.1%**

YTD vs. 2019



Overseas Arrivals (NTTO)

↘ **-30.1%**

October vs. 2019

↘ **-42.6%**

YTD vs. 2019



Hotel Demand (STR)

↘ **-0.3%**

October vs. 2019

↘ **-2.7%**

YTD vs. 2019



Short-term Rental Demand (AIRDNA)

↗ **+30.8%**

October vs. 2019

↗ **+19.1%**

YTD vs. 2019

Insights

Auto trips moderated in October but remained 3% above its 2019 level.

Air passenger volume ticked up to 5% below 2019 in October – marking another post-pandemic high.

Overseas arrivals improved to 30% below its 2019 level in October, remaining a weak point for the broader travel recovery.

Hotel room demand was on par with its 2019 level in October and group demand within the top 25 markets slide one percentage point to 6% below its 2019 level – both slight downgrades from September.

Short-term rental demand surged to a new high, recording 31% growth beyond its 2019 level in October.

Travel Indicators

% change relative to same month in 2019

	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22
Travel Spending (Tourism Economics)	-9%	-4%	-12%	-6%	-5%	3%	0%	1%	0%	-3%	6%	3%
Auto Trips (Arrivalist)	-8%	-2%	-12%	-2%	-13%	6%	-2%	2%	-1%	-15%	6%	3%
Air Passengers (TSA)	-13%	-16%	-23%	-16%	-12%	-9%	-10%	-11%	-12%	-9%	-6%	-5%
Overseas Arrivals (NTTO)	-57%	-51%	-65%	-60%	-52%	-43%	-43%	-41%	-35%	-35%	-34%	-30%
Hotel Demand (STR)	16%	12%	-10%	-5%	-3%	0%	-2%	-2%	-3%	-4%	2%	0%
Top 25 Group Hotel Demand* (STR)	-40%	-27%	-58%	-42%	-23%	-16%	-14%	-5%	-11%	-10%	-5%	-6%
Short-term Rental Demand (AIRDNA)	16%	12%	17%	19%	12%	21%	23%	20%	17%	12%	22%	31%
National Park Visits (National Park Service)	-1%	2%	16%	4%	4%	-8%	-9%	-11%	-10%	-13%	-6%	-6%
Organic Web Sessions (Simpleview & Tempest)*	36%	31%	35%	42%	34%	32%	29%	25%	15%	14%	16%	24%

*data from 300+ U.S. DMO/CVB destination websites

-65% 42%

Hawaii Travel Indicators

October, 2022

Select a State
Hawaii

Hawaii Travel Impact

October, 2022

Travel Spending **\$2.48B**
↗ +0.2% vs. 2019

Tax Revenue (local & state) **\$150.8M**
↗ +0.1% vs. 2019

U. S. Total Travel Impact

October, 2022

Travel Spending **\$103.71B**
↗ +3.4% vs. 2019

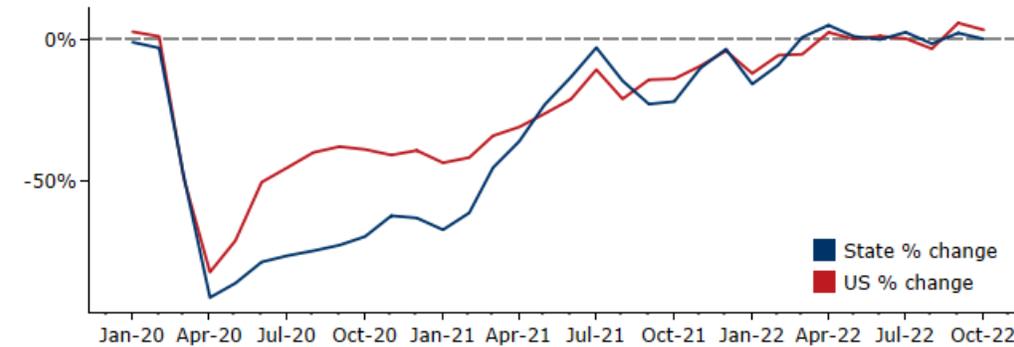
Tax Revenue (local & state) **\$7.0B**
↗ +2.3% vs. 2019

Hawaii Travel Spending

	Travel Spending	vs. Last Year	vs. 2019	Market Growth Index (US = 100)*
Nov-21	\$2.07B	↗ +140.6%	↘ -10.1%	99
Dec-21	\$2.24B	↗ +163.9%	↘ -3.4%	101
Jan-22	\$1.86B	↗ +159.9%	↘ -15.8%	96
Feb-22	\$1.99B	↗ +136.9%	↘ -9.0%	96
Mar-22	\$2.49B	↗ +85.1%	↗ +0.8%	106
Apr-22	\$2.54B	↗ +64.6%	↗ +5.1%	102
May-22	\$2.53B	↗ +31.6%	↗ +1.1%	101
Jun-22	\$2.56B	↗ +15.4%	--	99
Jul-22	\$2.67B	↗ +5.6%	↗ +2.6%	102
Aug-22	\$2.51B	↗ +15.5%	↘ -1.5%	102
Sep-22	\$2.44B	↗ +32.7%	↗ +2.3%	97
Oct-22	\$2.48B	↗ +28.5%	↗ +0.2%	97

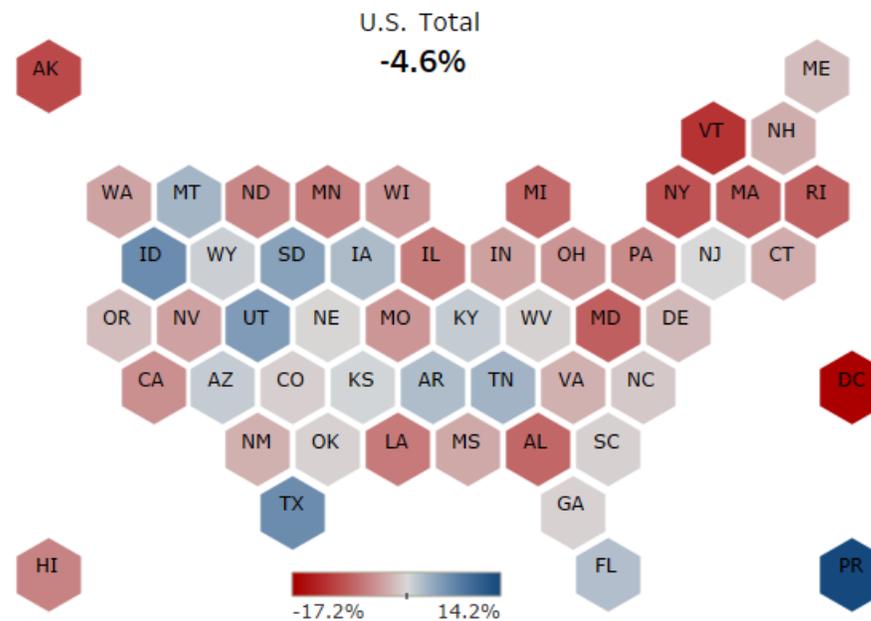
Travel Spending (% change vs 2019)

Hawaii vs U.S. total



L & H Jobs by State

October, 2022, % change vs. 2019



↗ +0.2%
October vs. 2019
Travel Spending
(Tourism Economics)

↘ -7.1%
October vs. 2019
Air Passengers
(Airline Data Inc; TSA)

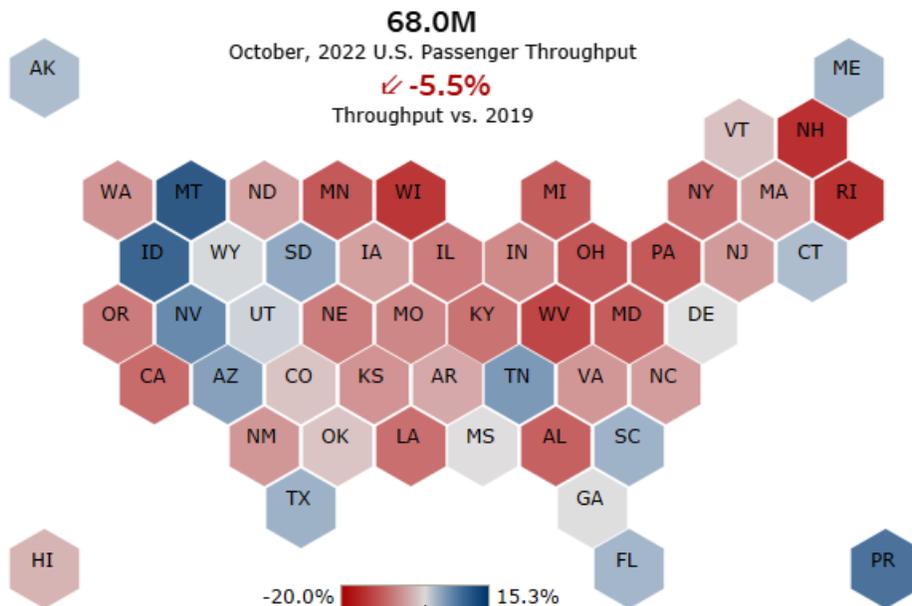
↗ +13.9%
October vs. 2019
Auto Trips
(Arrivalist)

↘ -9.7%
October vs. 2019
Hotel Demand
(STR)

↘ -5.9%
October vs. 2019
L & H Jobs
(BLS)

October, 2022 Passenger Throughput by State

All passengers (domestic + international), % change vs. 2019



Passenger Throughput Trend Comparison

All passengers (domestic + international), Index (2019=100)

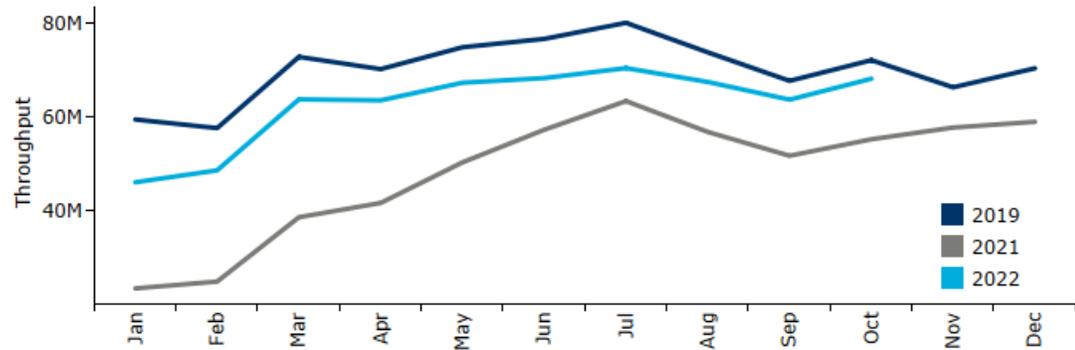
State/Territory Name
Multiple values

	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22
Arizona	92	96	98	100	89	85	96	96	104	103	99	99	100	108	106
California	64	66	70	75	72	61	71	76	82	83	82	83	81	89	88
Colorado	86	87	89	92	87	83	92	94	94	91	89	88	89	96	97
Hawaii	75	64	68	76	78	72	77	87	94	90	86	91	91	96	96
Illinois	74	74	75	81	78	71	76	82	84	87	87	88	87	91	90
Indiana	80	83	88	88	83	83	85	89	91	88	85	86	87	91	91
Kentucky	75	78	80	85	81	74	82	86	88	85	86	88	86	92	89
Massachusetts	63	63	70	75	71	61	71	81	86	86	86	88	87	92	94
Michigan	77	77	75	83	77	71	82	85	86	85	83	83	84	88	86
Minnesota	70	70	72	79	74	72	80	82	83	80	80	80	80	83	86
Missouri	77	78	78	85	78	72	78	85	86	87	86	87	89	94	91
Montana	113	111	109	104	94	106	113	112	109	109	104	100	105	115	115
Nevada	90	84	91	94	88	79	91	94	98	100	97	101	99	102	108
New York	60	61	64	77	75	64	75	79	86	86	84	86	86	89	88
North Carolina	74	77	81	86	80	72	84	90	91	91	91	91	89	97	93
Oregon	76	74	79	84	77	72	80	84	90	88	85	82	82	90	90
South Dakota	102	97	100	98	93	94	104	107	108	99	98	101	99	102	105
Texas	83	84	88	95	88	82	88	95	99	100	96	97	97	106	104
Virginia	68	69	71	80	78	67	75	84	90	91	90	93	89	95	93
Washington	73	72	76	81	74	70	82	82	89	87	85	85	85	92	93
United States	77	76	77	87	84	77	84	88	91	90	89	88	91	94	95

Legend: 60 (Dark Red) to 115 (Dark Blue)

U.S. Monthly Passenger Throughput

All passengers (domestic + international)

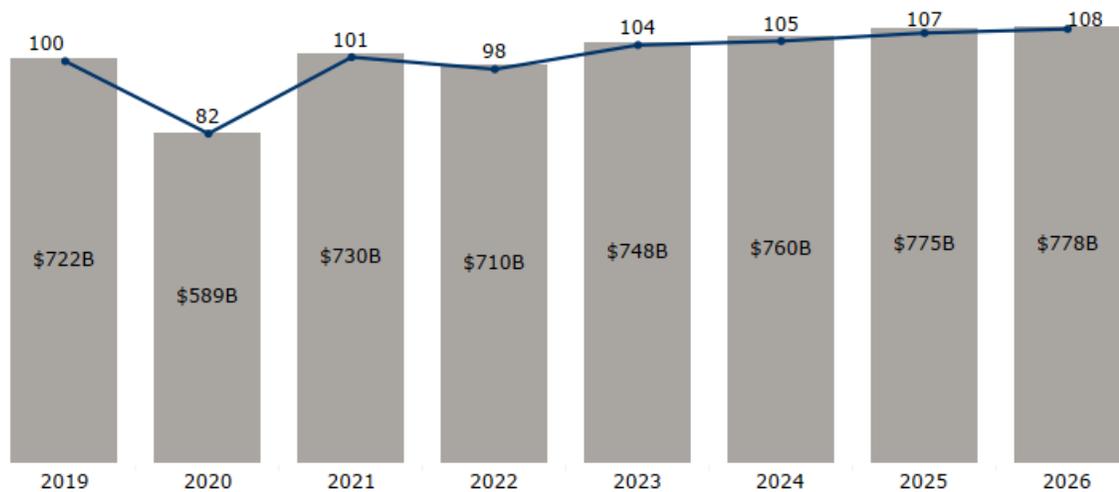


Domestic Travel Forecast

Forecasted in November, 2022

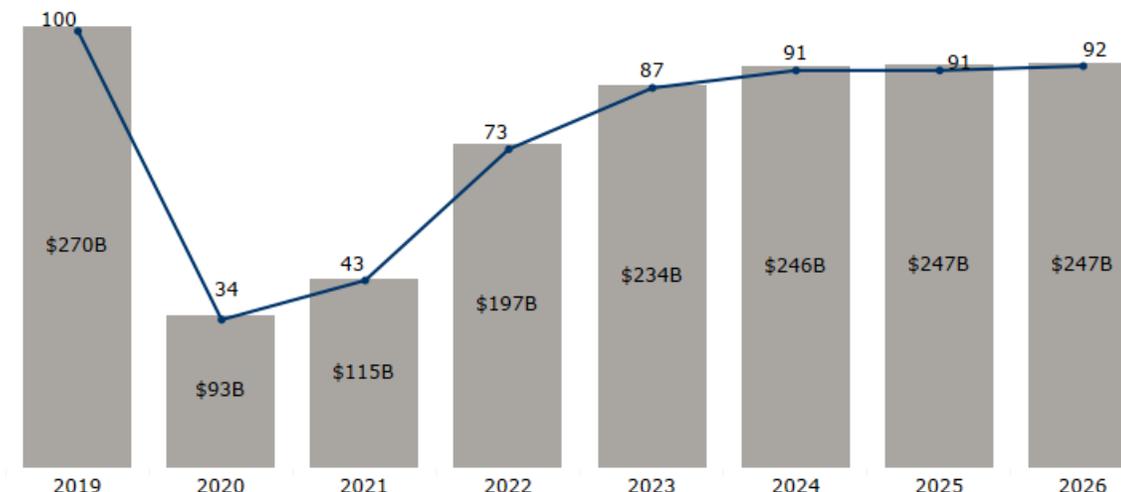
Real Domestic Leisure Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)



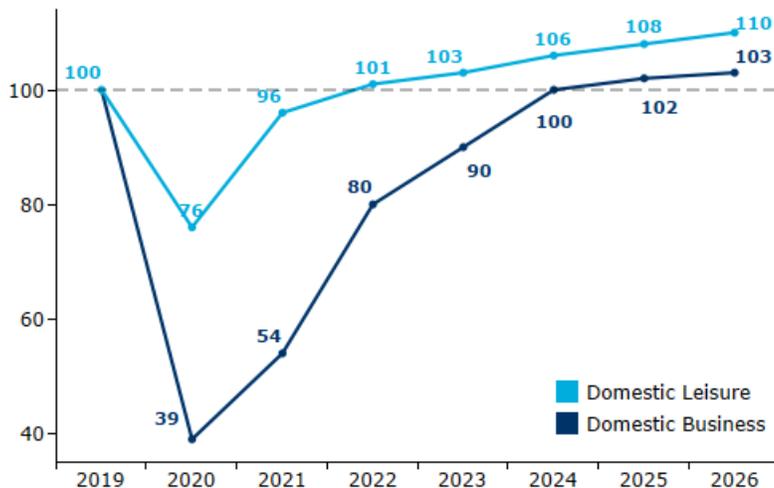
Real Domestic Business Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)



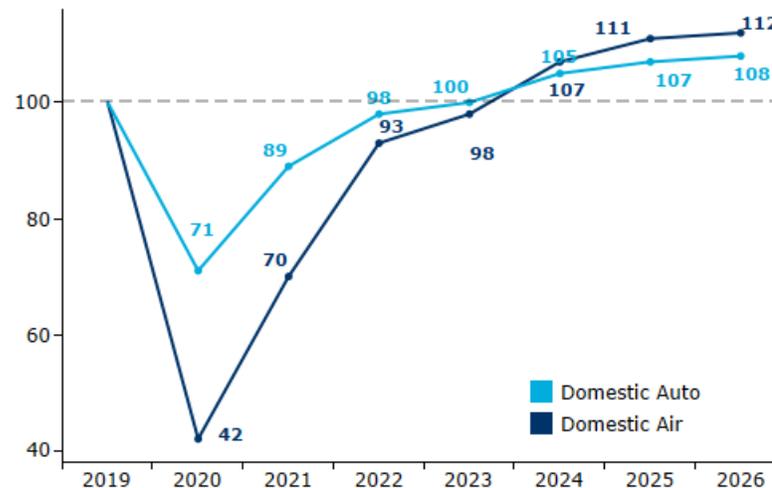
Leisure vs. Business Travel Volume

Forecasted recovery, relative to 2019 (index, 2019=100)



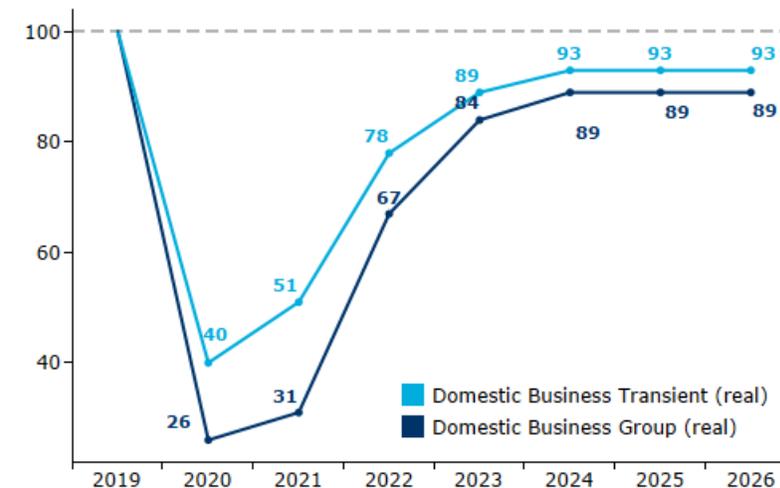
Auto vs. Air Travel Volume

Forecasted recovery, relative to 2019 (index, 2019=100)



Transient vs. Group Business Travel Spending

Forecasted recovery, relative to 2019 (index, 2019=100)

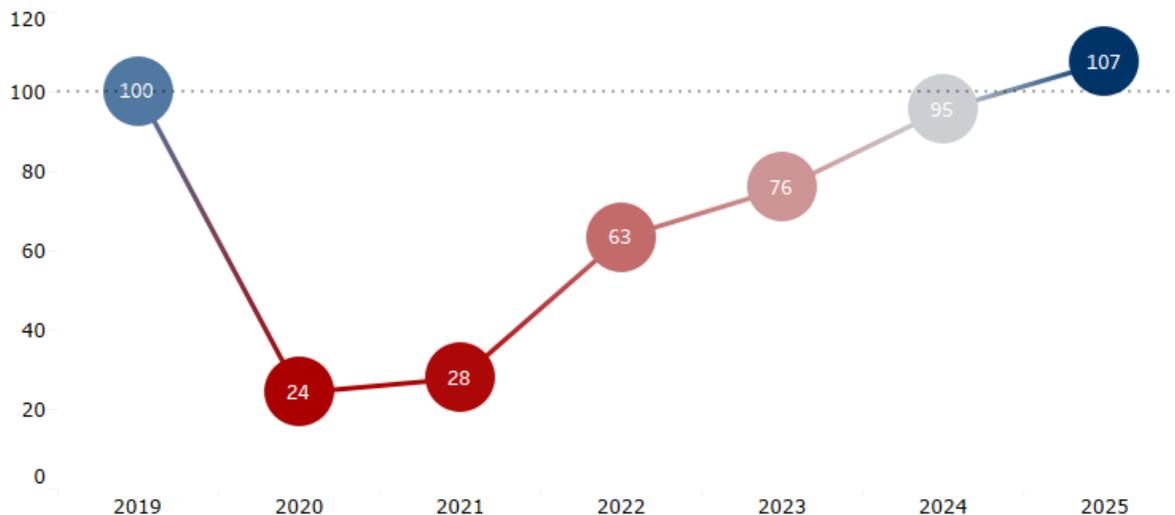


International Visitor Forecast

Forecasted in November, 2022

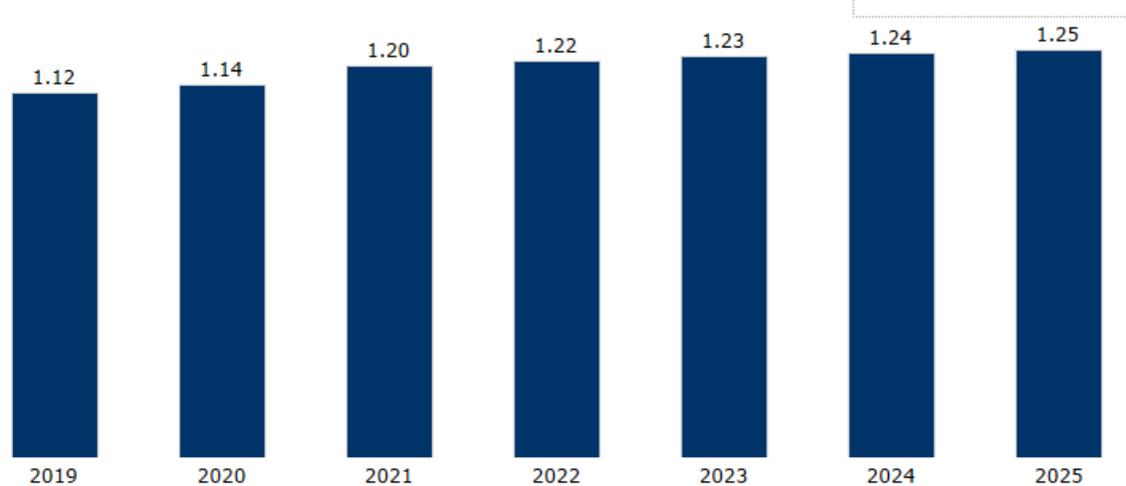
Total International Visits to the U.S.

Forecasted recovery, relative to 2019 (index, 2019=100)



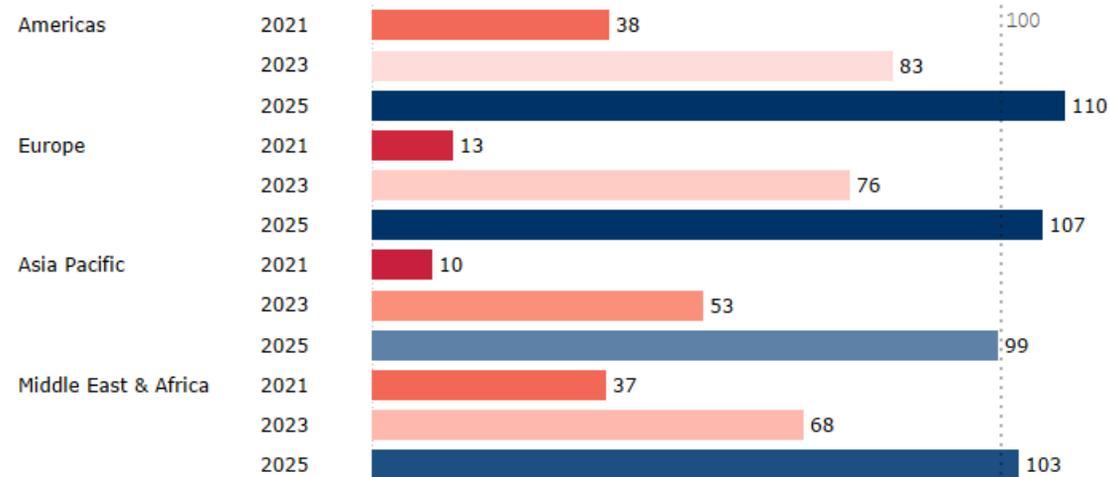
Exchange Rates

Forecasted exchange rate by year, US\$ per Euro



International Visits to the U.S. by World Region

Forecasted recovery for top-regions, relative to 2019 (index, 2019=100)



International Visits to the U.S.

Forecasted recovery for top-10 origin markets, relative to 2019 (index, 2019=100)

	2020	2021	2022	2023	2024	2025
Canada	23	12	67	86	105	118
Mexico	37	57	74	84	101	108
United Kingdom	15	10	72	83	101	113
China	13	7	13	43	75	92
Japan	19	3	13	40	81	102
Brazil	20	11	54	62	78	87
Germany	14	12	72	76	97	109
Australia	16	4	43	71	96	110
France	16	12	71	78	97	108
South Korea	19	9	37	51	76	95

U.S. Hotel Forecast

Forecasted in November, 2022

Insights

The updated forecast released in November by Tourism Economics and STR anticipates weaker economic momentum will temper the travel recovery, but the rebuilding of business travel and the ongoing prioritization of leisure travel is expected to support continued lodging demand growth next year.

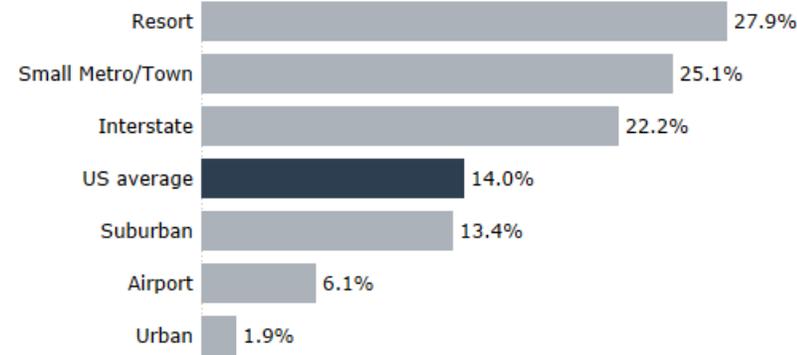
US hotel demand is anticipated to recover to slightly above 2019 levels on an annual basis in 2023.

Hotel average daily rate (ADR) is expected to recover to 15.3% ahead of 2019 levels in 2023. Real ADR, which is adjusted for inflation, is expected to average 3.5% below 2019 levels in 2023.

Overall, hotel RevPAR is expected to improve 29.8% in 2022, followed by 3.4% growth in 2023, as compared to the prior forecast in August that anticipated 29.5% and 5.7% growth, respectively.

U.S. Actual RevPAR Growth by Location

October 2022, % change relative to 2019



Source: STR

U.S. Hotel Forecast Summary

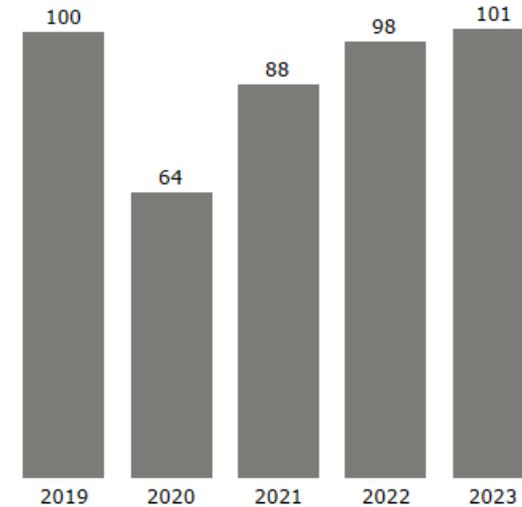
YOY % change, Forecast released November 2022

	2020	2021	2022	2023
Supply	-4.0%	5.0%	2.0%	1.1%
Occupancy	-33.4%	-12.7%	-4.9%	-3.3%
Demand	-36.0%	37.5%	11.2%	2.8%
ADR	-21.1%	20.8%	19.0%	1.7%
RevPAR	-47.4%	58.2%	29.8%	3.4%
RevPAR relative to 2019	-47.4%	-16.8%	7.9%	11.6%

Note: RevPAR reflects standard methodology
Source: STR; Tourism Economics

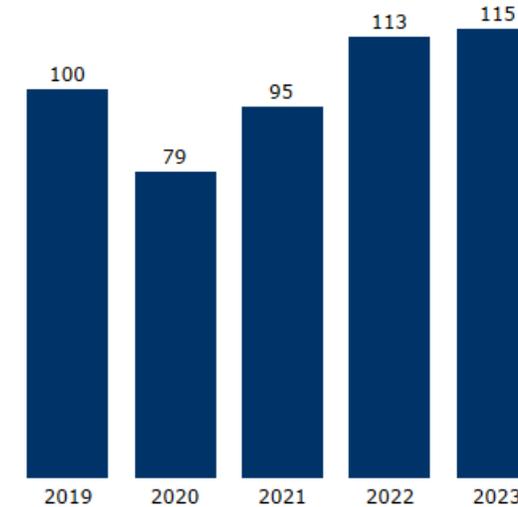
Occupancy Index

Index (2019 = 100)



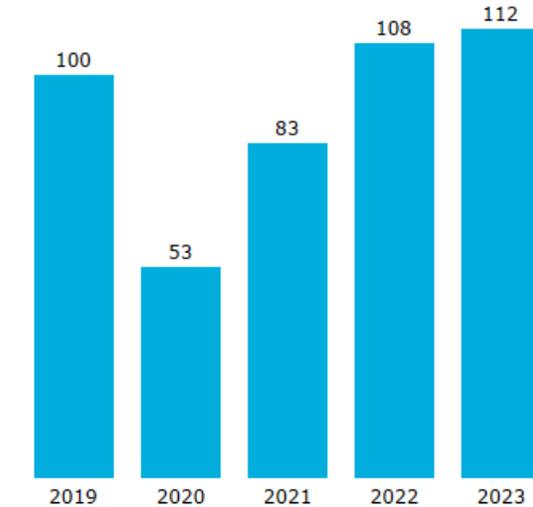
ADR Index

Index (2019 = 100)



RevPAR Index

Index (2019 = 100)



Note: RevPAR reflects standard methodology
Source: STR; Tourism Economics

State of Hawai'i STR Hotel Performance Forecast

Year	Occupancy			ADR			RevPAR		
	%	Pct Point Change		\$	% Change		\$	% Change	
2017	80.7%	1.5%	▲	\$ 261.50	3.8%	▲	\$ 211.10	5.8%	▲
2018	80.2%	-0.5%	▼	\$ 275.55	5.4%	▲	\$ 221.11	4.7%	▲
2019	80.8%	0.6%	▲	\$ 282.46	2.5%	▲	\$ 228.30	3.2%	▲
2020	37.4%	-43.4%	▼	\$ 267.04	-5.6%	▼	\$ 99.84	-56.3%	▼
2021	57.5%	20.1%	▲	\$ 329.88	23.5%	▲	\$ 189.76	90.1%	▲
2022F	74.1%	16.6%	▲	\$ 372.60	12.9%	▲	\$ 276.07	45.5%	▲
2023F	77.6%	3.5%	▲	\$ 385.57	3.5%	▲	\$ 299.24	8.4%	▲

Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority

O'ahu STR Hotel Performance Forecast

Year	Occupancy			ADR			RevPAR		
	%	Pct Point Change		\$	% Change		\$	% Change	
2017	85.8%	2.7%	▲	\$ 227.51	3.6%	▲	\$ 195.19	6.9%	▲
2018	86.3%	0.5%	▲	\$ 235.39	3.5%	▲	\$ 203.08	4.0%	▲
2019	83.8%	-2.5%	▼	\$ 236.33	0.4%	▲	\$ 198.01	-2.5%	▼
2020	84.2%	0.4%	▲	\$ 240.65	1.8%	▲	\$ 202.69	2.4%	▲
2021	39.3%	-44.9%	▼	\$ 215.42	-10.5%	▼	\$ 84.61	-58.3%	▼
2022F	55.5%	16.3%	▲	\$ 225.04	4.5%	▲	\$ 124.98	47.7%	▲
2023F	76.1%	20.5%	▲	\$ 269.04	19.6%	▲	\$ 204.66	63.8%	▲

Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority

Maui County STR Hotel Performance Forecast

Year	Occupancy			ADR			RevPAR		
	%	Pct Point Change		\$	% Change		\$	% Change	
2017	77.0%	1.1%	▲	\$ 354.62	7.3%	▲	\$ 273.14	8.8%	▲
2018	75.9%	-1.2%	▼	\$ 387.53	9.3%	▲	\$ 294.01	7.6%	▲
2019	77.7%	1.8%	▲	\$ 401.63	3.6%	▲	\$ 312.06	6.1%	▲
2020	34.0%	-43.7%	▼	\$ 410.95	2.1%	▲	\$ 139.78	-55.3%	▼
2021	60.3%	26.3%	▲	\$ 539.53	31.3%	▲	\$ 325.35	132.8%	▲
2022F	68.0%	7.7%	▲	\$ 612.57	13.5%	▲	\$ 416.73	28.1%	▲
2023F	71.9%	3.9%	▲	\$ 634.18	3.5%	▲	\$ 456.25	9.5%	▲

Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority

Hawai'i Island STR Hotel Performance Forecast

Year	Occupancy			ADR			RevPAR		
	%	Pct Point Change		\$	% Change		\$	% Change	
2017	77.5%	8.9%	▲	\$ 237.10	1.7%	▲	\$ 183.72	15.0%	▲
2018	75.5%	-2.0%	▼	\$ 249.00	5.0%	▲	\$ 188.02	2.3%	▲
2019	77.5%	2.0%	▲	\$ 256.54	3.0%	▲	\$ 198.81	5.7%	▲
2020	39.5%	-38.0%	▼	\$ 246.82	-3.7%	▼	\$ 97.39	-51.0%	▼
2021	60.7%	21.3%	▲	\$ 345.24	39.9%	▲	\$ 209.63	115.2%	▲
2022F	75.7%	15.0%	▲	\$ 401.61	16.3%	▲	\$ 304.09	45.1%	▲
2023F	78.7%	3.0%	▲	\$ 411.42	2.4%	▲	\$ 323.70	6.5%	▲

Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority

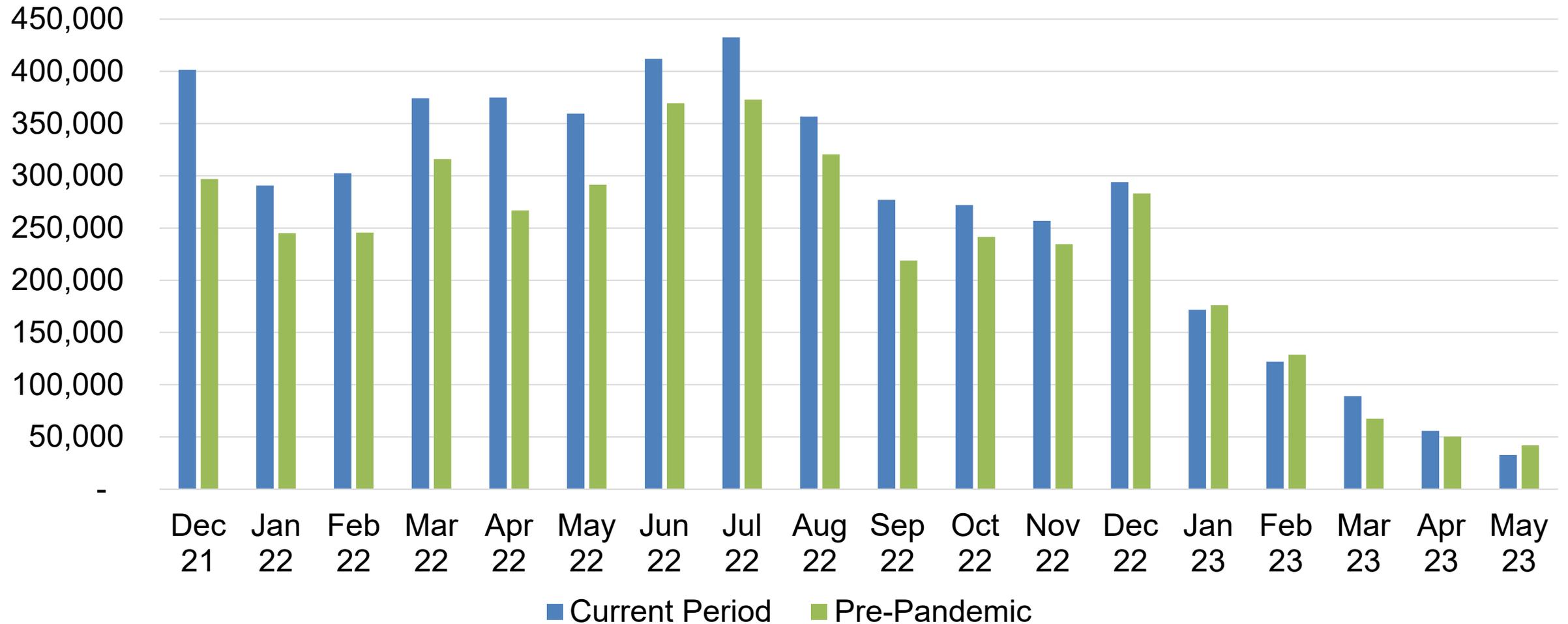
Kaua'i STR Hotel Performance Forecast

Year	Occupancy			ADR			RevPAR		
	%	Pct. Point Change		\$	% Change		\$	% Change	
2017	77.7%	5.0%	▲	\$ 259.54	3.3%	▲	\$ 201.70	10.4%	▲
2018	77.1%	-0.6%	▼	\$ 287.18	10.6%	▲	\$ 221.44	9.8%	▲
2019	73.0%	-4.1%	▼	\$ 281.86	-1.9%	▼	\$ 205.70	-7.1%	▼
2020	33.0%	-40.0%	▼	\$ 260.18	-7.8%	▼	\$ 85.82	-58.3%	▼
2021	57.3%	24.3%	▲	\$ 315.83	21.4%	▲	\$ 180.99	110.9%	▲
2022F	78.1%	20.8%	▲	\$ 398.68	26.2%	▲	\$ 311.39	72.1%	▲
2023F	80.0%	1.9%	▲	\$ 414.15	3.9%	▲	\$ 331.42	6.4%	▲

Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority

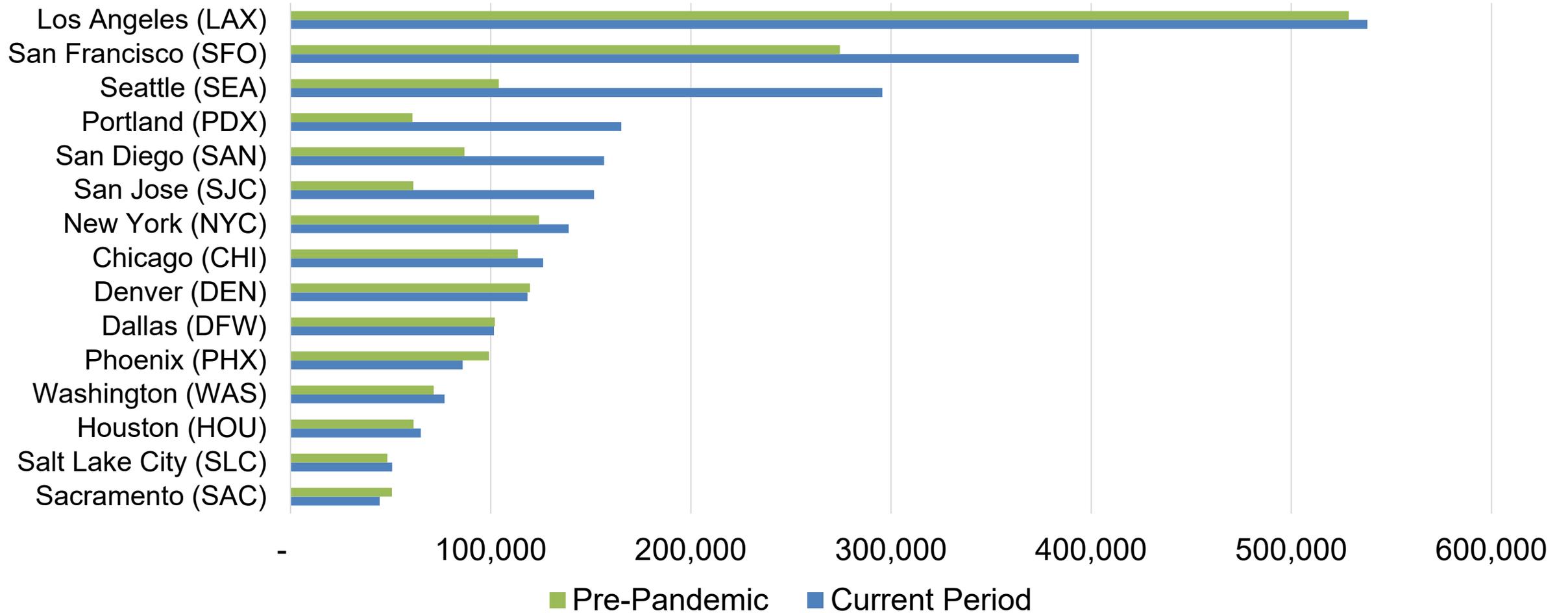
ARC/FORWARDKEYS DESTINATION GATEWAY TRENDS

Six Month Outlook: United States



Source: ARC/ForwardKeys Destination Gateway

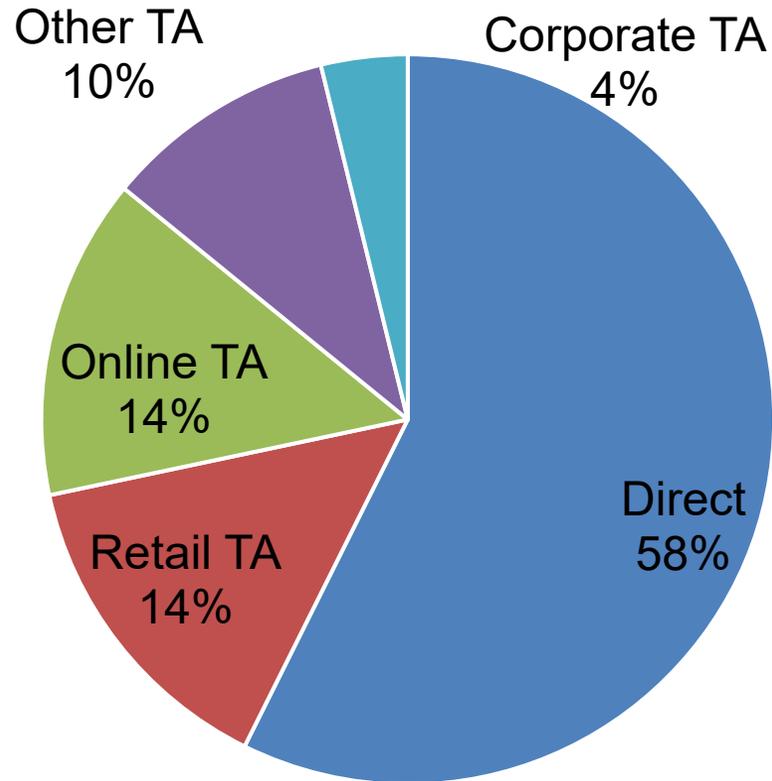
Trip Origins: United States



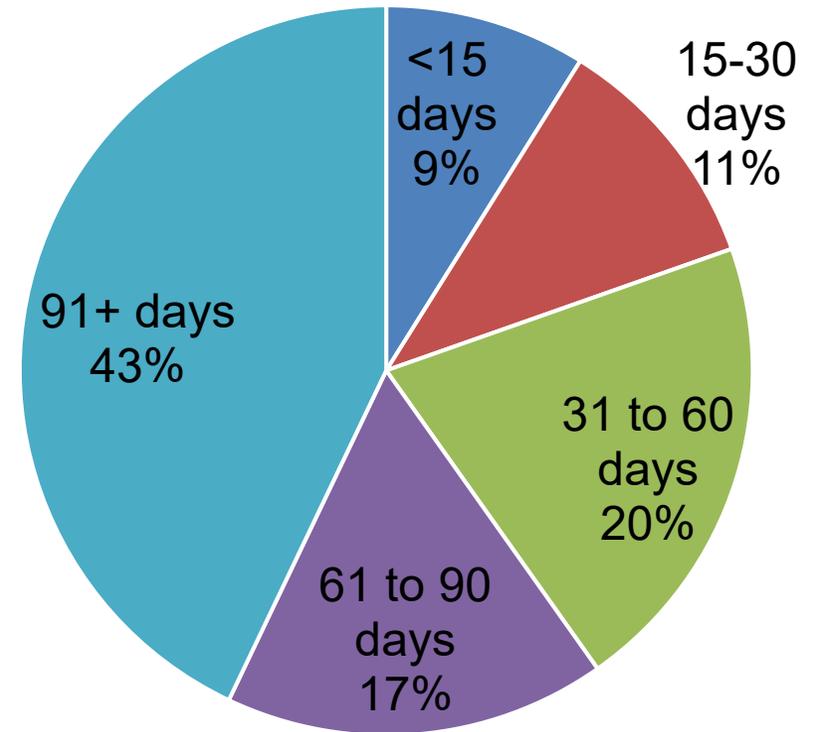
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Trip Characteristics: United States

Distribution Channel

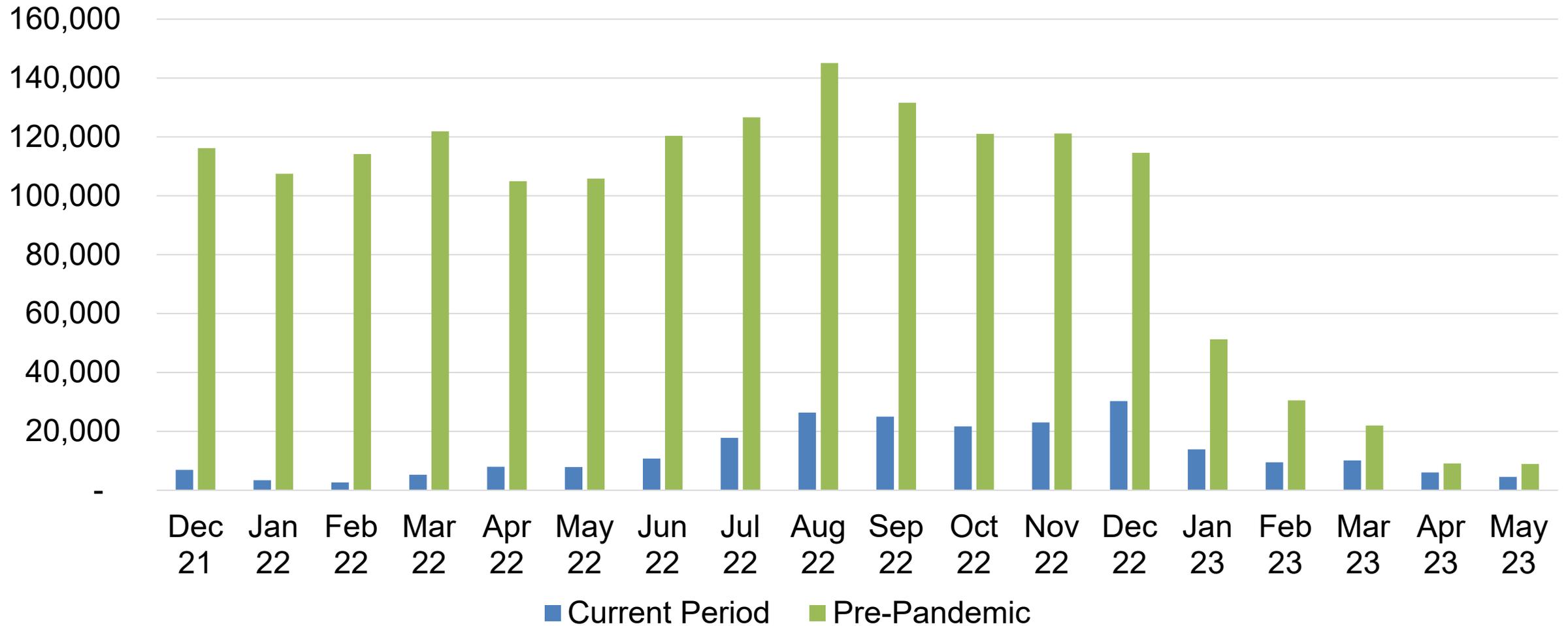


Lead Times



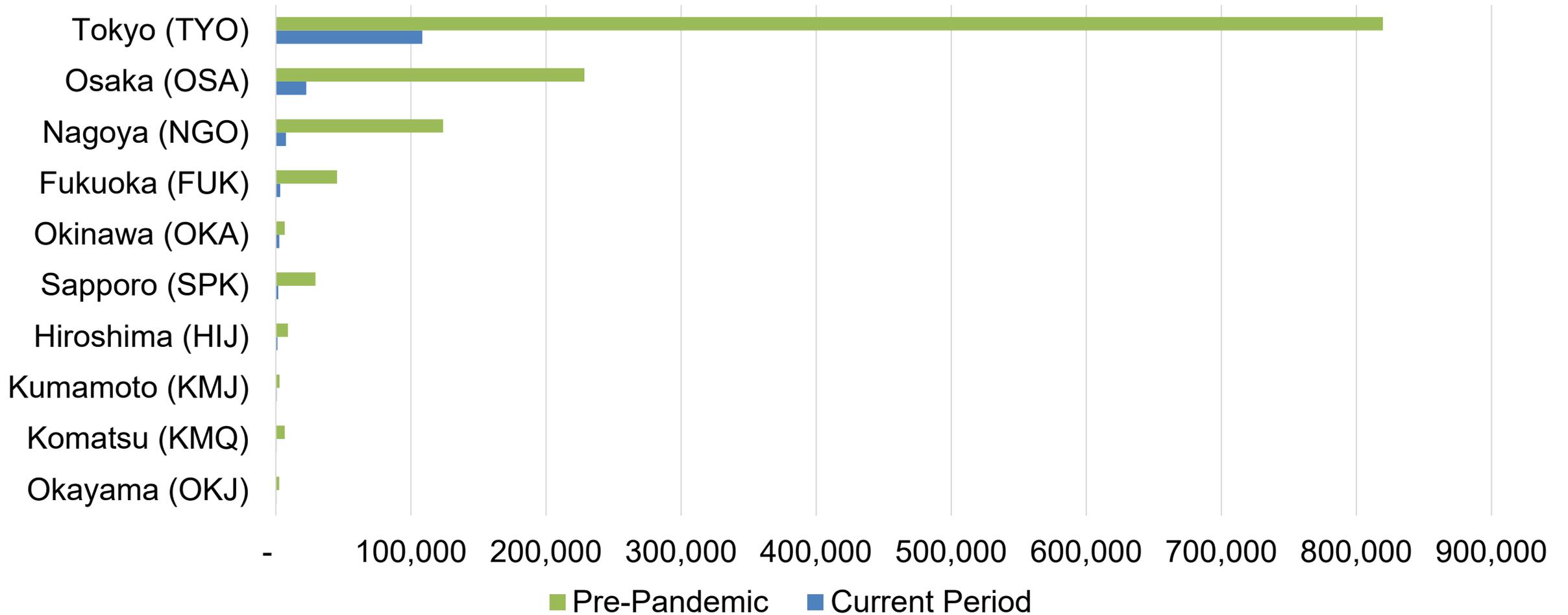
Source: ARC/ForwardKeys Destination Gateway

Six Month Outlook: Japan



Source: ARC/ForwardKeys Destination Gateway

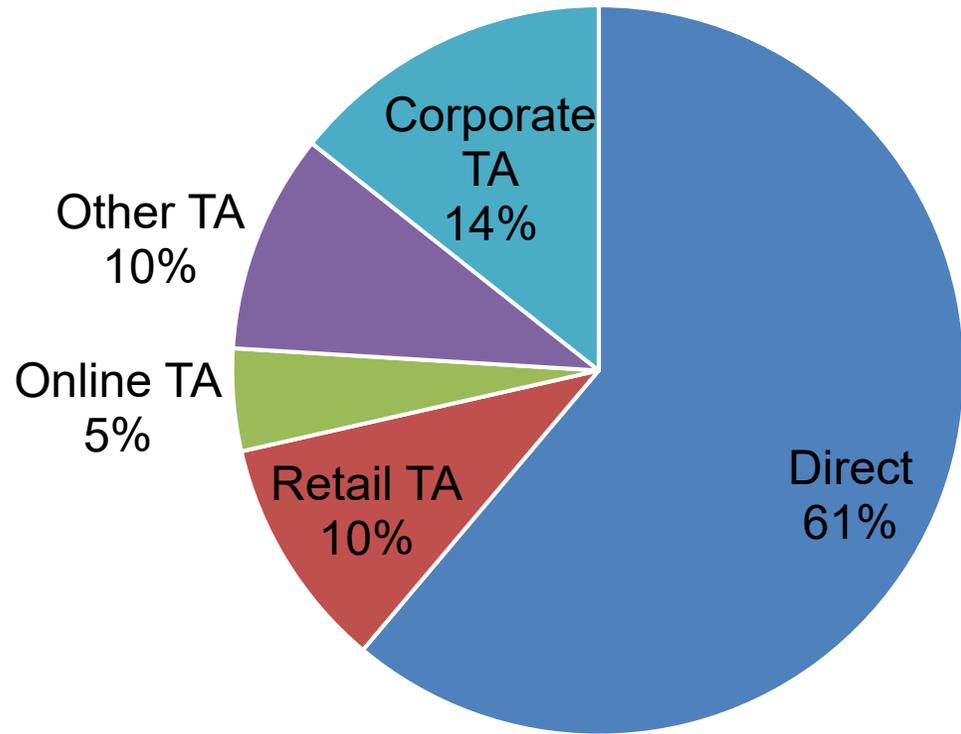
Trip Origins: Japan



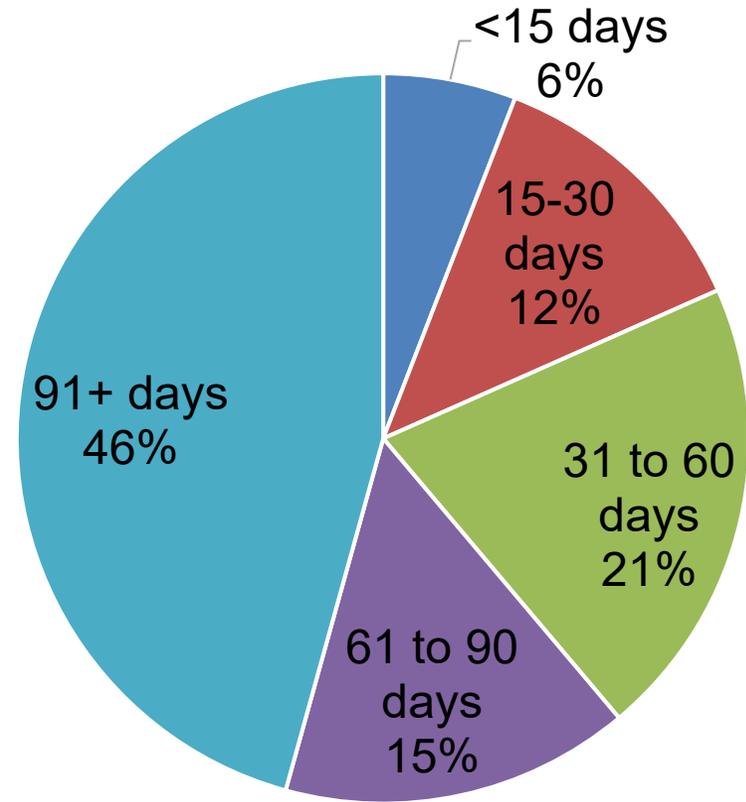
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Trip Characteristics: Japan

Distribution Channel

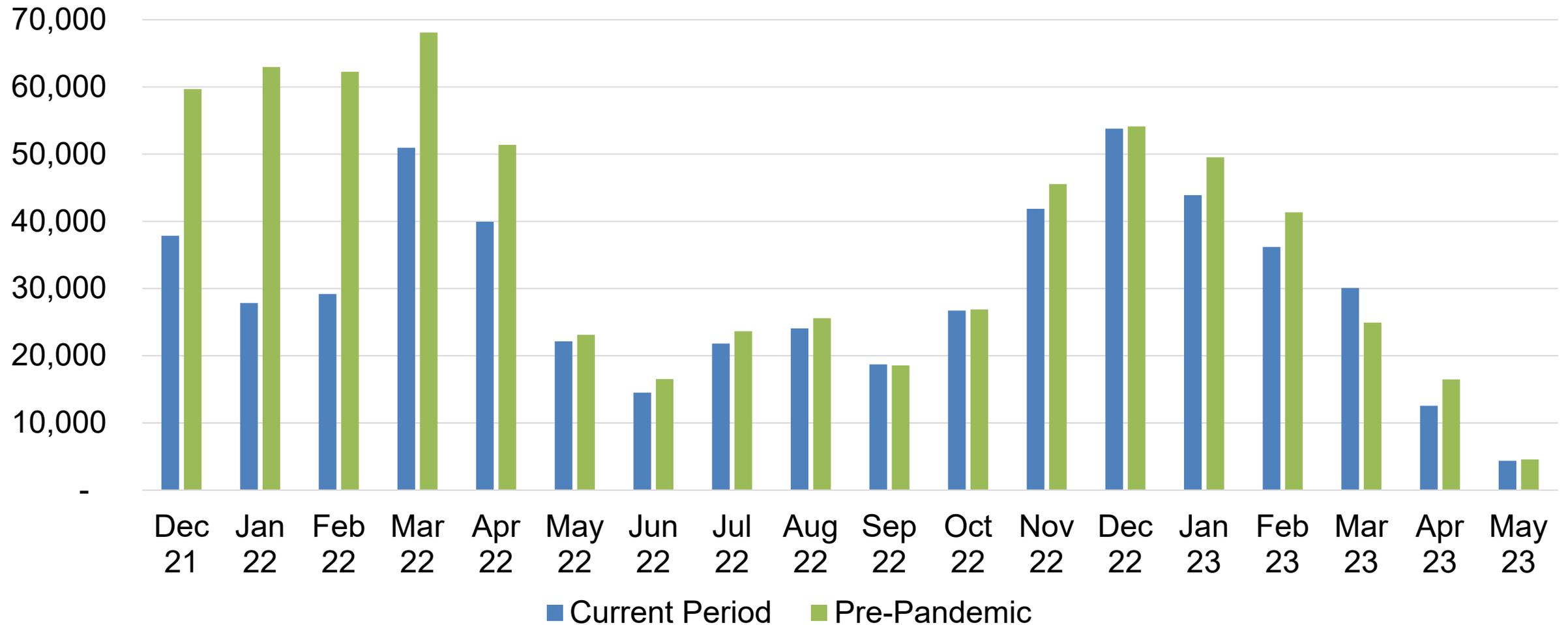


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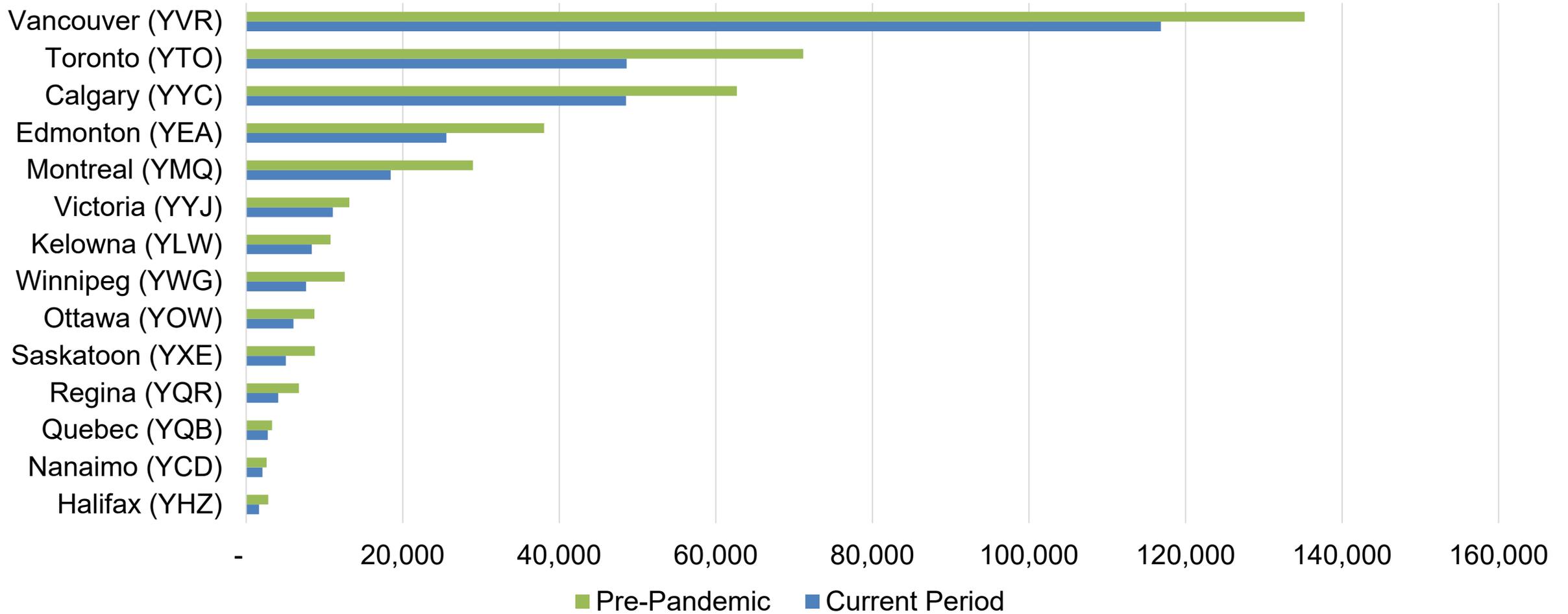
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Six Month Outlook: Canada



Source: ARC/ForwardKeys Destination Gateway

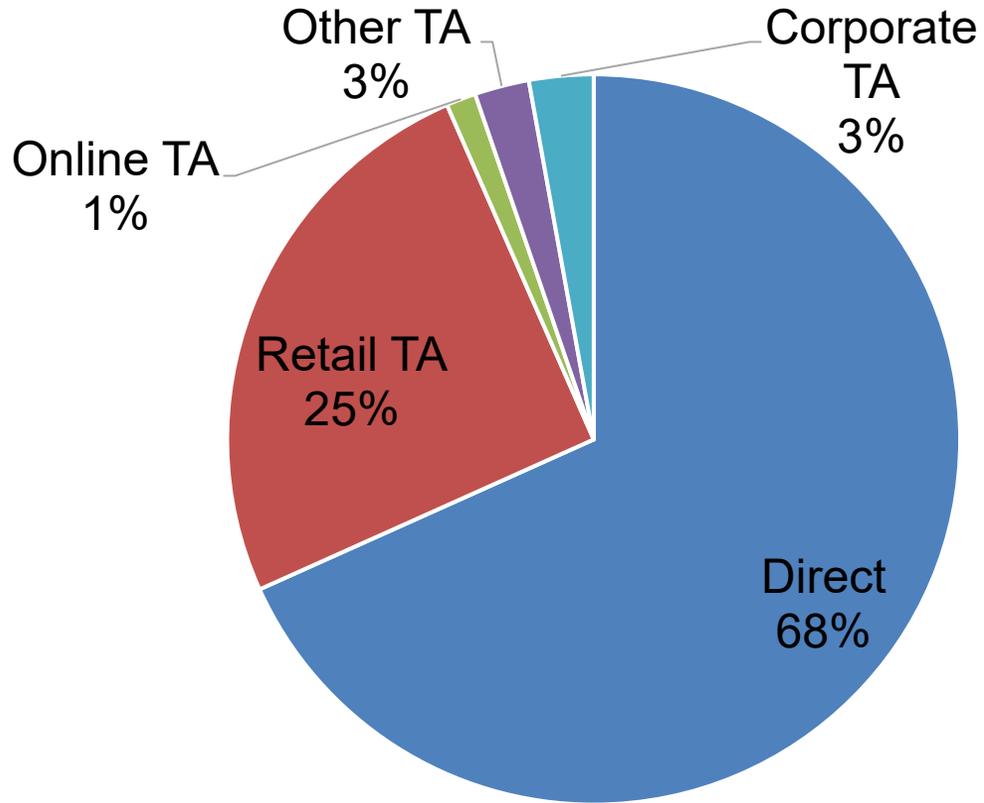
Trip Origins: Canada



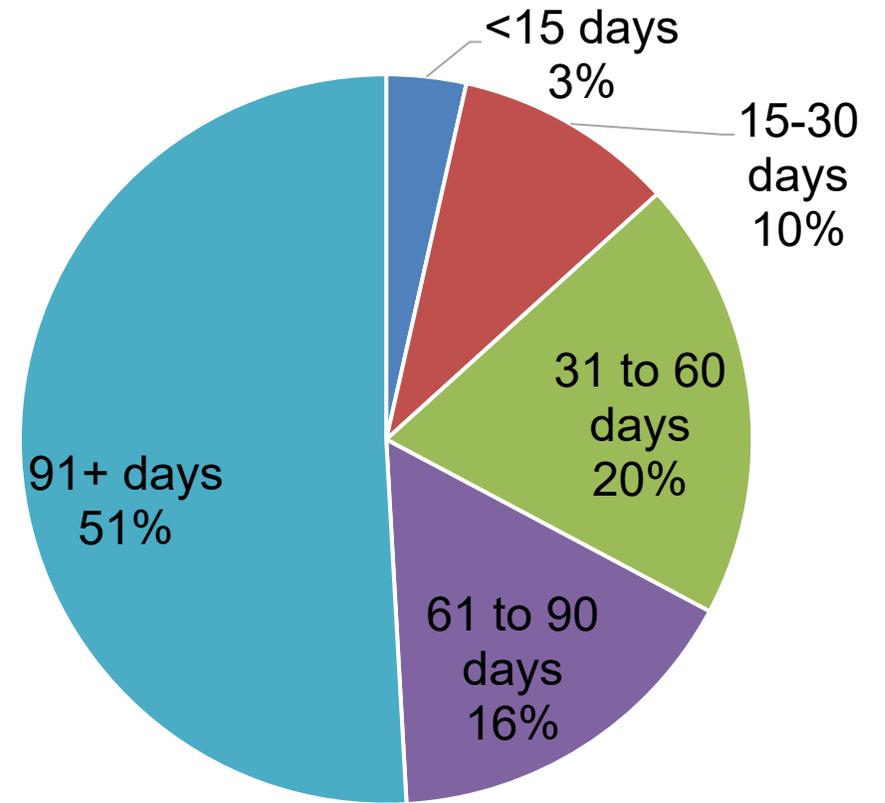
Source: ARC/ForwardKeys Destination Gateway

Trip Characteristics: Canada

Distribution Channel

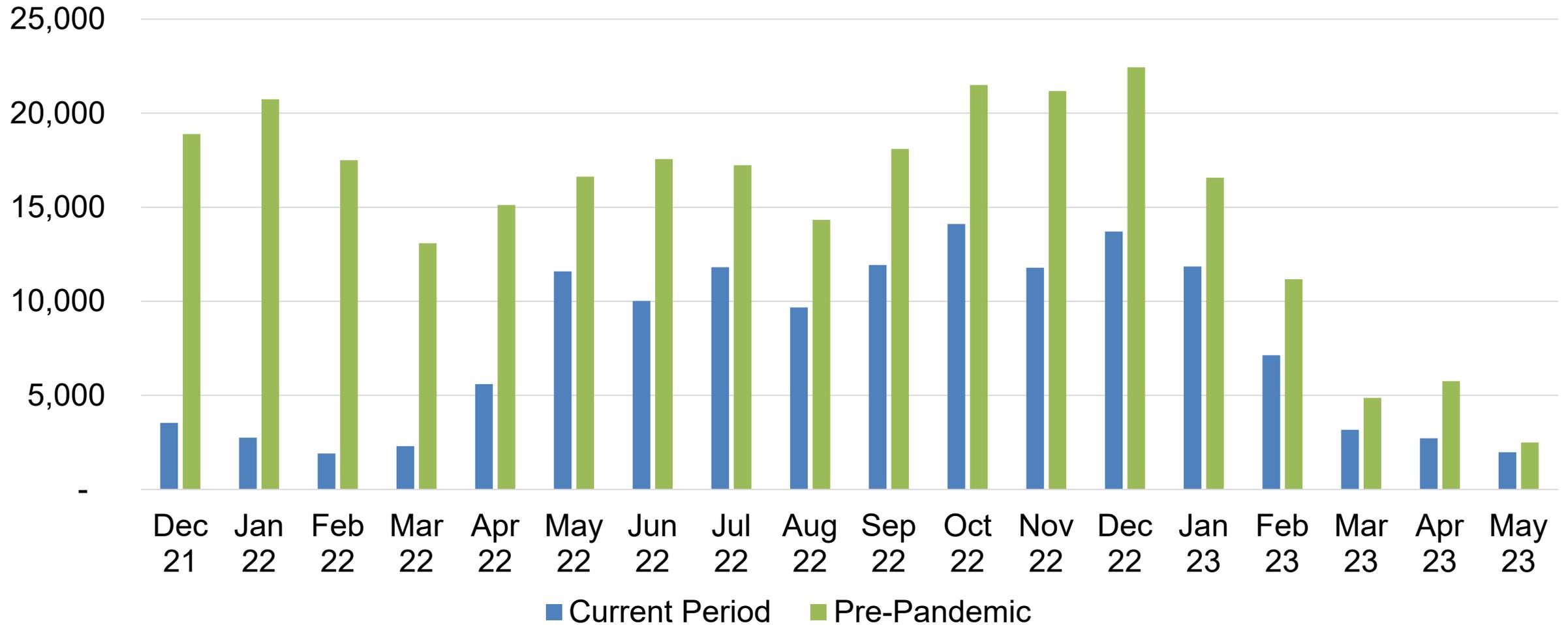


Lead Time



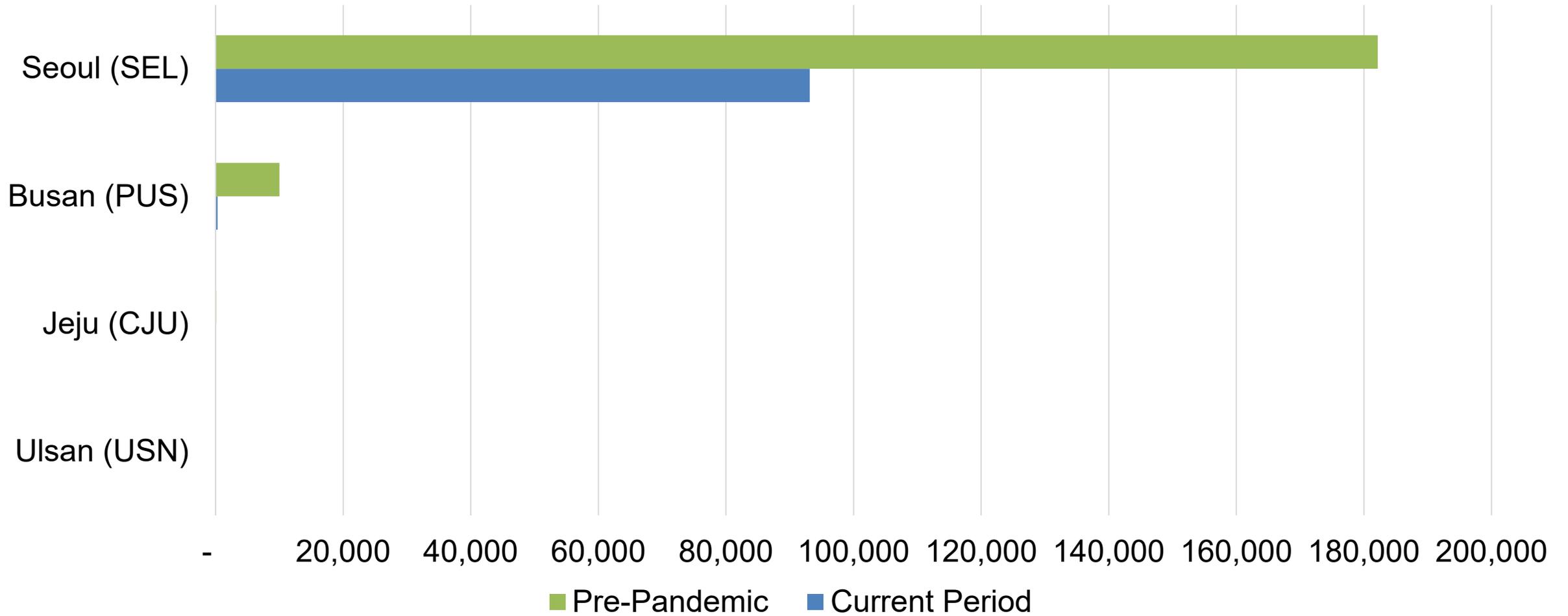
Source: ARC/ForwardKeys Destination Gateway

Six Month Outlook: Korea



Source: ARC/ForwardKeys Destination Gateway

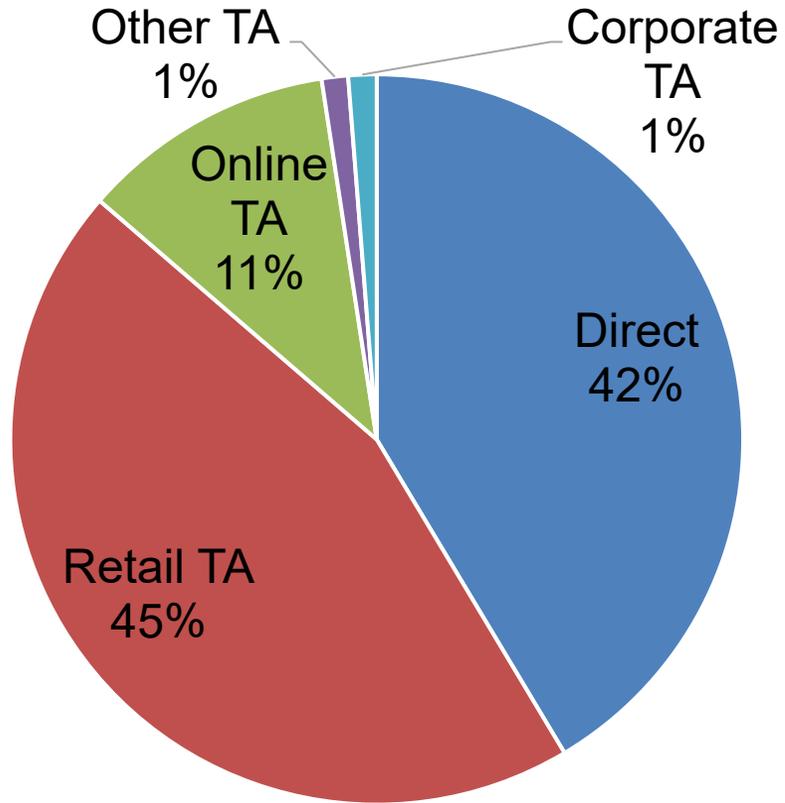
Trip Origins: Korea



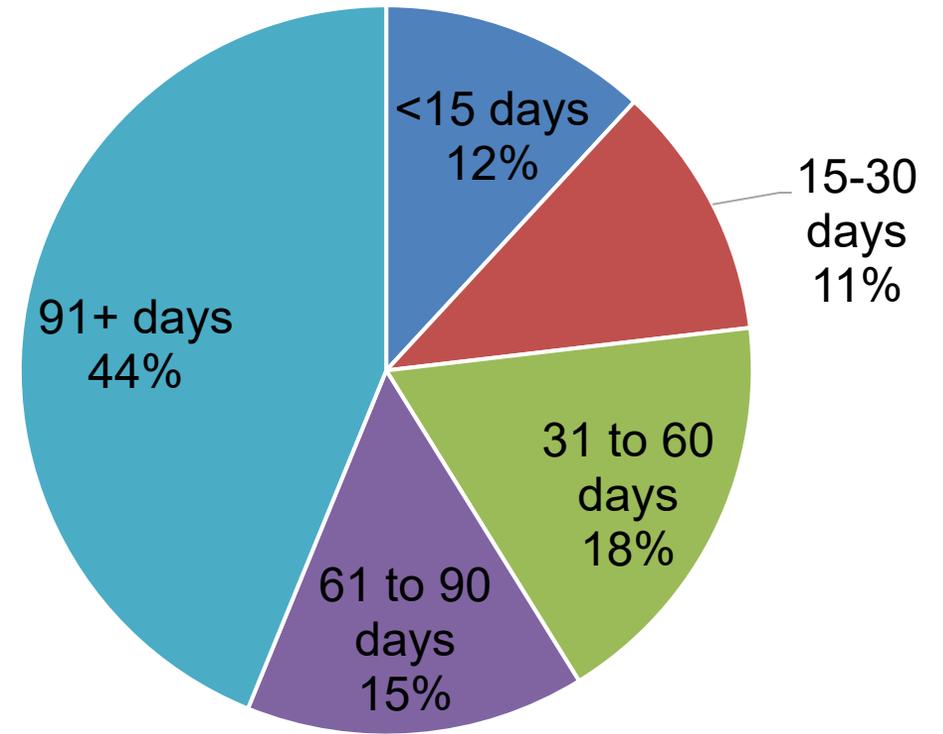
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Trip Characteristics: Korea

Distribution Channel

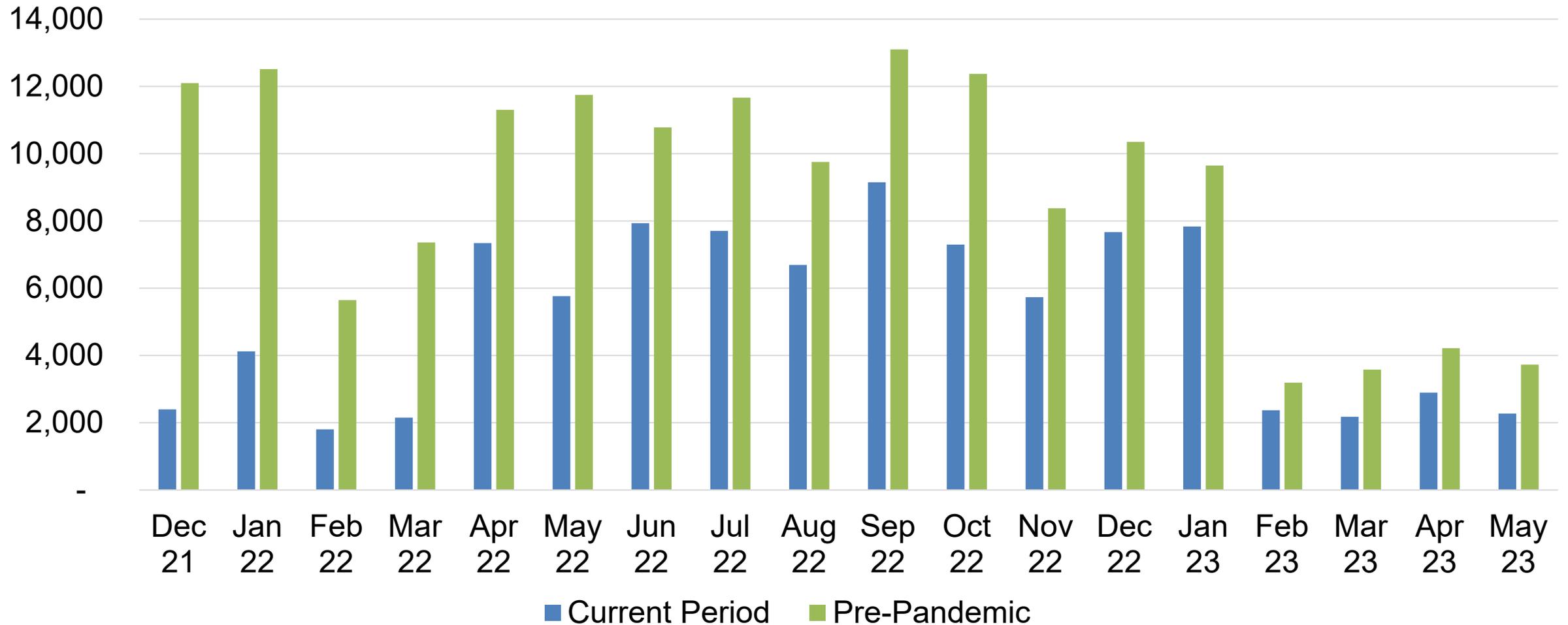


Lead Time



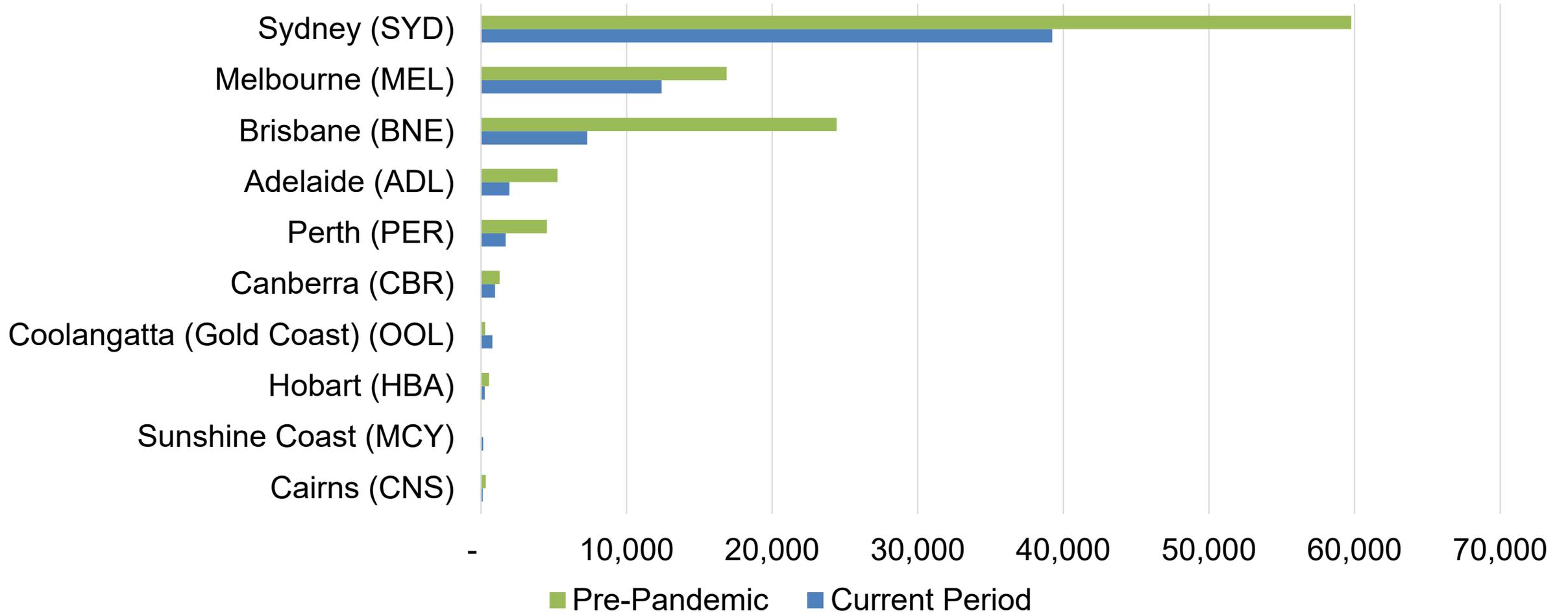
Source: ARC/ForwardKeys Destination Gateway

Six Month Outlook: Australia



Source: ARC/ForwardKeys Destination Gateway

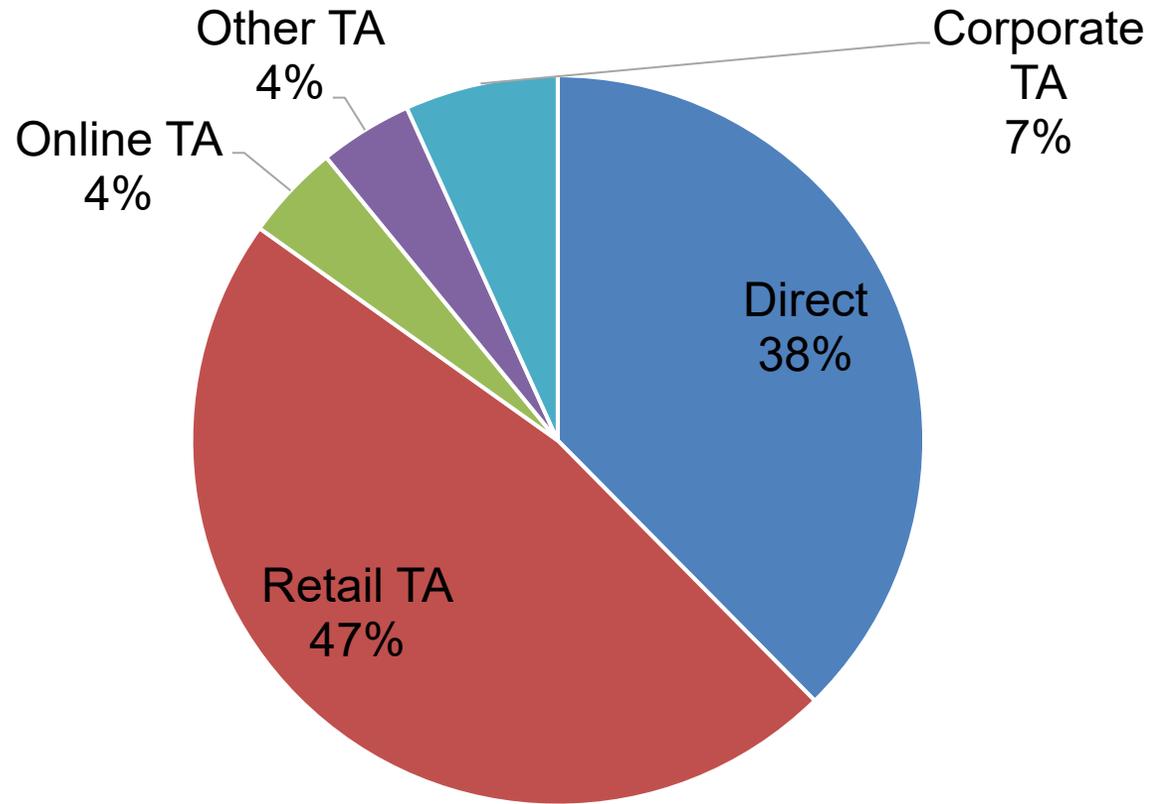
Trip Origins: Australia



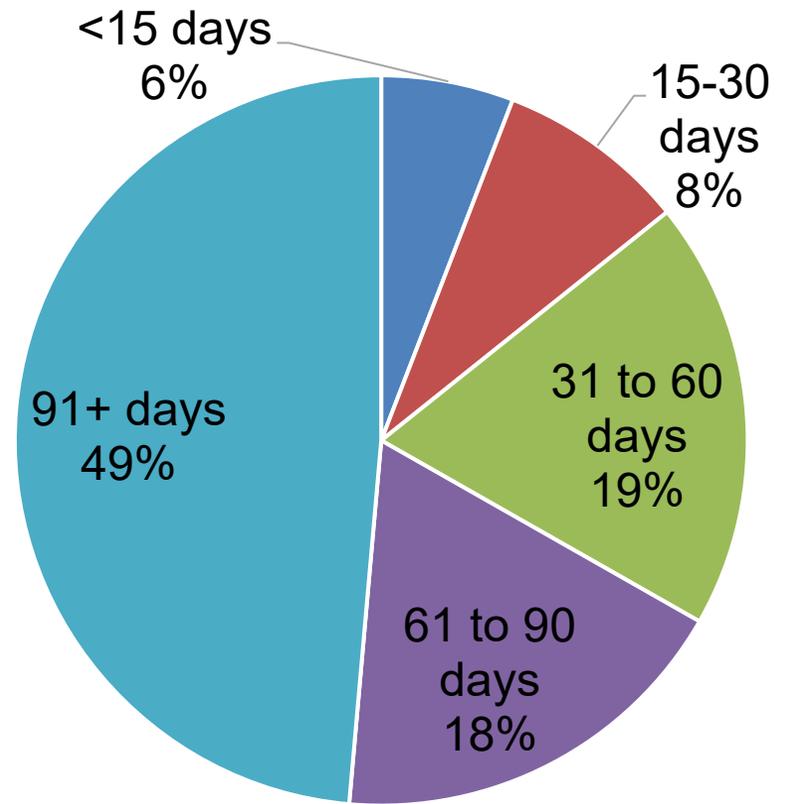
Source: ARC/ForwardKeys Destination Gateway

Trip Characteristics: Australia

Distribution Channel



Lead Time



Source: ARC/ForwardKeys Destination Gateway

Visitor Arrival Forecast

(thousands)	2020	2021	2022F	2023F	2024F	2025F
DBEDT	2,708	6,778	9,267	9,816	10,213	10,518
UHERO	2,708	6,777	9,277	9,653	9,492	9,608

Source: DBEDT and UHERO as of Q4 2022

Visitor Spending Forecast

(millions)	2020E	2021	2022F	2023F	2024F	2025F
DBEDT	5,162	13,154	19,455	20,909	21,743	22,850
UHERO*	5,233	13,127	18,197	17,866	17,444	17,845

Source: DBEDT and UHERO as of Q4 2022

Note: DBEDT forecast is in nominal dollars; UHERO forecast is inflation-adjusted with 2021 as the base. They are not directly comparable. 2020 visitor spending is estimated. Due to pandemic limitations, expenditures were not fielded between April – October 2020.

Transient Accommodation Tax Estimates

Fiscal Year	FY 2021	FY 2022	FY 2023F	FY 2024F	FY 2025F
(thousands)	215,316	738,663	770,705	825,562	871,765

Source: Department of Taxation, Forecast from Council on Revenues, September 6, 2022

MAHALO!



8.2

Market Insights – October 2022



Market Insights – October 2022

The HTA Monthly Market Insights reports on the most recent key performance indicators that the Hawai'i Tourism Authority (HTA) uses to measure success. The following measures provide indicators of the overall health of Hawai'i's visitor industry and help to gauge if the HTA is successfully attaining its goals.

Report on Economic Impact

Prior to the global COVID-19 pandemic, Hawai'i achieved record-level visitor expenditures and arrivals in 2019 through February 2020. On March 26, 2020, the state implemented mandatory quarantine and travel restrictions. Subsequently, nearly all trans-Pacific and interisland flights were canceled, cruise ship activities were suspended and tourism to the islands all but shut down. In October 2020, the state initiated the Safe Travels program, which allowed travelers to bypass quarantine if they had a valid negative COVID test. Through March 25, 2022, domestic passengers could bypass the state's mandatory self-quarantine if they were vaccinated or have a negative COVID pre-travel test. The Safe Travels Program ended on March 26, 2022. In October 2022, there were no travel restrictions for passengers arriving to Hawai'i on domestic direct flights from the U.S. Mainland or for passengers arriving on direct international flights.

For the first ten months of 2022, Hawai'i's tourism economy experienced:

- Total visitor spending: \$15.88 billion, up 8.5 percent from \$14.63 billion in the first ten months of 2019.
- Visitor arrivals: 7,640,637 visitors, down 11.4 percent from 8,625,156 visitors in the first ten months of 2019.
- For FY2023 Through October 2022, the state collected \$301.1 million in TAT, up 33.0 percent compared to \$226.3 million collected in FY 20 through October 2019 (Preliminary data from Dept of Taxation).
- Air service: 50,151 trans-Pacific flights and 10,544,341 seats compared to 51,219 flights (-2.1%) and 11,293,484 seats (-6.6%) in the first 10 months of 2019.

Table 1: Overall Key Performance Indicators – Total (Air + Cruise) – YTD Oct. 2022 vs. YTD Oct. 2021

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	55.3%	10,225.0	15,875.3	18,997.5
Daily Spend (\$PPPD)	↑	14.6%	196.9	225.7	223.2
Visitor Days	↑	35.4%	51,931,909	70,335,220	85,108,883
Arrivals	↑	41.2%	5,410,902	7,640,637	9,113,305
Daily Census	↑	35.4%	170,829	231,366	233,175
Airlift (scheduled seats) [^]	↑	22.4%	8,600,917	10,526,392	12,919,553

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 2: Overall Key Performance Indicators – Total (Air + Cruise) – YTD Oct. 2022 vs. YTD Oct. 2019

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👉 8.5%	14,627.2	15,875.3	18,997.5
Daily Spend (\$PPPD)	👆 15.4%	195.5	225.7	223.2
Visitor Days	👉 -6.0%	74,815,934	70,335,220	85,108,883
Arrivals	👇 -11.4%	8,625,156	7,640,637	9,113,305
Daily Census	👉 -6.0%	246,105	231,366	233,175
Airlift (scheduled seats) ^	👉 -6.2%	11,217,225	10,526,392	12,919,553

*DBEDT 2022 annual forecast (Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Figure 1: Monthly Visitor Expenditures (\$mil) – 2022 vs. 2021

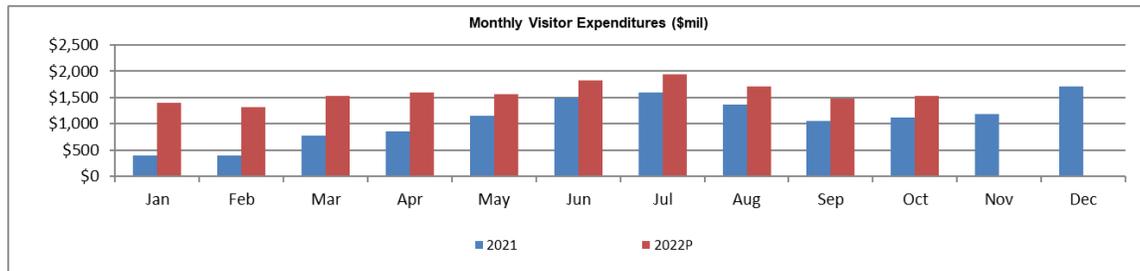
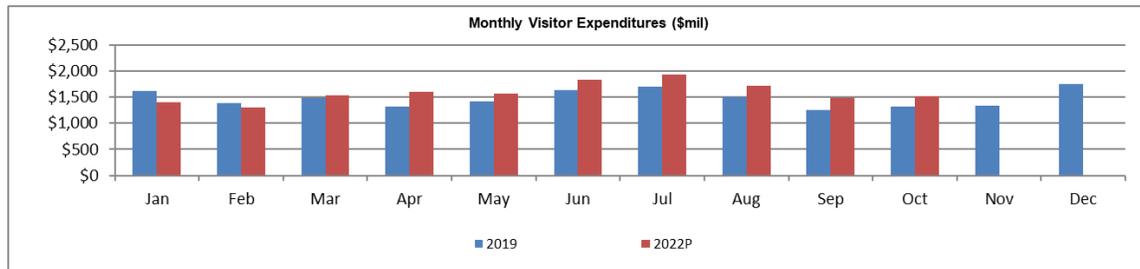


Figure 2: Monthly Visitor Expenditures (\$mil) – 2021 vs. 2019



Major Market Areas (MMAs)

USA

Table 3: Key Performance Indicators - U.S. Total (YTD Oct. 2022 vs. YTD Oct. 2021)

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆 38.3%	9,714.2	13,431.8	16,236.3
Daily Spend (\$PPPD)	👆 17.0%	196.2	229.5	227.9
Visitor Days	👆 18.2%	49,517,916	58,516,793	71,234,186
Arrivals	👆 24.4%	5,226,189	6,502,129	7,850,503
Daily Census	👆 18.2%	162,888	192,489	195,162
Airlift (scheduled seats) ^	👆 11.4%	8,326,878	9,277,885	11,139,280

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 4: Key Performance Indicators - U.S. Total (YTD Oct. 2022 vs. YTD Oct. 2019)

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆 40.2%	9,579.7	13,431.8	16,236.3
Daily Spend (\$PPPD)	👆 22.5%	187.4	229.5	227.9
Visitor Days	👆 14.5%	51,128,629	58,516,793	71,234,186
Arrivals	👆 13.8%	5,712,332	6,502,129	7,850,503
Daily Census	👆 14.5%	168,186	192,489	195,162
Airlift (scheduled seats) ^	👆 14.8%	8,084,241	9,277,885	11,139,280

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- Real gross domestic product (GDP) price index, the broadest measure of prices in the economy, rose by +4.1 percent for the third quarter 2022, substantially slower than the +9.0 percent increase in the second quarter 2022.
- The Conference Board Consumer Confidence Index decreased in October 2022, after back-to-back monthly gains. The Index now stands at 102.5 (1985=100), down from 107.8 in September. The Present Situation Index fell sharply, suggesting economic growth slowed to start in Quarter 4. Consumers' expectations regarding the short-term outlook remained dismal. The Expectations Index is still lingering below a reading of 80 - suggesting recession risks appear to be rising.
- According to the latest Longwoods International tracking study of American travelers, as the pandemic recedes, it is full speed ahead for holiday travel planning. Despite decades-high inflation, rising gas prices and a feared resurgence of pandemic variants, etc., intent to travel is still unwavering as 92 percent of American travelers indicate plans to travel in the next six months. Fifty-seven percent of American travelers say they have no plans to work remotely away from home in the next 12-24 months (down 3 points from this past summer). Despite all the news of new subvariant surges and risks, a survey-low 14 percent indicate that fear of COVID-19 will greatly impact their decision to travel in the next six months, but 39 percent still say they are altering their plans in some form or fashion due to the virus.

US WEST

Table 5: Key Performance Indicators - U.S. West (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	31.5%	6,329.7	8,321.4	9,946.1
Daily Spend (\$PPPD)	↑	14.7%	191.1	219.2	216.5
Visitor Days	↑	14.6%	33,127,939	37,970,356	45,934,614
Arrivals	↑	22.3%	3,616,404	4,423,609	5,312,878
Daily Census	↑	14.6%	108,973	124,902	125,848
Airlift (scheduled seats) ^	↑	13.0%	7,303,745	8,251,452	9,870,430

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 6: Key Performance Indicators - U.S. West (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Sep'19 YTD	Sep'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	46.4%	5,151.9	7,544.4	9,946.1
Daily Spend (\$PPPD)	↑	26.4%	173.5	219.2	216.5
Visitor Days	↑	15.9%	29,691,370	34,411,273	45,934,614
Arrivals	↑	16.4%	3,447,548	4,013,518	5,312,878
Daily Census	↑	15.9%	108,760	126,049	125,848
Airlift (scheduled seats) ^	↑	17.3%	6,413,400	7,525,748	9,870,430

**DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- In October 2022, 410,092 visitors arrived from the U.S. West, an increase of 15.8 percent compared to 354,007 visitors in October 2019. U.S. West visitors spent \$776.9 million in October 2022, up 44.2 percent from \$538.7 million in October 2019. Daily spending by U.S. West visitors in October 2022 (\$218 per person) was much higher compared to October 2019 (\$178 per person, +23.0%).
- Through the first ten months of 2022 there were 4,423,609 visitors from the U.S. West compared to 3,801,555 visitors (+16.4%) in the first ten months of 2019. U.S. West visitors spent \$8.32 billion in the first ten months of 2022 compared to \$5.69 billion (+46.2%) in the first ten months of 2019.

US EAST

Table 7: Key Performance Indicators - U.S. East (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	51.0%	3,384.5	5,110.4	6,290.2
Daily Spend (\$PPPD)	↑	20.4%	206.5	248.7	248.6
Visitor Days	↑	25.4%	16,389,977	20,546,436	25,299,572
Arrivals	↑	29.1%	1,609,785	2,078,520	2,537,626
Daily Census	↑	25.4%	53,914	67,587	69,314
Airlift (scheduled seats) ^	↔	0.3%	1,023,133	1,026,433	1,268,850

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 8: Key Performance Indicators - U.S. East (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	31.4%	3,889.1	5,110.4	6,290.2
Daily Spend (\$PPPD)	↑	17.7%	211.3	248.7	248.6
Visitor Days	↑	11.6%	18,402,812	20,546,436	25,299,572
Arrivals	↔	8.8%	1,910,777	2,078,520	2,537,626
Daily Census	↑	11.6%	60,536	67,587	69,314
Airlift (scheduled seats) ^	↔	4.1%	985,888	1,026,433	1,268,850

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- There were 176,450 visitors from the U.S. East in October 2022, a 19.2 percent growth compared to the 148,075 visitors in October 2019. U.S. East visitors spent \$427.5 million in October 2022, up 41.9 percent from \$301.2 million in October 2019. Daily spending by U.S. East visitors in October 2022 (\$251 per person) increased in comparison to October 2019 (\$219 per person, +14.7%).
- Through the first ten months of 2022, 2,078,520 visitors arrived from the U.S. East, compared to 1,910,777 visitors (+8.8%) in the first ten months of 2019. U.S. East visitors spent \$5.11 billion in the first ten months of 2022 compared to \$3.89 billion (+31.4%) in the first ten months of 2019.

JAPAN

Table 9: Key Performance Indicators – Japan (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	427.9%	50.6	267.2	468.1
Daily Spend (\$PPPD)	↔	6.6%	216.7	231.1	231.2
Visitor Days	↑	395.0%	233,592	1,156,375	2,024,134
Arrivals	↑	842.4%	14,311	134,873	209,890
Daily Census	↑	395.0%	768	3,804	5,546
Airlift (scheduled seats) ^	↑	237.6%	99,284	335,134	586,372

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 10: Key Performance Indicators – Japan (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↓	-85.5%	1,848.1	267.2	468.1
Daily Spend (\$PPPD)	↔	-3.0%	238.3	231.1	231.2
Visitor Days	↓	-85.1%	7,754,528	1,156,375	2,024,134
Arrivals	↓	-89.7%	1,308,034	134,873	209,890
Daily Census	↓	-85.1%	25,508	3,804	5,546
Airlift (scheduled seats) ^	↓	-79.9%	1,664,725	335,134	586,372

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- There were 24,339 visitors from Japan in October 2022 compared to 134,557 visitors (-81.9%) in October 2019. Visitors from Japan spent \$42.2 million in October 2022 compared to

\$195.7 million (-78.4%) in October 2019. Daily spending by Japanese visitors in October 2022 (\$234 per person) was lower compared to October 2019 (\$250 per person, -6.4%).

- Through the first ten months of 2022 there were 134,873 visitors from Japan compared to 1,308,034 visitors (-89.7%) in the first ten months of 2019. Visitors from Japan spent \$267.2 million in the first ten months of 2022 compared to \$1.85 billion (-85.5%) in the first ten months of 2019.
- Effective October 11, 2022, the Japan government lifted the ban on visa-free and individual travel to Japan as well as the upper limit on the number of people visiting Japan. On arrival COVID-19 testing is no longer required unless entrants and returnees have suspected COVID-19.
- The Japanese yen fell to 32-year low against US dollar. The yen has dropped 23 percent (150 yen) against the dollar this year as Japan continues to keep interest rates near zero. The resumption of inbound travel is expected to curb the depreciation of the yen.
- On October 19, the Ministry of Foreign Affairs lowered the infectious disease risk level of COVID-19 to level 1. In addition, in response to the relaxation of immigration from October, the application MySoS will be integrated into the "Visit Japan Web" online starting November 2022.
- After the drastic relaxation of border measures, as part of aiming to achieve 5 trillion yen in tourism consumption, a nationwide travel support with discounts equivalent to 40 percent of the travel fee began on October 11, 2022. It is estimated that the increase in travel spending by the end of the year will exceed 440 billion yen and economic revitalization is expected from the effect of stimulating consumption.
- According to the Family Budget Survey, the consumption expenditure of two-or-more-person households in August 2022 was 289,974 yen, up 5.1 percent year-on-year for three consecutive months. Educational entertainment such as travel increased by 20.6 percent, and package travel expenses increased by 3.6 times.
- According to the Japan National Tourism Organization, an estimated 319,200 Japanese traveled abroad in August 2022, surpassing 300,000 for the second consecutive month. Compared to 2019, the number of travelers has decreased by 81.8 percent.

CANADA

Table 11: Key Performance Indicators – Canada (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆	668.6%	88.7	681.6	876.2
Daily Spend (\$PPPD)	👉	4.1%	178.9	186.3	182.4
Visitor Days	👆	638.2%	495,758	3,659,620	4,802,897
Arrivals	👆	942.7%	28,466	296,822	379,885
Daily Census	👆	638.2%	1,631	12,038	13,159
Airlift (scheduled seats) ^	👆	685.3%	48,469	380,615	487,215

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 12: Key Performance Indicators – Canada (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👇	-20.1%	853.6	681.6	876.2
Daily Spend (\$PPPD)	👆	12.2%	166.0	186.3	182.4
Visitor Days	👇	-28.8%	5,142,680	3,659,620	4,802,897
Arrivals	👇	-30.2%	425,324	296,822	379,885
Daily Census	👇	-28.8%	16,917	12,038	13,159
Airlift (scheduled seats) ^	👉	0.6%	378,268	380,615	487,215

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- In October 2022, 31,573 visitors arrived from Canada compared to 32,250 visitors (-2.1%) in October 2019. Visitors from Canada spent \$72.7 million in October 2022, compared to \$63 million (+15.4%)

in October 2019. Daily spending by Canadian visitors in October 2022 (\$199 per person) increased compared to October 2019 (\$167 per person, +19.3%).

- Through the first ten months of 2022 there were 296,822 visitors from Canada compared to 425,324 visitors (-30.2%) in the first ten months of 2019. Visitors from Canada spent \$681.6 million in the first 10 months of 2022, compared to \$853.6 million (-20.1%) in the first ten months of 2019.
- Effective October 1, 2022 Canada has ended all COVID-19 travel restrictions, including mandatory vaccinations and random on-arrival testing, and has made the ArriveCAN app optional.
- The loonie averaged USD \$0.7681 throughout the first eight months of 2022.
- Inflation has likely peaked but is more widely spread through the economy, prompting more aggressive monetary tightening in Canada and worldwide. Canada's overall output growth will slow to a near standstill until spring 2023. A technical recession is possible, but underlying conditions are working in the economy's favor.
- Following little movement over the summer months, the Index of Consumer Confidence fell to 70.3 points in October 2022, the lowest rating in over two years. Linked to inflation expectations and high interest rates, optimism over both current and future household finances declined this month. Furthermore, only 10.0 percent of the Conference Board of Canada's survey respondents believe that now is a good time to purchase large-ticket items.
- Consumers will take a spending pause as a result of higher prices and loan costs.
- Destinations in the Caribbean, Mexico, and Central America reported 2.2 million arrivals from Canada throughout Jan-Aug 2022. This is 54 percent of the activity recorded in 2019, with Mexico (60%) and places in Central America (65%) experiencing faster rates of recovery.

OCEANIA

Table 13: Key Performance Indicators – Oceania (YTD Oct. 2022 vs. YTD Oct. 2021)

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆 4425.3%	8.5	383.2	409.2
Daily Spend (\$PPPD)	👆 19.2%	239.4	285.4	277.9
Visitor Days	👆 3696.2%	35,370	1,342,719	1,472,261
Arrivals	👆 5782.3%	2,348	138,124	150,711
Daily Census	👆 3696.2%	116	4,417	4,034
Airlift (scheduled seats) [^]	N/A	0	188,545	45,088

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 14: Key Performance Indicators – Oceania (YTD Oct. 2022 vs. YTD Oct. 2019)

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👇 -50.0%	765.7	383.2	409.2
Daily Spend (\$PPPD)	👉 8.8%	262.3	285.4	277.9
Visitor Days	👇 -54.0%	2,919,320	1,342,719	1,472,261
Arrivals	👇 -55.7%	311,704	138,124	150,711
Daily Census	👇 -54.0%	9,603	4,417	4,034
Airlift (scheduled seats) [^]	👇 -55.2%	420,873	188,545	45,088

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- Booking patterns remain the same for both Australia and New Zealand visitor markets, with flight prices impacting the level of bookings and how far in advance consumers are booking.
- Hawaiian Airlines will be adding extra capacity in January 2023 but still not at the daily frequency they were at in 2019.
- Australia recorded an inflation rate of 5.4 percent in October 2022.

- Unemployment remains low in Australia and New Zealand at 3.5 percent and 3.3 percent, respectively
- The cost of living continues to increase in both Australia and New Zealand putting more financial pressure on consumers.
- The AUD and NZD remain low against the USD making travel to the US more expensive for travelers from Oceania. The exchange rates were sitting at 63 cents (AUD) and 58 cents (NZD) to one USD at the end of September 2022.

OTHER ASIA

Table 15: Key Performance Indicators – Other Asia (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	424.5%	51.1	268.0	N/A
Daily Spend (\$PPPD)	↔	9.3%	273.4	298.8	N/A
Visitor Days	↑	380.0%	186,853	896,818	N/A
Arrivals	↑	708.5%	12,295	99,404	N/A
Daily Census	↑	380.0%	615	2,950	N/A
Airlift (scheduled seats) ^	↑	590.7%	24,464	168,977	230,913

*DBEDT 2022 annual forecast (Quarter 3, 2022) N/A=Not available. Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 16: Key Performance Indicators – Other Asia (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↓	-60.5%	678.4	268.0	N/A
Daily Spend (\$PPPD)	↔	3.3%	289.3	298.8	N/A
Visitor Days	↓	-61.8%	2,344,987	896,818	N/A
Arrivals	↓	-66.4%	296,132	99,404	N/A
Daily Census	↓	-61.8%	7,714	2,950	N/A
Airlift (scheduled seats) ^	↓	-58.4%	406,156	168,977	230,913

*DBEDT 2022 annual forecast (Quarter 3, 2022) N/A=Not available. Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

KOREA

Table 17: Key Performance Indicators – Korea (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	848.9%	23.1	219.1	252.0
Daily Spend (\$PPPD)	↑	17.1%	245.3	287.3	288.7
Visitor Days	↑	710.2%	94,100	762,427	872,630
Arrivals	↑	1506.1%	5,289	84,937	94,014
Daily Census	↑	710.2%	310	2,508	2,391
Airlift (scheduled seats) ^	↑	590.7%	24,464	168,977	230,913

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

Table 18: Key Performance Indicators – Korea (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↓	-44.7%	396.2	219.1	252.0
Daily Spend (\$PPPD)	↔	4.3%	275.5	287.3	288.7
Visitor Days	↓	-47.0%	1,438,132	762,427	872,630
Arrivals	↓	-54.3%	185,951	84,937	94,014
Daily Census	↓	-47.0%	4,731	2,508	2,391
Airlift (scheduled seats) ^	↓	-37.5%	270,515	168,977	230,913

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). Scheduled seats forecast from Diio Mi flight schedules as of September 22, 2022, subject to change.

- Starting October 1, 2022, PCR tests that were mandatory upon arrival in Korea are no longer required for travelers into the country. Up until September 30, 2022, visitors had to be tested for COVID-19 at least by the second midnight after arriving. All other travel-related COVID-19 restrictions in Korea also have been lifted.
- Exports from South Korea fell by 2.6 points from the previous month to 88.8 in October 2022, and down 18 points from the same month of the previous year.
- In October 2022, the South Korean current exchange rate was 1,430.91(KRW/USD), depreciated further from the previous month 1,399.93 (KRW/USD).
- Starting from October 17, the requirement to test for COVID-19 before hospital emergency treatment has been lifted. The change will streamline the use of emergency room beds amid a decrease in the number of confirmed pandemic cases and speed up the transition back to normal daily medical operations.
- The number of outbound travelers from Korea in September was 619,954 a 431.6 percent year-on-year increase.
- The number of downloads and users of aviation apps has increased overall in South Korea, according to Data Dragon.

CHINA

Table 19: Key Performance Indicators – China (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆	92.7%	12.5	24.1	N/A
Daily Spend (\$PPPD)	👉	9.9%	310.6	341.2	N/A
Visitor Days	👆	75.4%	40,217	70,532	N/A
Arrivals	👆	140.4%	3,473	8,348	N/A
Daily Census	👆	75.4%	132	232	N/A
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022) N/A=Not available.

Table 20: Key Performance Indicators – China (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👇	-88.6%	212.0	24.1	N/A
Daily Spend (\$PPPD)	👉	4.2%	327.4	341.2	N/A
Visitor Days	👇	-89.1%	647,408	70,532	N/A
Arrivals	👇	-89.7%	80,844	8,348	N/A
Daily Census	👇	-89.1%	2,130	232	N/A
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). N/A=Not available

- October 2022 month-end (ME) rate for Chinese Yuan (CNY) versus USD was 7.17, versus September 2022 ME rate of 7.10, versus October 2021 ME rate of 6.39.
- China's Quarter 3, 2022 GDP stood at 30.76 trillion CNY (+3.9% vs. 3Q2021). China's year-to-date (YTD) September 2022 GDP stood at 87.03 trillion yuan up +5.3 percent vs. last year, per National Bureau of Statistics.
- In September 2022, China's annual inflation rate rose to 2.8 percent year on year (vs. 2.5% in August 2022). Increase can be attributed to higher Chinese food prices (8.8% vs. 6.1% in August), primarily due to higher pork prices.
- China's trade surplus was US\$84.74B in September 2022, up from US\$67.05B in the same month a year earlier. For YTD September 2022, trade surplus was US\$645.1B, with exports climbing 12.5 percent and imports rising 4.1 percent from a year earlier.

- There is no change in China's quarantine policy for travelers entering Mainland China, currently at 10 days (7-day hotel and 3-day self-quarantine). For travelers entering Hong Kong, it is a 3-day self-quarantine, effective September 26, 2022.
- There has been a surge in demand for international flights to and from China. International flights operated by Chinese airlines exceeded 2,800 between October 1 and 24, 2022, while the number of inbound and outbound passengers exceeded 170,000, an increase of about 80 percent from a year ago. From October 30, 2022 civil aviation authorities are set to adjust flight plans for the upcoming seasons. Carriers including China Eastern Airlines, China Southern Airlines, and Air China have recently announced the resumption and addition of multiple international routes to Asia, Europe and America.

EUROPE

Table 21: Key Performance Indicators – Europe (YTD Oct. 2022 vs. YTD Oct. 2021)

		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆	563.9%	29.9	198.2	185.4
Daily Spend (\$PPPD)	👉	-6.1%	173.4	162.8	156.2
Visitor Days	👆	607.2%	172,180	1,217,645	1,186,896
Arrivals	👆	837.7%	9,363	87,794	84,710
Daily Census	👆	607.2%	566	4,005	3,252
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022).

Table 22: Key Performance Indicators – Europe (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👇	-17.0%	238.7	198.2	185.4
Daily Spend (\$PPPD)	👉	4.1%	156.3	162.8	156.2
Visitor Days	👇	-20.3%	1,526,880	1,217,645	1,186,896
Arrivals	👇	-25.9%	118,559	87,794	84,710
Daily Census	👇	-20.3%	5,023	4,005	3,252
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022).

LATIN AMERICA

Table 23: Key Performance Indicators – Latin America (YTD Oct. 2022 vs. YTD Oct. 2021)

C		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👆	70.5%	20.8	35.5	N/A
Daily Spend (\$PPPD)	👇	-22.7%	252.1	194.9	N/A
Visitor Days	👆	120.5%	82,488	181,847	N/A
Arrivals	👆	144.4%	6,826	16,685	N/A
Daily Census	👆	120.5%	271	598	N/A
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). N/A=Not available.

Table 24: Key Performance Indicators – Latin America (YTD Oct. 2022 vs. YTD Oct. 2019)

		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	👇	-31.8%	52.0	35.5	N/A
Daily Spend (\$PPPD)	👇	-15.3%	230.1	194.9	N/A
Visitor Days	👇	-19.6%	226,076	181,847	N/A
Arrivals	👇	-22.3%	21,484	16,685	N/A
Daily Census	👇	-19.6%	744	598	N/A
Airlift (scheduled seats) ^		N/A	N/A	N/A	N/A

*DBEDT 2022 annual forecast (as of Quarter 3, 2022). N/A=Not available.

ISLAND VISITATION:

- **O'ahu:** There were 390,845 visitors to O'ahu in October 2022 compared to 469,339 visitors (-16.7%) in October 2019. Visitor spending was \$664.2 million compared to \$603.8 million (+10%) in October 2019. The average daily census on O'ahu was 90,556 visitors in October 2022 compared to 97,715 visitors (-7.3%) in October 2019.

Through the first ten months of 2022, there were 3,985,270 visitors to O'ahu compared to 5,127,219 visitors (-22.3%) in the first ten months of 2019. Total visitor spending was \$6.97 billion (+3.7%) compared to \$6.72 billion in the first ten months of 2019.

- **Maui:** There were 228,071 visitors to Maui in October 2022 compared to 238,043 visitors (-4.2%) in October 2019. Visitor spending was \$431.2 million compared to \$379.8 million (+13.5%) in October 2019. The average daily census on Maui was 58,924 visitors in October 2022 down from the 59,620 visitors (-1.2%) in October 2019.

Through the first ten months of 2022, there were 2,422,885 visitors to Maui compared to 2,552,155 visitors (-5.1%) in the first ten months of 2019. Total visitor spending was \$4.70 billion compared to \$4.24 billion (+10.9%) in the first ten months of 2019.

- **Hawai'i Island:** There were 141,283 visitors to Hawai'i Island in October 2022 compared to 130,336 visitors (+8.4%) in October 2019. Visitor spending was \$224.3 million compared to \$177.0 million (+26.7%) in October 2019. The average daily census on Hawai'i Island was 36,688 visitors in October 2022 compared to 30,048 visitors (+22.1%) in October 2019.

Through the first ten months of 2022, there were 1,389,049 visitors to Hawai'i Island, compared to 1,454,279 visitors (-4.5%) in the first ten months of 2019. Total visitor spending was \$2.20 billion compared to \$1.89 billion (+16.3%) in the first ten months of 2019.

- **Kaua'i** There were 109,158 visitors to Kaua'i in October 2022 compared to 102,662 visitors (+6.3%) in October 2019. Visitor spending was \$173.0 million compared to \$141.9 million (+21.9%) in October 2019. The average daily census on Kaua'i was 26,525 visitors in October 2022, up from 23,228 visitors (+13.7%) in October 2019.

Through the first ten months of 2022, there were 1,117,223 visitors to Kaua'i compared to 1,141,889 visitors (-2.2%) in the first ten months of 2019. Total visitor spending was \$1.83 billion compared to \$1.60 billion (+14.5%) in the first ten months of 2019.

8.3

October 2022 Dashboard

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OVERALL**

Key Performance Indicators

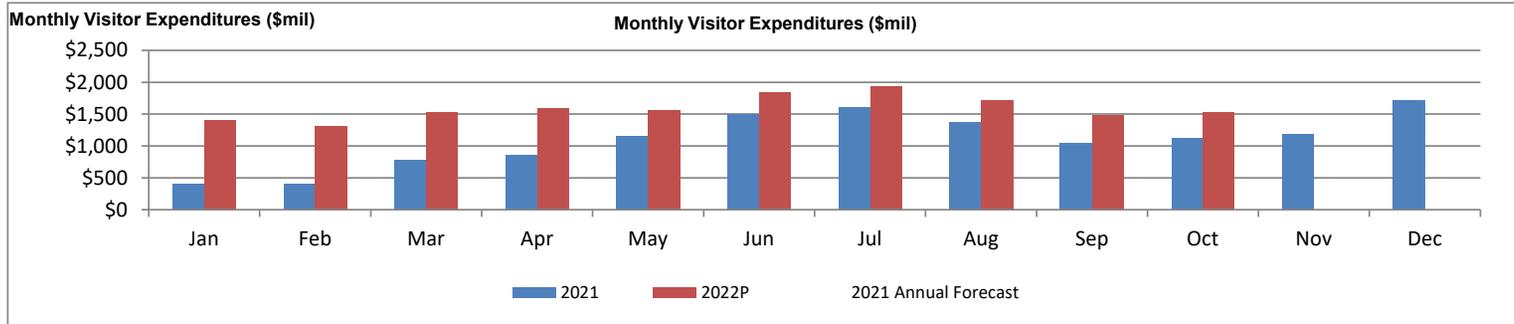
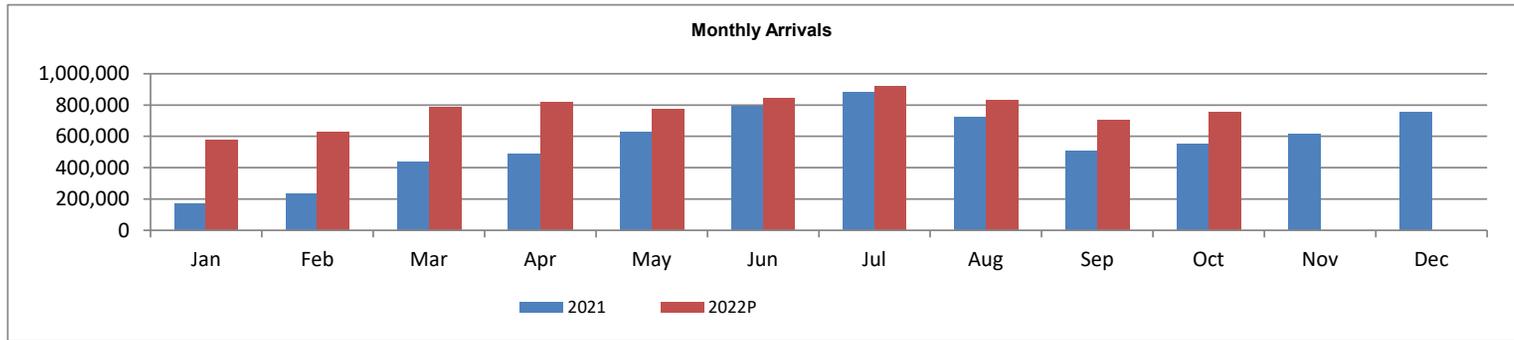
		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	55.3%	10,225.0	15,875.3	18,997.5
Daily Spend (\$PPPD)	↑	14.6%	196.9	225.7	223.2
Visitor Days	↑	35.4%	51,931,909	70,335,220	85,108,883
Arrivals	↑	41.2%	5,410,902	7,640,637	9,113,305
Daily Census	↑	35.4%	170,829	231,366	233,175
Airlift (scheduled seats) [^]	↑	22.4%	8,600,917	10,526,392	12,919,553

	Arrivals	YOY Rate	YTD
O'ahu		50.7%	3,985,270
Maui		29.9%	2,422,885
Moloka'i		77.3%	35,147
Lāna'i		47.2%	55,828
Kaua'i		79.5%	1,117,223
Hawai'i Island		49.5%	1,389,049

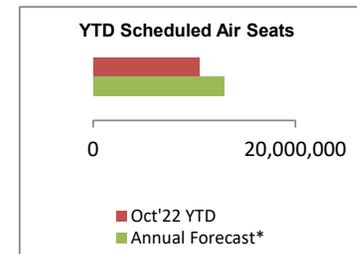
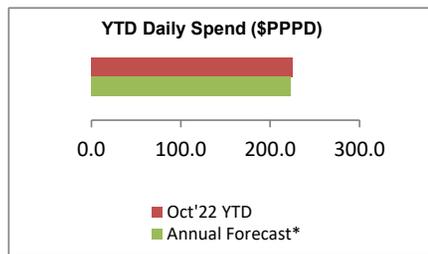
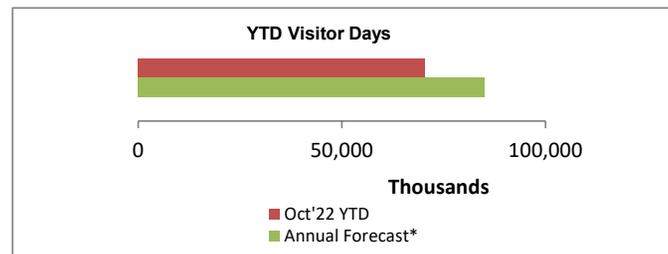
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **U.S. TOTAL**

Key Performance Indicators

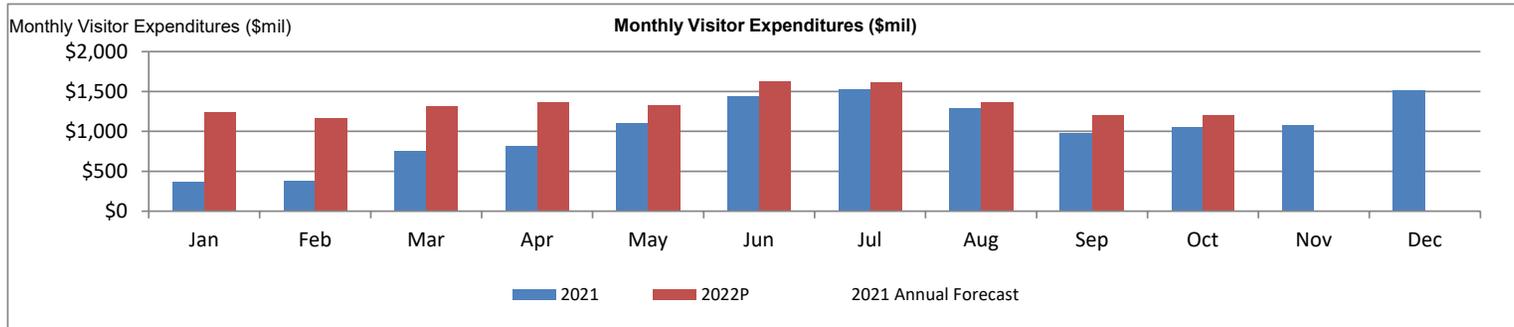
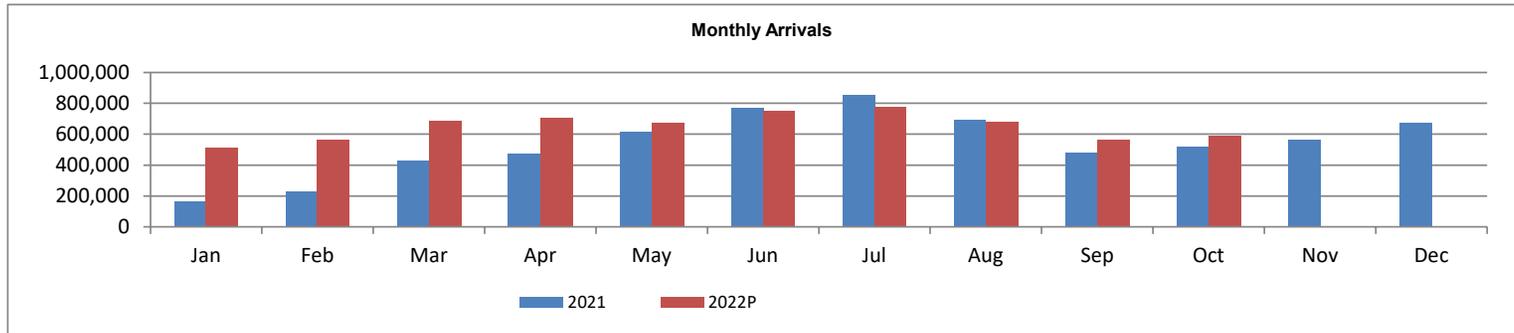
		YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*
Visitor Spending (\$mil)	↑	38.3%	9,714.2	13,431.8	16,236.3
Daily Spend (\$PPPD)	↑	17.0%	196.2	229.5	227.9
Visitor Days	↑	18.2%	49,517,916	58,516,793	71,234,186
Arrivals	↑	24.4%	5,226,189	6,502,129	7,850,503
Daily Census	↑	18.2%	162,888	192,489	195,162
Airlift (scheduled seats) [^]	↑	11.4%	8,326,878	9,277,885	11,139,280

	Arrivals	YOY Rate	YTD
O'ahu		26.4%	3,199,345
Maui		16.9%	2,118,339
Moloka'i		51.7%	28,826
Lāna'i		28.3%	46,937
Kaua'i		66.6%	1,010,742
Hawai'i Island		34.3%	1,212,468

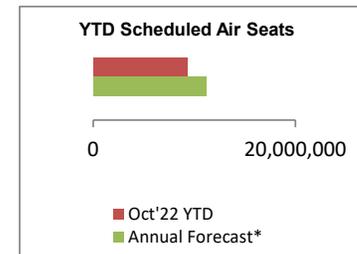
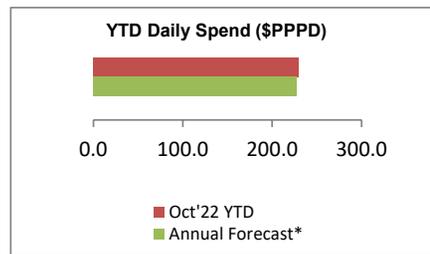
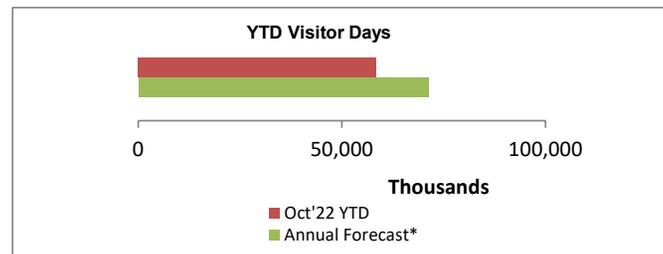
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **U.S. WEST**

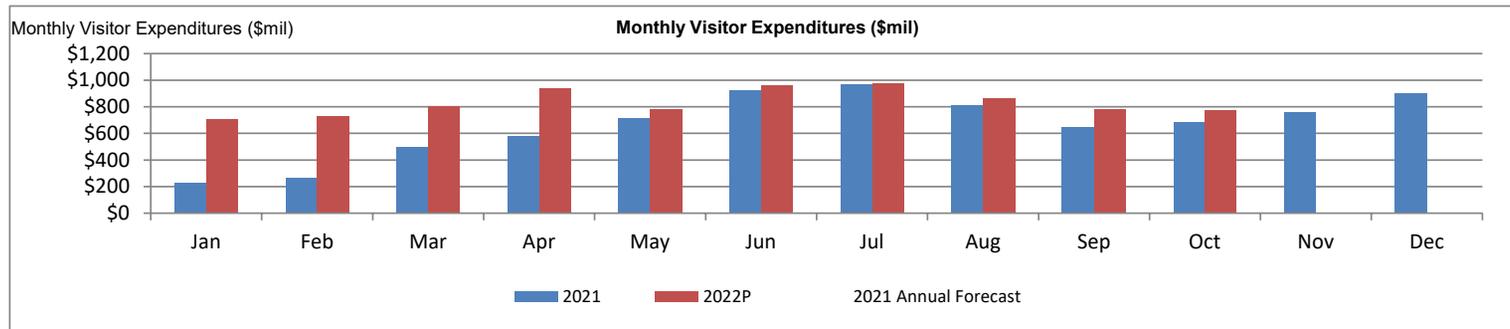
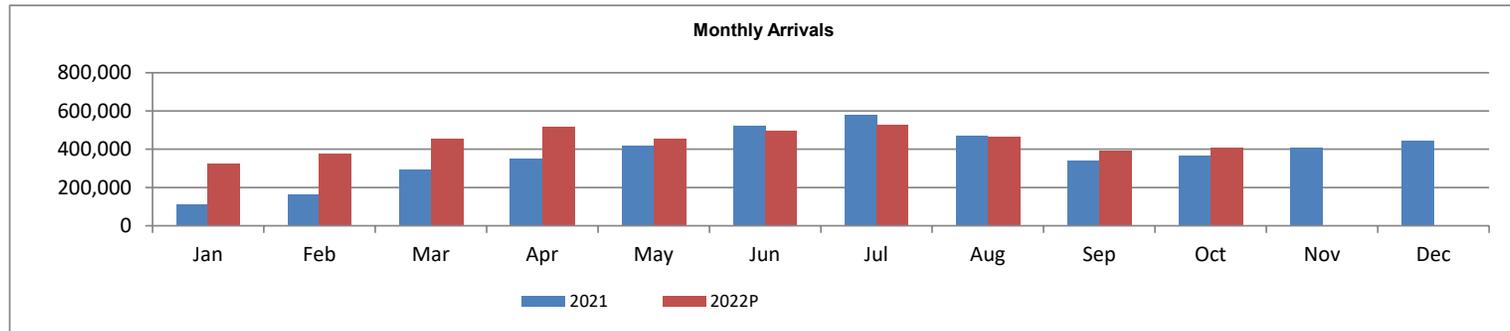
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 31.5%	6,329.7	8,321.4	9,946.1	O'ahu	25.4%	2,022,882
Daily Spend (\$PPPD)	↑ 14.7%	191.1	219.2	216.5	Maui	10.7%	1,392,883
Visitor Days	↑ 14.6%	33,127,939	37,970,356	45,934,614	Moloka'i	49.9%	18,260
Arrivals	↑ 22.3%	3,616,404	4,423,609	5,312,878	Lāna'i	24.2%	26,424
Daily Census	↑ 14.6%	108,973	124,902	125,848	Kaua'i	61.8%	676,299
Airlift (scheduled seats) [^]	↑ 13.0%	7,303,745	8,251,452	9,870,430	Hawai'i Island	27.8%	775,857

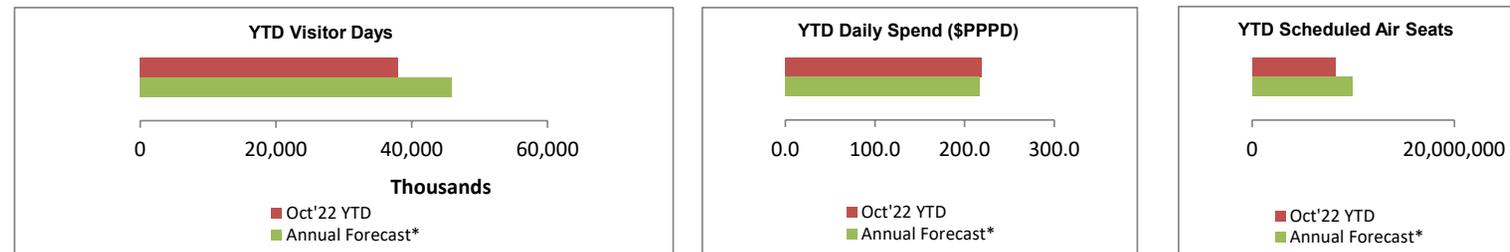
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio MI flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **U.S. EAST**

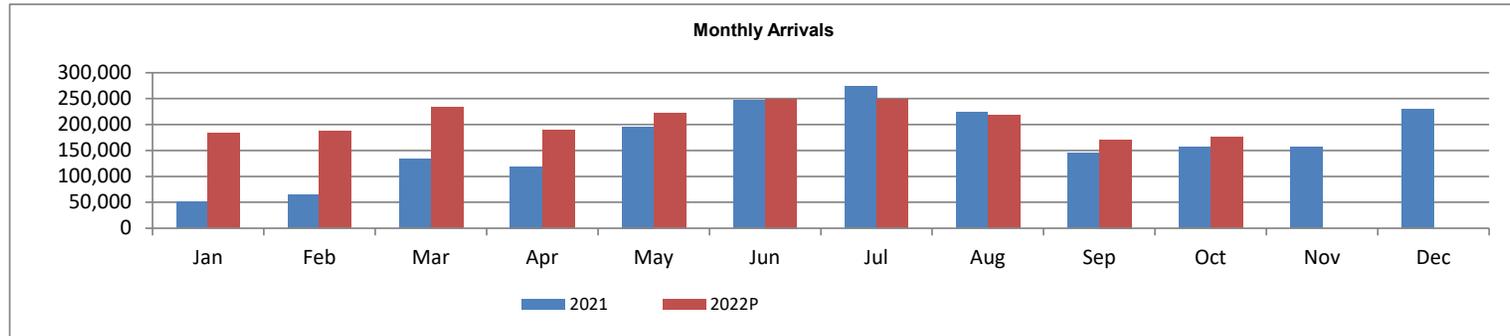
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 51.0%	3,384.5	5,110.4	6,290.2	O'ahu	28.3%	1,176,464
Daily Spend (\$PPPD)	↑ 20.4%	206.5	248.7	248.6	Maui	31.0%	725,456
Visitor Days	↑ 25.4%	16,389,977	20,546,436	25,299,572	Moloka'i	54.9%	10,566
Arrivals	↑ 29.1%	1,609,785	2,078,520	2,537,626	Lāna'i	33.9%	20,513
Daily Census	↑ 25.4%	53,914	67,587	69,314	Kaua'i	77.3%	334,443
Airlift (scheduled seats) [^]	↔ 0.3%	1,023,133	1,026,433	1,268,850	Hawai'i Island	47.4%	436,611

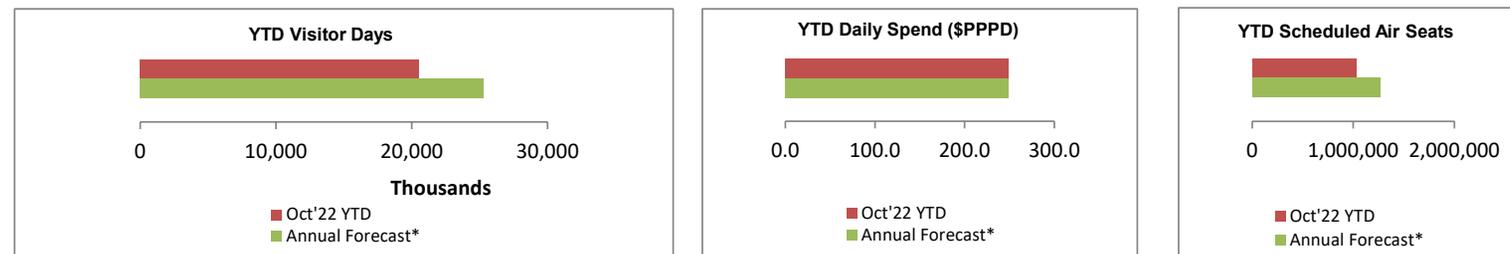
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **JAPAN**

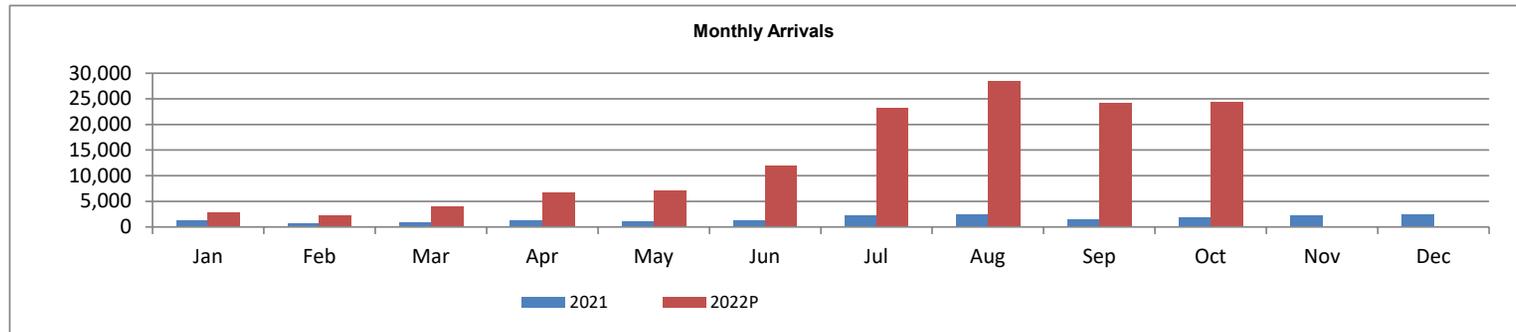
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 427.9%	50.6	267.2	468.1	O'ahu	857.7%	130,742
Daily Spend (\$PPPD)	↔ 6.6%	216.7	231.1	231.2	Maui	725.8%	3,952
Visitor Days	↑ 395.0%	233,592	1,156,375	2,024,134	Moloka'i	614.8%	111
Arrivals	↑ 842.4%	14,311	134,873	209,890	Lāna'i	1770.1%	266
Daily Census	↑ 395.0%	768	3,804	5,546	Kaua'i	823.8%	2,222
Airlift (scheduled seats) [^]	↑ 237.6%	99,284	335,134	586,372	Hawai'i Island	2233.3%	11,185

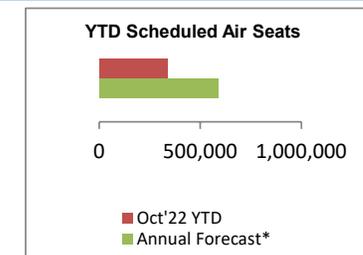
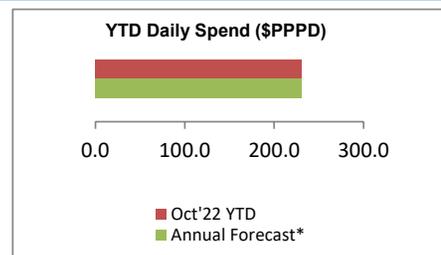
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **CANADA**

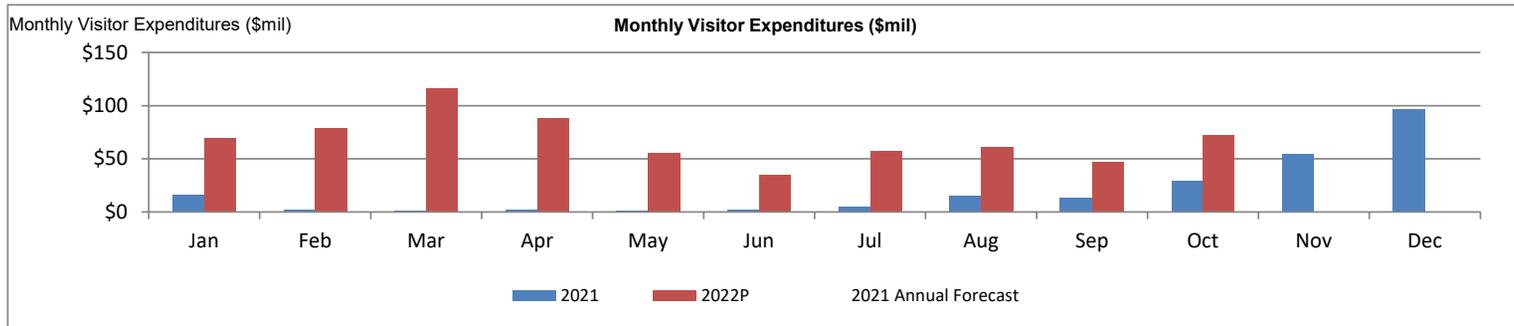
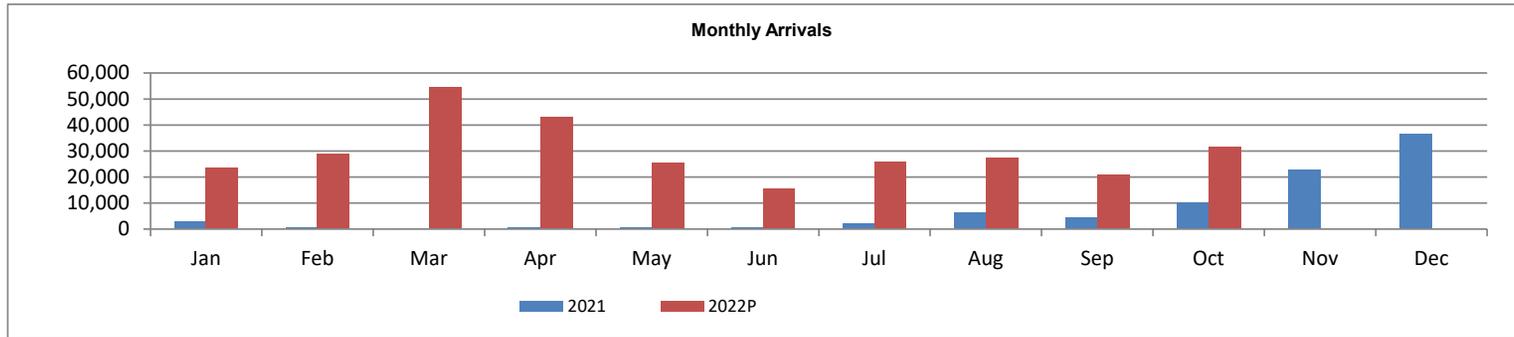
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 668.6%	88.7	681.6	876.2	O'ahu	1073.4%	144,550
Daily Spend (\$PPPD)	↔ 4.1%	178.9	186.3	182.4	Maui	950.2%	146,394
Visitor Days	↑ 638.2%	495,758	3,659,620	4,802,897	Moloka'i	1729.5%	1,491
Arrivals	↑ 942.7%	28,466	296,822	379,885	Lāna'i	2009.0%	3,406
Daily Census	↑ 638.2%	1,631	12,038	13,159	Kaua'i	1577.6%	31,286
Airlift (scheduled seats) [^]	↑ 685.3%	48,469	380,615	487,215	Hawai'i Island	1137.1%	46,886

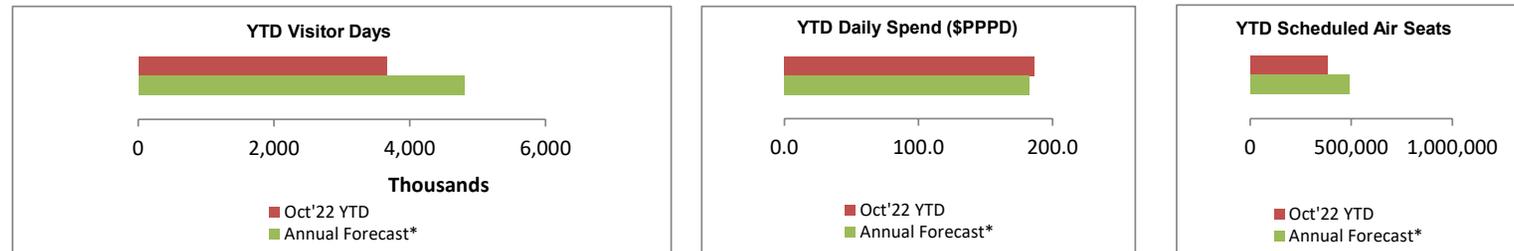
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio MI flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OCEANIA**

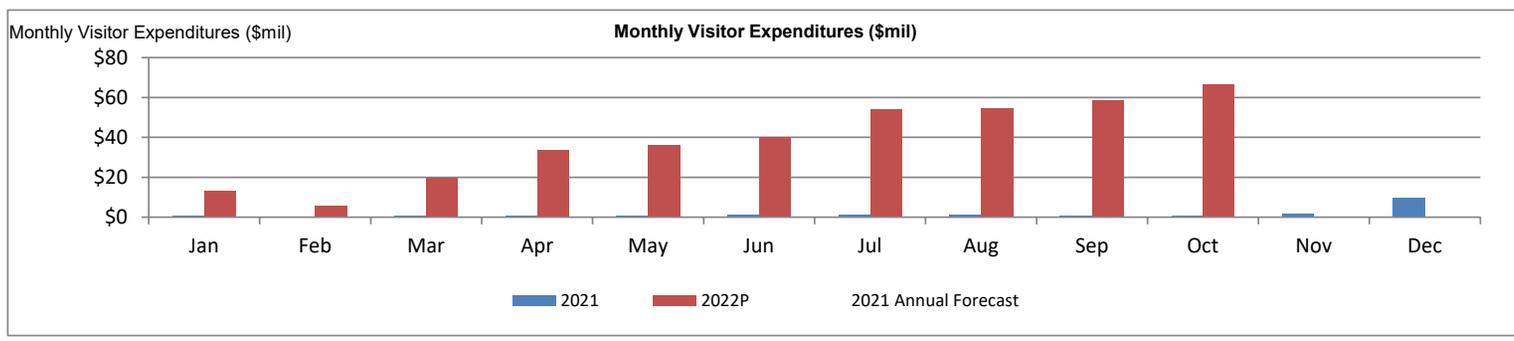
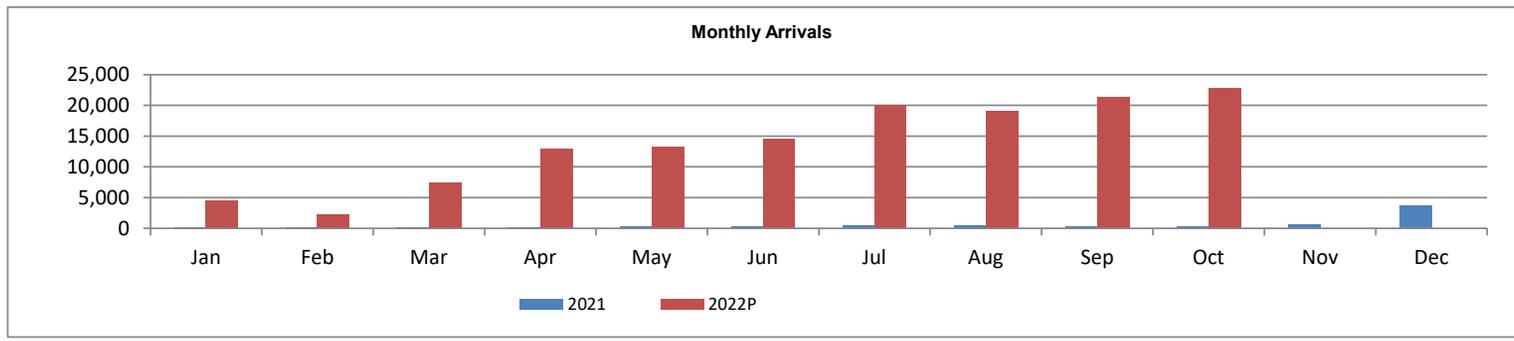
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 4425.3%	8.5	383.2	409.2	O'ahu	9639.5%	134,683
Daily Spend (\$PPPD)	↑ 19.2%	239.4	285.4	277.9	Mauī	3123.7%	19,610
Visitor Days	↑ 3696.2%	35,370	1,342,719	1,472,261	Moloka'i	3922.9%	806
Arrivals	↑ 5782.3%	2,348	138,124	150,711	Lāna'i	5457.6%	1,281
Daily Census	↑ 3696.2%	116	4,417	4,034	Kaua'i	2179.5%	7,829
Airlift (scheduled seats)^	N/A	0	188,545	45,088	Hawai'i Island	3040.4%	13,241

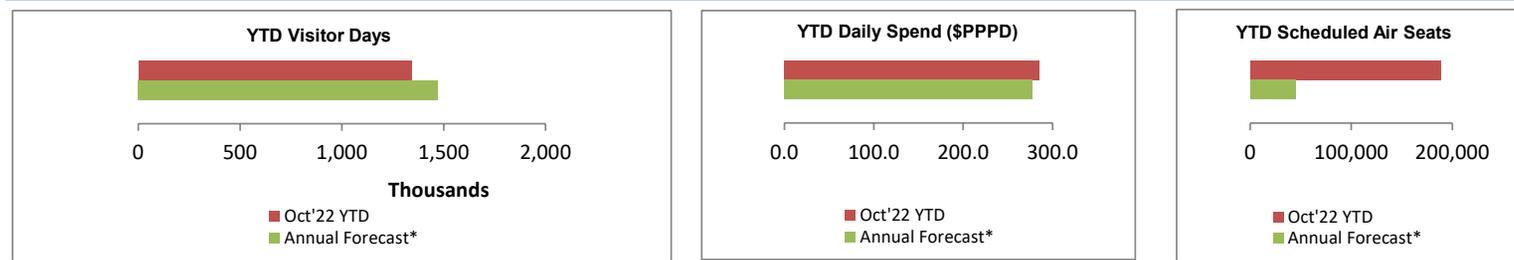
* DBEDT Annual Forecast as of Q3 2022.

^ HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OTHER ASIA**

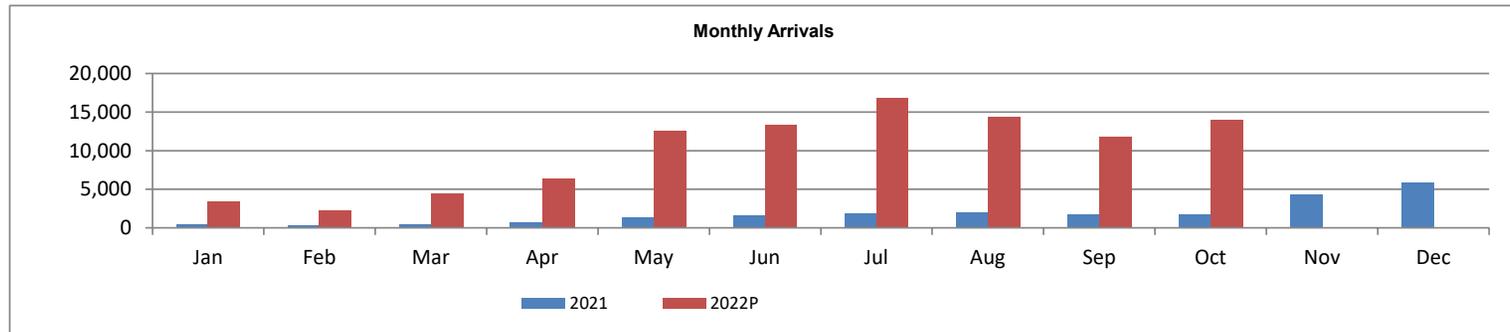
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 424.5%	51.1	268.0	N/A	O'ahu	850.6%	94,043
Daily Spend (\$PPPD)	↔ 9.3%	273.4	298.8	N/A	Maui	493.7%	11,454
Visitor Days	↑ 380.0%	186,853	896,818	N/A	Moloka'i	522.9%	215
Arrivals	↑ 708.5%	12,295	99,404	N/A	Lāna'i	218.5%	303
Daily Census	↑ 380.0%	615	2,950	N/A	Kaua'i	279.5%	3,259
Airlift (scheduled seats) [^]	↑ 590.7%	24,464	168,977	230,913	Hawai'i Island	633.3%	15,530

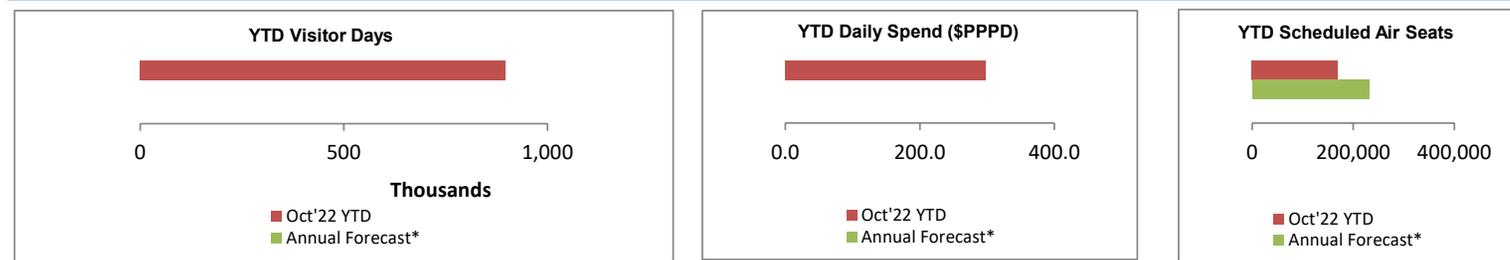
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

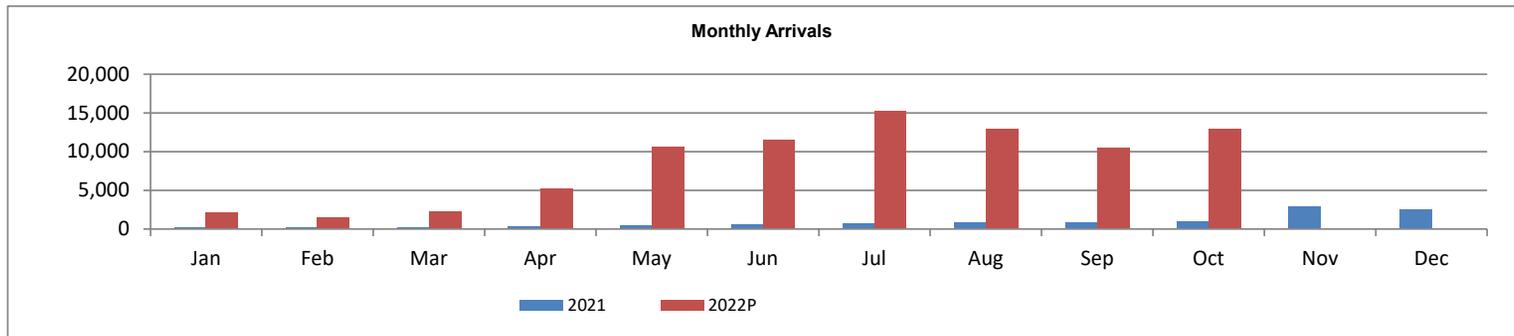
Market: **KOREA**

Key Performance Indicators					Key Performance Indicators		
	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 848.9%	23.1	219.1	252.0	O'ahu	1694.4%	83,081
Daily Spend (\$PPPD)	↑ 17.1%	245.3	287.3	288.7	Maui	1572.3%	8,328
Visitor Days	↑ 710.2%	94,100	762,427	872,630	Moloka'i	3545.8%	115
Arrivals	↑ 1506.1%	5,289	84,937	94,014	Lāna'i	1025.8%	142
Daily Census	↑ 710.2%	310	2,508	2,391	Kaua'i	882.5%	2,026
Airlift (scheduled seats) [^]	↑ 590.7%	24,464	168,977	230,913	Hawai'i Island	2233.8%	11,774

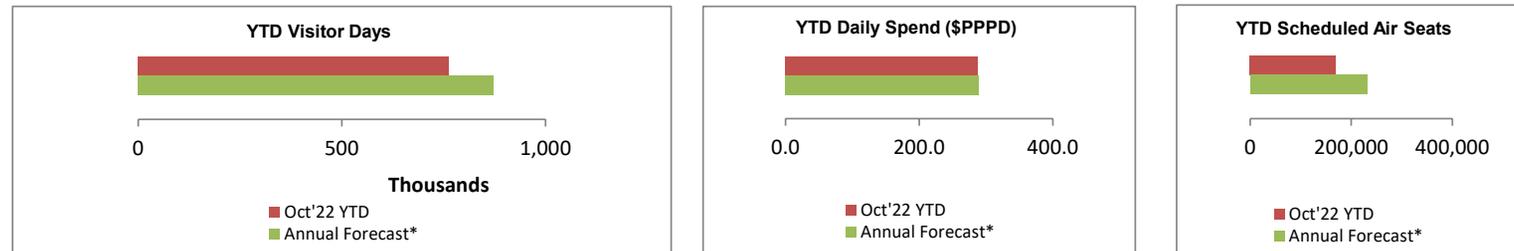
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **CHINA**

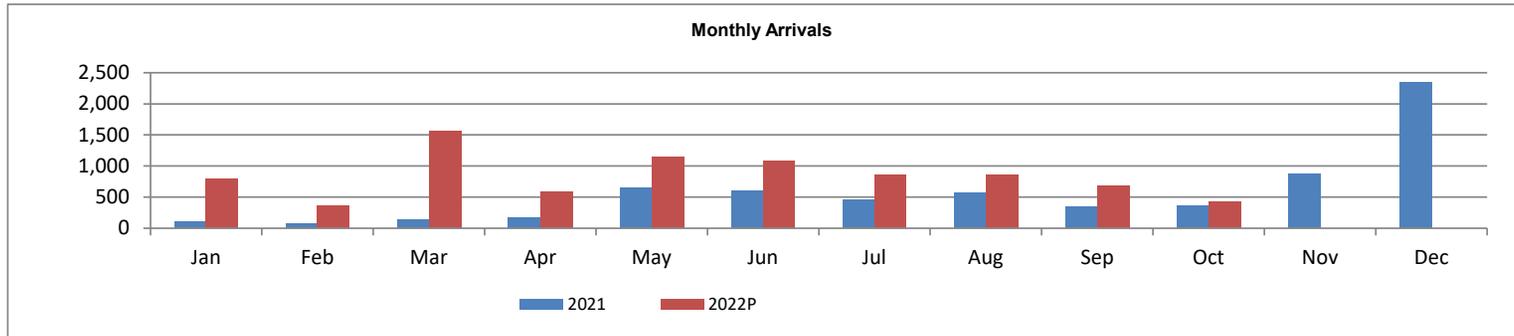
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 92.7%	12.5	24.1	N/A	O'ahu	143.9%	6,861
Daily Spend (\$PPPD)	↔ 9.9%	310.6	341.2	N/A	Maui	134.2%	1,649
Visitor Days	↑ 75.4%	40,217	70,532	N/A	Moloka'i	543.5%	68
Arrivals	↑ 140.4%	3,473	8,348	N/A	Lāna'i	131.3%	85
Daily Census	↑ 75.4%	132	232	N/A	Kaua'i	107.7%	467
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	158.8%	2,421

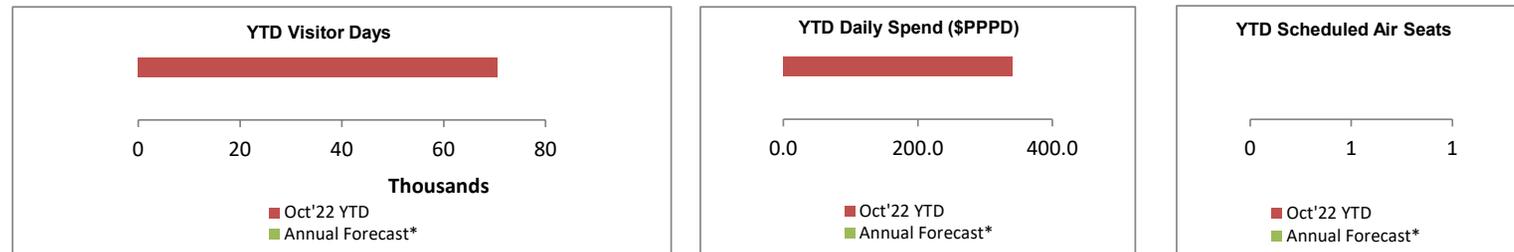
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

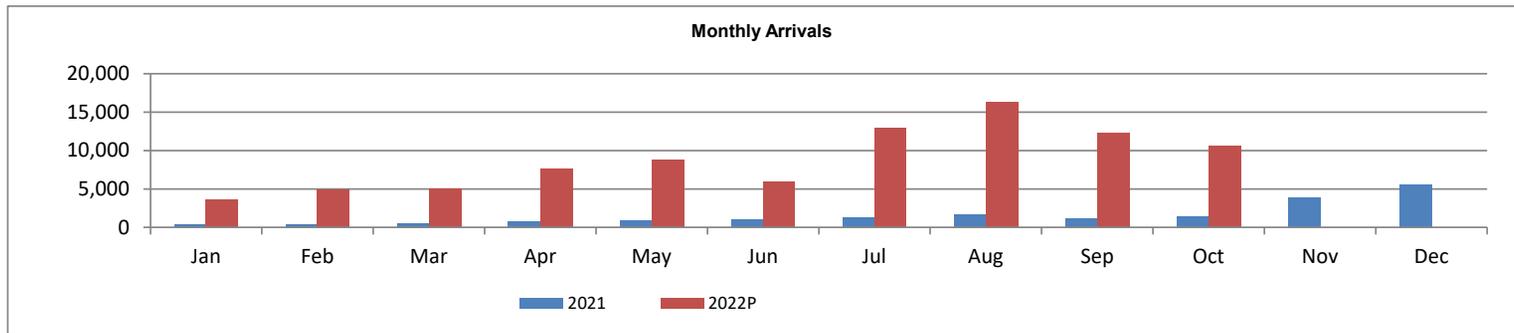
Market: **EUROPE**

Key Performance Indicators					Key Performance Indicators		
	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 563.9%	29.9	198.2	185.4	O'ahu	1007.9%	61,539
Daily Spend (\$PPPD)	↓ -6.1%	173.4	162.8	156.2	Maui	1270.2%	36,947
Visitor Days	↑ 607.2%	172,180	1,217,645	1,186,896	Moloka'i	1255.4%	1,282
Arrivals	↑ 837.7%	9,363	87,794	84,710	Lāna'i	923.5%	1,077
Daily Census	↑ 607.2%	566	4,005	3,252	Kaua'i	1631.0%	21,221
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	1491.3%	31,413

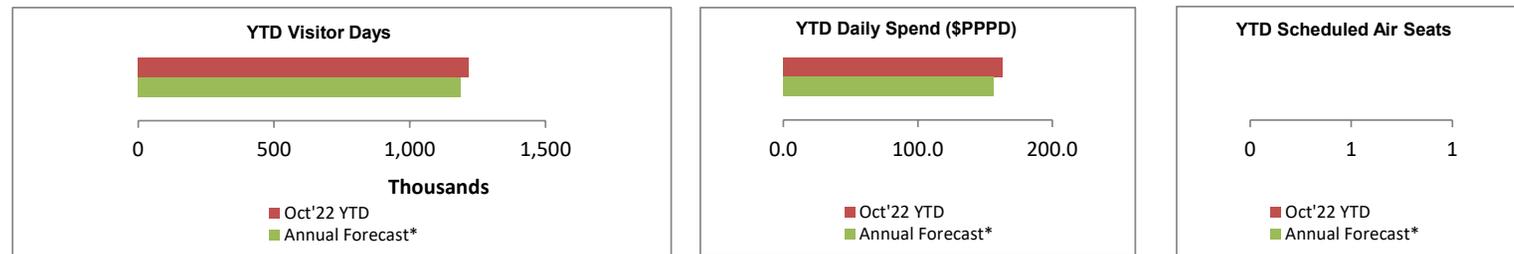
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio MI flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **LATIN AMERICA**

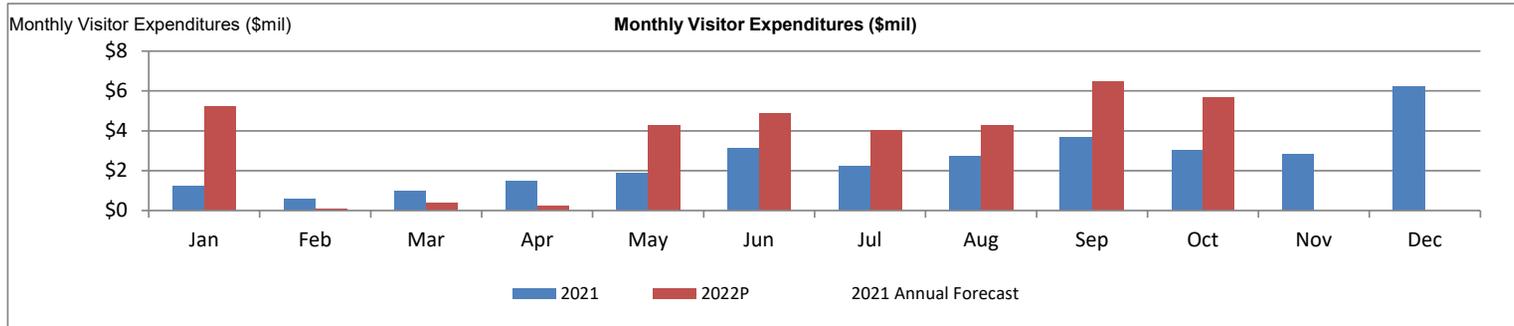
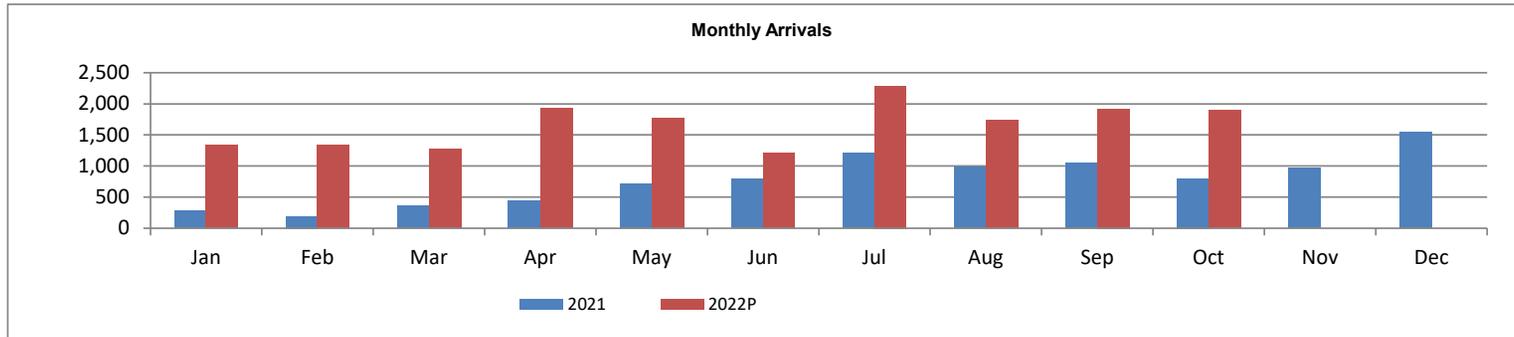
Key Performance Indicators

	YOY Rate	Oct'21 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 70.5%	20.8	35.5	N/A	O'ahu	149.3%	11,271
Daily Spend (\$PPPD)	↓ -22.7%	252.1	194.9	N/A	Maui	114.0%	5,528
Visitor Days	↑ 120.5%	82,488	181,847	N/A	Moloka'i	125.4%	108
Arrivals	↑ 144.4%	6,826	16,685	N/A	Lāna'i	92.7%	140
Daily Census	↑ 120.5%	271	598	N/A	Kaua'i	222.9%	1,753
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	192.8%	3,951

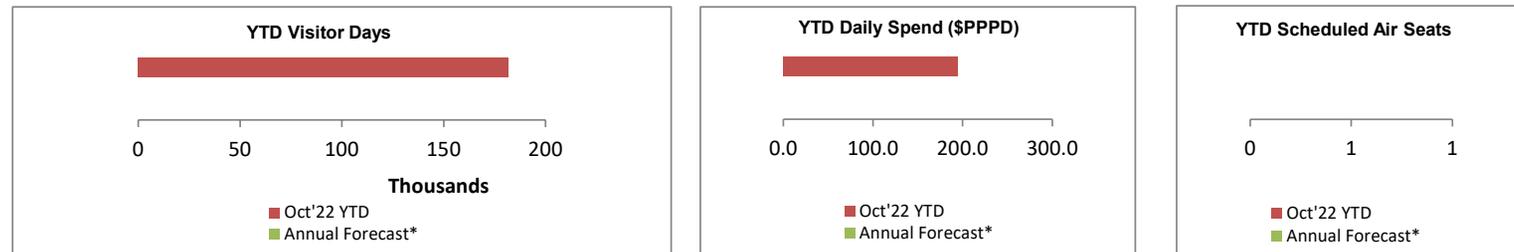
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

8.4

Dashboard – October 2022 with 2019

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OVERALL**

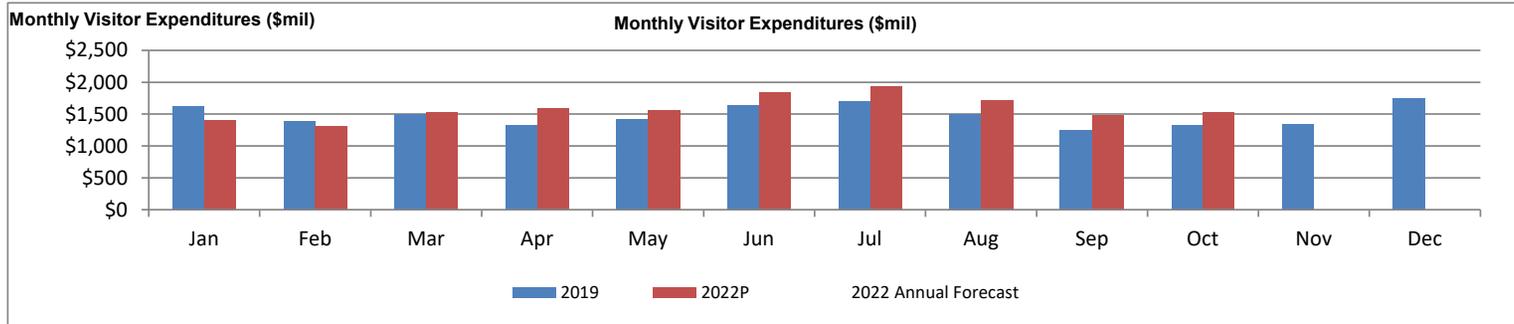
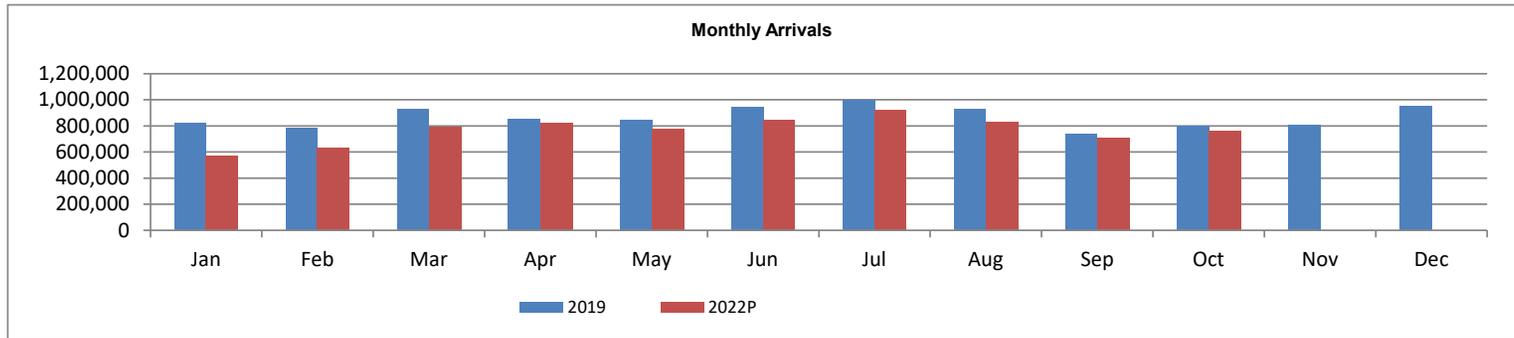
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD	
Visitor Spending (\$mil)	↗	8.5%	14,627.2	15,875.3	18,997.5	O'ahu	-22.3%	3,985,270
Daily Spend (\$PPPD)	↕	15.4%	195.5	225.7	223.2	Maui	-5.1%	2,422,885
Visitor Days	↘	-6.0%	74,815,934	70,335,220	85,108,883	Moloka'i	-32.9%	35,147
Arrivals	↘	-11.4%	8,625,156	7,640,637	9,113,305	Lāna'i	-22.2%	55,828
Daily Census	↘	-6.0%	246,105	231,366	233,175	Kaua'i	-2.2%	1,117,223
Airlift (scheduled seats)^	↘	-6.2%	11,217,225	10,526,392	12,919,553	Hawai'i Island	-4.5%	1,389,049

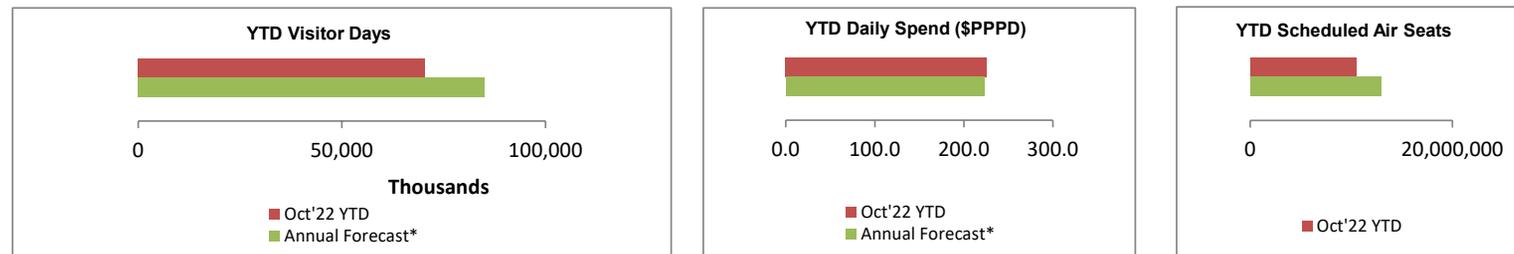
* DBEDT Annual Forecast as of Q3 2022.

^ HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **U.S. TOTAL**

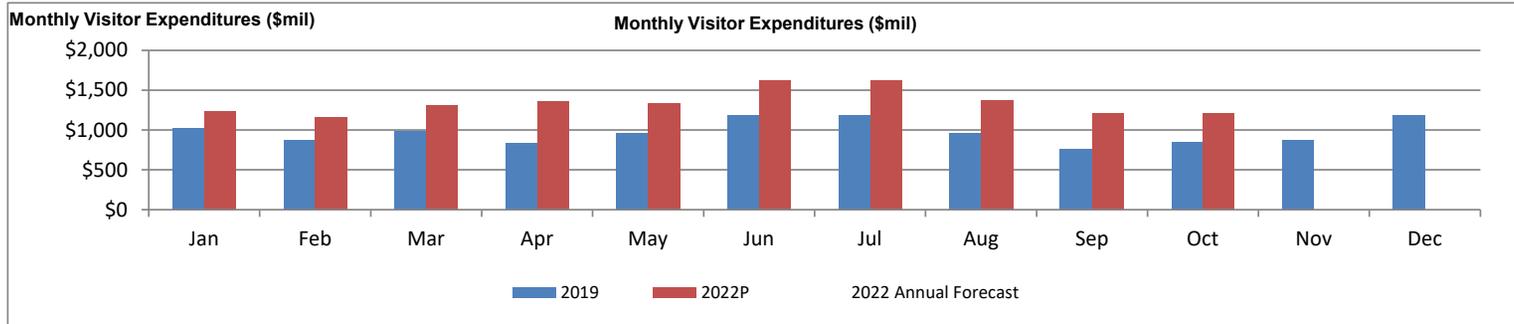
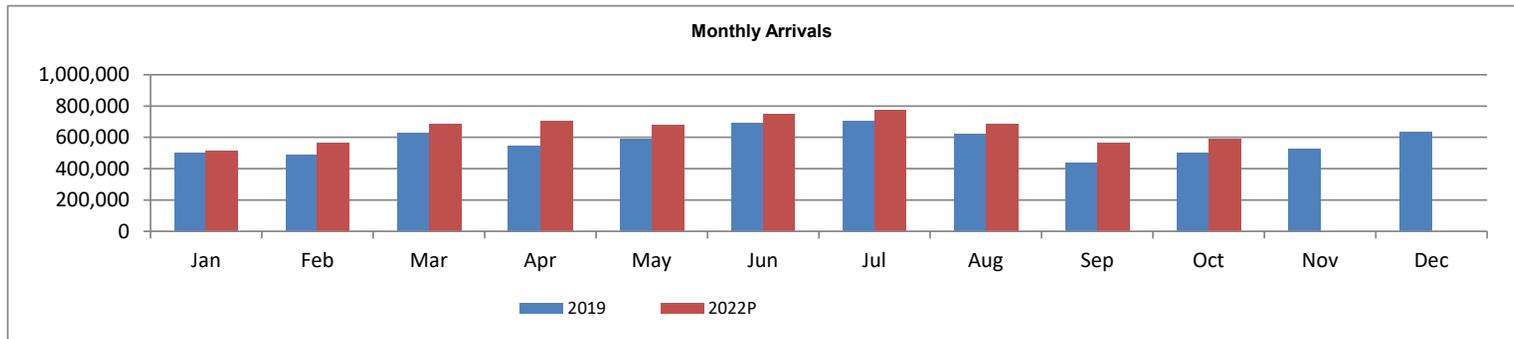
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 40.2%	9,579.7	13,431.8	16,236.3	O'ahu	15.7%	3,199,345
Daily Spend (\$PPPD)	↑ 22.5%	187.4	229.5	227.9	Maui	3.7%	2,118,339
Visitor Days	↑ 14.5%	51,128,629	58,516,793	71,234,186	Moloka'i	-17.3%	28,826
Arrivals	↑ 13.8%	5,712,332	6,502,129	7,850,503	Lāna'i	-5.9%	46,937
Daily Census	↑ 14.5%	168,186	192,489	195,162	Kaua'i	6.8%	1,010,742
Airlift (scheduled seats) [^]	↑ 14.8%	8,084,241	9,277,885	11,139,280	Hawai'i Island	17.8%	1,212,468

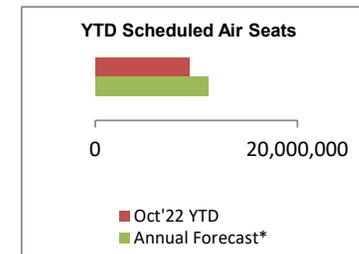
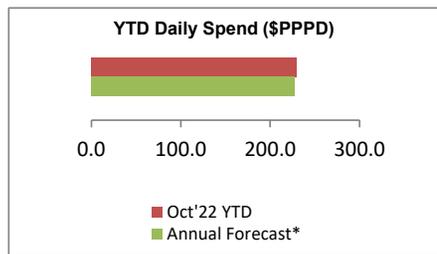
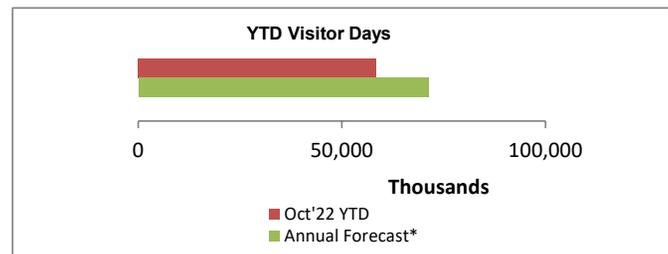
* DBEDT Annual Forecast as of Q3 2022.

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Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **U.S. WEST**

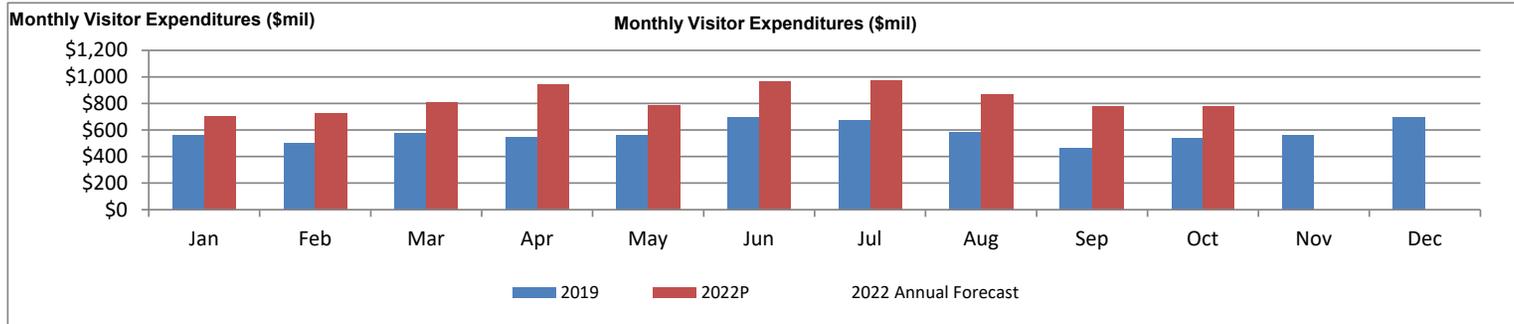
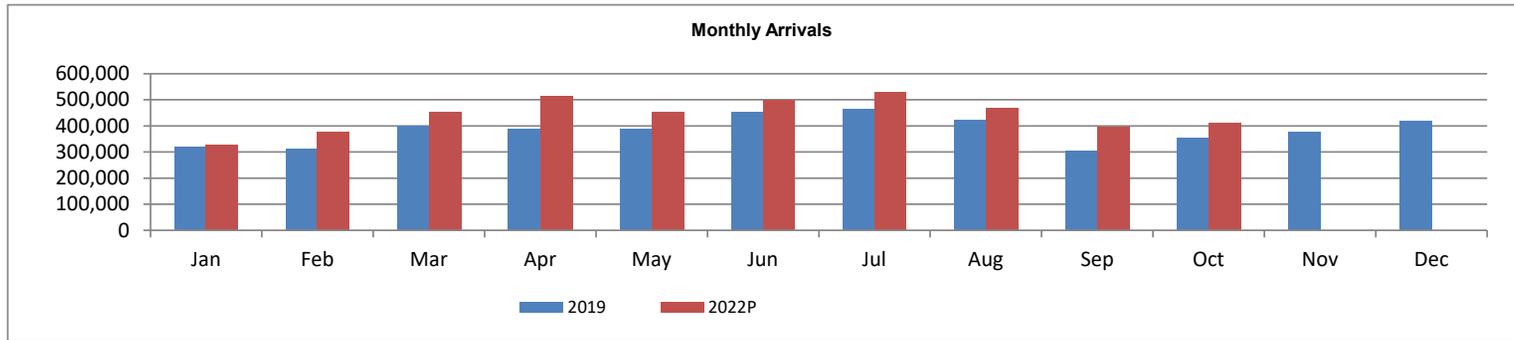
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑ 46.2%	5,690.6	8,321.4	9,946.1	O'ahu	21.8%	2,022,882
Daily Spend (\$PPPD)	↑ 26.0%	173.9	219.2	216.5	Maui	3.8%	1,392,883
Visitor Days	↑ 16.0%	32,725,817	37,970,356	45,934,614	Moloka'i	-12.4%	18,260
Arrivals	↑ 16.4%	3,801,555	4,423,609	5,312,878	Lāna'i	1.7%	26,424
Daily Census	↑ 16.0%	107,651	124,902	125,848	Kaua'i	11.9%	676,299
Airlift (scheduled seats) [^]	↑ 16.2%	7,098,353	8,251,452	9,870,430	Hawai'i Island	21.4%	775,857

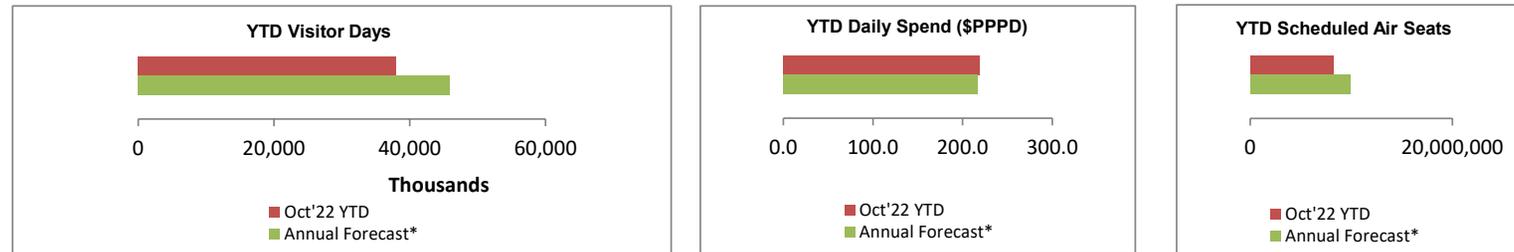
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

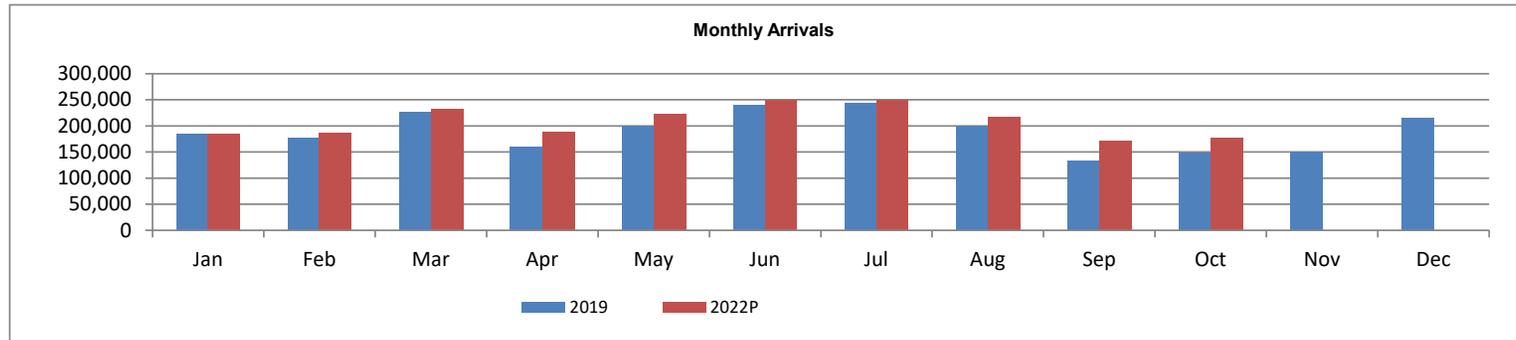
Market: **U.S. EAST**

Key Performance Indicators					Key Performance Indicators			
		YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↑	31.4%	3,889.1	5,110.4	6,290.2	O'ahu	6.5%	1,176,464
Daily Spend (\$PPPD)	↑	17.7%	211.3	248.7	248.6	Maui	3.4%	725,456
Visitor Days	↑	11.6%	18,402,812	20,546,436	25,299,572	Moloka'i	-24.5%	10,566
Arrivals	↔	8.8%	1,910,777	2,078,520	2,537,626	Lāna'i	-14.2%	20,513
Daily Census	↑	11.6%	60,536	67,587	69,314	Kaua'i	-2.2%	334,443
Airlift (scheduled seats) [^]	↔	4.1%	985,888	1,026,433	1,268,850	Hawai'i Island	11.8%	436,611

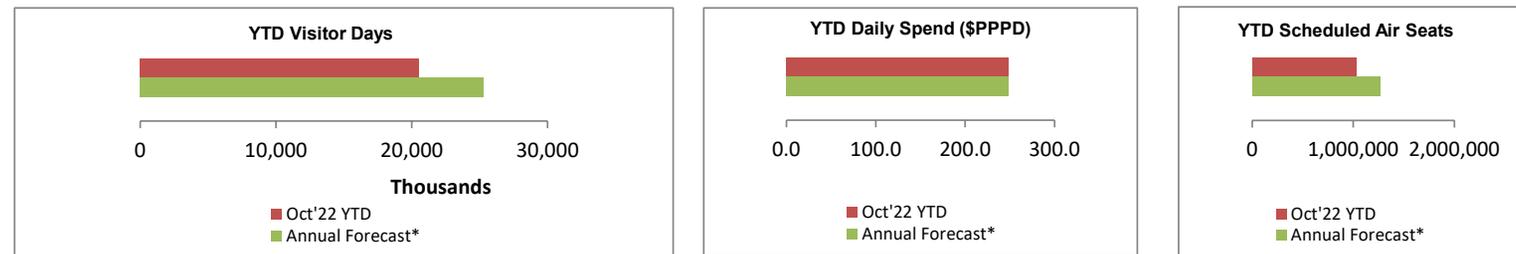
* DBEDT Annual Forecast as of Q3 2022.

[^] HTA/DBEDT READ analysis based on scheduled seats from Diio Mi flight schedules as of September 22, 2022, subject to change.

Monthly Indicators



Annual Indicators



* Excludes Supplemental Business Expenditures

HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **JAPAN**

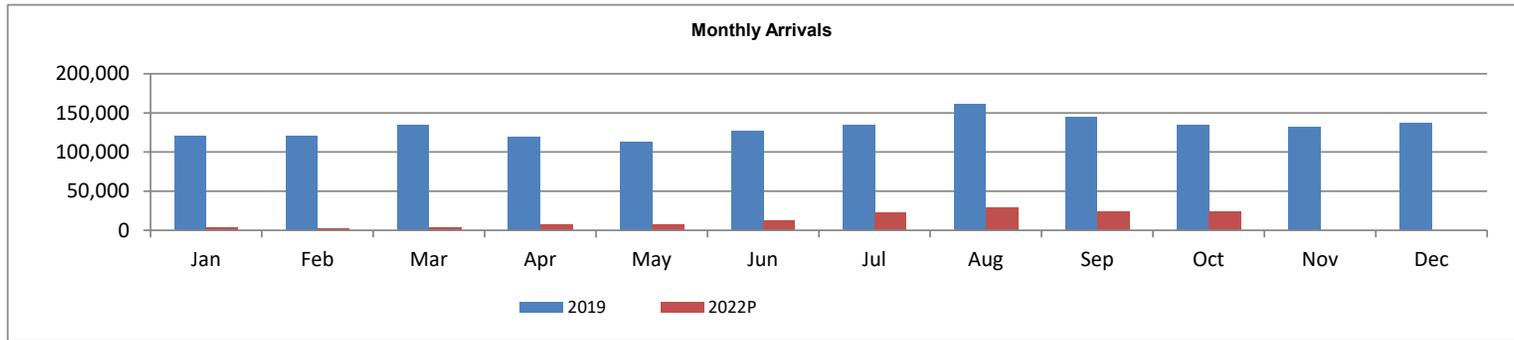
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -85.5%	1,848.1	267.2	468.1	O'ahu	-89.5%	130,742
Daily Spend (\$PPPD)	↔ -3.0%	238.3	231.1	231.2	Maui	-90.3%	3,952
Visitor Days	↓ -85.1%	7,754,528	1,156,375	2,024,134	Moloka'i	-92.7%	111
Arrivals	↓ -89.7%	1,308,034	134,873	209,890	Lāna'i	-86.9%	266
Daily Census	↓ -85.1%	25,508	3,804	5,546	Kaua'i	-89.6%	2,222
Airlift (scheduled seats) [^]	↓ -79.9%	1,664,725	335,134	586,372	Hawai'i Island	-92.0%	11,185

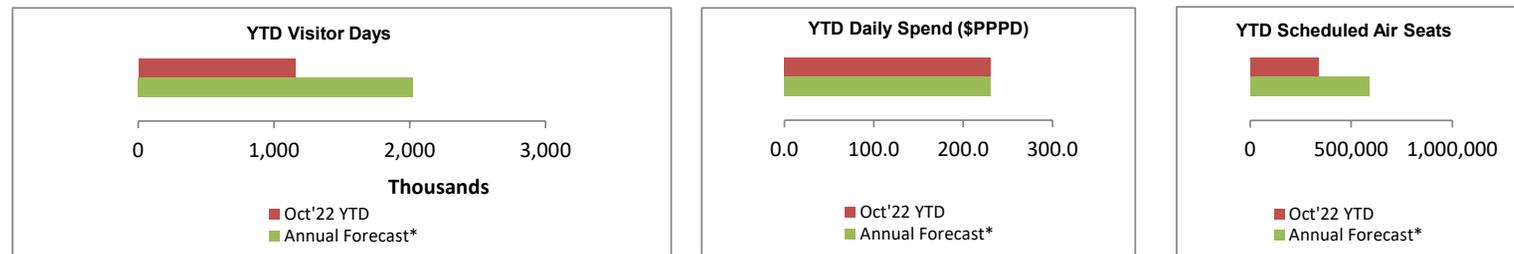
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **CANADA**

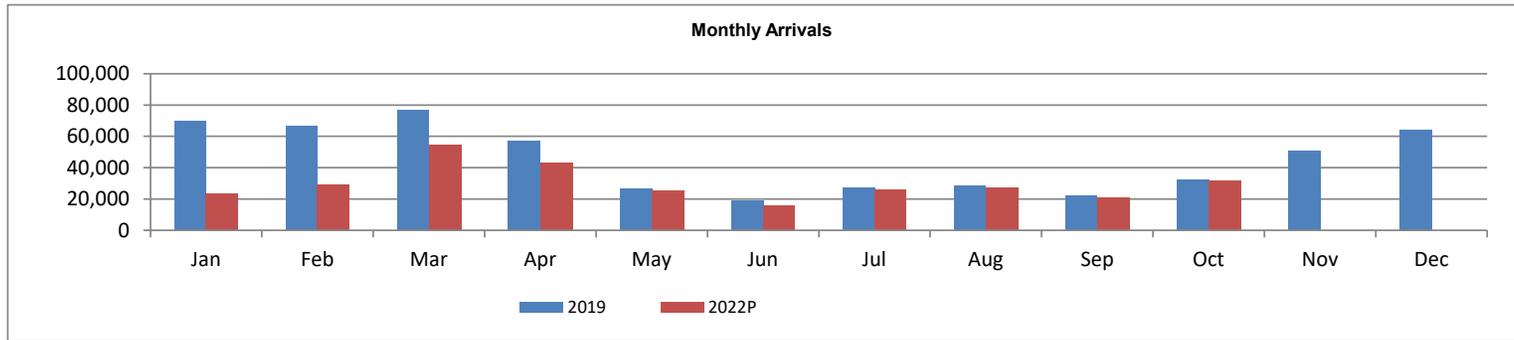
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -20.1%	853.6	681.6	876.2	O'ahu	-21.2%	144,550
Daily Spend (\$PPPD)	↑ 12.2%	166.0	186.3	182.4	Maui	-33.3%	146,394
Visitor Days	↓ -28.8%	5,142,680	3,659,620	4,802,897	Moloka'i	-60.9%	1,491
Arrivals	↓ -30.2%	425,324	296,822	379,885	Lāna'i	-27.4%	3,406
Daily Census	↓ -28.8%	16,917	12,038	13,159	Kaua'i	-48.6%	31,286
Airlift (scheduled seats) [^]	↔ 0.6%	378,268	380,615	487,215	Hawai'i Island	-38.0%	46,886

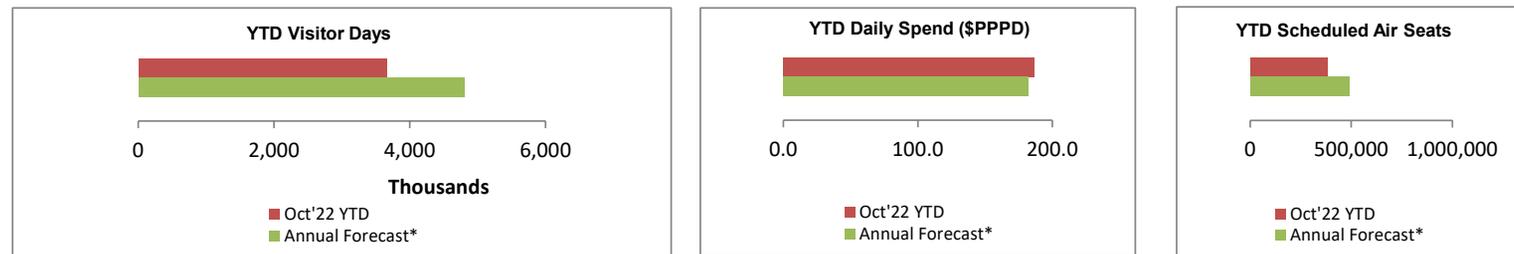
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OCEANIA**

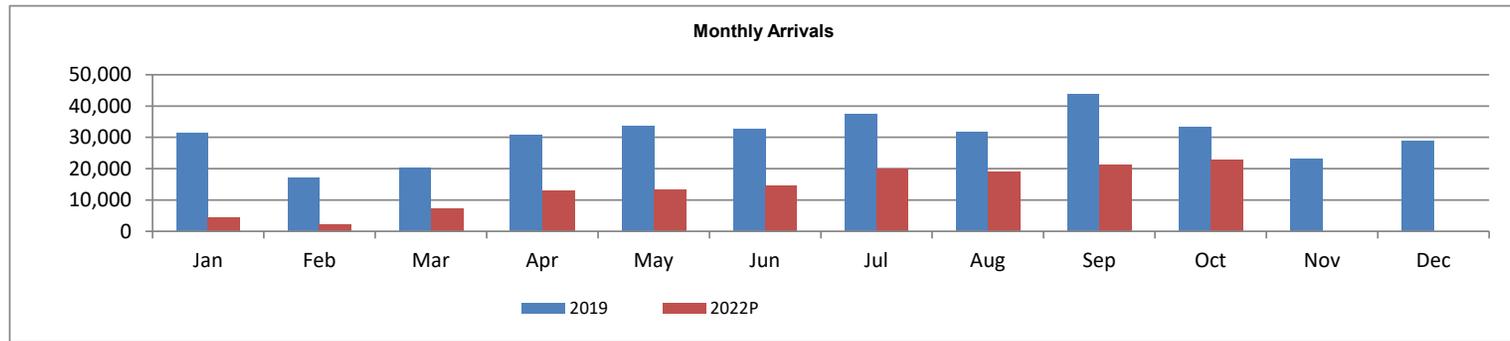
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -50.0%	765.7	383.2	409.2	O'ahu	-55.9%	134,683
Daily Spend (\$PPPD)	↔ 8.8%	262.3	285.4	277.9	Maui	-63.3%	19,610
Visitor Days	↓ -54.0%	2,919,320	1,342,719	1,472,261	Moloka'i	-80.8%	806
Arrivals	↓ -55.7%	311,704	138,124	150,711	Lāna'i	-77.0%	1,281
Daily Census	↓ -54.0%	9,603	4,417	4,034	Kaua'i	-72.3%	7,829
Airlift (scheduled seats)^	↓ -55.2%	420,873	188,545	45,088	Hawai'i Island	-67.1%	13,241

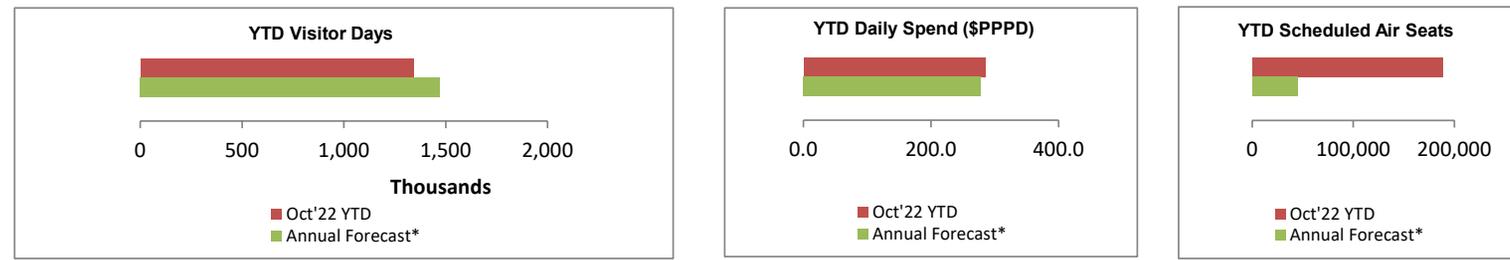
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **OTHER ASIA**

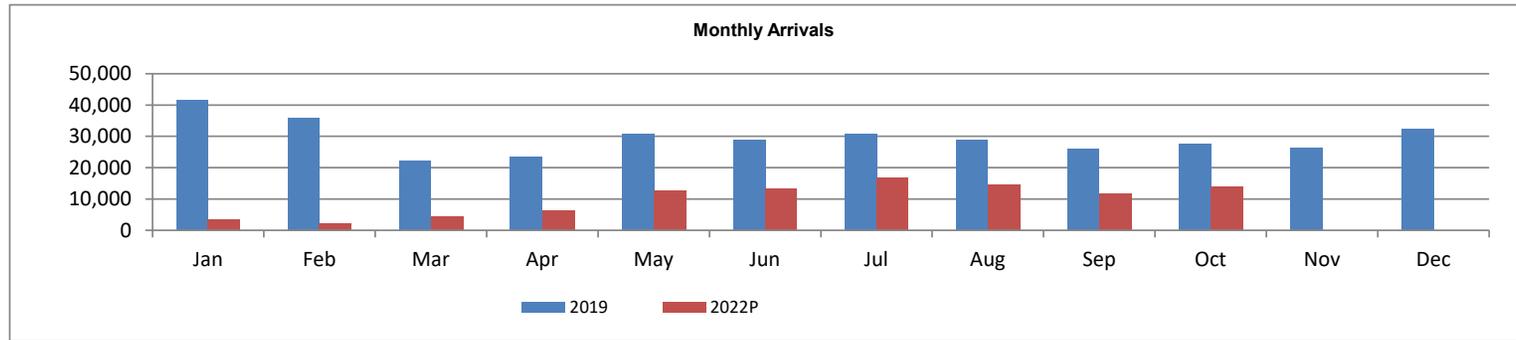
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -60.5%	678.4	268.0	N/A	O'ahu	-67.5%	94,043
Daily Spend (\$PPPD)	↔ 3.3%	289.3	298.8	N/A	Maui	-75.4%	11,454
Visitor Days	↓ -61.8%	2,344,987	896,818	N/A	Moloka'i	-84.9%	215
Arrivals	↓ -66.4%	296,132	99,404	N/A	Lāna'i	-79.1%	303
Daily Census	↓ -61.8%	7,714	2,950	N/A	Kaua'i	-68.5%	3,259
Airlift (scheduled seats) [^]	↓ -58.4%	406,156	168,977	230,913	Hawai'i Island	-73.4%	15,530

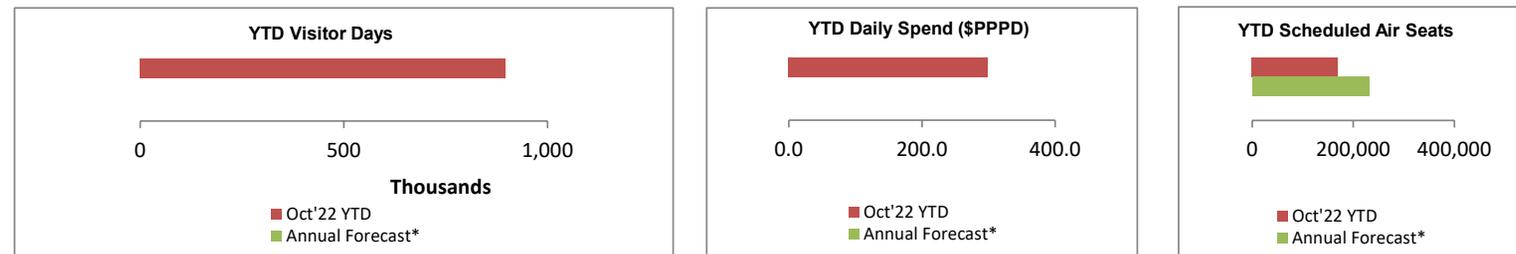
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **KOREA**

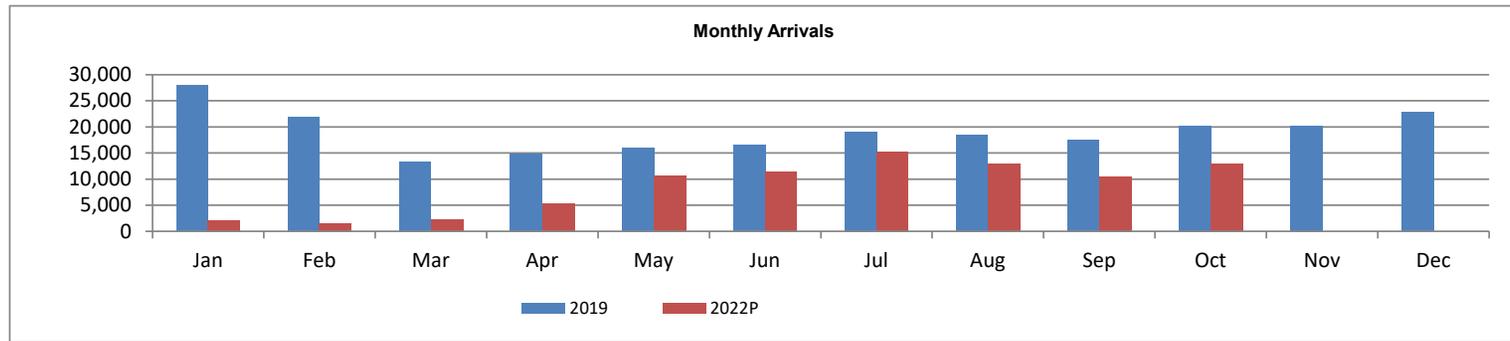
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -44.7%	396.2	219.1	252.0	O'ahu	-54.6%	83,081
Daily Spend (\$PPPD)	↔ 4.3%	275.5	287.3	288.7	Maui	-65.5%	8,328
Visitor Days	↓ -47.0%	1,438,132	762,427	872,630	Moloka'i	-84.1%	115
Arrivals	↓ -54.3%	185,951	84,937	94,014	Lāna'i	-71.4%	142
Daily Census	↓ -47.0%	4,731	2,508	2,391	Kaua'i	-64.9%	2,026
Airlift (scheduled seats)^	↓ -37.5%	270,515	168,977	230,913	Hawai'i Island	-45.4%	11,774

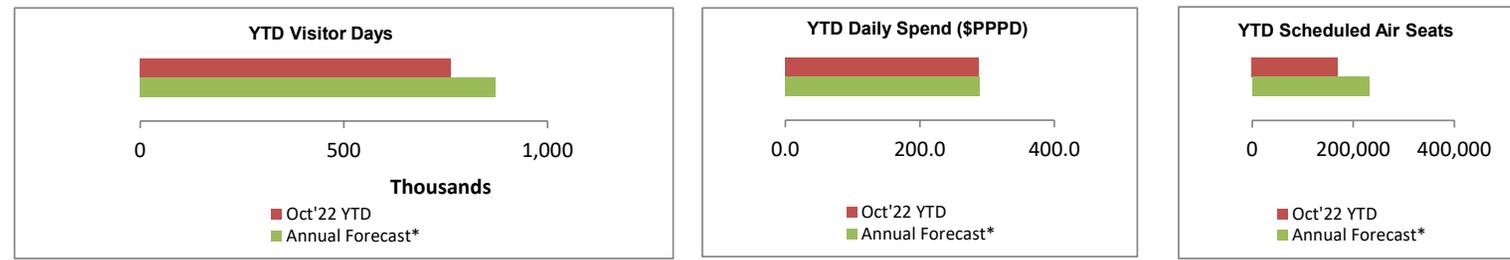
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **CHINA**

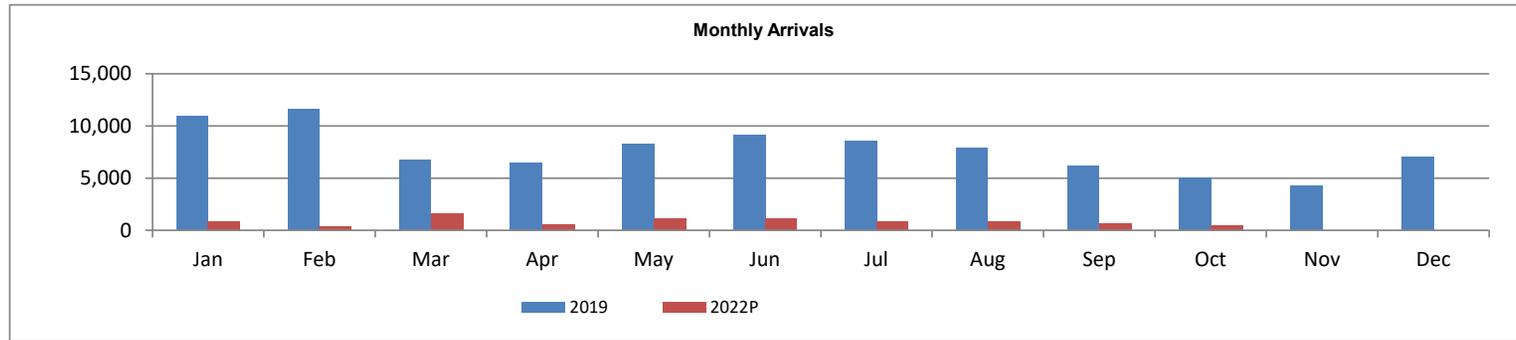
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -88.6%	212.0	24.1	N/A	O'ahu	-91.2%	6,861
Daily Spend (\$PPPD)	↔ 4.2%	327.4	341.2	N/A	Maui	-90.4%	1,649
Visitor Days	↓ -89.1%	647,408	70,532	N/A	Moloka'i	-89.1%	68
Arrivals	↓ -89.7%	80,844	8,348	N/A	Lāna'i	-89.1%	85
Daily Census	↓ -89.1%	2,130	232	N/A	Kaua'i	-85.3%	467
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	-92.0%	2,421

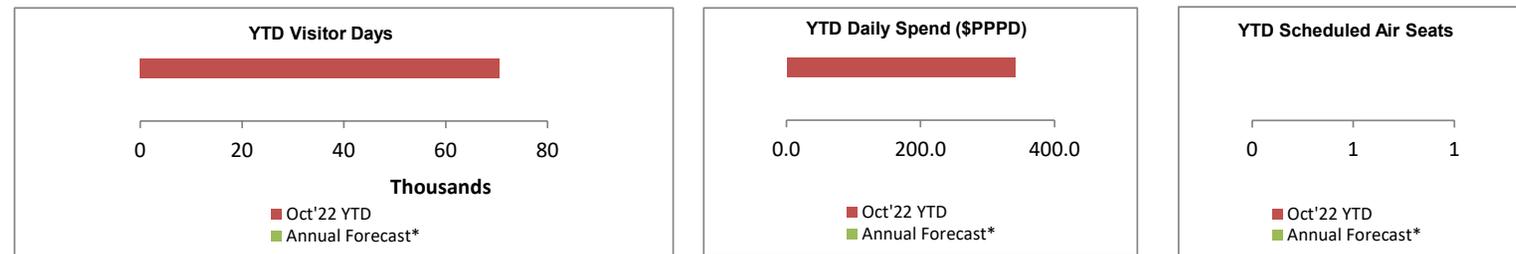
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **EUROPE**

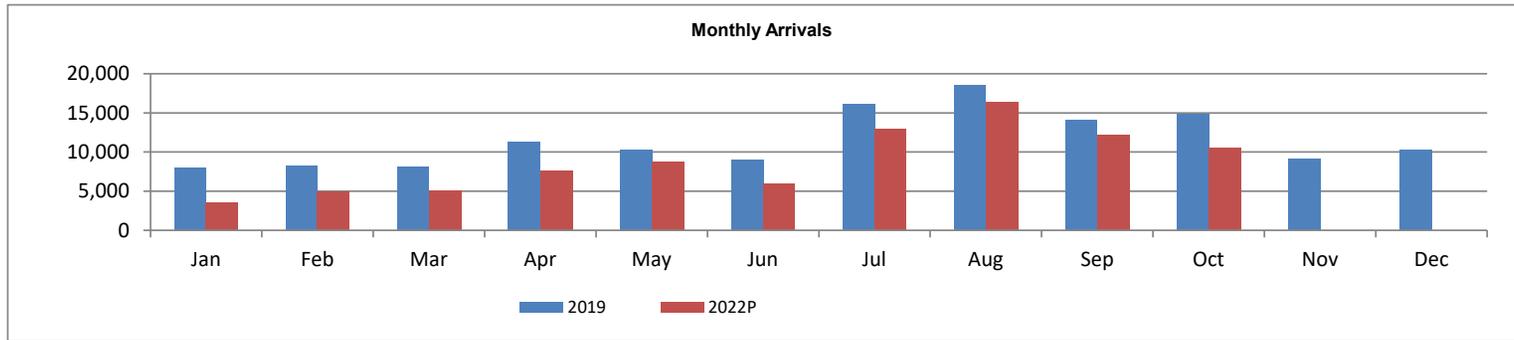
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -17.0%	238.7	198.2	185.4	O'ahu	-29.7%	61,539
Daily Spend (\$PPPD)	↔ 4.1%	156.3	162.8	156.2	Maui	-29.9%	36,947
Visitor Days	↓ -20.3%	1,526,880	1,217,645	1,186,896	Moloka'i	-14.4%	1,282
Arrivals	↓ -25.9%	118,559	87,794	84,710	Lāna'i	-27.1%	1,077
Daily Census	↓ -20.3%	5,023	4,005	3,252	Kaua'i	-29.8%	21,221
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	-16.6%	31,413

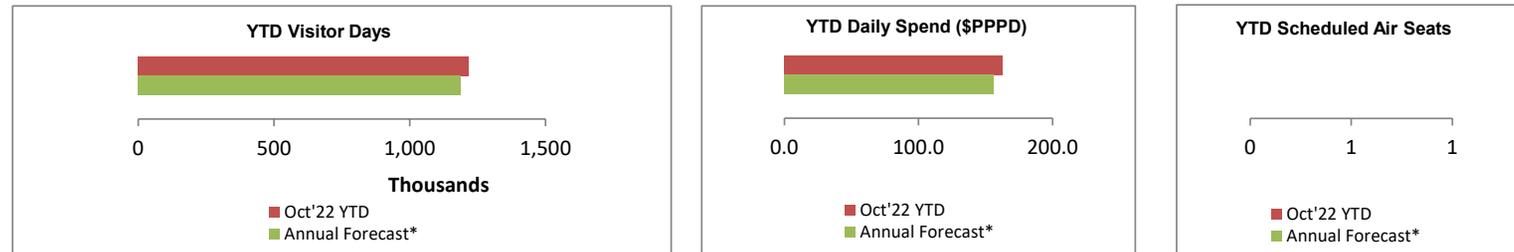
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Monthly Indicators



Annual Indicators



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HTA Key Performance Indicators Dashboard

Hawai'i Tourism Authority Report Date: **Oct-22** Preliminary

Visitor Industry Performance Measures

Market: **LATIN AMERICA**

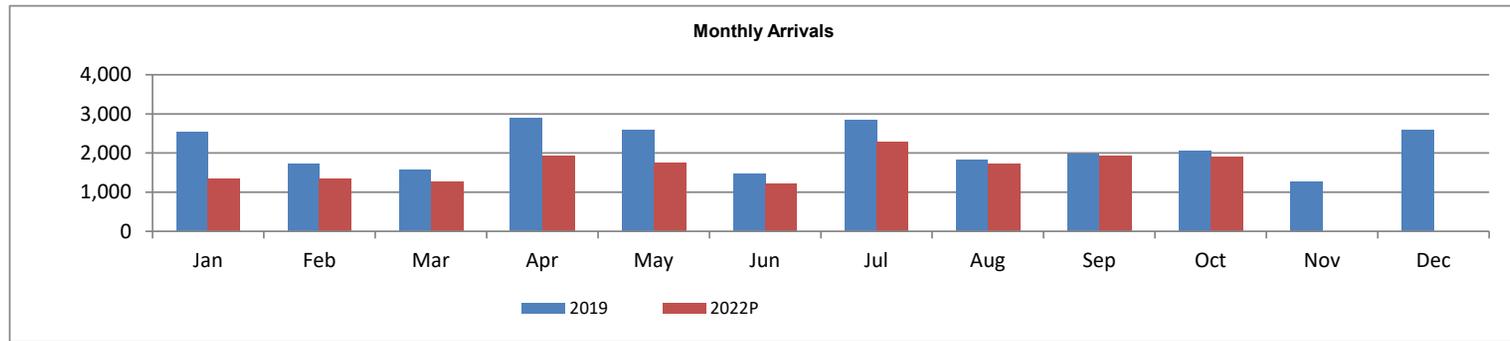
Key Performance Indicators

	YOY Rate	Oct'19 YTD	Oct'22 YTD	Annual Forecast*	Arrivals	YOY Rate	YTD
Visitor Spending (\$mil)	↓ -31.8%	52.0	35.5	N/A	O'ahu	-30.3%	11,271
Daily Spend (\$PPPD)	↓ -15.3%	230.1	194.9	N/A	Maui	-25.5%	5,528
Visitor Days	↓ -19.6%	226,076	181,847	N/A	Moloka'i	-51.6%	108
Arrivals	↓ -22.3%	21,484	16,685	N/A	Lāna'i	-71.8%	140
Daily Census	↓ -19.6%	744	598	N/A	Kaua'i	-38.4%	1,753
Airlift (scheduled seats) [^]	N/A	N/A	N/A	N/A	Hawai'i Island	-16.0%	3,951

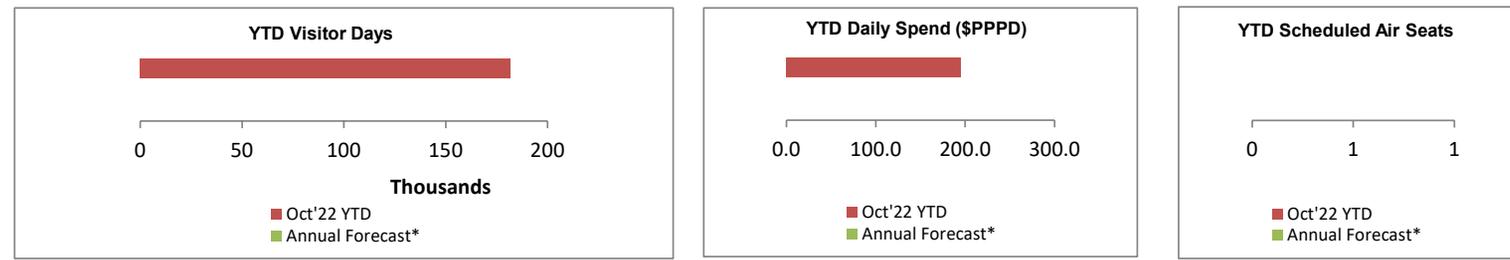
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Monthly Indicators



Annual Indicators



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9

Discussion on the **Economic Forecast for the State of Hawai'i**

9.1

DBEDT Quarterly Statistical Economic Report
Executive Summary 4th Qtr 2022



QUARTERLY STATISTICAL & ECONOMIC REPORT, Executive Summary 4th Quarter 2022

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DBEDT
THE DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM
STATE OF HAWAII



This *Quarterly Statistical and Economic Report* has been prepared by Mary Blewitt, Binsheng Li, and Paul Oshiro with assistance from other staff of the Research and Economic Analysis Division of the State Department of Business, Economic Development & Tourism (DBEDT). The report provides concise statistical information and analyses on Labor, Income and Prices, Taxes, Tourism, Construction, and other indicators, as well as an overview of the State of Hawaii and the four counties.

Technical notes and source descriptions have been kept to a minimum. However, the staff of the Research and Economic Analysis Division would be happy to respond to any inquiries of a technical nature that readers may have (586-2466). The quarterly information contained in this report reflects data received by the Research Division on or before November 28, 2022.

On-line availability of *Quarterly Statistical and Economic Report*

Since 1988, the Hawaii Department of Business, Economic Development & Tourism has had the *State of Hawaii Data Book* available on-line to anyone with a personal computer and a modem. Since 1997, the *Quarterly Statistical and Economic Report*, *State of Hawaii Data Book* and other DBEDT publications and information have been made available via the Internet at <http://dbedt.hawaii.gov/economic/>.

Printing of the *QSER* was discontinued in March 2000. The full version and a *QSER Executive Summary* will be available on-line at <http://dbedt.hawaii.gov/economic/qser/>.

For further information about available data and sources, users should call the Research and Economic Analysis Division at (808) 586-2466.

This report has been catalogued as follows:

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Quarterly.

Hawaii-Statistics.

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STATE OF THE ECONOMY

Hawaii's major economic indicators were mixed in the third quarter of 2022. Visitor arrivals, wage and salary jobs, State general fund tax revenues, and Government contracts awarded all increased in the quarter compared to the third quarter of 2021. However, private building authorizations decreased in the quarter.

In the third quarter of 2022, the total number of visitors arriving by air to Hawaii increased 333,490 or 15.8 percent and daily visitor census increased 31,818 or 15.1 percent.

In the third quarter of 2022, the construction sector lost 600 jobs or 1.6 percent compared with the same quarter of 2021. State government CIP expenditures increased \$20.7 million or 6.5 percent in the third quarter of 2022 compared with the same quarter of 2021. In the third quarter of 2022, the permit value for private construction decreased \$154.5 million or 16.5 percent compared with the same quarter of 2021. According to the most recent excise tax base data available, construction put-in-place decreased \$1.3 million or 0.05 percent in the second quarter of 2022, compared with the same quarter of the previous year. For the first half of 2022 construction put-in-place increased \$218.5 million or 4.4 percent compared with the same period of the previous year.

In the third quarter of 2022, State general fund tax revenues increased \$22.8 million or 1.1 percent over the same period of 2021. The state general excise tax revenue increased \$127.0 million or 12.8 percent, the transient accommodations tax (TAT) increased \$41.2 million or 21.1 percent, the net corporate income tax revenues increased \$13.6 million or 20.6 percent, and the net individual income tax revenues decreased \$162.8 million or 20.1 percent. In the first three quarters of 2022, State general fund tax revenues increased \$1,243.8 million or 20.1 percent compared to the same period of the previous year.

Labor market conditions were mainly positive. In the third quarter of 2022, Hawaii's non-agricultural wage and salary jobs averaged 609,000 jobs, an increase of 16,400 jobs or 2.8 percent from the same quarter of 2021.

The job increase in the third quarter of 2022 was mainly due to job increases in the private sector. In this quarter, the private sector added about 15,600 non-agricultural jobs compared to the third quarter of 2021. Most of the private sector industries added jobs in the quarter. Jobs increased the most in Food Services and Drinking Places, which added 6,700 jobs or 11.2

percent; followed by Accommodation, which added 5,500 jobs or 16.7 percent, Professional & Business Services, which added 2,400 jobs or 3.5 percent, Educational Services, which added 1,000 jobs or 7.9 percent, and Other Services, which added 900 jobs or 3.6 percent in the quarter. The Government sector added 800 jobs or 0.7 percent in the third quarter of 2022 compared to the same quarter of 2021. The Federal Government added 400 jobs or 1.1 percent, the State Government added 400 jobs or 0.6 percent, and the Local Government jobs remained the same, compared to the third quarter of 2021.

In the second quarter of 2022, total annualized nominal GDP increased \$6,787 million or 7.5 percent, from the second quarter of 2021. In the first half of 2022, total annualized nominal GDP increased \$8,367 million or 9.5 percent from the same period of the previous year. In the second quarter of 2022, total annualized real GDP (in chained 2012 dollars) increased \$582 million or 0.8 percent from the second quarter of 2021. In the first half of 2022, total annualized real GDP increased \$2,122 million or 2.9 percent from the previous year.

In the second quarter of 2022, total non-farm private sector annualized earnings increased \$3,070.5 million or 7.7 percent from the second quarter of 2021. In dollar terms, the largest increase occurred in accommodation and food services; followed by transportation and warehousing, and health care and social assistance. During the second quarter of 2022, total government earnings remained about the same from the same quarter of 2021. Earnings from the federal government increased \$46.6 million. Earnings from the state and local governments decreased \$46.6 million in the quarter.

In the first half of 2022, Honolulu's Consumer Price Index for Urban Consumers (CPI-U) increased 6.7 percent from the same period in 2021 (Table B-14). This is 1.6 percentage point below the 8.3 percent increase for the U.S. average CPI-U but is higher than the first half of 2021 Honolulu CPI-U increase of 2.6 percent from the same period of the previous year. In the first half of 2022, the Honolulu CPI-U increased the most in Transportation (16.9 percent), followed by Food and Beverages (8.6 percent), Recreation (5.4 percent), Other Goods and Services (4.7 percent), Housing (4.5 percent), Education and Communication (1.3 percent), and Apparel (1.0 percent) compared to the first half of 2021.

**Table 1. 2022 QUARTERLY ECONOMIC INDICATORS:
STATE OF HAWAII**

SERIES	3rd QUARTER			YEAR-TO-DATE		
	2021	2022	% CHANGE YEAR AGO	2021	2022	% CHANGE YEAR AGO
Civilian labor force, NSA (persons) 1/	673,000	676,800	0.6	665,800	673,100	1.1
Civilian employed, NSA	636,050	652,650	2.6	625,450	648,300	3.7
Civilian unemployed, NSA	37,000	24,150	-34.7	40,350	24,800	-38.5
Unemployment rate, NSA (%) 1/ 2/	5.5	3.6	-1.9	6.1	3.7	-2.4
Total wage and salary jobs, NSA	597,600	614,000	2.7	583,100	609,800	4.6
Total non-agric. wage & salary jobs	592,600	609,000	2.8	578,100	604,800	4.6
Nat. Resources, Mining, Constr.	36,800	36,200	-1.6	36,900	36,100	-2.2
Manufacturing	12,400	12,500	0.8	11,900	12,300	3.4
Wholesale Trade	16,600	15,700	-5.4	16,300	16,100	-1.2
Retail Trade	63,400	64,000	0.9	62,400	64,000	2.6
Transp., Warehousing, Util.	30,800	31,600	2.6	28,800	31,300	8.7
Information	7,800	8,600	10.3	7,800	8,400	7.7
Financial Activities	27,300	25,700	-5.9	27,000	26,000	-3.7
Professional & Business Services	68,100	70,500	3.5	67,300	69,200	2.8
Educational Services	12,600	13,600	7.9	12,600	13,600	7.9
Health Care & Social Assistance	71,800	71,900	0.1	71,700	71,400	-0.4
Arts, Entertainment & Recreation	10,300	10,200	-1.0	9,000	10,100	12.2
Accommodation	32,900	38,400	16.7	27,000	36,900	36.7
Food Services & Drinking Places	59,700	66,400	11.2	55,400	63,600	14.8
Other Services	24,800	25,700	3.6	24,100	25,400	5.4
Government	117,400	118,200	0.7	119,800	120,200	0.3
Federal	34,800	35,200	1.1	34,700	34,900	0.6
State	63,900	64,300	0.6	66,400	66,800	0.6
Local	18,700	18,700	0.0	18,700	18,500	-1.1
Agriculture wage and salary jobs	5,000	5,000	0.0	5,000	5,000	0.0
State general fund revenues (\$1,000)	2,172,633	2,195,481	1.1	6,175,090	7,418,840	20.1
General excise and use tax revenues	996,301	1,123,341	12.8	2,686,361	3,218,980	19.8
Income-individual	809,379	646,588	-20.1	2,655,683	2,898,278	9.1
Declaration estimated taxes	256,616	235,841	-8.1	1,064,246	1,314,961	23.6
Payment with returns	52,915	50,531	-4.5	358,673	446,133	24.4
Withholding tax on wages	576,756	615,196	6.7	1,691,685	1,841,586	8.9
Refunds ('-' indicates relative to State)	-76,909	-254,980	231.5	-458,921	-704,403	53.5
Transient accommodations tax	195,456	236,640	21.1	373,347	644,867	72.7
Honolulu County Surcharge 3/	97,694	109,709	12.3	266,490	309,767	16.2
Private Building Permits (\$1,000)	937,445	782,906	-16.5	3,085,953	2,285,864	-25.9
Residential	533,168	321,363	-39.7	1,656,562	1,082,819	-34.6
Commercial & industrial	129,387	97,883	-24.3	348,135	280,963	-19.3
Additions & alterations	274,890	363,661	32.3	1,081,256	922,082	-14.7
Visitor Days - by air	19,396,245	22,323,529	15.1	46,832,007	63,338,375	35.2
Domestic visitor days - by air	19,098,032	19,813,062	3.7	46,205,217	57,180,338	23.8
International visitor days - by air	298,213	2,510,467	741.8	626,790	6,158,037	882.5
Visitor arrivals by air - by air	2,107,156	2,440,647	15.8	4,860,117	6,842,798	40.8
Domestic flight visitors - by air	2,087,355	2,188,828	4.9	4,824,069	6,273,034	30.0
International flight visitors - by air	19,801	251,819	1,171.7	36,048	569,764	1,480.6
Visitor expend. - arrivals by air (\$1,000)	4,020,670	5,119,827	27.3	9,099,813	14,335,387	57.5
Hotel occupancy rates (%) 2/	70.2	77.4	7.2	55.8	74.4	18.6

1/ Labor force and jobs are Hawaii DLIR monthly and annual data. Quarterly averages computed by the Hawaii DBEDT.

2/ Change represents absolute change in rates rather than percentage change in rates.

3/ 0.5% added to the general excise tax to pay for O'ahu's mass transit system and took effect January 1, 2007.

Includes taxpayers who have business activities on Oahu but whose businesses are located outside Oahu.

Source: Hawaii State Department of Business, Economic Development, & Tourism <<http://www.hawaii.gov/dbedt/inf/>>,

Hawaii State Department of Labor & Industrial Relations <<http://www.hiwi.org/cgi/dataanalysis/?PAGEID=94>>;

Hawaii State Department of Taxation <http://www.hawaii.gov/tax/a5_3txcolrpt.htm> and Hospitality Advisors, LLC.

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OUTLOOK FOR THE ECONOMY

Hawaii's economy has been greatly impacted by the COVID-19 pandemic. However, during the first nine months of 2022, Hawai'i welcomed a total of 6.8 million visitors, representing a 88.0 percent recovery from the same period in 2019. U.S. visitor arrivals by air were 13.5 percent higher than those who came during the same period in 2019. International visitors arriving by air recovered 36.7 percent with Canadian visitors leading the recovery at 67.5 percent, Japanese visitors at 9.4 percent, and other international visitors at 57.6 percent. Through September 2022 and measured in current prices, total visitor spending was \$14.3 billion, or 7.9 percent higher than the spending during the same period in 2019.

Visitor arrivals by air to the State during the third quarter of 2022 totaled 2,440,647 an increase of 15.8 percent from the same quarter in 2021. The average daily visitor census increased 15.1 percent in the third quarter of 2022.

The value of private building permits showed a decrease of 16.5 percent or \$154.5 million during the third quarter of 2022 compared with the same quarter of the previous year. The value for the residential permits decreased by \$211.8 million or 39.7 percent from the same period in the previous year; followed by the value of commercial & industrial building permits, which was down by \$31.5 million or 24.3 percent, while the additions & alterations category increased by \$88.8 million or 32.3 percent during the same period. In the third quarter of 2022, government contracts awarded increased \$504.6 million or 104.5 percent compared with the same quarter of the previous year.

At the national level, U.S. real GDP growth began to gradually improve from the first quarter of 2021, with 1.2 percent growth over the same quarter of the previous year. This was followed by 12.5 percent growth in the second quarter of 2021, 5.0 percent in the third quarter of 2021, 5.7 percent in the fourth quarter of 2021, 3.7 percent in the first quarter of 2022, 1.8 percent in the second quarter of 2022, and 1.8 percent in the third quarter of 2022 as compared to the same quarters of the previous respective years. The Blue Chip Economic Indicators report from November 10, 2022, which is the consensus of 50 economic

forecasting organizations, projected that the U.S. economic growth rate for 2022 will increase by 1.8 percent. The report projected a positive 0.2 percent U.S. economic growth for 2023. For Hawaii, DBEDT estimates that Hawaii's real gross domestic product (GDP) will increase by 2.6 percent in 2022. The forecast then projects 1.7 percent growth in 2023, 2.1 percent in 2024, and 2.0 percent in 2025.

Hawaii will welcome an estimated 9.3 million visitors in 2022, an increase of 36.7 percent from the 2021 level. Visitor arrivals are projected to increase to 9.8 million in 2023, 10.2 million in 2024, and 10.5 million in 2025. Visitor spending is estimated to increase 47.9 percent in 2022. The forecast then projects an increase of 7.5 percent in 2023, 4.0 percent in 2024, and 5.1 percent in 2025.

Non-agriculture payroll jobs are estimated to increase 4.3 percent in 2022. The forecast projects an increase of 3.0 percent in 2023, 2.3 percent in 2024, and 1.9 percent in 2025.

Overall for 2022, the average annual unemployment rate is estimated to be 3.6 percent. The forecast projects a decrease to 3.5 percent in 2023, 3.2 percent in 2024, and 2.9 percent in 2025. These rates are still higher than Hawaii's average unemployment rate of 2.5 percent from 2017 to 2019.

Nominal personal income is estimated to decrease by 1.0 percent in 2022. The forecast then projects an increase of 2.6 percent in 2023, 2.8 percent in 2024 and 3.0 percent in 2025.

Hawaii's consumer inflation rate, as measured by the Honolulu Consumer Price Index for All Urban Consumers, is estimated to increase 6.5 percent in 2022. The forecast then projects an increase 3.1 percent in 2023, 2.3 percent in 2024, and 2.1 percent in 2025.

Hawaii's population is expected to decrease 0.2 percent in 2022, increase 0.1 percent in 2023, 2024, and 2025.

ACTUAL AND FORECAST OF KEY ECONOMIC INDICATORS FOR HAWAII: 2020 TO 2025

Economic Indicators	2020	2021 1/	2022	2023	2024	2025
	Actual		Forecast			
Total population (thousands) 2/	1,452	1,442	1,439	1,440	1,442	1,444
Visitor arrivals (thousands) 3/	2,708	6,778	9,267	9,816	10,213	10,518
Visitor days (thousands) 3/	28,660	65,312	84,872	87,968	89,798	91,753
Visitor expenditures (million dollars) 3/	5,162	13,154	19,455	20,909	21,743	22,850
Honolulu CPI-U (1982-84=100)	286.0	296.8	316.1	326.1	333.4	340.6
Personal income (million dollars)	83,110	87,858	86,995	89,300	91,817	94,549
Real personal income (millions of 2012\$)	66,459	68,552	65,415	65,851	66,452	67,261
Personal income deflator (2012=100)	125.1	127.8	133.0	135.6	138.2	140.6
Non-agricultural wage & salary jobs (thousands)	559.9	583.5	608.9	627.1	641.3	653.4
Civilian unemployment rate	12.0	5.7	3.6	3.5	3.2	2.9
Gross domestic product (million dollars)	82,536	91,096	98,375	102,700	106,973	110,934
Real gross domestic product (millions of 2012\$)	70,109	74,547	76,485	77,786	79,419	81,008
Gross domestic product deflator (2012=100)	117.7	122.2	128.6	132.0	134.7	136.9
Annual Percentage Change						
Total population	(NA)	-0.7	-0.2	0.1	0.1	0.1
Visitor arrivals	-73.9	150.3	36.7	5.9	4.1	3.0
Visitor days	-68.3	127.9	29.9	3.6	2.1	2.2
Visitor expenditures	-71.1	154.8	47.9	7.5	4.0	5.1
Honolulu CPI-U	1.6	3.8	6.5	3.1	2.3	2.1
Personal income	5.1	5.7	-1.0	2.6	2.8	3.0
Real personal income	3.4	3.1	-4.6	0.7	0.9	1.2
Personal income deflator (2012=100)	1.7	2.2	4.0	2.0	1.9	1.7
Non-agricultural wage & salary jobs	-15.0	4.2	4.3	3.0	2.3	1.9
Civilian unemployment rate 4/	9.5	-6.3	-2.1	-0.1	-0.3	-0.3
Gross domestic product	-9.7	10.4	8.0	4.4	4.2	3.7
Real gross domestic product	-10.8	6.3	2.6	1.7	2.1	2.0
Gross domestic product deflator (2012=100)	1.1	3.8	5.3	2.7	2.0	1.7

NA Not available or not applicable.

1/ Some of the indicators are preliminary or estimated such as visitor expenditures, personal income, and gross domestic product.

2/ July 1 count.

3/ Visitors who came to Hawaii by air and by cruise ship. Expenditures includes supplementary business expenditures.

4/ Absolute change from previous year.

Source: Hawaii State Department of Business, Economic Development & Tourism, November 22, 2022.

COUNTY ECONOMIC CONDITIONS

Overall economic conditions were mainly positive across the counties in the third quarter of 2022. The unemployment rate decreased in all counties, while total non-agricultural wage and salary jobs increased in all counties, and total visitor arrivals by air increased in all counties. The value of private building permits decreased in Honolulu, Maui and Kauai counties, but increased in Hawaii County.

In the third quarter of 2022, the unemployment rate in Honolulu decreased 1.7 percentage points from 5.1 percent to 3.4 percent; the unemployment rate in Maui County decreased 2.8 percentage points from 6.7 percent to 3.9 percent; the unemployment rate in Hawaii County decreased 1.7 percentage points from 5.4 percent to 3.7 percent; and the unemployment rate in Kauai County decreased 2.7 percentage points from 6.9 percent to 4.2 percent.

In the third quarter of 2022, Honolulu added 11,800 or 2.8 percent non-agricultural wage and salary jobs compared to the same quarter of 2021. Jobs increased the most in Food Services and Drinking Places, which added 5,600 jobs or 13.6 percent. This was followed by Accommodation which added 3,500 jobs or 27.1 percent, Professional & Business Services which added 1,200 jobs or 2.3 percent, Transportation, Warehousing, and Utilities which added 900 jobs or 4.0 percent, and Other Services which added 800 jobs or 4.3 percent in the quarter. The Government sector added 700 jobs or 0.8 percent in the quarter.

In the third quarter of 2022, Hawaii County added 1,600 or 2.4 percent of non-agricultural wage and salary jobs over the same quarter of 2021. Jobs increased the most in Accommodation which added 600 jobs or 10.9 percent. This was followed by Professional & Business Services which added 300 jobs or 4.9 percent, Food Services and Drinking Places and Retail Trade each added 200 jobs in the quarter. The Government sector added 100 jobs or 0.7 percent in the quarter.

Maui County added 2,200 jobs or a 3.1 percent increase in the third quarter of 2022 over the same quarter of 2021. Jobs increased the most in Accommodation which added 1,200 jobs or 11.0 percent. This was followed by Food Services and Drinking Places which added 700 jobs or 8.2 percent, and Professional & Business Services which added 500 jobs or 7.7 percent in the quarter. The Government sector jobs was unchanged in the quarter.

Kauai County added 900 jobs or a 3.1 percent increase in the third quarter of 2022 over the same quarter of 2021. Jobs increased the most in Arts, Entertainment & Recreation which added 300 jobs or 30.0 percent. Accommodation and Retail Trade also added 300 jobs, and Food Services and Drinking Places added 200 jobs in the quarter. The Government sector lost 100 jobs or 2.0 percent in the quarter.

In the third quarter of 2022, visitor arrivals by air increased in all counties. Visitor arrivals by air increased 24.9 percent in Honolulu, 14.4 percent in Maui, 24.4 percent in Hawaii County, and 24.7 percent in Kauai compared to the same quarter of 2021.

In the third quarter of 2022, the value of private building permits decreased in Honolulu, Maui and Kauai, but increased in Hawaii County. In the third quarter of 2022, private building permits decreased \$83.9 million or 36.9 percent in Maui, decreased \$4.7 million or 13.1 percent in Kauai (only residential available) and decreased \$178.7 million or 31.7 percent in Honolulu. However, private building permits increased \$112.8 million or 101.7 percent in Hawaii County from the same quarter of the previous year.

**Table 2. 2022 QUARTERLY ECONOMIC INDICATORS:
CITY AND COUNTY OF HONOLULU**

SERIES	3rd QUARTER			YEAR-TO-DATE		
	2021	2022	% CHANGE YEAR AGO	2021	2022	% CHANGE YEAR AGO
Civilian labor force, NSA (persons) 1/	452,300	457,800	1.2	449,900	455,600	1.3
Civilian employed	429,000	442,100	3.1	424,850	439,700	3.5
Civilian unemployed	23,350	15,650	-33.0	25,050	15,900	-36.5
Unemployment rate, NSA (%) 1/ 2/	5.1	3.4	-1.7	5.6	3.5	-2.1
Total wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Total non-agric. wage & salary jobs	426,200	438,000	2.8	418,200	435,700	4.2
Nat. Resources, Mining, Constr.	26,800	26,100	-2.6	26,900	26,200	-2.6
Manufacturing	9,200	9,300	1.1	9,000	9,200	2.2
Wholesale Trade	13,100	12,400	-5.3	12,900	12,700	-1.6
Retail Trade	41,200	41,400	0.5	40,700	41,400	1.7
Transp., Warehousing, Util.	22,300	23,200	4.0	21,000	22,900	9.0
Information	6,500	7,200	10.8	6,600	7,100	7.6
Financial Activities	21,300	20,100	-5.6	21,100	20,400	-3.3
Professional & Business Services	53,000	54,200	2.3	52,500	53,600	2.1
Educational Services	9,900	10,600	7.1	9,900	10,700	8.1
Health Care & Social Assistance	53,600	53,600	0.0	53,400	53,200	-0.4
Arts, Entertainment & Recreation	6,100	6,100	0.0	5,200	6,000	15.4
Accommodation	12,900	16,400	27.1	9,900	15,600	57.6
Food Services & Drinking Places	41,200	46,800	13.6	38,500	44,700	16.1
Other Services	18,600	19,400	4.3	18,100	19,200	6.1
Government	90,500	91,200	0.8	92,200	92,800	0.7
Federal	32,100	32,600	1.6	32,100	32,300	0.6
State	46,300	46,600	0.6	48,100	48,700	1.2
Local	12,000	12,000	0.0	12,000	11,800	-1.7
Agriculture wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
General excise & use tax rev. (\$1,000)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Income-individual	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Declaration estimated taxes	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Payment with returns	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Withholding tax on wages	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Refunds	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Transient accommodations tax	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Honolulu County Surcharge 3/	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Private Building Permits (\$1,000)	563,456	384,767	-31.7	1,973,687	1,163,858	-41.0
Residential	246,875	95,834	-61.2	944,490	391,642	-58.5
Commercial & industrial	70,136	30,039	-57.2	107,851	84,494	-21.7
Additions & alterations	246,445	258,895	5.1	921,345	687,722	-25.4
Visitor Days - by air	8,225,021	9,891,542	20.3	19,595,800	26,912,051	37.3
Domestic visitor days - by air	7,982,644	8,026,557	0.6	19,101,363	22,964,770	20.2
International visitor days - by air	242,377	1,864,986	669.5	494,437	3,947,281	698.3
Visitor arrivals by air - by air	1,068,138	1,334,072	24.9	2,388,079	3,594,425	50.5
Domestic flight visitors - by air	1,052,077	1,110,393	5.5	2,358,229	3,144,615	33.3
International flight visitors - by air	16,061	223,679	1,292.7	29,849	449,810	1,406.9
Visitor expenditures - by air (\$1,000)	1,760,831	2,299,023	30.6	3,973,892	6,302,024	58.6
Hotel occupancy rates 2/	68.8	81.5	12.7	54.3	76.1	21.9

NA Not available. X Division by zero not meaningful.

1/ Labor force and jobs are Hawaii DLIR-DBEDT monthly and annual data. Quarterly averages computed by the Hawaii DBEDT.

2/ Change represents absolute change in rates rather than percentage change in rates.

3/ 0.5% added to the general excise tax to pay for O'ahu's mass transit system and took effect January 1, 2007.

Includes taxpayers who have business activities on Oahu but whose businesses are located outside Oahu.

Source: Hawaii State Department of Business, Economic Development, & Tourism <<http://www.hawaii.gov/dbedt/inf/>>,

Hawaii State Department of Labor & Industrial Relations <<http://www.hiwi.org/cgi/dataanalysis/?PAGEID=94>>;

Hawaii State Department of Taxation <http://www.hawaii.gov/tax/a5_3txcolrpt.htm> and Hospitality Advisors, LLC.

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Table 3. 2022 QUARTERLY ECONOMIC INDICATORS: HAWAII COUNTY

SERIES	3rd QUARTER			YEAR-TO-DATE		
	2021	2022	% CHANGE YEAR AGO	2021	2022	% CHANGE YEAR AGO
Civilian labor force, NSA (persons) 1/	94,750	93,950	-0.8	93,650	93,500	-0.2
Civilian employed	89,650	90,450	0.9	88,200	90,000	2.0
Civilian unemployed	5,100	3,500	-31.4	5,450	3,450	-36.7
Unemployment rate, NSA (%) 1/ 2/	5.4	3.7	-1.7	5.9	3.7	-2.2
Total wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Total non-agric. wage & salary jobs	65,400	67,000	2.4	64,000	66,500	3.9
Nat. Resources, Mining, Constr.	3,600	3,700	2.8	3,700	3,600	-2.7
Manufacturing	1,500	1,500	0.0	1,400	1,500	7.1
Wholesale Trade	1,600	1,500	-6.3	1,600	1,500	-6.3
Retail Trade	9,500	9,700	2.1	9,400	9,700	3.2
Transp., Warehousing, Util.	3,000	2,900	-3.3	2,800	2,900	3.6
Information	600	600	0.0	600	600	0.0
Financial Activities	2,300	2,000	-13.0	2,300	2,000	-13.0
Professional & Business Services	6,100	6,400	4.9	5,900	6,100	3.4
Educational Services	1,200	1,300	8.3	1,200	1,300	8.3
Health Care & Social Assistance	7,400	7,400	0.0	7,500	7,500	0.0
Arts, Entertainment & Recreation	1,400	1,500	7.1	1,300	1,500	15.4
Accommodation	5,500	6,100	10.9	4,800	5,900	22.9
Food Services & Drinking Places	6,200	6,400	3.2	5,700	6,200	8.8
Other Services	2,000	2,100	5.0	2,000	2,100	5.0
Government	13,700	13,700	0.0	14,100	14,000	-0.7
Federal	1,300	1,200	-7.7	1,300	1,200	-7.7
State	9,600	9,800	2.1	10,000	10,000	0.0
Local	2,800	2,800	0.0	2,700	2,700	0.0
Agriculture wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
General excise & use tax rev. (\$1,000)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Income-individual	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Declaration estimated taxes	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Payment with returns	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Withholding tax on wages	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Refunds	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Transient accommodations tax	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Honolulu County Surcharge 3/	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Private Building Permits (\$1,000)	110,828	223,581	101.7	536,007	646,317	20.6
Residential	74,154	108,933	46.9	314,067	355,282	13.1
Commercial & industrial	23,795	37,946	59.5	130,468	131,826	1.0
Additions & alterations	12,880	76,702	495.5	91,472	159,208	74.1
Visitor Days - by air	3,023,552	3,452,413	14.2	7,784,744	10,306,693	32.4
Domestic visitor days - by air	3,019,101	3,324,704	10.1	7,763,597	9,850,582	26.9
International visitor days - by air	4,451	127,709	2,768.9	21,148	456,111	2,056.8
Visitor arrivals by air - by air	349,643	435,036	24.4	834,713	1,247,765	49.5
Domestic flight visitors - by air	349,303	410,071	17.4	833,818	1,182,615	41.8
International flight visitors - by air	340	24,965	7,245.3	895	65,150	7,176.5
Visitor expenditures - by air (\$1,000)	546,953	693,345	26.8	1,251,028	1,976,356	58.0
Hotel occupancy rates 2/	71.5	74.6	3.1	57.9	75.6	17.7

NA Not available. X Division by zero not meaningful.

1/ Labor force and jobs are Hawaii DLIR-DBEDT monthly and annual data. Quarterly averages computed by the Hawaii DBEDT.

2/ Change represents absolute change in rates rather than percentage change in rates.

3/ 0.5% added to the general excise tax to pay for O'ahu's mass transit system and took effect January 1, 2007.

Includes taxpayers who have business activities on Oahu but whose businesses are located outside Oahu.

Source: Hawaii State Department of Business, Economic Development, & Tourism <<http://www.hawaii.gov/dbedt/inf/>>,

Hawaii State Department of Labor & Industrial Relations <<http://www.hiwi.org/cgi/dataanalysis/?PAGEID=94>>;

Hawaii State Department of Taxation <http://www.hawaii.gov/tax/a5_3txcolrpt.htm> and Hospitality Advisors, LLC.

11/29/2022

Table 4. 2022 QUARTERLY ECONOMIC INDICATORS: MAUI COUNTY

SERIES	3rd QUARTER			YEAR-TO-DATE		
	2021	2022	% CHANGE YEAR AGO	2021	2022	% CHANGE YEAR AGO
Civilian labor force, NSA (persons) 1/	88,800	88,300	-0.6	86,600	87,500	1.0
Civilian employed	82,850	84,800	2.4	79,750	83,750	5.0
Civilian unemployed	5,950	3,500	-41.2	6,850	3,800	-44.5
Unemployment rate, NSA (%) 1/ 2/	6.7	3.9	-2.8	7.9	4.3	-3.6
Total wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Total non-agric. wage & salary jobs	71,500	73,700	3.1	68,200	72,700	6.6
Nat. Resources, Mining, Constr.	4,200	4,300	2.4	4,200	4,200	0.0
Manufacturing	1,100	1,100	0.0	1,000	1,100	10.0
Wholesale Trade	1,400	1,400	0.0	1,300	1,400	7.7
Retail Trade	9,000	9,000	0.0	8,800	9,000	2.3
Transp., Warehousing, Util.	3,900	4,000	2.6	3,600	3,900	8.3
Information	600	600	0.0	500	600	20.0
Financial Activities	2,800	2,700	-3.6	2,600	2,700	3.8
Professional & Business Services	6,500	7,000	7.7	6,300	6,700	6.3
Educational Services	1,200	1,300	8.3	1,200	1,300	8.3
Health Care & Social Assistance	7,900	8,100	2.5	7,900	7,900	0.0
Arts, Entertainment & Recreation	1,800	1,300	-27.8	1,600	1,500	-6.3
Accommodation	10,900	12,100	11.0	9,600	11,800	22.9
Food Services & Drinking Places	8,500	9,200	8.2	7,800	8,800	12.8
Other Services	3,200	3,100	-3.1	3,000	3,200	6.7
Government	8,500	8,500	0.0	8,700	8,500	-2.3
Federal	900	900	0.0	900	900	0.0
State	5,000	5,000	0.0	5,200	5,000	-3.8
Local	2,600	2,600	0.0	2,600	2,600	0.0
Agriculture wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
General excise & use tax rev. (\$1,000)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Income-individual	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Declaration estimated taxes	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Payment with returns	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Withholding tax on wages	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Refunds	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Transient accommodations tax	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Honolulu County Surcharge 3/	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Private Building Permits (\$1,000)	226,984	143,120	-36.9	473,079	382,185	-19.2
Residential	175,962	85,158	-51.6	294,824	242,391	-17.8
Commercial & industrial	35,456	29,898	-15.7	109,816	64,643	-41.1
Additions & alterations	15,565	28,064	80.3	68,439	75,151	9.8
Visitor Days - by air	5,750,249	6,225,288	8.3	14,768,850	18,213,433	23.3
Domestic visitor days - by air	5,700,356	5,788,303	1.5	14,659,493	16,727,368	14.1
International visitor days - by air	49,892	436,985	775.9	109,357	1,486,066	1,258.9
Visitor arrivals by air - by air	699,794	800,845	14.4	1,700,439	2,231,674	31.2
Domestic flight visitors - by air	695,903	744,078	6.9	1,694,360	2,075,104	22.5
International flight visitors - by air	3,891	56,767	1,359.0	6,079	156,570	2,475.5
Visitor expenditures - by air (\$1,000)	1,240,333	1,526,708	23.1	2,912,928	4,401,119	51.1
Hotel occupancy rates 2/	71.7	68.1	-3.6	58.8	68.5	9.8

NA Not available.

1/ Labor force and jobs are Hawaii DLIR-DBEDT monthly and annual data. Quarterly averages computed by the Hawaii DBEDT.

2/ Change represents absolute change in rates rather than percentage change in rates.

3/ 0.5% added to the general excise tax to pay for O'ahu's mass transit system and took effect January 1, 2007.

Includes taxpayers who have business activities on Oahu but whose businesses are located outside Oahu.

Source: Hawaii State Department of Business, Economic Development, & Tourism <<http://www.hawaii.gov/dbedt/inf/>>,

Hawaii State Department of Labor & Industrial Relations <<http://www.hiwi.org/cgi/dataanalysis/?PAGEID=94>>;

Hawaii State Department of Taxation <http://www.hawaii.gov/tax/a5_3txcolrpt.htm> and Hospitality Advisors, LLC.

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Table 5. 2022 QUARTERLY ECONOMIC INDICATORS: KAUAI COUNTY

SERIES	3rd QUARTER			YEAR-TO-DATE		
	2021	2022	% CHANGE YEAR AGO	2021	2022	% CHANGE YEAR AGO
Civilian labor force, NSA (persons) 1/	37,150	36,800	-0.9	35,650	36,550	2.5
Civilian employed	34,550	35,250	2.0	32,650	34,900	6.9
Civilian unemployed	2,600	1,550	-40.4	3,000	1,650	-45.0
Unemployment rate, NSA (%) 1/ 2/	6.9	4.2	-2.7	8.4	4.6	-3.9
Total wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Total non-agric. wage & salary jobs	29,300	30,200	3.1	27,400	29,800	8.8
Nat. Resources, Mining, Constr.	2,100	2,100	0.0	2,100	2,100	0.0
Manufacturing	500	500	0.0	500	600	20.0
Wholesale Trade	500	400	-20.0	500	400	-20.0
Retail Trade	3,600	3,900	8.3	3,500	3,900	11.4
Transp., Warehousing, Util.	1,600	1,500	-6.3	1,400	1,500	7.1
Information	200	200	0.0	200	200	0.0
Financial Activities	1,000	900	-10.0	1,000	900	-10.0
Professional & Business Services	2,600	2,700	3.8	2,700	2,700	0.0
Educational Services	300	300	0.0	300	300	0.0
Health Care & Social Assistance	2,800	2,700	-3.6	2,800	2,700	-3.6
Arts, Entertainment & Recreation	1,000	1,300	30.0	800	1,100	37.5
Accommodation	3,500	3,800	8.6	2,600	3,700	42.3
Food Services & Drinking Places	3,800	4,000	5.3	3,200	3,800	18.8
Other Services	1,000	1,100	10.0	1,000	1,100	10.0
Government	4,900	4,800	-2.0	5,000	4,900	-2.0
Federal	600	500	-16.7	600	500	-16.7
State	3,000	2,900	-3.3	3,100	3,000	-3.2
Local	1,300	1,300	0.0	1,300	1,300	0.0
Agriculture wage and salary jobs	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
General excise & use tax rev. (\$1,000)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Income-individual	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Declaration estimated taxes	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Payment with returns	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Withholding tax on wages	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Refunds	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Transient accommodations tax	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Honolulu County Surcharge 3/	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Private Building Permits (\$1,000)	36,177	31,438	-13.1	103,181	93,504	-9.4
Residential	36,177	31,438	-13.1	103,181	93,504	-9.4
Commercial & industrial	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Additions & alterations	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Visitor Days - by air	2,397,423	2,754,286	14.9	4,682,612	7,906,198	68.8
Domestic visitor days - by air	2,395,931	2,673,498	11.6	4,680,765	7,637,618	63.2
International visitor days - by air	1,492	80,788	5,315.0	1,848	268,580	14,437.5
Visitor arrivals by air - by air	291,895	363,926	24.7	537,862	1,008,065	87.4
Domestic flight visitors - by air	291,724	349,708	19.9	537,645	970,939	80.6
International flight visitors - by air	171	14,218	8,232.3	215	37,126	17,159.5
Visitor expenditures - by air (\$1,000)	472,553	600,751	27.1	961,965	1,655,888	72.1
Hotel occupancy rates 2/	73.5	80.8	7.3	53.5	78.5	25.0

NA Not available.

1/ Labor force and jobs are Hawaii DLIR-DBEDT monthly and annual data. Quarterly averages computed by the Hawaii DBEDT.

2/ Change represents absolute change in rates rather than percentage change in rates.

3/ 0.5% added to the general excise tax to pay for O'ahu's mass transit system and took effect January 1, 2007.

Includes taxpayers who have business activities on Oahu but whose businesses are located outside Oahu.

Source: Hawaii State Department of Business, Economic Development, & Tourism <<http://www.hawaii.gov/dbedt/inf/>>,

Hawaii State Department of Labor & Industrial Relations <<http://www.hiwi.org/cgi/dataanalysis/?PAGEID=94>>;

Hawaii State Department of Taxation <http://www.hawaii.gov/tax/a5_3txcolrpt.htm> and Hospitality Advisors, LLC.

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A. LABOR FORCE AND JOBS

Hawaii's labor market conditions were mostly positive in the third quarter of 2022. The civilian labor force and civilian employment increased, while the civilian unemployment and the unemployment rate decreased. Civilian non-agricultural wage and salary jobs increased.

In the third quarter of 2022, the civilian labor force averaged 676,800 people, an increase of 3,800 people or 0.6 percent from the same quarter of 2021 (Table A-1). In the first three quarters of 2022, the civilian labor force increased 7,300 people or 1.1 percent from the same period of the previous year.

Civilian employment averaged 652,650 people in the third quarter of 2022, an increase of 16,600 people or 2.6 percent compared to the same quarter of 2021 (Table A-2). In the first three quarters of 2022, average civilian employment increased 22,850 people or 3.7 percent from the same period of the previous year.

In the third quarter of 2022, the number of civilian unemployed averaged 24,150, a decrease of 12,850 people or 34.7 percent from the same quarter of 2021 (Table A-3). In the first three quarters of 2022, the number of unemployed decreased 15,550 people or 38.6 percent from the same period of the previous year.

The unemployment rate (not seasonally adjusted) was 3.6 percent in the third quarter of 2022, 1.9 percentage points below the third quarter of 2021 (Table A-4). In the first three quarters of 2022, the unemployment rate decreased 2.4 percentage points from the previous year's 6.1 percent to 3.7 percent.

In the third quarter of 2022, Hawaii's non-agricultural wage and salary jobs averaged 609,000 jobs, an increase of 16,400 jobs or 2.8 percent from the same quarter of 2021 (Table A-6). In the first three quarters of 2022, average non-agricultural wage and salary jobs increased 4.6 percent or 26,700 jobs from the same period of the previous year.

The job increase in the third quarter of 2022 was mainly due to job increases in the private sector. In this quarter, the private sector added about 15,600 non-agricultural jobs compared to the third quarter of 2021. Most of the private sector industries added jobs in the quarter. Jobs increased the most in Food Services and Drinking Places, which added 6,700 jobs or 11.2 percent (Table A-19); followed by Accommodation, which added 5,500 jobs or 16.7 percent (Table A-18), Professional & Business Services, which added 2,400 jobs or 3.5 percent (Table A-14), Educational Services, which added 1,000 jobs or 7.9 percent (Table A-15), and Other Services, which added 900 jobs or 3.6 percent (Table A-20), in the quarter.

The Government sector added 800 jobs or 0.7 percent (Table A-21) in the third quarter of 2022 compared to the same quarter of 2021. The Federal Government added 400 jobs or 1.1 percent (Table A-22), the State Government added 400 jobs or 0.6 percent (Table A-23), and the Local Government jobs remained the same (Table A-24), compared to the third quarter of 2021.

Table A-6. NON-AGRICULTURAL WAGE AND SALARY

Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Annual Average
Not Seasonally Adjusted Data. Number of Jobs 1/					
1990	520,000	528,600	525,900	539,300	528,400
1991	537,900	537,200	535,900	545,100	539,000
1992	543,000	544,600	538,600	544,700	542,700
1993	540,000	543,600	532,100	539,600	538,800
1994	535,300	538,100	530,500	540,500	536,100
1995	535,800	536,400	526,300	533,400	533,000
1996	531,400	531,500	526,100	534,400	530,900
1997	533,100	533,600	526,600	533,800	531,800
1998	530,000	533,200	528,200	535,000	531,600
1999	528,600	535,200	533,000	545,100	535,500
2000	542,700	552,900	550,000	562,100	551,900
2001	555,650	559,450	554,800	552,350	555,600
2002	548,950	557,400	555,450	567,550	557,300
2003	564,550	567,250	564,750	576,800	568,300
2004	574,500	582,450	581,850	597,600	584,100
2005	592,600	602,450	601,950	613,150	602,500
2006	609,700	618,000	616,400	627,650	617,900
2007	622,150	626,150	621,750	633,000	625,800
2008	626,450	624,900	614,050	615,850	620,300
2009	600,200	595,850	583,950	590,450	592,600
2010	584,500	588,800	582,300	596,600	588,000
2011	590,700	593,900	590,200	604,300	594,800
2012	597,200	607,100	605,600	620,300	607,600
2013	613,000	619,400	616,200	631,300	620,000
2014	624,400	627,800	624,200	637,300	628,500
2015	633,700	637,700	634,800	650,000	639,000
2016	643,000	646,500	645,000	655,700	647,600
2017	652,500	656,100	649,500	661,700	655,000
2018	656,600	658,700	652,000	665,500	658,200
2019 2/	657,400	658,000	653,100	665,800	658,600
2020 2/	660,300	515,200	517,600	546,400	559,900
2021 2/	558,200	583,500	592,600	599,600	583,500
2022 3/	599,000	606,200	609,000	Year-to-Date	604,800
Percentage Change from the Same Period in Previous Year					
1991	3.4	1.6	1.9	1.1	2.0
1992	0.9	1.4	0.5	-0.1	0.7
1993	-0.6	-0.2	-1.2	-0.9	-0.7
1994	-0.9	-1.0	-0.3	0.2	-0.5
1995	0.1	-0.3	-0.8	-1.3	-0.6
1996	-0.8	-0.9	0.0	0.2	-0.4
1997	0.3	0.4	0.1	-0.1	0.2
1998	-0.6	-0.1	0.3	0.2	0.0
1999	-0.3	0.4	0.9	1.9	0.7
2000	2.7	3.3	3.2	3.1	3.1
2001	2.4	1.2	0.9	-1.7	0.7
2002	-1.2	-0.4	0.1	2.8	0.3
2003	2.8	1.8	1.7	1.6	2.0
2004	1.8	2.7	3.0	3.6	2.8
2005	3.2	3.4	3.5	2.6	3.2
2006	2.9	2.6	2.4	2.4	2.6
2007	2.0	1.3	0.9	0.9	1.3
2008	0.7	-0.2	-1.2	-2.7	-0.9
2009	-4.2	-4.6	-4.9	-4.1	-4.5
2010	-2.6	-1.2	-0.3	1.0	-0.8
2011	1.1	0.9	1.4	1.3	1.2
2012	1.1	2.2	2.6	2.6	2.2
2013	2.6	2.0	1.8	1.8	2.0
2014	1.9	1.4	1.3	1.0	1.4
2015	1.5	1.6	1.7	2.0	1.7
2016	1.5	1.4	1.6	0.9	1.3
2017	1.5	1.5	0.7	0.9	1.1
2018	0.6	0.4	0.4	0.6	0.5
2019 2/	0.1	-0.1	0.2	0.0	0.1
2020 2/	0.4	-21.7	-20.7	-17.9	-15.0
2021 2/	-15.5	13.3	14.5	9.7	4.2
2022 3/	7.3	3.9	2.8	Year-to-Date	4.6

1/ Data rounded to nearest 100 for 1990-2000 and 2010-2017, and to 50 for 2001-2009.

2/ 2019 to 2021 data benchmarked in March 2022.

3/ Q2 revised from previous QSER.

Source: Hawaii State Department of Business, Economic Development & Tourism monthly and annual data <<http://dbedt.hawaii.gov/economic/job-count-by-industry/>>. Quarterly and Year-to-Date averages calculated by the Hawaii State Department of Business, Economic Development & Tourism.

B. INCOME AND PRICES

In the second quarter of 2022, total annualized nominal GDP increased \$6,787 million or 7.5 percent, from the second quarter of 2021. In the first half of 2022, total annualized nominal GDP increased \$8,367 million or 9.5 percent from the same period of the previous year. In the second quarter of 2022, total annualized real GDP (in chained 2012 dollars) increased \$582 million or 0.8 percent from the second quarter of 2021. In the first half of 2022, total annualized real GDP increased \$2,122 million or 2.9 percent from the previous year (Tables B-1 to B-3).

Hawaii's total personal income increased slightly during the second quarter of 2022, over the same quarter of 2021; decreased personal current transfer receipts offset increased values in other components in the quarter.

In the second quarter of 2022, total nominal annualized personal income (i.e. not adjusted for inflation) increased \$114.3 million or 0.1 percent over that of 2021 (Table B-5). In the first half of 2022, average personal income was \$86,244.8 million, a decrease of \$2,911.9 million or 3.3 percent from the same period of the previous year. In the second quarter of 2022, personal income per capita was \$60,458, a 0.7 percent increase over the same quarter of the previous year (Table B-6).

In the second quarter of 2022, wages and salaries increased \$2,872.5 million or 7.3 percent over the same quarter of 2021. In the first half of 2022, wages and salaries increased \$3,645.2 million or 9.6 percent from the same period of the previous year (Table B-8).

Supplements to wages and salaries, consisting of employer payments to retirement plans, private group health insurance plans, private workers compensation plans, and other such benefits, increased \$289.1 million or 2.5 percent in the second quarter of 2022 from the same quarter of 2021 (Table B-9). In the first half of 2022, supplements to wages and salaries increased \$383.2 million or 3.3 percent from the previous year.

Proprietors' income decreased \$96.1 million or 1.5 percent in the second quarter of 2022 over that of 2021 (Table B-10). In the first half of 2022, proprietors' income was up \$158.4 million or 2.5 percent from the same period of the previous year.

Dividends, interest, and rent increased \$763.2 million or 4.7 percent in the second quarter of 2022 from the same quarter of 2021. In the first half of 2022, income in this category was up \$683.5 million or 4.2 percent from the same period of the previous year (Table B-11).

The annualized personal current transfer receipts decreased \$3,263.8 million or 16.8 percent in the second quarter of 2022 from the same quarter of 2021 (Table B-12). In the first half of 2022, personal current transfer receipts decreased \$7,222.8 million or 30.9 percent from the same period of the previous year.

Contributions to government social insurance (which is subtracted from total personal income, increased \$450.6 million or 6.9 percent in the second quarter of 2022 compared to the second quarter of 2021. In the first half of 2022, these contributions increased \$559.4 million or 8.7 percent from the same period of the previous year (Table B-13).

In the second quarter of 2022, total non-farm private sector annualized earnings increased \$3,070.5 million or 7.7 percent from the second quarter of 2021. In dollar terms, the largest increase occurred in accommodation and food services; followed by transportation and warehousing, and health care and social assistance. During the second quarter of 2022, total government earnings remained about the same from the same quarter of 2021. Earnings from the federal government increased \$46.6 million. Earnings from the state and local governments decreased \$46.6 million in the quarter.

In the first half of 2022, Honolulu's Consumer Price Index for Urban Consumers (CPI-U) increased 6.7 percent from the same period in 2021 (Table B-14). This is 1.6 percentage point below the 8.3 percent increase for the U.S. average CPI-U but is higher than the first half of 2021 Honolulu CPI-U increase of 2.6 percent from the same period of the previous year. In the first half of 2022, the Honolulu CPI-U increased the most in Transportation (16.9 percent), followed by Food and Beverages (8.6 percent), Recreation (5.4 percent), Other Goods and Services (4.7 percent), Housing (4.5 percent), Education and Communication (1.3 percent), and Apparel (1.0 percent) compared to the first half of 2021.

Table B-4. PERSONAL INCOME FOR HAWAII BY MAJOR SOURCES

[In \$1,000 at seasonally adj. annual rates & percent calculated at quarterly rates. As of QSER Sept. 2003, according to NAICS classification]

Series 1/	First Quarter 2022	Second Quarter 2022	AnnAver 2021	YTD 2021	YTD 2022	Percentage change			
						Second Quarter 2022		Ann Aver	YTD 2022
						Second Quarter 2021	First Quarter 2022	2021 from 2020	YTD 2021
PERSONAL INCOME	85,760,043	86,729,502	87,857,663	89,156,631	86,244,773	0.1	1.1	5.7	-3.3
Earnings By Place of Work	59,829,043	60,527,927	57,921,085	55,991,677	60,178,485	5.3	1.2	7.4	7.5
Wages and salaries	41,408,365	42,035,800	39,663,860	38,076,908	41,722,083	7.3	1.5	8.0	9.6
Supplements to wages and salaries	11,875,657	11,971,591	11,691,722	11,540,434	11,923,624	2.5	0.8	4.9	3.3
Emp'or contrib. for emp'ee pension & ins. funds	8,596,008	8,645,920	8,561,872	8,522,528	8,620,964	0.7	0.6	4.4	1.2
Employer contributions for gov't social ins.	3,279,649	3,325,671	3,129,850	3,017,906	3,302,660	7.5	1.4	6.4	9.4
Proprietors' income	6,545,021	6,520,536	6,565,503	6,374,335	6,532,779	-1.5	-0.4	7.8	2.5
Farm proprietors' income	-35,921	-48,039	-29,714	-27,064	-41,980	(2/)	(2/)	(2/)	(2/)
Nonfarm proprietors' income	6,580,942	6,568,575	6,595,217	6,401,399	6,574,759	-1.0	-0.2	8.1	2.7
Dividends, interest, and rent	16,710,076	17,043,112	16,367,252	16,193,086	16,876,594	4.7	2.0	1.8	4.2
plus: Personal current transfer receipts	16,129,414	16,163,859	20,193,288	23,369,446	16,146,637	-16.8	0.2	4.5	-30.9
Social Security benefits	5,415,100	5,455,378	4,994,484	4,954,498	5,435,239	9.8	0.7	4.4	9.7
Medicare benefits	3,336,544	3,351,213	3,231,990	3,177,374	3,343,879	4.3	0.4	8.5	5.2
Medicaid	2,806,441	2,901,622	2,815,492	2,822,778	2,854,032	0.6	3.4	15.1	1.1
State unempl. ins. comp.	158,778	134,595	2,139,511	3,412,170	146,687	-95.3	-15.2	-45.0	-95.7
All other personal current transfer receipts	4,412,551	4,321,051	7,011,811	9,002,626	4,366,801	-21.2	-2.1	34.1	-51.5
Less: Contributions for gov't social insurance	6,908,490	7,005,396	6,623,962	6,397,578	6,956,943	6.9	1.4	6.2	8.7
Personal contributions for gov't social ins.	3,628,841	3,679,725	3,494,112	3,379,672	3,654,283	6.3	1.4	6.0	8.1
Employer contributions for gov't social ins.	3,279,649	3,325,671	3,129,850	3,017,906	3,302,660	7.5	1.4	6.4	9.4
Earnings By Industry	59,829,043	60,527,927	57,921,085	55,991,677	60,178,485	5.3	1.2	7.4	7.5
Farm Earnings	212,909	207,404	204,924	203,658	210,157	-2.4	-2.6	-0.4	3.2
Nonfarm Earnings	59,616,134	60,320,523	57,716,161	55,788,019	59,968,329	5.4	1.2	7.4	7.5
Private earnings	42,540,525	43,186,397	40,639,902	38,607,725	42,863,461	7.7	1.5	9.4	11.0
Forestry, fishing, & related activities	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)	(NA)	(NA)
Mining	32,705	33,338	29,898	29,869	33,022	12.0	1.9	0.0	10.6
Utilities	676,406	697,617	617,187	634,218	687,012	11.1	3.1	-2.8	8.3
Construction	4,594,479	4,624,808	4,676,401	4,589,704	4,609,644	-0.4	0.7	1.8	0.4
Manufacturing	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)	(NA)	(NA)
Durable goods	(D)	(D)	(D)	(D)	(D)	(NA)	(NA)	(NA)	(NA)
Nondurable goods	648,995	663,809	623,933	598,837	656,402	7.8	2.3	2.0	9.6
Wholesale trade	1,535,531	1,523,859	1,496,632	1,428,032	1,529,695	2.2	-0.8	5.2	7.1
Retail trade	3,452,283	3,443,303	3,323,729	3,227,558	3,447,793	4.3	-0.3	8.8	6.8
Transportation and warehousing	2,863,192	2,903,912	2,397,440	2,213,701	2,883,552	20.2	1.4	7.8	30.3
Information	1,049,626	1,116,104	983,624	922,782	1,082,865	14.7	6.3	26.1	17.3
Finance and insurance	1,992,690	1,995,707	2,005,530	2,047,512	1,994,199	-0.7	0.2	6.8	-2.6
Real estate and rental and leasing	2,139,196	2,068,119	2,046,162	1,966,307	2,103,658	3.4	-3.3	6.5	7.0
Prof., scientific, & technical services	3,670,851	3,764,881	3,535,247	3,445,168	3,717,866	6.9	2.6	8.7	7.9
Management of companies and enterprises	1,054,853	1,062,514	1,008,892	965,899	1,058,684	3.7	0.7	4.1	9.6
Admin. & waste management services	2,377,516	2,419,680	2,170,618	2,100,971	2,398,598	11.3	1.8	1.7	14.2
Educational services	914,992	922,494	916,236	883,474	918,743	1.8	0.8	9.2	4.0
Health care and social assistance	6,630,280	6,734,599	6,502,605	6,350,769	6,682,440	4.7	1.6	3.9	5.2
Arts, entertainment, and recreation	795,608	794,848	713,026	606,873	795,228	20.2	-0.1	25.2	31.0
Accommodation and food services	5,419,093	5,668,782	4,983,792	4,051,998	5,543,938	20.1	4.6	44.9	36.8
Other services, except public admin.	2,320,907	2,368,366	2,208,217	2,142,002	2,344,637	9.8	2.0	3.8	9.5
Government and government enterprises	17,075,609	17,134,126	17,076,259	17,180,294	17,104,868	0.0	0.3	3.1	-0.4
Federal	9,369,643	9,363,905	9,348,008	9,262,226	9,366,774	0.5	-0.1	5.7	1.1
Federal, civilian	4,353,080	4,447,745	4,332,559	4,316,728	4,400,413	2.4	2.2	3.7	1.9
Military	5,016,563	4,916,160	5,015,449	4,945,498	4,966,362	-1.2	-2.0	7.5	0.4
State and local	7,705,966	7,770,221	7,728,251	7,918,068	7,738,094	-0.6	0.8	0.0	-2.3

NA Not available.

1/ 2017Q1 through 2022Q1 and Annual revised from previous QSER.

2/ Percentage change involving negative values not meaningful.

Source: U.S. Department of Commerce, Bureau of Economic Analysis, State Quarterly Personal Income, September 30, 2022 <<http://www.bea.gov/iTable/iTable.cfm?reqid=70&step=1&isuri=1&acrdn=3>>

**Table B-14. HONOLULU and U.S. CONSUMER PRICE INDEX,
ALL URBAN CONSUMERS (CPI-U)**
[1982-84=100. Data are not seasonally adjusted]

Period	U.S.	Honolulu								
		All Items	Food & Beverages	Housing	Apparel	Transportation	Medical Care	Recreation 1/	Educ. & Comm. 1/	Other Goods & Services
1990	130.7	138.1	137.8	141.5	107.0	131.1	154.2	(1/)	(1/)	160.4
1991	136.2	148.0	145.9	152.8	110.5	139.3	171.3	(1/)	(1/)	175.7
1992	140.3	155.1	148.5	161.7	114.2	147.4	182.6	(1/)	(1/)	189.0
1993	144.5	160.1	152.9	166.5	116.5	150.5	197.4	(1/)	(1/)	200.1
1994	148.2	164.5	153.4	171.6	118.7	156.4	206.0	(1/)	(1/)	209.6
1995	152.4	168.1	156.8	174.7	117.5	162.4	209.8	(1/)	(1/)	216.8
1996	156.9	170.7	156.8	176.8	118.5	167.0	215.0	(1/)	(1/)	226.5
1997	160.5	171.9	159.2	177.1	117.3	166.2	217.3	(1/)	(1/)	239.0
1998	163.0	171.5	159.1	176.0	112.2	162.5	226.1	100.8	99.1	256.1
1999	166.6	173.3	162.9	175.8	105.4	162.2	231.3	101.9	104.5	275.6
2000	172.2	176.3	164.8	177.9	103.5	169.6	239.8	102.8	106.5	279.7
2001	177.1	178.4	169.5	179.1	101.0	174.5	(2/)	101.6	104.6	289.3
2002	179.9	180.3	171.9	181.2	102.6	170.9	(2/)	99.5	107.8	302.2
2003	184.0	184.5	174.9	186.2	98.5	176.4	(2/)	100.4	112.5	307.6
2004	188.9	190.6	180.2	194.3	101.2	182.4	275.9	102.3	113.5	312.4
2005	195.3	197.8	185.9	205.2	102.5	191.6	(2/)	97.8	114.3	321.0
2006	201.6	209.4	194.2	222.5	104.4	202.1	(2/)	101.1	114.0	332.1
2007	207.342	219.504	204.942	238.428	104.145	205.027	(2/)	102.572	113.967	347.499
2008	215.303	228.861	216.625	248.700	105.277	213.998	317.955	105.290	117.118	365.441
2009	214.537	230.048	224.317	249.735	112.811	200.296	321.599	105.239	122.843	395.186
2010	218.056	234.869	224.774	251.968	116.423	214.411	320.153	107.484	128.483	415.526
2011	224.939	243.622	232.656	260.606	118.394	229.223	324.180	110.473	132.248	433.536
2012	229.594	249.474	242.786	265.473	121.481	231.275	334.441	113.961	137.276	440.428
2013	232.957	253.924	250.922	269.885	119.011	233.133	345.184	116.818	139.423	447.178
2014	236.736	257.589	256.023	273.499	111.141	236.373	351.763	119.586	143.488	457.958
2015	237.017	260.165	267.041	276.047	108.893	216.756	378.876	121.840	147.869	478.634
2016	240.007	265.283	272.051	283.565	111.736	211.645	400.408	124.872	149.785	484.820
2017	245.120	272.014	277.301	294.510	115.762	217.646	407.384	125.781	144.410	488.990
2018	251.107	277.078	281.796	300.679	110.259	227.694	(2/)	128.651	142.193	497.228
2019	255.657	281.585	287.622	307.889	114.795	223.689	(2/)	130.977	143.547	504.378
2020	258.811	286.008	301.370	314.089	113.298	212.767	(2/)	135.660	147.241	498.753
2021	270.970	296.818	312.618	323.600	109.057	237.344	438.199	138.901	151.058	525.471
1995H1	151.5	166.9	156.5	173.4	118.1	160.0	207.8	(1/)	(1/)	214.4
H2	153.2	169.4	157.1	176.0	116.9	164.9	211.8	(1/)	(1/)	219.2
1996H1	155.8	170.5	156.9	176.8	120.0	166.3	214.9	(1/)	(1/)	220.6
H2	157.9	171.0	156.3	176.8	116.9	167.7	215.0	(1/)	(1/)	232.4
1997H1	159.9	172.1	159.4	177.3	119.8	167.8	215.6	(1/)	(1/)	232.5
H2	161.2	171.8	159.0	177.0	114.8	164.6	219.1	(1/)	(1/)	245.5
1998H1	162.3	172.0	160.0	176.3	116.4	163.2	222.5	101.4	98.9	254.3
H2	163.7	171.0	158.2	175.7	108.0	161.8	229.8	100.3	99.3	258.0
1999H1	165.4	172.7	162.4	175.5	106.0	162.3	231.0	101.3	102.6	273.9
H2	167.8	173.8	163.5	176.0	104.9	162.0	231.5	102.5	106.4	277.3
2000H1	170.8	175.9	165.5	177.3	104.5	167.7	235.9	103.1	107.3	277.5
H2	173.6	176.7	164.1	178.5	102.6	171.5	243.8	102.6	105.6	281.9
2001H1	176.6	178.1	168.3	178.8	99.7	176.0	246.1	102.1	103.5	287.5
H2	177.5	178.7	170.7	179.3	102.3	173.0	(2/)	101.1	105.8	291.1
2002H1	178.9	180.1	172.3	180.5	106.2	171.7	(2/)	99.9	106.9	299.1
H2	180.9	180.4	171.6	181.9	99.1	170.1	266.5	99.2	108.7	305.3
2003H1	183.3	183.2	173.7	184.7	99.2	175.2	(2/)	99.3	111.1	307.0
H2	184.6	185.7	176.0	187.7	97.8	177.7	(2/)	101.5	113.8	308.2
2004H1	187.6	189.2	179.5	192.2	102.6	180.2	274.8	102.6	113.5	309.6
H2	190.2	191.9	180.9	196.3	99.9	184.6	277.0	102.0	113.6	315.2
2005H1	193.2	195.0	184.7	199.9	104.9	188.2	(2/)	98.5	115.8	318.6
H2	197.4	200.6	187.1	210.5	100.0	195.1	(2/)	97.0	112.8	323.3
2006H1	200.6	206.4	191.6	216.9	104.1	201.6	(2/)	100.9	114.3	329.5
H2	202.6	212.3	196.8	228.0	104.7	202.6	(2/)	101.3	113.7	334.7
2007H1	205.709	216.620	202.952	233.606	102.648	204.402	(2/)	102.058	112.887	343.703
H2	208.976	222.388	206.932	243.250	105.642	205.652	309.195	103.087	115.047	351.295
2008H1	214.429	227.334	212.390	246.676	105.917	215.519	317.380	105.600	115.126	361.286
H2	216.177	230.387	220.859	250.725	104.637	212.477	318.531	104.979	119.110	369.596
2009H1	213.139	228.070	224.747	248.658	114.379	191.723	322.104	105.629	120.937	388.461
H2	215.935	232.026	223.887	250.811	111.244	208.870	321.094	104.848	124.749	401.910
2010H1	217.535	233.822	224.627	250.940	116.564	213.842	321.243	106.585	125.888	406.880
H2	218.576	235.916	224.922	252.995	116.281	214.980	319.064	108.382	131.078	424.172
2011H1	223.598	241.902	230.565	258.121	119.380	228.484	321.891	110.544	130.444	435.239
H2	226.280	245.342	234.747	263.092	117.408	229.962	326.488	110.401	134.052	431.834
2012H1	228.850	248.646	241.047	263.954	122.187	233.236	333.781	113.396	135.804	440.182
H2	230.338	250.303	244.524	266.993	120.775	229.315	335.102	114.526	138.748	440.674
2013H1	232.366	253.202	250.337	269.213	119.349	232.743	343.253	116.347	138.251	446.226
H2	233.548	254.646	251.508	270.557	118.673	233.523	347.116	117.289	140.594	448.131
2014H1	236.384	255.989	252.895	271.656	112.261	237.614	348.133	119.313	141.981	450.011
H2	237.088	259.190	259.151	275.343	110.021	235.132	355.393	119.860	144.995	465.906
2015H1	236.265	257.848	263.610	274.380	109.941	217.288	364.754	120.419	146.406	473.733
H2	237.769	262.482	270.472	277.714	107.845	216.223	392.998	123.261	149.332	483.535
2016H1	238.778	264.038	272.390	281.079	110.769	210.717	399.192	124.456	150.105	483.778
H2	241.237	266.528	271.712	286.052	112.703	212.573	401.624	125.288	149.465	485.863
2017H1	244.076	270.738	275.042	292.629	117.145	216.836	405.254	125.662	144.769	489.868
H2	246.163	273.290	279.560	296.390	114.379	218.455	409.514	125.900	144.051	488.111
2018H1	250.089	275.196	280.783	297.758	113.842	226.195	(2/)	126.739	141.143	498.266
H2	252.125	278.960	282.809	303.600	106.676	229.194	(2/)	130.563	143.244	496.189
2019H1	254.412	280.666	287.519	306.722	110.653	223.172	(2/)	132.087	143.708	502.008
H2	256.903	282.503	287.726	309.055	118.937	224.207	(2/)	129.866	143.387	506.748
2020H1	257.557	285.086	295.141	314.817	116.103	213.051	(2/)	135.648	145.073	494.813
H2	260.065	286.931	307.600	313.361	110.493	212.484	437.550	135.671	149.410	502.693
2021H1	266.236	292.475	307.098	320.331	109.694	228.406	435.684	135.097	150.327	518.596
H2	275.703	301.161	318.139	326.870	108.421	246.281	440.714	142.706	151.789	532.346
2022H1	288.347	312.137	323.466	334.694	110.795	267.012	(2/)	142.454	152.254	543.073

Data on U.S. CPI are released monthly and Honolulu CPI, twice a year in February and August for the half (H) year previous through August 2015. Beginning with the 2nd half and annual average for 2015 data were released in January and will be in January and July henceforth.

1/ New indexes as of January 1998. Base period is December 1997. The former "Entertainment" index has been discontinued.

2/ No data were available or data did not meet U.S. Bureau of Labor Statistics' publication criteria.

Source: U.S. Bureau of Labor Statistics, Consumer Price Index-All Urban Consumers (Current Series) <<http://data.bls.gov/cgi-bin/dsrv>> accessed July 13, 2022, and BLS Honolulu CPI News Releases and <<http://www.bls.gov/ro9/cpihono.htm>> accessed July 13, 2022.

**Table B-14. HONOLULU and U.S. CONSUMER PRICE INDEX,
ALL URBAN CONSUMERS (CPI-U) - Con.**

Period	U.S.	Honolulu								
		All Items	Food & Beverages	Housing	Apparel	Transportation	Medical Care	Recreation 1/	Educ. & Comm. 1/	Other Goods & Services
Percentage Change from the Same Period in Previous Year										
1991	4.2	7.2	5.9	8.0	3.3	6.3	11.1	(1/)	(1/)	9.5
1992	3.0	4.8	1.8	5.8	3.3	5.8	6.6	(1/)	(1/)	7.6
1993	3.0	3.2	3.0	3.0	2.0	2.1	8.1	(1/)	(1/)	5.9
1994	2.6	2.7	0.3	3.1	1.9	3.9	4.4	(1/)	(1/)	4.7
1995	2.8	2.2	2.2	1.8	-1.0	3.8	1.8	(1/)	(1/)	3.4
1996	3.0	1.5	0.0	1.2	0.9	2.8	2.5	(1/)	(1/)	4.5
1997	2.3	0.7	1.5	0.2	-1.0	-0.5	1.1	(1/)	(1/)	5.5
1998	1.6	-0.2	-0.1	-0.6	-4.3	-2.2	4.0	(1/)	(1/)	7.2
1999	2.2	1.0	2.4	-0.1	-6.1	-0.2	2.3	1.1	5.4	7.6
2000	3.4	1.7	1.2	1.2	-1.8	4.6	3.7	0.9	1.9	1.5
2001	2.8	1.2	2.9	0.7	-2.4	2.9	(2/)	-1.2	-1.8	3.4
2002	1.6	1.1	1.4	1.2	1.6	-2.1	(2/)	-2.1	3.1	4.5
2003	2.3	2.3	1.7	2.8	-4.0	3.2	(2/)	0.9	4.4	1.8
2004	2.7	3.3	3.0	4.4	2.7	3.4	(2/)	1.9	0.9	1.6
2005	3.4	3.8	3.2	5.6	1.3	5.0	(2/)	-4.4	0.7	2.8
2006	3.2	5.9	4.5	8.4	1.9	5.5	(2/)	3.4	-0.3	3.5
2007	2.8	4.8	5.5	7.2	-0.2	1.4	(2/)	1.5	0.0	4.6
2008	3.8	4.3	5.7	4.3	1.1	4.4	(2/)	2.6	2.8	5.2
2009	-0.4	0.5	3.6	0.4	7.2	-6.4	1.1	0.0	4.9	8.1
2010	1.6	2.1	0.2	0.9	3.2	7.0	-0.4	2.1	4.6	5.1
2011	3.2	3.7	3.5	3.4	1.7	6.9	1.3	2.8	2.9	4.3
2012	2.1	2.4	4.4	1.9	2.6	0.9	3.2	3.2	3.8	1.6
2013	1.5	1.8	3.4	1.7	-2.0	0.8	3.2	2.5	1.6	1.5
2014	1.6	1.4	2.0	1.3	-6.6	1.4	1.9	2.4	2.9	2.4
2015	0.1	1.0	4.3	0.9	-2.0	-8.3	7.7	1.9	3.1	4.5
2016	1.3	2.0	1.9	2.7	2.6	-2.4	5.7	2.5	1.3	1.3
2017	2.1	2.5	1.9	3.9	3.6	2.8	1.7	0.7	-3.6	0.9
2018	2.4	1.9	1.6	2.1	-4.8	4.6	(2/)	2.3	-1.5	1.7
2019	1.8	1.6	2.1	2.4	4.1	-1.8	(2/)	1.8	1.0	1.4
2020	1.2	1.6	4.8	2.0	-1.3	-4.9	(2/)	3.6	2.6	-1.1
2021	4.7	3.8	3.7	3.0	-3.7	11.6	(2/)	2.4	2.6	5.4
1996H1	2.8	2.2	0.3	2.0	1.6	3.9	3.4	(2/)	(2/)	2.9
H2	3.1	0.9	-0.5	0.5	0.0	1.7	1.5	(2/)	(2/)	6.0
1997H1	2.6	0.9	1.6	0.3	-0.2	0.9	0.3	(2/)	(2/)	5.4
H2	2.1	0.5	1.7	0.1	-1.8	-1.8	1.9	(2/)	(2/)	5.6
1998H1	1.5	-0.1	0.4	-0.6	-2.8	-2.7	3.2	(2/)	(2/)	9.4
H2	1.6	-0.5	-0.5	-0.7	-5.9	-1.7	4.9	(2/)	(2/)	5.1
1999H1	1.9	0.4	1.5	-0.5	-8.9	-0.6	3.8	-0.1	3.7	7.7
H2	2.5	1.6	3.4	0.2	-2.9	0.1	0.7	2.2	7.2	7.5
2000H1	3.3	1.9	1.9	1.0	-1.4	3.3	2.1	1.8	4.6	1.3
H2	3.5	1.7	0.4	1.4	-2.2	5.9	5.3	0.1	-0.8	1.7
2001H1	3.4	1.3	1.7	0.8	-4.6	4.9	4.3	-1.0	-3.5	3.6
H2	2.2	1.1	4.0	0.4	-0.3	0.9	(2/)	-1.5	0.2	3.3
2002H1	1.3	1.1	2.4	1.0	6.5	-2.4	(2/)	-2.2	3.3	4.0
H2	1.9	1.0	0.5	1.5	-3.1	-1.7	(2/)	-1.9	2.7	4.9
2003H1	2.5	1.7	0.8	2.3	-6.6	2.0	(2/)	-0.6	3.9	2.6
H2	2.0	2.9	2.6	3.2	-1.3	4.5	(2/)	2.3	4.7	0.9
2004H1	2.3	3.3	3.3	4.1	3.4	2.9	(2/)	3.3	2.2	0.8
H2	3.0	3.3	2.8	4.6	2.1	3.9	(2/)	0.5	-0.2	2.3
2005H1	3.0	3.1	2.9	4.0	2.2	4.4	(2/)	-4.0	2.0	2.9
H2	3.8	4.5	3.4	7.2	0.1	5.7	(2/)	-4.9	-0.7	2.6
2006H1	3.8	5.8	3.7	8.5	-0.8	7.1	(2/)	2.4	-1.3	3.4
H2	2.6	5.8	5.2	8.3	4.7	3.8	(2/)	4.4	0.8	3.5
2007H1	2.5	5.0	5.9	7.7	-1.4	1.4	(2/)	1.1	-1.2	4.3
H2	3.1	4.8	5.1	6.7	0.9	1.5	(2/)	1.8	1.2	5.0
2008H1	4.2	4.9	4.7	5.6	3.2	5.4	(2/)	3.5	2.0	5.1
H2	3.4	3.6	6.7	3.1	-1.0	3.3	3.0	1.8	3.5	5.2
2009H1	-0.6	0.3	5.8	0.8	8.0	-11.0	1.5	0.0	5.0	7.5
H2	-0.1	0.7	1.4	0.0	6.3	-1.7	0.8	-0.1	4.7	8.7
2010H1	2.1	2.5	-0.1	0.9	1.9	11.5	-0.3	0.9	4.1	4.7
H2	1.2	1.7	0.5	0.9	4.5	2.9	-0.6	3.4	5.1	5.5
2011H1	2.8	3.5	2.6	2.9	2.4	6.8	0.2	3.7	3.6	7.0
H2	3.5	4.0	4.4	4.0	1.0	7.0	2.3	1.9	2.3	1.8
2012H1	2.3	2.8	4.5	2.3	2.4	2.1	3.7	2.6	4.1	1.1
H2	1.8	2.0	4.2	1.5	2.9	-0.3	2.6	3.7	3.5	2.0
2013H1	1.5	1.8	3.9	2.0	-2.3	-0.2	2.8	2.6	1.8	1.4
H2	1.4	1.7	2.9	1.3	-1.7	1.8	3.6	2.4	1.3	1.7
2014H1	1.7	1.1	1.0	0.9	-5.9	2.1	1.4	2.5	2.7	0.8
H2	1.5	1.8	3.0	1.8	-7.3	0.7	2.4	2.2	3.1	4.0
2015H1	-0.1	0.7	4.2	1.0	-2.1	-8.6	4.8	0.9	3.1	5.3
H2	0.3	1.3	4.4	0.9	-2.0	-8.0	10.6	2.8	3.0	3.8
2016H1	1.1	2.4	3.3	2.4	0.8	-3.0	9.4	3.4	2.5	2.1
H2	1.5	1.5	0.5	3.0	4.5	-1.7	2.2	1.6	0.1	0.5
2017H1	2.2	2.5	1.0	4.1	5.8	2.9	1.5	1.0	-3.6	1.3
H2	2.0	2.5	2.9	3.6	1.5	2.8	2.0	0.5	-3.6	0.5
2018H1	2.5	1.6	2.1	1.8	-2.8	4.3	(2/)	0.9	-2.5	1.7
H2	2.4	2.1	1.2	2.4	-6.7	4.9	(2/)	3.7	-0.6	1.7
2019H1	1.7	2.0	2.4	3.0	-2.8	-1.3	(2/)	4.2	1.8	0.8
H2	1.9	1.3	1.7	1.8	11.5	-2.2	(2/)	-0.5	0.1	2.1
2020H1	1.2	1.6	2.7	2.6	4.9	-4.5	(2/)	2.7	0.9	-1.4
H2	1.2	1.6	6.9	1.4	-7.1	-5.2	(2/)	4.5	4.2	-0.8
2021H1	3.4	2.6	4.1	1.8	-5.5	7.2	(2/)	-0.4	3.6	4.8
H2	6.0	5.0	3.4	4.3	-1.9	15.9	0.7	5.2	1.6	5.9
2022H1	8.3	6.7	8.6	4.5	1.0	16.9	(2/)	5.4	1.3	4.7

Data on U.S. CPI are released monthly and Honolulu CPI, twice a year in February and August for the half (H) year previous through August 2015. Beginning with the 2nd half and annual average for 2015 data were released in January and will be in January and July henceforth.

1/ New indexes as of January 1998. Base period is December 1997. The former "Entertainment" index has been discontinued.

2/ No data were available or data did not meet U.S. Bureau of Labor Statistics' publication criteria.

Source: U.S. Bureau of Labor Statistics, Consumer Price Index-All Urban Consumers (Current Series) <<http://data.bls.gov/cgi-bin/dsrv>> accessed July 13, 2022, and BLS Honolulu CPI News Releases and <<http://www.bls.gov/ro9/ephono.htm>> accessed July 13, 2022.

C. TAX REVENUES

The State general fund tax revenues increased in the third quarter of 2022 compared to the same quarter of 2021.¹ Among the components shown, the Transient Accommodations Tax (TAT) increased the most in percentage terms, followed by the Net Corporate Income Tax and the GET. Net Individual Income Tax revenues decreased.

In the third quarter of 2022, total tax collections distributed to the State general fund totaled \$2,195.5 million, an increase of \$22.8 million or 1.1 percent over the same quarter of 2021 (Tables C-1 and C-2). In the first three quarters of 2022, State general fund tax revenues increased \$1,243.8 million or 20.1 percent over the same period of the previous year.

During the third quarter of 2022, GET revenues (excluding the Honolulu County Surcharge) totaled \$1,123.3 million, an increase of \$127.0 million or 12.8 percent over the same quarter of 2021 (Table C-3). In the first three quarters of 2022, GET revenues increased \$532.6 million or 19.8 percent from the same period of the previous year.

Compared to the third quarter of 2021, Net Individual Income Tax revenues decreased \$162.8 million or 20.1 percent to \$646.6 million in the third quarter of 2022 (Table C-4). In the third quarter of 2022, Declaration of Estimated Taxes decreased \$20.8 million or 8.1 percent

(Table C-5), Payments with Returns decreased \$2.4 million or 4.5 percent (Table C-6), Revenues from Withholding Tax on Wages increased \$38.4 million or 6.7 percent (Table C-7), and Refunds increased \$178.1 million or 231.5 percent (Table C-8). In the first three quarters of 2022, Net Individual Income Tax collections increased \$242.6 million or 9.1 percent from the same period of the previous year.

Net Corporate Income Tax revenues, which tend to be volatile by nature, increased from \$66.2 million in the third quarter of 2021 to \$79.8 million in the third quarter of 2022, an increase of \$13.6 million (Table C-9). In the third quarter of 2022, the Declaration of Estimated Taxes increased \$0.1 million or 0.1 percent (Table C-10), the Payment with Returns decreased \$3.3 million or 36.3 percent (Table C-11), and the Refunds decreased \$16.8 million or 69.7 percent (Table C-12), compared with the same quarter of 2021. In the first three quarters of 2022, Net Corporate Income Tax revenues increased \$33.4 million from \$180.5 million in 2021 to \$213.9 million in 2022 or 18.5 percent.

In the third quarter of 2022, Transient Accommodations Tax (TAT) revenues increased \$41.2 million or 21.1 percent compared to the same quarter of 2021 (Table C-13). In the first three quarters of 2022, TAT revenues increased \$271.5 million or 72.7 percent from the same period of the previous year.

¹ When interpreting tax figures in conjunction with other quarterly data in this report, it should be kept in mind that the tax data represent collections during the quarter. The transactions on which the taxes were paid did not necessarily take place during the quarter.

Table C-1. GENERAL FUND TAX REVENUES AND MAJOR COMPONENTS

Year	General Excise and Use Tax	Net Individual Income Tax 1/	Net Corporate Income Tax 2/	Tax Revenues Distributed to State General Fund
In Thousands of Dollars				
1990	1,250,204	743,114	86,269	2,246,752
1991	1,287,818	900,962	70,568	2,397,289
1992	1,299,814	922,206	42,737	2,523,670
1993	1,308,797	951,405	22,239	2,555,912
1994	1,347,945	1,003,479	34,228	2,672,291
1995	1,386,684	918,811	37,336	2,614,713
1996	1,469,766	995,456	51,243	2,799,972
1997	1,433,012	985,000	55,594	2,756,621
1998	1,436,654	1,093,241	50,112	2,889,291
1999	1,454,778	1,053,898	47,692	2,841,290
2000	1,611,446	1,080,371	67,650	3,067,622
2001	1,660,764	1,100,317	48,269	3,172,250
2002	1,679,840	1,059,646	55,373	3,116,029
2003	1,820,498	1,071,356	5,189	3,211,431
2004	1,991,539	1,235,721	75,171	3,652,686
2005	2,263,393	1,447,744	132,599	4,252,231
2006	2,457,379	1,576,674	86,937	4,522,284
2007	2,623,514	1,579,138	80,014	4,683,086
2008	2,567,821	1,564,708	76,602	4,608,569
2009	2,296,288	1,267,602	36,683	4,018,215
2010	2,379,942	1,375,120	52,815	4,312,342
2011	2,588,468	1,460,621	19,548	4,066,321
2012	2,844,741	1,651,212	112,695	4,259,149
2013	2,907,622	1,745,615	135,338	5,451,640
2014	2,979,776	1,820,693	65,746	5,535,709
2015	3,141,489	2,054,098	76,462	5,998,615
2016	3,205,733	2,118,219	89,697	6,216,407
2017	3,349,822	2,263,183	64,901	6,484,975
2018	3,426,525	2,523,786	126,138	6,933,078
2019	3,602,222	2,683,592	137,143	7,316,550
2020	3,038,781	2,597,385	41,288	6,415,089
2021	3,604,330	3,355,884	236,276	8,137,947
2022	1 Qtr. 395,795	266,388	16,655	761,922
	2 Qtr. 400,462	255,030	25,751	757,798
	3 Qtr. 473,241	266,331	4,267	820,290
	4 Qtr. 410,341	271,897	6,700	776,019
2003	1 Qtr. 455,018	254,081	-25,417	772,047
	2 Qtr. 454,098	245,799	22,712	813,686
	3 Qtr. 473,268	274,359	8,154	819,162
	4 Qtr. 438,113	297,117	-260	806,515
2004	1 Qtr. 506,097	261,760	12,022	874,018
	2 Qtr. 482,899	335,713	36,737	946,670
	3 Qtr. 519,129	325,902	15,156	946,218
	4 Qtr. 483,415	312,346	11,257	885,780
2005	1 Qtr. 570,475	338,591	12,413	1,054,797
	2 Qtr. 554,585	404,642	46,779	1,110,743
	3 Qtr. 579,607	361,900	67,092	1,099,688
	4 Qtr. 549,727	342,612	6,305	987,002
2006	1 Qtr. 638,194	355,719	1,330	1,106,472
	2 Qtr. 587,788	490,365	55,282	1,241,930
	3 Qtr. 605,813	361,508	22,781	1,076,795
	4 Qtr. 625,584	369,081	7,582	1,097,164
2007	1 Qtr. 662,362	341,183	9,136	1,116,467
	2 Qtr. 662,003	498,514	42,336	1,295,154
	3 Qtr. 646,384	379,033	27,297	1,146,614
	4 Qtr. 652,765	370,408	1,245	1,124,851
2008	1 Qtr. 678,489	336,354	14,593	1,138,545
	2 Qtr. 641,149	459,040	41,946	1,231,862
	3 Qtr. 655,075	382,982	17,117	1,161,528
	4 Qtr. 593,107	386,333	2,945	1,076,634
2009	1 Qtr. 589,891	265,502	9,201	954,075
	2 Qtr. 579,506	304,239	24,259	1,010,064
	3 Qtr. 577,836	357,169	12,451	1,051,792
	4 Qtr. 549,055	340,692	-9,229	1,002,283
2010	1 Qtr. 616,777	428,586	18,696	1,192,489
	2 Qtr. 572,766	401,662	37,287	1,117,984
	3 Qtr. 611,575	165,284	1,752	908,912
	4 Qtr. 578,824	379,587	-4,900	1,092,946
2011	1 Qtr. 652,857	289,893	-8,202	1,068,341
	2 Qtr. 652,551	412,388	45,923	1,259,112
	3 Qtr. 655,038	395,424	10,662	1,215,241
	4 Qtr. 628,042	302,916	-28,835	1,119,826
2012	1 Qtr. 711,092	270,663	33,542	1,089,786
	2 Qtr. 703,779	506,048	57,658	1,455,995
	3 Qtr. 738,753	435,471	21,335	1,346,738
	4 Qtr. 691,117	433,030	160	1,269,630
2013	1 Qtr. 757,923	351,323	14,909	1,282,926
	2 Qtr. 756,693	516,183	64,584	1,572,719
	3 Qtr. 696,689	454,022	39,471	1,311,027
	4 Qtr. 694,316	424,087	16,374	1,284,968
2014	1 Qtr. 746,724	346,914	-11,265	1,286,988
	2 Qtr. 740,811	520,787	42,441	1,487,285
	3 Qtr. 754,466	453,178	15,558	1,348,688
	4 Qtr. 737,774	499,814	19,012	1,412,748
2015	1 Qtr. 782,302	464,230	9,632	1,444,563
	2 Qtr. 773,665	570,972	8,118	1,529,142
	3 Qtr. 831,149	520,447	50,082	1,593,064
	4 Qtr. 754,374	498,450	8,630	1,431,846
2016	1 Qtr. 818,316	495,998	-17,278	1,504,155
	2 Qtr. 802,314	601,965	51,601	1,665,290
	3 Qtr. 801,115	509,507	18,476	1,545,715
	4 Qtr. 783,988	510,748	36,898	1,500,247
2017	1 Qtr. 831,893	556,351	-31,911	1,575,636
	2 Qtr. 822,229	616,196	53,298	1,693,618
	3 Qtr. 901,033	539,171	35,995	1,691,534
	4 Qtr. 794,667	551,465	7,520	1,524,187
2018	1 Qtr. 959,068	508,708	19,302	1,710,827
	2 Qtr. 740,798	858,475	40,839	1,869,488
	3 Qtr. 880,361	579,322	22,188	1,697,744
	4 Qtr. 846,297	577,281	43,810	1,855,019
2019	1 Qtr. 916,354	524,252	17,491	1,588,188
	2 Qtr. 896,376	887,762	80,188	2,100,839
	3 Qtr. 923,136	659,199	26,198	1,852,368
	4 Qtr. 864,355	612,379	13,267	1,675,155
2020	1 Qtr. 971,273	560,056	-24,900	1,791,047
	2 Qtr. 677,373	528,181	-6,157	1,376,238
	3 Qtr. 696,048	915,885	43,710	1,793,371
	4 Qtr. 694,087	593,202	28,637	1,454,433
2021	1 Qtr. 793,430	657,418	-1,423	1,592,332
	2 Qtr. 896,630	1,188,886	115,757	2,410,125
	3 Qtr. 996,301	809,379	66,202	2,172,633
	4 Qtr. 917,969	700,201	55,741	1,962,857
2022	1 Qtr. 1,016,322	814,226	19,221	2,217,471
	2 Qtr. 1,079,317	1,437,463	114,870	3,005,887
	3 Qtr. 1,123,341	646,588	79,829	2,195,481

1/ Declaration of estimated taxes, plus payments with returns, plus withholding tax on wages, less refunds.
 Individual income tax rates changed effective January 1, 1999, 2001 and 2002.
 2/ Declaration of estimated taxes, plus payments with returns, less refunds.
 3/ Tax Revenues Distributed to State General Fund revised from previous QSER.
 Source: Hawaii State Department of Taxation and <http://www.hawaii.gov/tax/a5_3tccolrpt.htm>.

Table C-1. GENERAL FUND TAX REVENUES AND MAJOR COMPONENTS - Con.

Year	General Excise and Use Tax	Net Individual Income Tax 1/	Net Corporate Income Tax 2/	Tax Revenues Distributed to State General Fund
Percentage Change from the Same Period in Previous Year				
1991	3.0	21.2	-18.2	6.7
1992	0.9	2.4	-39.4	5.3
1993	0.7	-3.2	-48.0	1.3
1994	3.0	5.5	53.9	4.6
1995	2.9	-8.4	9.1	-2.2
1996	6.0	8.3	37.2	7.1
1997	-2.5	-1.1	8.5	-1.5
1998	0.3	11.0	-9.9	4.8
1999	1.3	-3.6	-4.8	-1.7
2000	10.8	2.5	41.8	6.0
2001	3.1	1.8	-28.6	3.4
2002	1.1	-3.7	14.7	-1.8
2003	8.4	1.1	-90.6	3.1
2004	9.4	15.3	1,348.7	13.7
2005	13.7	17.2	76.4	16.4
2006	8.6	8.9	-34.4	6.4
2007	6.8	0.2	-8.0	3.8
2008	-2.1	-0.6	-4.3	-1.6
2009	-10.6	-19.0	-52.1	-12.8
2010	3.6	8.5	44.0	7.3
2011	8.8	6.2	-63.0	8.1
2012	9.9	13.0	476.5	12.8
2013	2.2	5.7	20.1	3.7
2014	2.5	4.3	-51.4	1.5
2015	5.4	12.8	16.3	8.4
2016	2.0	3.1	17.3	3.6
2017	4.5	6.8	-27.6	4.3
2018	2.3	11.5	94.4	6.9
2019	5.1	6.3	8.7	5.5
2020	-15.6	-3.2	-69.9	-12.3
2021	18.6	29.2	472.3	26.9
2022				
2023				
2003	1 Qtr. 15.0	-4.6	(3)	1.3
	2 Qtr. 13.4	-3.6	-11.8	7.4
	3 Qtr. 0.0	3.0	91.1	-0.1
	4 Qtr. 6.8	9.3	(3)	3.9
2004	1 Qtr. 11.2	3.0	(3)	13.2
	2 Qtr. 6.3	36.6	61.7	16.3
	3 Qtr. 9.7	16.8	85.9	15.5
	4 Qtr. 10.3	5.1	(3)	9.8
2005	1 Qtr. 14.5	29.4	3.2	20.7
	2 Qtr. 14.8	20.5	27.3	17.3
	3 Qtr. 11.6	11.0	342.7	16.2
	4 Qtr. 13.7	9.7	-44.0	11.4
2006	1 Qtr. 10.1	5.1	-89.3	4.9
	2 Qtr. 6.0	21.2	16.2	11.8
	3 Qtr. 4.5	-0.1	-86.1	2.1
	4 Qtr. 13.8	7.7	20.2	11.2
2007	1 Qtr. 3.8	-4.1	586.7	0.9
	2 Qtr. 12.6	-0.4	-23.4	4.3
	3 Qtr. 6.7	4.8	19.8	6.5
	4 Qtr. 4.3	0.4	-83.6	2.5
2008	1 Qtr. 2.4	-1.4	59.7	2.0
	2 Qtr. -3.2	-6.0	-3.9	-4.9
	3 Qtr. 1.3	1.0	-37.3	1.3
	4 Qtr. -9.1	4.3	136.6	-4.3
2009	1 Qtr. -13.1	-21.1	-36.9	-16.2
	2 Qtr. -9.6	-33.7	-42.2	-18.0
	3 Qtr. -11.8	-6.7	-27.3	-9.4
	4 Qtr. -7.4	-11.8	(3)	-6.9
2010	1 Qtr. 4.6	61.4	103.2	25.0
	2 Qtr. -1.2	32.0	53.6	10.7
	3 Qtr. 5.8	-53.7	-85.9	-13.6
	4 Qtr. 5.4	11.4	(3)	9.0
2011	1 Qtr. 5.8	-32.4	(3)	-10.4
	2 Qtr. 13.9	2.7	23.2	12.6
	3 Qtr. 7.1	139.2	508.6	33.7
	4 Qtr. 8.5	-4.4	(3)	2.5
2012	1 Qtr. 8.9	-4.6	(3)	11.1
	2 Qtr. 7.9	22.7	25.6	15.6
	3 Qtr. 12.8	10.1	100.1	10.8
	4 Qtr. 10.0	19.3	(3)	13.4
2013	1 Qtr. 6.6	27.0	-55.6	8.1
	2 Qtr. 7.5	2.0	12.0	8.0
	3 Qtr. -5.4	4.3	85.0	-2.7
	4 Qtr. 0.5	-2.1	10,135.3	1.2
2014	1 Qtr. -1.5	-1.3	(3)	0.3
	2 Qtr. -2.1	0.9	-34.3	-5.4
	3 Qtr. 8.0	-0.2	-60.6	2.9
	4 Qtr. 6.3	17.9	16.1	9.9
2015	1 Qtr. 4.8	33.8	(3)	12.2
	2 Qtr. 4.4	9.6	-80.9	2.8
	3 Qtr. 10.2	14.8	221.9	18.1
	4 Qtr. 2.3	-0.3	-54.6	1.4
2016	1 Qtr. 4.6	6.8	(3)	4.1
	2 Qtr. 3.7	5.4	535.7	8.9
	3 Qtr. -3.6	-2.1	-63.1	-3.0
	4 Qtr. 3.9	2.5	327.5	4.8
2017	1 Qtr. 1.7	12.2	(3)	4.8
	2 Qtr. 2.5	2.4	3.3	1.7
	3 Qtr. 12.5	5.8	94.8	9.4
	4 Qtr. 1.4	8.0	-79.6	1.6
2018	1 Qtr. 15.3	-8.6	(3)	8.6
	2 Qtr. -9.9	39.3	-23.4	10.4
	3 Qtr. -2.3	7.4	-38.4	0.4
	4 Qtr. 6.5	4.7	462.6	8.6
2019	1 Qtr. -4.5	5.1	-9.4	-1.3
	2 Qtr. 21.3	3.4	96.4	12.4
	3 Qtr. 4.9	13.8	18.1	9.1
	4 Qtr. 2.1	6.1	-69.7	1.2
2020	1 Qtr. 6.0	6.8	(3)	6.1
	2 Qtr. -24.6	-40.5	(3)	-34.5
	3 Qtr. -24.6	38.9	66.8	-3.2
	4 Qtr. -19.7	-3.1	115.9	-13.2
2021	1 Qtr. -18.3	17.4	(3)	-11.1
	2 Qtr. 32.4	125.1	(3)	75.1
	3 Qtr. 43.1	-11.6	51.5	21.1
	4 Qtr. 32.3	18.0	94.6	35.0
2022	1 Qtr. 28.1	23.9	(3)	39.3
4/	2 Qtr. 20.4	20.9	-0.8	24.7
	3 Qtr. 12.8	-20.1	20.6	1.1

1/ Declaration of estimated taxes, plus payments with returns, plus withholding tax on wages, less refunds.

Individual income tax rates changed effective January 1, 1999, 2001 and 2002.

2/ Declaration of estimated taxes, plus payments with returns, less refunds.

3/ Percentage changes involving negative values not meaningful.

4/ Tax Revenues Distributed to State General Fund revised from previous QSER.

Source: Hawaii State Department of Taxation and <http://www.hawaii.gov/tax/a5_3txcolrpt.htm>.

D. TOURISM

Domestic visitor arrivals and international visitor arrivals both increased in the third quarter of 2022.

The total number of visitor arrivals by air increased 333,490 or 15.8 percent in the third quarter of 2022, compared to the same quarter of 2021 (Table D-2). The total average daily census was up 31,818 or 15.1 percent in the quarter. In the first three quarters of 2022, total visitor arrivals by air increased 1,982,680 or 40.8 percent, while the average daily census increased 60,463 or 35.5 percent from the same period of the previous year.

In the third quarter of 2022, total visitor arrivals on domestic flights increased 101,472 or 4.9 percent compared to the same quarter of 2021 (Table D-3). In the first three quarters of 2022, domestic arrivals were up 1,448,964 or 30.0 percent from the same period of the previous year.

Arrivals on international flights increased 232,018 or 1,171.7 percent in the third quarter of 2022 compared to the third quarter of 2021 (Table D-4). In the first three quarters of 2022, international arrivals increased 533,716 or 1,480.6 percent from the same period of the previous year.

In terms of major market areas, from the third quarter of 2021 to the same period of 2022, arrivals from the U.S. West increased 3,943 or 0.3 percent (Table D-5), arrivals from the U.S. East decreased 4,592 or 0.7 percent (Table D-6), and arrivals from Japan increased 69,405 or 1,118.7 percent (Table D-7). In the first three quarters of 2022, arrivals from the U.S. West were up 761,829 or 23.4 percent; arrivals from the U.S. East were up 449,486 or 30.9 percent; and Japanese arrivals were up 98,086 or 786.5 percent from the same period of the previous year.

The total average daily visitor census was up 15.1 percent or 31,818 visitors per day in the third quarter of 2022, over the same quarter of 2021 (Table D-8). The domestic average daily census increased 3.7 percent or 7,772 visitors per day (Table D-9), while the

international average daily census increased 741.8 percent or 24,046 visitors per day (Table D-10). In the first three quarters of 2022, the domestic average daily census increased 40,202 or 23.8 percent; and the international average daily census inclined 20,261 or 882.5 percent from the same period of the previous year.

Nominal visitor expenditures by air totaled \$5,119.8 million in the third quarter of 2022, an increase of \$1,099.2 million or 27.3 percent from the third quarter of 2021 (Table D-11). In the first three quarters of 2022, visitor expenditures totaled \$14,335.4 million, an increase of \$5,235.6 million or 57.5 percent from the same period of the previous year.

Total airline capacity, as measured by the number of available seats flown to Hawaii, decreased 0.9 percent or 30,065 seats (Table D-12) in the third quarter of 2022, domestic seats decreased 11.4 percent or 364,056 seats (Table D-13); international seats increased 344.6 percent or 333,991 seats (Table D-14), compared to the same quarter of 2021. In the first three quarters of 2022, the number of total available seats increased 25.4 percent or 1,938,704 seats; domestic seats increased 14.6 percent or 1,079,219 seats; and international seats increased 361.0 percent or 859,485 seats from the same period of the previous year.

In the third quarter of 2022, the statewide hotel occupancy rate averaged 77.4 percent, 7.2 percentage points higher than that of the same quarter of 2021 (Table D-15). In the first three quarters of 2022, the statewide hotel occupancy rate averaged 74.4 percent, 18.6 percentage points higher than the same period of the previous year.

Readers interested in visitor statistics on a monthly basis can find them on the DBEDT website: <http://dbedt.hawaii.gov/visitor/> and those interested in daily passenger arrival data at: <http://dbedt.hawaii.gov/visitor/daily-passenger-counts/>.

Table D-1. VISITOR ARRIVALS AND AVERAGE DAILY VISITOR CENSUS - BY AIR

Year	Visitor Arrivals 1/			Average Daily Visitor Census		
	Total	Domestic	International	Total	Domestic	International
1990	6,723,531	4,315,161	2,408,370	154,517	113,665	41,450
1991	6,516,460	4,069,508	2,448,352	147,323	105,696	41,637
1992	6,479,669	3,791,945	2,687,724	152,249	106,589	45,660
1993	6,070,995	3,570,059	2,500,936	147,498	100,430	47,068
1994	6,364,674	3,813,279	2,551,395	156,630	107,904	48,726
1995	6,546,759	3,743,474	2,803,285	157,098	105,649	51,450
1996	6,723,141	3,794,113	2,929,028	158,297	106,404	51,892
1997	6,761,135	3,890,798	2,870,337	157,187	108,019	49,168
1998	6,595,790	4,014,140	2,581,650	157,389	112,068	45,320
1999	6,741,037	4,255,621	2,485,416	164,439	117,998	46,441
2000	6,948,595	4,446,936	2,501,659	168,637	123,442	45,196
2001	6,303,789	4,224,321	2,079,468	158,247	118,106	40,141
2002	6,389,059	4,358,851	2,030,208	160,195	121,029	39,165
2003	6,380,439	4,531,289	1,849,150	161,048	123,389	37,659
2004	6,912,094	4,892,960	2,019,134	171,481	132,355	39,126
2005	7,416,574	5,313,281	2,103,293	185,445	144,396	41,049
2006	7,528,106	5,550,125	1,977,981	189,441	149,545	39,895
2007	7,496,820	5,582,530	1,914,290	189,412	150,960	38,452
2008	6,713,436	4,901,893	1,811,543	172,487	135,239	37,248
2009	6,420,448	4,672,001	1,748,447	165,082	129,100	35,983
2010	6,916,894	4,957,352	1,959,542	177,949	136,407	41,542
2011	7,174,397	5,127,291	2,047,106	185,524	142,027	43,797
2012	7,067,143	5,403,025	2,461,118	201,267	146,887	52,380
2013	8,003,474	5,405,300	2,598,174	202,876	149,213	53,663
2014	8,196,342	5,486,059	2,710,283	206,217	151,076	55,141
2015	8,563,018	5,782,140	2,780,878	213,934	156,026	57,908
2016	8,821,802	5,968,779	2,853,023	217,675	157,953	59,723
2017	9,277,613	6,239,748	3,037,865	229,063	164,273	64,791
2018	9,761,448	6,736,736	3,024,712	240,341	174,611	65,731
2019	10,243,165	7,259,806	2,969,359	245,733	182,288	63,445
2020	2,876,073	2,452,689	613,384	67,915	63,921	13,993
2021	6,777,760	6,656,779	120,981	178,938	173,901	5,037
2021 1 Qtr	1,715,088	1,079,787	635,301	176,954	126,606	50,348
2 Qtr	1,673,990	1,129,578	544,413	159,596	120,781	38,816
3 Qtr	1,647,049	1,091,324	555,725	162,674	119,887	42,787
4 Qtr	1,267,662	923,632	344,030	134,185	105,365	28,821
2022 1 Qtr	1,537,636	1,042,844	494,792	162,745	122,622	40,124
2 Qtr	1,583,029	1,115,788	467,241	153,178	119,430	33,749
3 Qtr	1,694,239	1,170,113	524,126	167,584	126,274	41,310
4 Qtr	1,574,155	1,030,106	544,049	157,250	115,809	41,441
2023 1 Qtr	1,562,878	1,049,338	513,540	163,475	118,886	44,588
2 Qtr	1,501,363	1,168,919	332,444	150,775	123,760	27,016
3 Qtr	1,719,130	1,234,881	484,249	171,357	131,942	39,415
4 Qtr	1,597,067	1,078,150	518,917	158,528	118,874	39,654
2024 1 Qtr	1,639,213	1,138,607	500,606	171,479	128,237	43,242
2 Qtr	1,712,588	1,252,707	459,881	164,897	131,766	33,132
3 Qtr	1,852,939	1,318,363	534,576	180,936	140,130	40,806
4 Qtr	1,707,354	1,183,283	524,071	168,540	129,234	39,306
2025 1 Qtr	1,821,151	1,279,704	541,447	192,126	146,732	45,394
2 Qtr	1,787,046	1,304,549	462,497	172,635	137,663	34,972
3 Qtr	1,995,901	1,452,251	543,676	196,484	153,813	42,671
4 Qtr	1,812,476	1,276,603	535,873	180,542	139,332	41,209
2026 1 Qtr	1,836,867	1,300,840	536,027	198,665	149,596	49,069
2 Qtr	1,865,545	1,410,404	455,141	180,356	147,415	32,942
3 Qtr	1,992,088	1,496,473	495,615	195,968	156,511	39,457
4 Qtr	1,833,607	1,342,409	491,198	182,876	144,638	38,238
2027 1 Qtr	1,826,527	1,323,255	503,272	193,365	149,663	43,701
2 Qtr	1,856,609	1,434,445	422,164	184,702	150,976	33,726
3 Qtr	2,002,719	1,491,746	510,973	195,509	156,793	38,716
4 Qtr	1,810,966	1,333,085	477,881	184,106	146,380	37,727
2028 1 Qtr	1,841,516	1,347,836	493,680	196,032	152,981	43,051
2 Qtr	1,668,379	1,251,941	416,438	166,503	134,204	32,299
3 Qtr	1,670,428	1,202,383	468,045	167,502	129,701	37,801
4 Qtr	1,533,113	1,099,733	433,380	160,101	124,250	35,851
2029 1 Qtr	1,568,857	1,106,530	462,327	169,946	130,386	39,561
2 Qtr	1,595,081	1,232,085	362,996	161,808	130,589	31,219
3 Qtr	1,715,358	1,255,208	462,150	169,752	133,326	36,426
4 Qtr	1,541,152	1,080,178	460,974	158,893	122,142	36,751
2030 1 Qtr	1,638,407	1,118,852	519,555	177,714	131,507	46,207
2 Qtr	1,696,892	1,261,393	435,499	169,223	133,002	36,221
3 Qtr	1,856,948	1,351,315	505,633	186,931	144,558	42,373
4 Qtr	1,724,647	1,225,792	498,855	177,829	136,417	41,412
2031 1 Qtr	1,781,445	1,241,338	540,107	196,827	146,802	50,025
2 Qtr	1,724,205	1,297,685	426,520	173,967	138,108	35,858
3 Qtr	1,872,833	1,335,712	537,121	186,094	143,099	42,995
4 Qtr	1,795,914	1,255,556	543,358	185,558	140,159	45,399
2032 1 Qtr	1,933,991	1,307,730	632,261	210,680	151,796	58,884
2 Qtr	1,910,870	1,368,575	542,295	191,073	146,486	44,587
3 Qtr	2,042,534	1,389,278	653,256	201,523	148,332	53,191
4 Qtr	1,979,748	1,343,442	636,306	201,785	148,940	52,845
2033 1 Qtr	2,022,871	1,356,149	666,722	216,218	156,744	59,474
2 Qtr	1,974,892	1,399,913	574,979	194,526	148,513	46,013
3 Qtr	2,077,453	1,392,557	684,896	205,127	149,990	55,138
4 Qtr	1,928,258	1,256,681	671,577	185,832	141,761	54,072
2034 1 Qtr	2,028,633	1,318,882	709,751	217,477	154,902	62,576
2 Qtr	2,011,759	1,402,026	609,733	198,049	149,363	48,687
3 Qtr	2,120,639	1,424,360	696,279	204,784	151,815	52,969
4 Qtr	2,035,311	1,340,791	694,520	204,713	148,289	56,424
2035 1 Qtr	2,097,862	1,371,980	725,882	224,128	158,420	65,709
2 Qtr	2,145,806	1,513,399	632,407	208,378	157,721	50,657
3 Qtr	2,197,037	1,483,636	713,401	212,094	154,700	57,394
4 Qtr	2,122,312	1,413,124	709,198	211,299	153,335	57,963
2036 1 Qtr	2,173,406	1,427,670	745,736	226,150	168,576	67,575
2 Qtr	2,182,867	1,532,889	649,978	210,576	158,125	52,452
3 Qtr	2,265,810	1,542,019	723,791	217,543	158,635	58,908
4 Qtr	2,199,720	1,466,202	733,518	216,446	156,484	59,962
2037 1 Qtr	2,233,387	1,451,371	782,016	235,110	162,699	72,411
2 Qtr	2,318,012	1,617,920	700,092	224,262	166,207	58,055
3 Qtr	2,399,481	1,621,643	777,638	228,534	165,431	63,103
4 Qtr	2,328,733	1,548,814	777,919	228,427	162,740	65,687
2038 1 Qtr	2,428,102	1,614,588	813,514	252,318	176,689	75,629
2 Qtr	2,457,716	1,752,412	705,304	238,325	178,577	59,749
3 Qtr	2,484,272	1,719,849	764,423	238,258	174,031	64,227
4 Qtr	2,391,358	1,649,887	741,471	232,703	169,234	63,469
2039 1 Qtr	2,487,105	1,682,020	805,085	251,520	178,065	73,454
2 Qtr	2,607,041	1,915,973	691,068	244,561	188,140	56,420
3 Qtr	2,639,669	1,887,558	752,111	247,924	184,744	63,180
4 Qtr	2,509,350	1,768,255	741,095	239,040	178,173	60,866
2040 1 Qtr	2,083,958	1,483,458	600,500	212,106	157,883	54,225
2 Qtr	32,731	31,468	1,263	3,758	9,581	177
3 Qtr	64,339	61,456	2,883	20,469	19,995	474
4 Qtr	497,045	489,307	7,738	70,042	68,657	1,385
2/ 2021 1 Qtr	847,047	839,458	7,589	103,398	101,408	1,990
2 Qtr	1,905,914	1,897,256	8,658	199,230	197,587	1,643
3 Qtr	2,107,156	2,087,355	19,801	210,829	207,587	3,241
4 Qtr	1,917,643	1,832,710	84,933	200,872	187,703	13,170
2/ 2022 1 Qtr	1,976,585	1,840,316	136,269	212,568	191,813	20,755
2/ 2 Qtr	2,425,566	2,243,890	181,676	240,481	220,925	19,556
2/ 3 Qtr	2,440,647	2,188,828	251,819	242,847	215,359	27,488

1/ Staying overnight or longer.

2/ 2022 data are preliminary.

Source: Hawaii State Department of Business, Economic Development & Tourism and <http://www.hawaii.gov/dbedt/info/visitor-stats> and Hawaii Tourism Authority, Tourism Research.

Table D-1. VISITOR ARRIVALS AND AVERAGE DAILY VISITOR CENSUS - BY AIR - Con.

Year	Visitor Arrivals 1/			Average Daily Visitor Census		
	Total	Domestic	International	Total	Domestic	International
Percentage Change from the Same Period in Previous Year						
1991	-3.1	-5.7	1.7	-4.7	-6.5	0.5
1992	-0.7	-6.8	9.5	3.3	0.9	9.7
1993	-6.2	-5.9	-6.7	-3.1	-5.8	3.1
1994	4.8	6.8	2.0	6.2	7.4	3.5
1995	2.9	-1.8	9.9	0.3	-2.1	5.6
1996	2.7	1.4	4.5	0.8	0.7	0.9
1997	0.6	2.5	-2.0	-0.7	1.5	-5.2
1998	-2.4	3.2	-10.1	0.1	3.7	-7.8
1999	2.2	6.0	-3.7	4.5	5.3	2.5
2000	3.1	4.5	0.7	2.6	4.6	-2.7
2001	-9.3	-5.0	-16.9	-6.2	-4.3	-11.2
2002	1.4	3.2	-2.4	1.2	2.5	-2.4
2003	-0.1	4.0	-8.9	0.5	1.9	-3.8
2004	8.3	8.0	9.2	6.5	7.3	3.9
2005	7.3	8.6	4.2	8.1	9.1	4.9
2006	1.5	4.5	-6.0	2.2	3.6	-2.8
2007	-0.4	0.6	-3.2	0.0	0.9	-3.6
2008	-10.4	-12.2	-5.4	-8.9	-10.4	-3.1
2009	-4.4	-4.7	-3.5	-4.3	-4.5	-3.4
2010	7.7	6.1	12.1	7.8	5.7	15.4
2011	3.7	3.4	4.5	4.4	4.1	5.4
2012	9.7	5.4	20.4	8.3	4.8	19.6
2013	1.7	0.0	5.4	0.8	0.2	2.4
2014	2.4	1.5	4.3	1.6	1.2	2.8
2015	4.5	5.4	2.6	3.7	3.3	5.0
2016	3.0	3.2	2.6	1.7	1.2	3.1
2017	5.2	4.5	6.5	5.2	4.0	8.5
2018	5.2	8.0	-0.4	4.9	6.3	1.5
2019	4.9	7.7	-1.2	2.2	4.4	-3.5
2020	-73.9	-71.5	-79.5	-68.3	-64.9	-77.9
2021	153.1	222.3	-80.2	129.7	172.1	-64.0
2002 1 Qtr.	-10.3	-3.4	-22.1	-8.0	-3.1	-20.3
2 Qtr.	-5.4	-1.2	-14.2	-4.0	-1.1	-13.1
3 Qtr.	2.9	7.2	-5.7	3.0	5.3	-3.5
4 Qtr.	24.2	11.5	58.1	17.2	9.9	43.8
2003 1 Qtr.	1.6	0.6	3.8	0.4	-3.0	11.1
2 Qtr.	-5.2	4.8	-28.8	-1.6	3.6	-20.0
3 Qtr.	1.5	5.5	-7.6	2.3	4.5	-4.6
4 Qtr.	1.5	4.7	-4.6	0.8	2.6	-4.3
2004 1 Qtr.	4.9	8.5	-2.5	4.9	7.9	-3.0
2 Qtr.	14.1	7.2	38.3	9.4	6.5	22.6
3 Qtr.	7.6	6.8	10.4	5.6	6.2	3.5
4 Qtr.	6.9	9.8	1.0	6.3	8.7	-0.9
2005 1 Qtr.	11.1	12.4	8.2	12.0	14.4	5.0
2 Qtr.	4.3	4.1	4.9	4.7	4.5	5.5
3 Qtr.	7.7	10.2	1.7	8.6	9.8	4.6
4 Qtr.	6.2	7.9	2.3	7.1	7.8	4.8
2006 1 Qtr.	0.9	1.7	-1.0	3.4	2.0	8.1
2 Qtr.	4.4	8.1	-5.7	4.5	7.1	-5.8
3 Qtr.	-0.2	3.0	-3.0	-0.3	1.8	-7.5
4 Qtr.	1.2	5.2	-8.3	1.3	3.8	-7.2
2007 1 Qtr.	-0.6	1.7	-6.1	-2.7	0.0	-10.9
2 Qtr.	-0.5	1.7	-7.2	2.4	2.4	2.4
3 Qtr.	0.5	-0.3	3.1	-0.2	0.2	-1.9
4 Qtr.	-1.2	-0.7	-2.7	0.7	1.2	-1.3
2008 1 Qtr.	0.8	1.9	-1.9	1.4	2.2	-1.5
2 Qtr.	-10.1	-12.7	-1.4	-9.9	-11.1	-4.2
3 Qtr.	-16.6	-19.4	-8.4	-14.3	-17.3	-2.4
4 Qtr.	-15.3	-17.5	-9.3	-13.0	-15.1	-5.0
2009 1 Qtr.	-14.8	-17.9	-6.4	-13.3	-14.8	-8.1
2 Qtr.	-4.4	-1.6	-12.8	-2.8	-2.7	-3.3
3 Qtr.	2.7	4.2	-1.3	1.3	2.8	-3.6
4 Qtr.	0.5	-1.8	6.4	-0.8	-1.7	2.5
2010 1 Qtr.	4.4	1.1	12.4	4.6	0.9	16.8
2 Qtr.	6.4	2.4	20.0	4.6	1.8	16.0
3 Qtr.	8.3	7.8	9.4	10.1	8.4	16.3
4 Qtr.	11.9	13.5	8.2	11.9	11.7	12.7
2011 1 Qtr.	8.7	10.9	4.0	10.8	11.6	8.3
2 Qtr.	1.6	2.9	-2.1	2.8	3.8	-1.0
3 Qtr.	0.9	-1.2	6.2	-0.5	-1.0	1.4
4 Qtr.	4.1	2.2	8.9	4.9	2.7	12.0
2012 1 Qtr.	8.6	4.9	17.1	7.0	3.4	17.7
2 Qtr.	10.8	5.5	27.1	9.8	6.1	24.3
3 Qtr.	9.1	4.0	21.6	8.3	3.7	23.8
4 Qtr.	10.2	7.3	17.1	8.2	6.3	13.9
2013 1 Qtr.	4.6	4.2	5.5	2.6	3.3	1.0
2 Qtr.	3.4	2.3	6.0	1.8	1.4	3.2
3 Qtr.	1.7	0.2	4.8	1.8	1.1	3.7
4 Qtr.	-2.6	-6.5	5.5	-3.0	-4.8	2.3
2014 1 Qtr.	0.3	-2.7	6.5	0.6	-1.2	5.2
2 Qtr.	1.9	0.2	6.0	1.8	0.6	5.8
3 Qtr.	2.1	2.3	1.7	-0.2	1.2	-3.9
4 Qtr.	5.6	6.7	3.4	4.5	4.6	4.4
2015 1 Qtr.	3.4	4.0	2.3	3.1	2.3	5.0
2 Qtr.	6.7	7.9	3.7	5.2	5.6	4.0
3 Qtr.	3.6	4.2	2.5	3.6	1.9	8.4
4 Qtr.	4.3	5.4	2.1	3.2	3.4	2.7
2016 1 Qtr.	3.6	4.1	2.7	0.9	0.1	2.8
2 Qtr.	1.7	1.3	2.8	1.1	0.3	3.5
3 Qtr.	3.1	3.9	1.5	2.6	2.5	2.6
4 Qtr.	3.6	3.8	3.4	2.4	2.1	3.4
2017 1 Qtr.	2.8	1.7	4.9	4.0	2.6	7.2
2 Qtr.	6.2	5.5	7.7	6.5	5.1	10.7
3 Qtr.	5.9	5.2	7.5	5.1	4.3	7.1
4 Qtr.	5.8	5.6	6.1	5.5	4.0	9.5
2018 1 Qtr.	8.7	11.2	4.0	7.3	8.6	4.4
2 Qtr.	6.0	8.3	0.7	6.3	7.4	2.9
3 Qtr.	3.5	6.1	-1.3	4.3	5.2	1.8
4 Qtr.	2.8	6.5	-4.7	1.9	4.0	-3.4
2019 1 Qtr.	2.4	4.2	-1.0	-0.3	0.8	-2.9
2 Qtr.	6.1	9.3	-2.0	2.6	5.4	-5.6
3 Qtr.	6.3	9.8	-1.6	4.1	6.2	-1.6
4 Qtr.	4.9	7.2	-0.1	2.7	5.3	-4.1
2020 1 Qtr.	-16.2	-11.8	-25.4	-15.7	-11.3	-26.2
2 Qtr.	-98.7	-98.4	-99.8	-96.0	-94.9	-99.7
3 Qtr.	-97.6	-96.7	-99.6	-91.7	-89.2	-99.2
4 Qtr.	-80.2	-72.3	-99.0	-70.7	-61.5	-97.7
2021 1 Qtr.	-59.4	-43.4	-98.7	-51.3	-35.8	-96.3
2 Qtr.	5,723.0	5,929.2	585.5	1,941.8	1,962.3	829.3
3 Qtr.	3,175.1	3,296.5	586.8	930.0	938.2	583.9
4 Qtr.	285.8	274.6	997.6	186.8	173.4	851.1
2/ 2022 1 Qtr.	133.4	119.2	1,695.6	105.6	89.1	943.1
2/ 2 Qtr.	27.3	18.3	1,998.4	20.7	11.8	1090.4
2/ 3 Qtr.	15.8	4.9	1,171.7	15.1	3.7	741.8

1/ Staying overnight or longer.

2/ 2022 data are preliminary.

Source: Hawaii State Department of Business, Economic Development & Tourism and <http://www.hawaii.gov/dbedt/info/visitor-stats/> and Hawaii Tourism Authority, Tourism Research.

Table D-15. HOTEL OCCUPANCY RATE

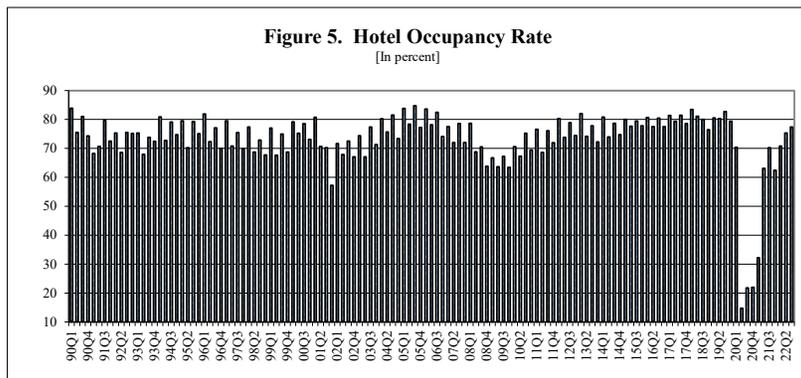
Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Annual Average
In Percent					
1982	79.0	65.9	70.9	66.7	70.4
1983	75.2	68.1	71.7	66.5	69.7
1984	84.0	75.6	74.6	75.1	76.0
1985	88.1	69.1	75.0	72.5	76.1
1986	87.0	78.8	79.9	76.8	81.7
1987	88.0	77.1	82.1	77.8	81.1
1988	81.7	75.1	81.3	75.1	78.5
1989	85.9	73.9	81.0	75.7	79.0
1990	83.9	75.5	81.0	74.3	78.8
1991	68.2	70.7	79.7	72.5	72.4
1992	75.3	68.6	75.5	75.2	72.7
1993	75.3	67.9	73.8	72.5	72.0
1994	80.9	72.7	79.1	74.8	76.5
1995	79.5	70.3	79.2	75.1	75.8
1996	81.9	72.3	77.1	70.0	75.2
1997	79.5	70.8	75.5	69.9	73.9
1998	77.4	68.7	72.9	67.7	71.5
1999	77.0	67.7	75.0	68.7	72.1
2000	79.2	75.2	78.5	73.1	76.0
2001	80.7	70.7	70.3	57.2	69.2
2002	71.7	67.9	72.5	67.1	69.7
2003	74.4	67.1	77.4	71.3	72.6
2004	80.2	75.7	81.5	73.4	77.7
2005	83.8	78.4	84.8	77.2	81.1
2006	83.6	78.2	82.5	74.1	79.5
2007	77.5	72.0	78.6	72.0	75.0
2008	78.7	68.8	70.5	63.8	70.4
2009	66.7	63.7	67.3	63.5	64.8
2010	70.6	67.3	75.2	69.5	70.7
2011	76.6	68.6	76.1	71.9	73.2
2012	80.3	73.8	78.9	74.5	76.9
2013	82.0	74.2	77.8	72.3	76.5
2014	80.8	74.0	78.7	74.7	77.0
2015	80.0	77.7	79.4	77.8	78.7
2016	80.7	77.5	80.5	77.5	79.0
2017	81.4	79.4	81.4	78.6	80.2
2018	83.5	81.1	80.1	76.4	80.3
2019	80.5	80.3	82.8	79.6	80.8
2020	70.4	14.7	21.7	22.0	37.1
2021 1/	32.2	63.1	70.2	62.4	57.6
2022 1/	70.8	75.3	77.4	Year-to-Date	74.4

NA Not available.

The 2nd, 3rd, and 4th Quarter averages are computed by Hawaii State Department of Business, Economic Development & Tourism from PKF-Hawaii monthly averages through January 1995 and Hospitality Advisors LLC monthly averages from February 1995. The 1st quarter and Annual are as released or revised by source.

1/ Source revises each month of previous year when current year is released.

Source: Hawaii State Department of Business, Economic Development & Tourism, PKF-Hawaii and Hospitality Advisors LLC.



E. CONSTRUCTION

The indicators of Hawaii's construction industry were mixed in the third quarter of 2022. Construction jobs and private building authorizations decreased in the quarter but Government contracts awarded and State government CIP expenditures increased.

In the third quarter of 2022, the number of jobs in the construction sector decreased 1.6 percent or 600 jobs compared with the same quarter of 2021. In the first three quarters of 2022, the construction sector lost 800 jobs or 2.2 percent (Table A-7) from the same period of the previous year.

In the third quarter of 2022, private building authorizations in the state decreased \$154.5 million or 16.5 percent, compared with the third quarter of 2021 (Table E-8). In the first three quarters of 2022, private building authorizations in the state decreased \$800.1 million or 25.9 percent compared with the same period of the previous year.

In the third quarter of 2022, private building authorizations in Honolulu decreased \$178.7 million or 31.7 percent, compared with the third quarter of 2021 (Table E-8). In the first three quarters of 2022, private building authorizations in Honolulu decreased \$809.8 million or 41.0 percent, compared with the same period of the previous year.

In the third quarter of 2022, private building authorizations in Hawaii County increased \$112.8 million or 101.7 percent, compared with the third quarter of 2021 (Table E-8). In the first three quarters of 2022, private building authorizations in Hawaii County increased \$110.3 million or 20.6 percent, compared with the same period of the previous year.

In the third quarter of 2022, private building authorizations in Maui decreased \$83.9 million or 36.9 percent, compared with the third quarter of 2021 (Table E-8). In the first three quarters of 2022, private building authorizations in Maui decreased \$90.9 million or 19.2 percent compared with the same period of the previous year.

In the third quarter of 2022, private building authorizations (residential only) in Kauai decreased \$4.7 million or 13.1 percent, compared with the third quarter of 2021 (Table E-8). In the first three quarters of 2022, private building authorizations in Kauai County decreased \$9.7 million or 9.4 percent compared with the same period of the previous year.

In the third quarter of 2022, government contracts awarded increased \$504.6 million or 104.5 percent, compared with the third quarter of 2021 (Table E-1). In the first three quarters of 2022, government contracts awarded increased \$4.2 billion or 334.6 percent compared with the same period of the previous year. A Navy contract was awarded in June 2022 that designated Hawaii as 'place of performance' for 95 percent or \$945.3 million of the contract. The Navy awarded a \$32.4 million contract in August; however, Hawaii was not designated as place of performance.

State government CIP expenditures increased \$20.7 million or 6.5 percent in the third quarter of 2022 compared with the same quarter of 2021. In the first three quarters of 2022, state government CIP expenditures declined \$17.1 million or 1.7 percent from the same period of the previous year (Table E-2).

The Honolulu Construction Cost Index for Single Family Residence (Table E-6) increased 6.4 percent in the third quarter of 2022 compared to the same quarter of 2021 and similarly increased 6.8 percent for High-Rise Building (Table E-7). In the first three quarters of 2022, the index for Single Family Residence increased 6.1 percent and 6.0 percent for High-Rise Building as compared to the same period of the previous year.

Average home prices decreased 1.4 percent in the third quarter of 2022, with single family home prices down 4.2 percent and condo prices up 5.8 percent over the same quarter of the previous year (Table E-9). The purchase of homes decreased 19.7 percent for local buyers, declined 26.1 percent for mainland buyers, but increased 52.0 percent for foreign buyers over the same quarter of the previous year (Table E-10).

In the third quarter of 2022, Honolulu's median price for single family resales was \$1,110,500, up \$80,500 or 7.8 percent over the same quarter of 2021 (Table E-11). The median price for condominium units was \$500,000, up \$16,000 or 3.3 percent over the same quarter of 2021 (Table E-12). In the third quarter of 2022, the number of single-family unit resales decreased 27.9 percent, and the number of condominium unit resales decreased 22.4 percent, compared with the third quarter of 2021 (Tables E-13 and E-14). In the first three quarters of 2022, the number of single-family unit resales decreased 15.8 percent, and condominium unit resales decreased 3.3 percent compared with the same period of the previous year.

Table E-1. ESTIMATED VALUE OF COMPLETED CONSTRUCTION, NEW PRIVATE BUILDING AUTHORIZATIONS, AND GOVERNMENT CONTRACTS AWARDED

Year	Contracting tax base 1/	Private Building Authorization 4/				Government Contracts Awarded
		Total Private Authorizations	Residential 4/	Commercial & Industrial 2/	Additions & Alterations	
In Millions of Dollars						
1982	1,294.9	683.1	299.2	242.9	141.1	391.6
1983	1,353.4	685.2	296.2	203.2	185.9	275.0
1984	1,242.9	581.5	327.7	104.0	149.9	388.7
1985	1,367.7	888.9	500.1	208.8	180.1	248.9
1986	1,808.0	1,025.2	455.5	297.4	302.3	422.7
1987	2,003.1	1,161.9	507.0	344.4	310.5	370.9
1988	2,487.6	1,546.5	699.2	541.2	316.1	665.0
1989	3,112.8	1,852.4	910.7	561.8	408.9	725.2
1990	4,003.7	2,101.8	952.3	698.0	451.5	825.5
1991	4,334.1	2,151.8	1,192.0	556.2	403.7	729.4
1992	4,012.7	1,751.9	811.1	532.3	406.5	1,159.1
1993	3,803.6	1,505.4	742.1	388.0	453.3	651.9
1994	3,322.3	1,612.9	849.3	370.3	393.4	693.0
1995	3,133.5	1,531.3	745.5	368.3	417.5	490.2
1996	3,285.1	1,117.8	481.0	252.8	378.0	885.5
1997	2,944.4	1,179.2	542.5	264.5	372.2	615.6
1998	3,016.0	1,054.3	485.5	205.6	363.2	685.1
1999	2,991.2	1,320.2	628.8	306.2	385.3	584.8
2000 3/	3,813.5	1,512.6	806.1	246.2	446.2	810.9
2001	3,766.4	1,585.7	882.4	329.1	374.2	715.7
2002 4/	4,275.0	1,772.0	1,112.9	254.2	404.9	768.3
2003 4/	4,536.3	2,351.2	1,345.1	507.5	508.6	858.5
2004 4/	4,920.5	2,726.5	1,767.7	303.3	655.2	839.2
2005 4/	6,024.0	3,492.0	2,259.3	433.5	799.1	610.8
2006 4/	7,223.3	3,770.1	1,811.8	732.0	1,226.2	633.4
2007 4/	9,072.9	3,555.4	1,655.4	703.9	1,026.2	721.5
2008 4/	7,987.1	2,906.6	1,381.6	427.1	1,097.9	1,439.9
2009 4/	6,841.7	1,998.9	799.2	284.8	914.9	1,398.8
2010 4/	5,889.8	1,980.3	779.0	371.5	823.8	1,057.6
2011 4/	6,837.4	1,858.8	897.9	285.9	884.9	430.7
2012 4/	7,006.1	2,643.8	837.2	271.1	1,535.5	772.9
2013 4/	7,330.0	2,720.5	1,025.0	296.5	1,399.0	1,194.2
2014 4/	7,024.0	3,315.1	985.9	495.9	1,830.6	1,096.6
2015 4/	8,112.2	3,963.6	1,651.3	702.9	1,609.4	1,554.6
2016 4/	8,288.2	3,240.6	1,448.0	211.0	1,581.7	1,673.3
2017 4/	8,384.4	3,127.8	1,504.7	399.9	1,227.3	1,191.6
2018 4/	9,455.6	3,268.3	1,395.8	402.2	1,470.3	1,948.5
2019 4/	9,609.3	3,221.4	1,211.6	352.7	1,657.1	593.8
2020 4/	9,757.2	3,108.5	1,145.0	478.8	1,484.9	3,080.8
2021 4/	10,108.4	3,747.7	1,994.8	426.2	1,326.2	5,141.8
1998 1 Qtr	757.1	260.4	118.2	50.4	91.9	155.3
2 Qtr	706.3	246.7	121.3	48.4	76.9	127.5
3 Qtr	793.6	296.0	123.5	55.1	117.3	218.7
4 Qtr	759.0	251.3	122.6	51.7	77.0	182.5
1999 1 Qtr	732.1	342.9	141.6	125.0	76.3	177.3
2 Qtr	737.0	314.3	153.4	72.3	88.5	104.6
3 Qtr	758.1	314.0	151.1	63.9	98.0	147.1
4 Qtr	764.0	349.0	182.6	45.0	121.4	156.6
2000 1 Qtr	877.6	351.8	203.3	61.3	87.3	217.1
2 Qtr	860.1	392.9	194.9	72.9	125.1	96.6
3 Qtr	894.9	377.4	204.1	59.1	114.2	405.1
4 Qtr	971.8	390.4	197.9	52.9	139.6	92.1
2001 1 Qtr	920.5	362.5	186.3	96.6	79.6	178.0
2 Qtr	918.4	423.6	234.3	71.9	111.5	175.7
3 Qtr	903.2	421.0	256.3	68.3	96.4	113.1
4 Qtr	1,034.3	378.6	205.6	86.3	86.7	248.9
2002 1 Qtr	913.7	336.3	191.7	47.0	97.6	250.8
2 Qtr	1,025.0	437.1	276.9	59.3	100.9	136.6
3 Qtr	1,213.7	497.6	346.6	47.2	103.8	255.7
4 Qtr	1,122.5	501.1	297.0	100.7	102.6	128.2
2003 1 Qtr	1,122.3	655.1	326.0	217.9	111.3	166.3
2 Qtr	1,139.3	716.7	398.1	153.3	163.3	86.0
3 Qtr	1,179.6	531.0	316.5	87.9	126.6	228.3
4 Qtr	1,095.1	458.4	304.6	46.4	107.4	150.8
2004 1 Qtr	1,143.3	780.8	542.5	107.4	130.8	256.7
2 Qtr	1,126.0	718.9	440.5	50.8	227.6	804.1
3 Qtr	1,345.9	597.6	366.0	73.0	158.6	187.2
4 Qtr	1,306.3	629.3	418.7	72.1	138.5	136.6
2005 1 Qtr	1,440.9	705.5	420.3	48.7	114.2	212.6
2 Qtr	1,429.8	728.5	450.7	103.4	174.4	105.5
3 Qtr	1,608.1	1,050.5	662.1	220.1	168.4	314.4
4 Qtr	1,545.1	1,006.4	726.2	61.4	218.8	91.5
2006 1 Qtr	1,714.7	786.2	481.1	61.1	224.0	297.2
2 Qtr	1,677.1	908.1	451.6	160.7	295.9	174.4
3 Qtr	1,920.2	1,051.5	490.5	206.5	384.5	220.6
4 Qtr	1,911.3	1,044.2	415.6	303.8	321.8	161.6
2007 1 Qtr	1,991.0	737.1	412.1	59.7	265.3	180.1
2 Qtr	2,081.1	1,085.7	668.8	222.6	194.2	317.7
3 Qtr	1,924.9	896.3	412.1	144.3	339.9	255.1
4 Qtr	2,075.9	866.3	362.3	277.2	226.8	116.5
2008 1 Qtr	1,885.1	741.1	353.2	94.0	293.9	196.2
2 Qtr	1,977.5	1,048.5	517.4	154.7	376.5	132.8
3 Qtr	2,095.9	690.0	346.5	132.3	211.3	351.8
4 Qtr	2,028.6	426.8	164.5	46.2	216.2	272.0
2009 1 Qtr	1,779.9	542.2	276.3	38.8	227.0	167.2
2 Qtr	1,726.6	470.7	160.5	97.3	212.8	197.3
3 Qtr	1,980.1	558.8	193.4	95.5	208.9	233.8
4 Qtr	1,555.1	427.3	169.0	92.1	166.1	180.4
2010 1 Qtr	1,427.0	455.3	235.4	53.1	166.9	83.1
2 Qtr	1,391.9	537.3	184.9	123.5	228.9	353.7
3 Qtr	1,487.7	552.4	196.3	84.3	271.8	352.6
4 Qtr	1,373.2	435.3	162.5	116.6	156.2	268.2
2011 1 Qtr	1,382.9	380.9	146.8	48.1	186.1	75.4
2 Qtr	1,443.6	438.4	178.4	47.2	212.7	60.0
3 Qtr	1,468.2	537.7	206.7	80.2	250.8	124.5
4 Qtr	1,542.7	501.8	156.1	110.4	235.3	167.7
2012 1 Qtr	1,561.4	556.7	145.3	61.5	349.9	71.4
2 Qtr	1,680.8	647.3	246.6	50.6	350.1	280.6
3 Qtr	1,858.5	686.6	200.2	75.7	410.7	323.3
4 Qtr	1,905.5	753.2	245.1	83.3	424.8	97.5
2013 1 Qtr	1,847.6	629.1	289.1	45.9	293.0	228.8
2 Qtr	1,935.3	714.0	193.3	145.7	375.1	371.0
3 Qtr	1,844.9	688.4	317.4	27.5	343.6	481.4
4 Qtr	1,702.1	689.0	225.2	76.5	387.3	113.1
2014 1 Qtr	1,732.3	658.4	150.6	94.9	315.2	155.7
2 Qtr	1,768.6	806.5	305.6	80.7	420.2	291.3
3 Qtr	1,666.4	789.6	230.4	73.8	485.4	394.9
4 Qtr	1,858.7	960.3	299.3	249.2	412.1	254.7
2015 1 Qtr	1,801.4	1,297.6	482.5	383.6	431.5	225.0
2 Qtr	1,995.3	840.4	412.7	113.9	313.7	680.8
3 Qtr	2,212.3	892.2	338.3	111.0	442.9	487.1
4 Qtr	2,103.3	933.4	417.8	94.4	421.2	161.7
2016 1 Qtr	1,745.4	545.6	223.1	30.2	292.3	175.0
2 Qtr	2,123.9	960.2	429.6	75.6	455.0	328.9
3 Qtr	2,186.4	869.4	428.2	39.3	420.9	913.1
4 Qtr	2,222.5	845.6	366.1	65.9	413.5	256.3
2017 1 Qtr	2,170.7	919.5	507.4	101.4	310.7	213.8
2 Qtr	1,828.3	821.0	359.4	131.4	330.3	236.2
3 Qtr	2,206.1	722.4	374.1	85.4	262.9	644.3
4 Qtr	2,179.3	664.9	263.8	77.7	323.4	97.3
2018 1 Qtr	2,202.6	699.8	382.4	76.1	241.4	532.4
2 Qtr	2,326.5	1,108.5	392.0	185.1	531.5	596.4
3 Qtr	2,521.5	743.2	365.6	70.3	307.3	384.1
4 Qtr	2,405.1	716.6	255.9	70.7	390.1	423.6
2019 1 Qtr	2,349.4	761.0	309.9	46.2	404.9	159.9
2 Qtr	2,430.3	809.0	323.2	65.5	419.3	121.9
3 Qtr	2,445.2	798.8	267.0	89.9	441.8	165.6
4 Qtr	2,384.4	852.7	311.5	150.1	391.1	143.2
2020 1 Qtr	2,467.7	784.8	228.7	120.5	435.7	1,342.3
2 Qtr	2,243.7	693.1	310.6	133.8	248.8	562.4
3 Qtr	2,647.9	843.2	297.1	129.9	416.3	266.5
4 Qtr	2,397.9	787.3	308.6	94.5	384.2	889.5
2021 1 Qtr	2,339.0	802.7	305.4	115.9	380.4	493.5
2 Qtr	2,643.8	1,345.8	818.0	101.8	426.0	274.9
3 Qtr	2,580.6	937.4	533.2	129.4	274.9	483.0
4 Qtr	2,545.1	661.2	338.2	78.0	244.9	3,890.4
2022 1 Qtr	2,558.8	868.1	480.3	89.0	298.9	228.9
2 Qtr	2,642.5	634.8	281.2	84.1	269.5	4,230.2
3 Qtr	(NA)	782.9	321.4	97.9	363.7	987.5

NA Not available.
 First Hawaiian Bank has discontinued compiling Government Contracts Awarded. Hawaii State Department of Business, Economic Development & Tourism has compiled preliminary estimates beginning with the fourth quarter 1997 based on data in Building Industry.
 1/ Formerly, this category was "Value of Construction Completed", subject to revision by Hawaii State Department of Taxation.
 2/ Includes hotels.
 3/ Kauai County Private Building Authorizations data for November consist of residential data only.
 4/ Beginning with 2

Table E-1. ESTIMATED VALUE OF COMPLETED CONSTRUCTION, NEW PRIVATE BUILDING AUTHORIZATIONS, AND GOVERNMENT CONTRACTS AWARDED - Con.

Year	Contracting tax base 1/	Private Building Authorization 4/				Government Contracts Awarded
		Total Private Authorizations	Residential 4/	Commercial & Industrial 2/	Additions & Alterations	
Percentage Change from the Same Period in Previous Year						
1983	4.5	0.3	-1.0	-16.3	31.8	-28.8
1984	-8.2	-15.1	10.6	-48.8	-19.4	41.3
1985	10.0	52.9	52.6	100.8	20.1	-36.0
1986	32.2	15.3	-8.9	28.1	67.9	69.8
1987	10.8	13.3	11.3	28.8	2.7	-12.3
1988	24.2	33.1	35.9	57.1	1.8	79.3
1989	25.1	21.7	32.1	3.8	29.7	9.1
1990	28.6	11.7	4.6	24.2	10.1	13.8
1991	8.3	2.4	25.2	-20.3	-10.6	-11.6
1992	-7.4	-18.6	-32.0	-4.3	1.2	58.9
1993	-5.2	-14.1	-8.5	-42.1	11.5	-43.8
1994	-12.7	7.1	14.4	20.2	-13.6	6.3
1995	-5.7	-5.1	-12.2	-0.5	6.1	-29.3
1996	4.8	-27.0	-34.7	-31.4	-9.5	80.6
1997	-10.4	5.5	11.4	4.6	-1.5	-30.5
1998	2.4	-10.6	-10.5	-22.3	-2.4	11.3
1999	-0.8	25.2	29.5	48.9	8.1	-14.6
2000 3/	20.8	14.6	27.3	-19.6	21.0	38.7
2001	4.2	4.8	10.3	33.7	-19.7	-11.7
2002 4/	13.5	11.7	26.1	-22.8	8.2	7.3
2003 4/	5.1	33.3	20.9	99.7	25.6	-10.7
2004 4/	8.5	15.5	31.4	-40.2	28.9	-6.9
2005 4/	22.4	28.1	27.8	43.0	21.9	-4.3
2006 4/	19.9	8.0	-19.8	68.8	53.4	3.7
2007 4/	-11.8	-2.9	2.4	-3.8	-18.3	14.0
2008 4/	-1.1	-18.9	-25.5	-39.3	7.0	99.5
2009 4/	-16.8	-31.2	-42.2	-33.3	-16.7	-2.9
2010 4/	-15.8	-21.9	-2.5	32.5	-10.4	-24.4
2011 4/	4.4	-6.1	-11.7	-24.3	7.4	-59.3
2012 4/	20.0	42.2	21.7	-5.2	73.5	79.4
2013 4/	4.6	2.9	22.4	9.4	-8.9	54.5
2014 4/	-4.2	21.9	-3.8	68.1	30.8	-8.2
2015 4/	15.5	19.6	67.5	41.0	-12.1	41.8
2016 4/	2.2	-18.2	-12.3	-70.0	-1.7	7.6
2017 4/	1.2	-3.5	3.9	67.6	-22.4	-28.8
2018 4/	12.8	4.5	-7.2	1.6	19.8	63.5
2019 4/	1.6	-1.4	-13.2	-12.3	12.7	-69.5
2020 4/	1.5	-3.5	-5.5	35.7	-10.4	418.8
2021 4/	3.6	20.5	74.2	-11.0	-10.7	66.9
1999 1 Qtr.	-3.3	31.7	19.8	148.2	-17.0	14.1
2 Qtr.	4.3	27.4	28.5	49.4	15.1	-18.0
3 Qtr.	-4.5	6.1	22.4	15.9	-15.6	-32.8
4 Qtr.	0.7	38.9	49.0	-13.1	57.7	-15.1
2000 1 Qtr.	19.9	2.6	43.6	-51.0	14.4	22.4
2 Qtr.	17.9	25.0	27.0	0.8	41.3	-7.6
3 Qtr.	18.0	20.2	35.0	-7.4	15.3	175.4
3/ 4 Qtr.	27.2	11.9	8.4	17.6	15.0	-40.9
2001 1 Qtr.	4.9	3.0	-8.3	57.6	-8.8	-18.0
2 Qtr.	5.7	7.8	20.2	6.8	-10.9	81.9
3 Qtr.	-0.2	11.5	25.6	15.5	-15.6	-72.1
4 Qtr.	6.4	-3.0	3.9	63.3	-37.9	170.2
2002 4/ 1 Qtr.	-0.7	-7.2	2.9	-51.4	22.6	40.9
2 Qtr.	11.6	3.2	18.2	-23.8	-9.5	-24.0
3 Qtr.	35.9	18.2	35.2	-31.0	7.7	126.1
4 Qtr.	8.5	32.4	44.8	16.7	18.4	-48.4
2003 4/ 1 Qtr.	22.8	94.8	70.0	364.0	14.0	-32.9
2 Qtr.	11.2	64.0	43.8	161.6	61.9	-35.6
3 Qtr.	-2.8	6.7	-6.7	86.3	22.0	-10.7
4 Qtr.	-2.4	-8.5	2.3	-53.9	4.7	17.6
2004 4/ 1 Qtr.	1.9	19.2	66.4	-50.7	17.6	52.5
2 Qtr.	-1.2	0.3	10.6	-67.3	39.4	835.0
3 Qtr.	14.1	12.5	15.7	-17.0	25.3	-18.0
4 Qtr.	19.3	37.3	37.5	55.2	29.0	-9.4
2005 4/ 1 Qtr.	26.0	-9.5	-22.5	-54.7	81.6	-16.8
2 Qtr.	27.0	1.3	2.3	103.7	-23.4	-69.9
3 Qtr.	19.5	75.8	80.9	201.6	6.2	68.0
4 Qtr.	18.3	59.9	73.4	-14.8	57.9	-33.0
2006 4/ 1 Qtr.	19.0	8.5	14.5	25.6	-5.7	-39.1
2 Qtr.	17.3	24.7	0.2	55.4	69.6	65.3
3 Qtr.	19.4	0.1	-30.4	-6.2	128.4	-29.8
4 Qtr.	23.7	-42.3	-42.3	394.5	47.1	176.6
2007 4/ 1 Qtr.	16.1	-3.8	-14.3	-2.3	18.4	-39.4
2 Qtr.	24.1	19.6	48.1	38.6	-34.4	82.1
3 Qtr.	0.2	-14.8	-10.5	-36.1	-11.6	15.7
4 Qtr.	8.6	-17.0	-13.4	-5.7	-29.6	-27.9
2008 4/ 1 Qtr.	-5.3	0.5	-14.3	57.4	10.8	8.9
2 Qtr.	-5.0	-3.4	-22.6	-30.5	93.8	-58.2
3 Qtr.	8.9	-23.0	-15.9	-8.3	-37.8	-37.9
4 Qtr.	-2.3	-50.7	-54.6	-83.3	-4.7	133.4
2009 4/ 1 Qtr.	-5.6	-26.8	-21.8	-58.7	-22.8	-14.8
2 Qtr.	-12.7	-55.1	-69.0	-37.1	-43.5	-68.5
3 Qtr.	-24.6	-19.0	-44.2	-57.3	46.2	-33.5
4 Qtr.	-23.3	0.1	2.8	99.3	-23.1	-33.7
2010 4/ 1 Qtr.	-19.6	-16.0	-14.8	36.7	-26.5	-50.3
2 Qtr.	-24.6	14.2	15.2	26.9	7.6	79.3
3 Qtr.	-5.8	-1.2	1.5	49.1	-12.0	50.8
4 Qtr.	-11.7	1.9	-3.9	26.6	-6.0	48.7
2011 4/ 1 Qtr.	-3.1	-16.4	-37.7	-9.5	11.5	-9.2
2 Qtr.	10.9	-18.4	-3.5	-61.8	-7.1	-82.2
3 Qtr.	-1.3	-2.7	5.3	-4.8	-7.7	-64.7
4 Qtr.	-12.3	15.3	-3.9	-5.3	50.6	-37.4
2012 4/ 1 Qtr.	12.9	46.2	-1.0	27.9	88.1	-5.3
2 Qtr.	16.4	47.7	38.2	7.2	64.6	345.3
3 Qtr.	26.6	27.7	-3.1	-5.6	63.8	159.6
4 Qtr.	23.5	50.1	57.0	-24.6	80.5	-41.9
2013 4/ 1 Qtr.	18.3	13.0	99.0	-23.7	-16.3	220.2
2 Qtr.	15.1	10.3	-21.6	187.8	7.1	32.2
3 Qtr.	-0.7	0.3	58.6	-63.7	-16.3	-22.2
4 Qtr.	-10.7	-8.5	-8.1	-8.2	-8.8	16.0
2014 4/ 1 Qtr.	-6.2	20.6	-47.9	102.3	75.0	-31.9
2 Qtr.	-8.7	12.9	58.1	-44.6	12.0	469.8
3 Qtr.	-9.7	14.7	-27.4	168.5	41.3	-18.0
4 Qtr.	9.2	39.4	32.9	225.8	6.4	125.2
2015 4/ 1 Qtr.	4.0	71.1	220.3	304.3	-15.9	44.5
2 Qtr.	12.9	4.2	35.1	41.2	-25.3	133.7
3 Qtr.	32.8	13.0	46.8	50.3	-8.8	23.4
4 Qtr.	13.2	-2.8	39.6	-62.1	2.2	-36.5
2016 4/ 1 Qtr.	-3.1	-58.0	-53.8	-92.1	-32.3	-22.2
2 Qtr.	6.4	14.3	4.1	-33.7	45.0	-51.7
3 Qtr.	-0.7	-0.3	26.9	-64.6	-5.0	87.5
4 Qtr.	5.7	-9.4	-12.4	-30.1	-1.8	-65.5
2017 4/ 1 Qtr.	24.4	68.5	127.5	236.0	6.3	22.1
2 Qtr.	-13.9	-14.5	-16.3	73.8	-27.4	-28.2
3 Qtr.	0.4	-18.8	-12.9	117.5	-37.5	-28.4
4 Qtr.	-1.9	-21.4	-27.9	17.8	-21.8	-62.0
2018 4/ 1 Qtr.	1.5	-23.9	-24.6	-25.0	-22.3	149.1
2 Qtr.	27.2	35.0	9.1	40.9	60.9	153.3
3 Qtr.	14.3	2.9	-2.3	-17.6	18.9	-39.8
4 Qtr.	10.4	7.8	-3.0	-9.1	20.6	335.2
2019 4/ 1 Qtr.	6.7	8.7	-19.0	-39.3	67.8	-70.7
2 Qtr.	4.5	-27.0	-17.5	-64.1	-21.1	-78.4
3 Qtr.	-3.0	7.5	-27.0	27.9	43.8	-58.0
4 Qtr.	-0.9	19.0	21.7	112.5	0.3	-66.2
2020 4/ 1 Qtr.	5.0	3.1	-26.2	160.9	7.6	760.8
2 Qtr.	-7.7	-14.3	-3.9	101.2	-40.7	351.2
3 Qtr.	8.3	5.6	11.3	44.4	-5.8	61.0
4 Qtr.	0.6	-7.7	-0.9	-37.1	-1.8	521.3
2021 4/ 1 Qtr.	-5.2	2.3	33.5	-2.9	-53.2	-63.2
2 Qtr.	17.8	94.2	163.4	-23.9	71.2	-52.8
3 Qtr.	-2.5	11.2	79.4	-0.4	-34.0	81.2
4 Qtr.	6.1	-16.0	9.6	-17.4	-35.3	337.4
2022 4/ 1 Qtr.	9.4	8.2	57.3	-15.3	-24.1	-55.3
2 Qtr.	0.0	-52.8	-65.6	-17.4	-36.7	1,438.7
3 Qtr.	(NA)	-16.5	-39.7	-24.3	32.3	104.5

NA Not available.
 1/ First Hawaiian Bank has discontinued compiling Government Contracts Awarded. Hawaii State Department of Business, Economic Development & Tourism has compiled preliminary estimates beginning with the fourth quarter 1997 based on data in Building Industry.
 2/ Includes hotels.
 3/ Formerly, this category was "Value of Construction Completed", subject to revision by Hawaii State Department of Taxation.
 4/ Kauai County Private Building Authorizations data for November consist of residential data only.
 5/ Beginning with 2002 Kauai Private Building Authorizations data available for residential only.
 6/ In January 2020, the U.S. Navy awarded a \$990 million 5-year contract to 7 firms of which 5 were Hawaii firms. Hawaii is 100 percent place of performance.
 7/ In one U.S. Navy September contract, Hawaii was designated place of performance for 40 percent or \$200 million and the remainder as other NAVAFC P.
 8/ In one U.S. Navy November contract Hawaii was designated place of performance for 40 percent or \$3.2 billion and the remainder as Washington (state).
 9/ In one U.S. Navy June contract, Hawaii was designated place of performance for 95 percent or \$945.3 M and the remainder as Wake Island.
 10/ In one U.S. Navy August \$32.4 M contract awarded to a Hawaii firm but Hawaii was not designated as place of performance (POP).
 Source: Hawaii State Department of Taxation; county building departments; U.S. Census Bureau; First Hawaiian Bank; Building Industry.

F. OTHER INDICATORS

The total number of bankruptcy filings in Hawaii declined 2.6 percent or by 7 cases for the third quarter of 2022, from the same quarter of 2021. In the first three quarters of 2022, total filings declined 23.5 percent or 223 cases from the same period of the previous year.

The number of Chapter 7 filings, the largest category, decreased 9.5 percent or 18 cases in the third quarter of 2022. Chapter 7 filings are intended to liquidate assets and discharge debt. In the first three quarters of 2022, Chapter 7 filings decreased 30.9 percent or 213 cases from the same period of the previous year.

Chapter 11 filings increased from zero case in the third quarter of 2021 to 5 cases in the third quarter of 2022. In the first three quarters of

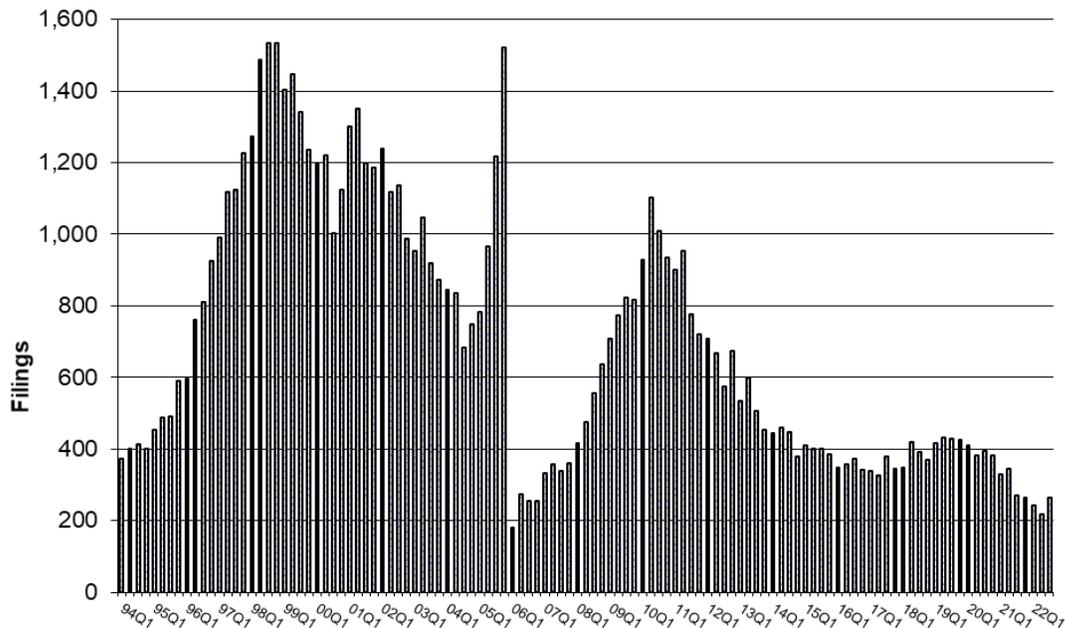
2022, Chapter 11 filings decreased to 7 cases from 8 cases in the same period of the previous year. Chapter 11 filings involve the structuring of repayment plans for companies.

Chapter 13 filings increased 7.3 percent or 6 cases in the third quarter of 2022, from the same quarter of 2021. In the first three quarters of 2022, Chapter 13 filings declined 3.6 percent or 9 cases from the same period of the previous year. Chapter 13 bankruptcy allows debtors to work out repayment arrangements with creditors.

For quarterly bankruptcy statistics, see: <http://www.uscourts.gov/bkprctystats/statistics.htm>.

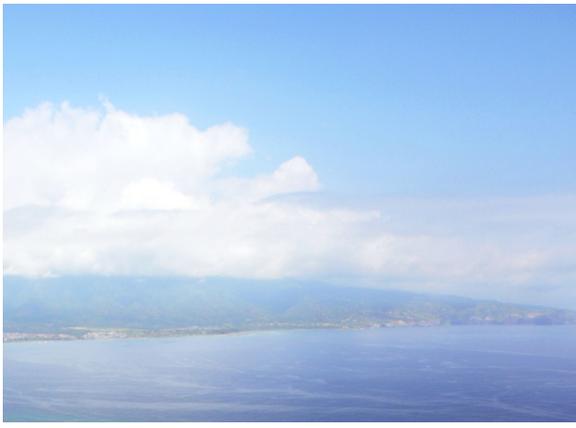
For District of Hawaii monthly statistics, see: <https://www.hib.uscourts.gov/bankruptcy-statistics>.

Total Bankruptcy Filings (Chapters 7, 11, 12, and 13)



9.2

UHERO Forecast for the
State of Hawai'i 4th Qtr 2022



UHERO

THE ECONOMIC RESEARCH ORGANIZATION
AT THE UNIVERSITY OF HAWAII

UHERO FORECAST FOR THE STATE OF HAWAII

GLOBAL WAR ON INFLATION WILL HINDER HAWAII GROWTH

DECEMBER 16, 2022





UHERO

THE ECONOMIC RESEARCH ORGANIZATION
AT THE UNIVERSITY OF HAWAII

UHERO FORECAST FOR THE STATE OF HAWAII

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Executive Summary

The global outlook continues to darken, but prospects for Hawaii remain largely unchanged from our last report. Rising interest rates, dwindling pandemic era savings, and the coming US downturn will cause a pause in growth next year. But the belated recovery of the Japanese visitor market and surging public sector construction will prevent a recession in the Islands.

- The global outlook continues to deteriorate. Persistent high inflation is driving aggressive interest rate hikes, slowing growth. Energy constraints from Russia's war in Ukraine are sending Europe into recession. While supply chain woes have receded, China's COVID-19 struggles threaten further disruptions. The weak yen is weighing on Japanese consumer spending, including on vacations in Hawaii.
- The sharp rise in interest rates is battering the US housing market. Transient factors that contributed to high inflation have eased, and core inflation will trend lower. While the labor market remains tight, job growth is easing and signs of broader economic slowing are emerging. The US economy will enter a mild recession by the middle of next year.
- Mixed control of Congress following the midterm elections will mean no major policy changes. The biggest risk is of temporary government shutdowns resulting from disputes over budget extensions and the federal debt ceiling.
- By some measures, Hawaii visitor numbers have recovered to pre-pandemic levels. The return of Japan visitors, which has been hindered by the late removal of travel restrictions and the weak yen, will offset a pullback of mainland arrivals next year. Rising room rates in Hawaii have stabilized, even as occupancy remains below the 2019 level. The Mauna Loa eruption is boosting Hawaii Island tourism, but the potential breaching of the Daniel K. Inouye highway threatens the broader Big Island economy.
- Hawaii inflation remains high, if lower than for the US overall. Rising housing costs have yet to feed through fully, but the slowing of rent appreciation will bring relief. Together with declining energy and food costs, this will allow inflation to ease to less than 4% in 2023, cooling to roughly 2.5% by 2024.
- Hawaii's labor market is not as tight as the mainland, with employment in some sectors still below their pre-COVID level. Still, excess demand for workers is driving up wages, even as inflation undercuts the purchasing power of income. Pandemic school closures and abundant employment opportunities have reduced the rate of college enrollment, particularly among lower-income students. This will reduce future earnings and widen inequality.
- The drag from high prices and interest rates, coupled with the US recession, will cause a pause in job growth next year and an uptick in unemployment, before growth resumes in 2024. Inflation-adjusted income will rise just 1% in 2023, but improve to about 2% thereafter.
- Housing affordability has taken a big hit from soaring mortgage interest rates. As a result, home prices have begun to fall. Reduced affordability will increase the cost of developments with affordable unit requirements, likely resulting in some project delays or cancellations. Permitting delays also add to development costs. Large federal contracts and new hotel projects will support the construction sector, more than offsetting softer residential building.
- Forecast uncertainty has increased since our last report. A best case scenario would see rapid decline in US inflation, allowing an early interest rate retreat. If inflation proves intractable, the Fed will raise rates higher and longer. A stepped-up Ukraine War and greater COVID challenges in China could further worsen global conditions. Poorer external and local demand might then precipitate an outright contraction here. Even in that case, a severe downturn remains unlikely.

Forecast Summary

MAJOR ECONOMIC INDICATORS BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
STATE OF HAWAII						
Nonfarm Payrolls (Thou)	559.7	581.4	615.5	629.1	632.7	639.8
% Change	-15.0	3.9	5.9	2.2	0.6	1.1
Unemployment Rate (%)	12.0	5.8	3.8	3.6	3.8	3.2
Real Personal Income (Mil 2021\$)	86,250.5	87,918.6	82,308.6	83,354.7	84,883.8	86,819.5
% Change	2.7	1.9	-6.4	1.3	1.8	2.3
Real GDP (Mil 2021\$)	85,664.6	91,058.4	92,901.7	95,474.9	96,675.7	98,651.8
% Change	-11.6	6.3	2.0	2.8	1.3	2.0
Total Visitor Arrivals by Air (Thou)	2,708.3	6,777.0	9,277.0	9,652.9	9,491.6	9,608.2
% Change	-73.9	150.2	36.9	4.1	-1.7	1.2
Visitor Days (Thou)	28,515.8	65,309.7	85,321.4	84,731.4	83,689.6	85,880.9
% Change	-68.2	129.0	30.6	-0.7	-1.2	2.6
Real Visitor Expenditures (Mil 2021\$)	5,233.5	13,127.0	18,197.3	17,865.5	17,444.0	17,845.2
% Change	-71.9	150.8	38.6	-1.8	-2.4	2.3
HONOLULU COUNTY						
Nonfarm Payrolls (Thou)	411.1	419.1	442.9	452.9	454.9	459.5
% Change	-13.2	1.9	5.7	2.3	0.4	1.0
Unemployment Rate (%)	10.5	5.4	3.7	3.5	3.9	3.4
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021\$)	63,211.1	63,968.6	60,169.0	60,846.1	61,945.0	63,331.2
% Change	2.3	1.2	-5.9	1.1	1.8	2.2
Total Visitor Arrivals by Air (Thou)	1,506.2	3,326.2	4,917.9	5,494.1	5,519.9	5,648.4
% Change	-75.5	120.8	47.9	11.7	0.5	2.3
HAWAII COUNTY						
Nonfarm Payrolls (Thou)	61.0	65.0	68.5	69.8	70.2	70.9
% Change	-13.9	6.6	5.4	1.9	0.7	1.0
Unemployment Rate (%)	11.8	5.5	3.9	3.4	3.3	2.9
Real Personal Income (Mil 2021\$)	9,805.7	10,153.0	9,353.2	9,509.0	9,665.9	9,885.8
% Change	6.8	3.5	-7.9	1.7	1.7	2.3
Total Visitor Arrivals by Air (Thou)	482.0	1,183.5	1,692.5	1,779.0	1,735.0	1,778.8
% Change	-73.0	145.5	43.0	5.1	-2.5	2.5
MAUI COUNTY						
Nonfarm Payrolls (Thou)	61.2	69.5	73.7	75.2	76.0	77.2
% Change	-23.9	13.5	6.0	2.0	1.0	1.6
Unemployment Rate (%)	18.4	7.4	4.5	4.2	3.9	2.9
Real Personal Income (Mil 2021\$)	9,161.3	9,615.1	8,942.1	9,094.1	9,302.8	9,534.2
% Change	0.8	5.0	-7.0	1.7	2.3	2.5
Total Visitor Arrivals by Air (Thou)	844.8	2,340.9	2,962.5	2,958.9	2,925.2	3,011.8
% Change	-72.9	177.1	26.6	-0.1	-1.1	3.0
KAUAI COUNTY						
Nonfarm Payrolls (Thou)	26.4	27.8	30.4	31.2	31.6	32.2
% Change	-20.9	5.6	9.3	2.6	1.3	1.7
Unemployment Rate (%)	16.6	7.8	4.6	3.8	3.6	3.0
Real Personal Income (Mil 2021\$)	4,072.5	4,121.0	3,844.4	3,905.5	3,970.1	4,068.4
% Change	3.8	1.2	-6.7	1.6	1.7	2.5
Total Visitor Arrivals by Air (Thou)	339.0	813.6	1,341.8	1,341.3	1,315.8	1,344.0
% Change	-75.4	140.0	64.9	0.0	-1.9	2.1

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Figures for 2022-2025 are forecasts.

Fourth Quarter Hawaii Forecast

External conditions facing Hawaii have worsened in recent months. Inflation is proving stubbornly persistent, forcing the Fed to continue raising interest rates. The economic situation abroad is worse, with fallout from the Ukraine War weighing on Europe and COVID on China. Although inflation may now have peaked, signs of US slowing are emerging, and the country will enter a mild recession by the middle of next year.

Hawaii is feeling the effects of the national economic challenges. Higher mortgage rates are battering the housing market and inflation is undercutting household purchasing power. But the ongoing recovery of international travel—particularly from Japan—will provide support for tourism as the mainland market softens in 2023. Public construction and planned resort building will offset any weakness in residential investment. As a result, Hawaii growth will pause next year, but the state still looks likely to escape a recession.

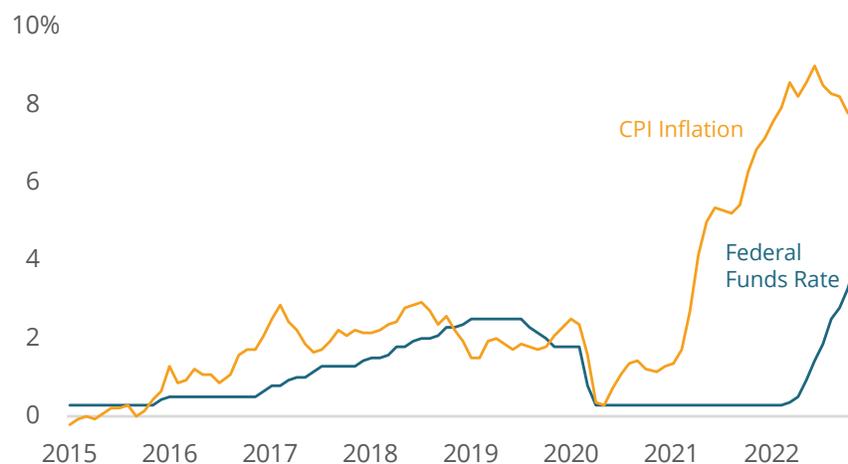
Stubborn inflation worsens global outlook

The past quarter has been marked by ongoing aggressive interest rate hikes by the US Federal Reserve. This represents the most rapid pace of Fed tightening since the early 1980s. And more rate hikes are in the works. Chairman Powell has indicated that the federal funds rate may need to go above the FOMC's September median projection of about 4.5% before all is said and done.

Unexpectedly persistent inflation is behind the sharp monetary policy tightening now underway. While monthly inflation eased in the October consumer price numbers, year-on-year headline inflation remained at nearly 8%, and core inflation above 6%. The latter strips out the volatile food and energy categories, which have been important drivers of inflation over the past two years. Some sectors have seen a significant fallback in price pressure in recent months, for example new and used autos, whose prices had soared during the pandemic because of supply bottlenecks.

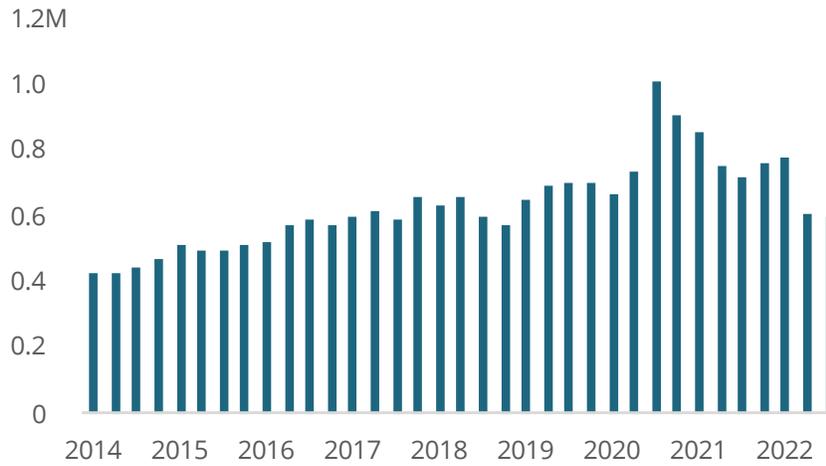
The path ahead for prices remains uncertain. Inflation is widespread across many types of goods and services. Wages continue to rise at a rapid clip, with average hourly earnings up nearly 5% in the most recent data. Higher

US CPI INFLATION AND THE FEDERAL FUNDS RATE
The Fed has hiked interest rates sharply to address high inflation.



US NEW HOMES SALES

High interest rates have caused a downturn in home sales.



labor costs inevitably feed through into consumer prices to some extent. At the same time, merchandise inflation has moderated significantly. Supply chain disruptions have eased, even though China's recent lockdowns in key manufacturing regions demonstrates that they may yet pose problems. We expect US inflation to moderate as we move into 2023, easing from an annual rate of roughly 8% this year to 4.7% in 2023, dropping below 3% by 2024.

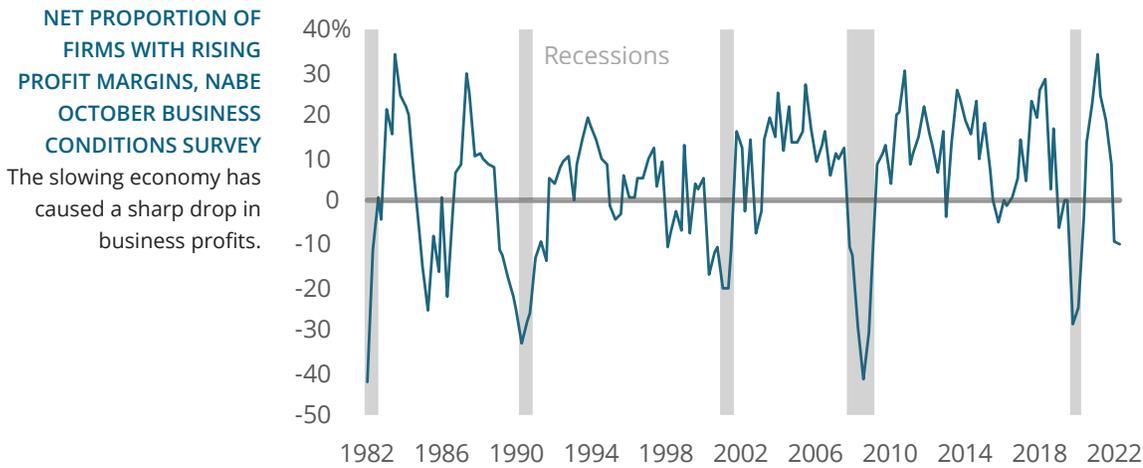
Areas that are sensitive to interest rates have taken a beating. The housing markets are front and center. Rates on a conventional thirty-year mortgage soared from about 3% at the start of the year to more than 7% in late October, before pulling back somewhat. Have mortgage rates have dramatically eroded affordability. As a result new applications for home mortgages have fallen to half their level at the start of the year; markets for mortgage refinance have all but disappeared. Home resales had fallen nearly a third by October, but the mortgage data implies a significant additional decline in coming months.

The sharp falloff in home demand has caused resale prices to turn downward, although not dramatically so far. Sales of new homes have fallen off to roughly the level seen in early 2019, and residential construction has begun to turn downward.

Other interest-sensitive sectors have also begun to feel the adverse effects of higher interest rates. Auto sales have actually risen in recent months, however, reflecting the easing of supply constraints on auto parts that prevailed during the pandemic. Auto prices have receded from their pandemic peaks. Other sectors that benefitted from exceptionally strong demand during the pandemic are now seeing some pullback, reflected for example in the limited layoffs announced by Amazon and Meta. The semiconductor industry and the broader tech sectors have also entered a slump.

Nevertheless, conditions in the US labor market remain very tight. There continue to be roughly two job openings for every unemployed person, compared with just over one prior to the pandemic. The rate of unemployment remains a very low 3.7% nationally.

Amid still-healthy overall conditions, there are emerging signs of slowing. Businesses report declining sales and profitability. Manufacturing activity contracted in November for the first time since May 2020, with the ISM Purchasing Managers Index falling into contraction territory along with sub-



indices for employment and future sales. The number of net jobs added to US employment has been on a generally downward trend for the past year. The outlook for holiday sales is uncertain. The five-day Black Friday shopping period saw strong sales in nominal terms, although purchases were down in inflation-adjusted terms.

At this point, two central questions frame the US forecast: first, how long will it take before inflation eases significantly, and second, how long will spending hold up given rising interest rates and softening overall economic conditions?

The persistence of inflation will determine how much higher the Fed will need to push rates before it is comfortable that price pressures are well in hand. The central bank's primary concern is to prevent inflation from getting baked into the economy for the long run. Here, a key factor is whether households and firms begin to anticipate future inflation, resulting in ongoing wage and price increases. The news here continues to be fairly promising. While near-term inflation expectations of households are high—4.6 - 5.0% in recent consumer sentiment surveys from the University of Michigan—longer term expectations remain considerably lower. In the December survey, participants on average expected 3% inflation over the next five years. While this is higher than the Fed's 2% target, it still provides hope that the current surge of inflation is not a permanent trend.

For now, the consumer continues to spend and drive aggregate demand forward. Consumer spending growth has fallen off from the period of robust post-pandemic recovery, but is still expanding at a roughly 2% annual rate. Underpinning strong household spending are tight labor markets and a hoard of cash accumulated during the pandemic, when federal support programs boosted incomes and the lack of opportunities restrained spending. But at some point cash reserves will be exhausted, and broader economic weakening will cause labor markets to soften. And consumer spending is clearly vulnerable given low optimism by households about future economic conditions.

The midterm elections did not result in the Republican wave that some expected, meaning that no major economic policy changes are likely for the next two years. The primary economic impact of the elections might be increased risk of disruptive *fiscal cliffs*, if the new Republican majority in the House attempts to force spending cuts by threatening a government shutdown. (See the box, *Midterm election results: How will they matter?*)

Midterm election results: How will they matter?

The party of the president nearly always loses in midterm elections—and often quite badly. But this year the Democrats managed to fight their opponents to a draw. It became clear that the Senate would remain under Democratic control with Catherine Cortez Masto’s victory over Adam Laxalt in Nevada, but a net gain of only 9 seats means that Republicans will take control of the House with a very slim majority. While the result likely precludes significant policy changes, the mixed leadership of the new Congress may lead to heightened risk of fiscal cliffs.

Fortunately, there have been few contested results or widespread accusations of voter fraud. At this point, nearly all races have been certified or have been designated for recounts. And courts are likely to step in to force certification of remaining results unless there is clear evidence of election irregularities. But attitudes toward the election process are a cause for concern. Republican voters have little trust in the security of elections. An October Pew Research study found that only 56% of GOP voters thought that elections would be administered well. This division over election integrity will continue to be a challenge for future elections.

The incoming Congress will be one of the most narrowly divided in American history, limiting legislative options. We expect the small Republican majority in the House to prevent Democrats from passing any new major legislation or spending bills. Senate Democrats, in turn, will refuse to hear most legislation from the House.

There are two primary sources of risk for the coming term: (1) There is a moderate likelihood of “fiscal cliffs”, where a continuing budget resolution cannot be agreed upon without a government shutdown; and (2) House Republicans will pepper the Administration with public hearings on various topics, in retaliation for the Jan. 6 committee.

The federal government is currently funded by a stopgap measure that expires on December 16. A short-term funding bill will likely bridge the gap to the new Congress. This will create an early test for the Republican House majority. An extended shutdown is unlikely, but it would be inconvenient to Hawaii’s large federal workforce. An issue of more concern is the looming debt limit. The current ceiling of \$31.4 trillion is likely to be reached in early 2023. Some Republicans are proposing to use this as leverage to force spending cuts. A first-ever failure to increase the debt ceiling could be catastrophic for the US and global economies.

We expect a far less dramatic result. The small Republican majority is likely unable to credibly threaten to shut down the government or block an increase to the debt ceiling. The majority depends on the cooperation of several newly elected members from moderate Northeastern districts, which will make party discipline especially difficult to maintain. In short, the Republican majority is simply too small to effectively execute this high-stakes strategy to achieve major concessions from Democrats. We expect gridlock and combative Congressional hearings, but no major crises from partisan gamesmanship.

The state legislature remains firmly in Democratic Party control, with the traditional huge majorities in the Hawaii House of Representatives (45-6) and Senate (23-2), and Josh Green sailed to an easy victory over Republican Duke Aiona. Although Democrats continue to dominate politics in Hawaii, Republicans gained two seats in the House and one in the Senate. While small, Republican gains might enable them to be more active participants in all legislative processes. Hawaii would surely benefit from a more active opposition.

—Colin Moore

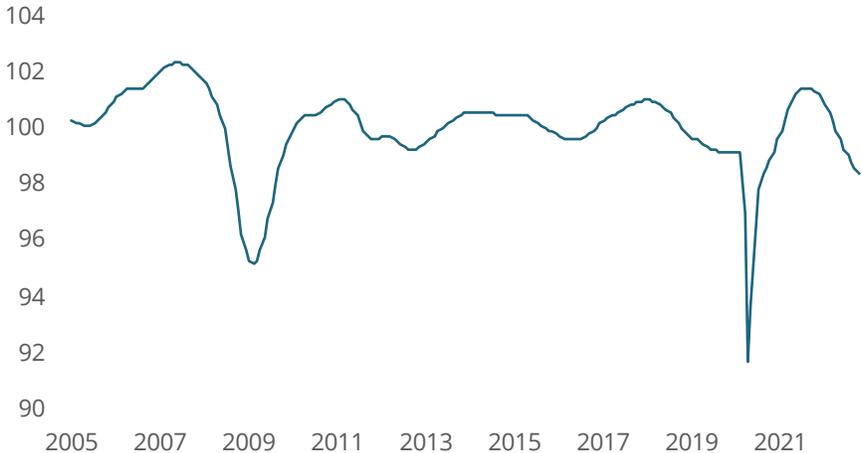
We continue to believe that the US economy will be unable to avoid a recession in 2023, even if it is a mild one by historical standards. We see essentially zero overall growth for the year, following this year's roughly 2% growth. The US economy will resume growth by the fourth quarter of next year.

Outside of the US, economic conditions have turned much weaker. The poorest prospects are in Europe, where the Russian war on Ukraine has sent natural gas prices soaring. Germany, the continent's largest economy, is also suffering from its dependence on exports to China, which have cooled substantially this year. The short-lived conservative government in the United Kingdom compounded problems when it tried to implement an unfunded Reagan-style supply-side package of tax cuts and deregulation. The adverse reaction of bond markets to the implied public deficits forced a swift end to the Liz Truss Prime Ministership and the abandonment of the policy package. But the damage on top of high inflation and waning growth has sent the UK into a recession that the Bank of England expects to last two years. For the UK and continental Europe, the most promising recent development has been the partial pullback in natural gas and other energy prices. If this can be sustained through the winter, conditions may not deteriorate as much as currently expected.

Japan's economy contracted unexpectedly in the third quarter, as moderate but unfamiliar inflation and the extremely weak yen weighed heavily on consumer spending. While the plunging yen may eventually stimulate exports, it has also raised prices of imported components, challenging manufacturers. Still, business conditions remain more favorable in Japan than in many other developed economies. We expect a recovery of growth in the fourth quarter and positive, if tepid, growth for 2023 overall. Australia will remain relatively strong among advanced economies, but will nevertheless slow below 2% growth for the next two years.

China, which aggressively battled the pandemic with its Zero COVID policy, now finds itself with record-high case counts. Despite this, demonstrations against COVID shutdowns across the country have prompted national and local authorities to remove a number of restrictions. Still, sporadic shutdowns in key manufacturing areas may continue. These impose a hefty cost on Chinese industry but also reduce Chinese demand for foreign

OECD COMPOSITE LEADING INDICATOR (INDEX, LONG-TERM AVERAGE = 100)
Leading indicators signal more global slowing in 2023.



goods and disrupt supply chains for foreign producers. Disarray in property markets is also causing turmoil. China's growth will struggle to reach 3% for this year as a whole, well below the official target of about 5%.

The global economy has softened to about 3% growth this year. Leading indicators signal further slowing in 2023. Aside from the 2020 pandemic contraction, this will likely be the deepest global slowdown since the 2008-2009 global financial crisis. Moderate growth will resume in 2024.

Overall, the US and global outlook represents a very unfavorable external environment for Hawaii's economy. Slower growth in major markets and higher US interest rates and inflation will weigh on the local economy for the next two years.

North Americans still driving Hawaii tourism

Hawaii visitor numbers fully recovered in the third quarter, measured by the average daily census and visitor days. Visitor arrivals remained a bit below pre-pandemic levels, at 93% of the number that Hawaii hosted during the summer of 2019. (Visitor census and days were higher because of a longer length of stay.) Data on passenger counts, available with a shorter time lag, show arrivals continuing to rise in November.

As we have noted in past reports, US visitors, who currently account for nearly 80% of all arrivals, have driven the tourism recovery so far. In October, US arrivals remained more than 15% above their 2019 peak. The overall number of international visitors climbed to 60% of its October 2019 level, with Canadian arrivals only seven hundred visitors short of their 2019 level. Canadians now represent more than a third of all international tourists. Japanese visitors are at less than 20% of their pre-pandemic level. Visitors from all other international markets have recovered to more than 80% of their number before the pandemic began.

The return of Japanese travelers has continued to lag behind our expectations. In part, this can be explained by slower-than-anticipated easing of Japan's strict travel restrictions. On October 11, the government finally eliminated testing requirements for vaccinated travelers and removed the daily cap on the number of entrants into the country. In subsequent weeks, passenger counts from Japan rose from about 20% to 25% of the pre-pandemic level.

VISITORS ARRIVALS (INDEX, JAN 2020 = 100)
The Japanese market still lags badly.



The makeup of the Japanese visitor pool differs somewhat from its typical composition. The proportion of first time visitors and those traveling on package trips remains lower than in the past, with more independent and return visitors. During their trip, Japanese visitors are spending slightly more than before the pandemic, but they are staying longer, so that their daily spending is below that seen three years ago. A weak yen and the return to domestic inflation also constrains the purchasing power of the traditionally high-spending Japanese visitors.

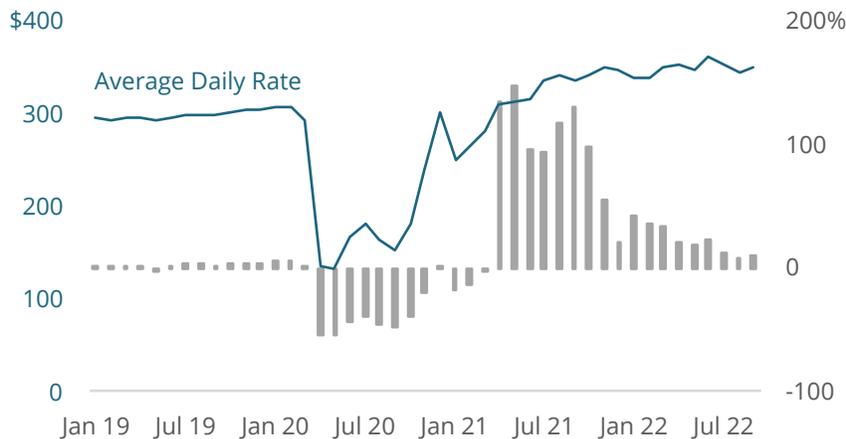
Airlines are providing sufficient airlift to support the recovery of visitor arrivals. But while capacity utilization on domestic routes has approached historic highs, airliners on international routes, especially from Japan, are underutilized. Accordingly, airlines are choosing to restore further capacity gradually, and they have responded to lower-than-anticipated demand from Japan by reducing lift accordingly.

Room rates have stabilized at a high level

The hotel industry has continued to post solid gains. In the third quarter, the occupancy rate climbed to 77%, or within 5% of the rate experienced in the fourth quarter of 2019. Room rates, propelled higher in early summer by robust demand, have now stabilized. Since June, the statewide average daily room rate has remained essentially flat, about 20% above the 2019 level in inflation-adjusted terms. There are similar results for revenue per available room (RevPAR), which is often used by the industry to evaluate hotel performance. Among the counties, Maui has seen the strongest hotel performance, followed by Kauai. Oahu hotel revenues have so far been underwhelming, with RevPAR still nearly 10% below the pre-pandemic level when adjusted for inflation. This is consistent with the delayed recovery of Japanese travel.

Oahu hotels will benefit from stricter regulation of transient vacation rentals (TVRs). New rules on short-term rentals went into effect in late October, aimed at eliminating TVRs from most non-resort neighborhoods. TVRs are now permitted only in resort-zoned areas, some specifically-designated apartment-zoned areas, and “grandfathered” units. Owners of short-term rentals must register, pay registration fees of \$1,000 per unit (or per room, where a host is present), and carry \$1 million of commercial liability insurance. For now, the regulations on short-term rentals apply to all rentals

HOTEL ROOM RATES
Hotel room prices have stabilized.



of up to thirty days, following a Federal District Court ruling that threw out a more restrictive provision that would have applied to rentals of fewer than ninety days.

There has been a surge in the volume of planned resort development. On Oahu, more than a dozen hotels are in the planning stage, with a handful currently under construction. Two large hotel projects are slated for Waikiki, including a 515-room tower at the Hilton Hawaiian Village. There are also plans to add hotels in neighborhoods that are less frequented by tourists, for example in Chinatown and West Oahu.

Weak currencies weigh on discretionary travel spending

The growth in visitor spending has been impressive throughout the year, even though international visitor numbers are still recovering. Total visitor spending, adjusted for seasonality and inflation, has now fully recovered, climbing a couple percentage points above its 2019 level. But the strength of total spending masks differences across categories. Visitors typically spend 55% of their budget on accommodation and car rentals. Both of these categories have experienced 20-30% price increases, squeezing out discretionary spending on other less-essential items, such as shopping and to a lesser extent restaurant dining. While these categories typically account for a combined 30% of visitor spending, they are currently among the categories experiencing lagging revenues.

Worsening economic conditions and weak foreign currencies are limiting the number of international visitors and their spending. This is most dramatic for the yen, which declined more than 30% between January 2021 and late October of this year, before a bounce of more than 10% in recent weeks. While the recent rally against the dollar—shared by many major currencies—is encouraging, poor macro fundamentals will weigh on international markets going forward. At the same time, the coming US recession will reduce the US demand for Hawaii travel, moving us back toward a more typical visitor mix.

On November 27, Mauna Loa erupted for the first time since 1984. At the time of this writing, no property is in imminent danger, but the flow from fissure 3 is only 1.5 miles from reaching the Daniel K. Inouye (Saddle Road) Highway. Big Island residents and businesses are bracing for the potential closure of this important East-West transportation corridor. In the meantime, the rare

EXCHANGE RATES (INDEX, 1ST WEEK OF MARCH 2020 = 100)

The very weak yen weighs on Japanese visitor spending.



dual eruption from both Kilauea and Mauna Loa will continue to attract more visitors in the coming months.

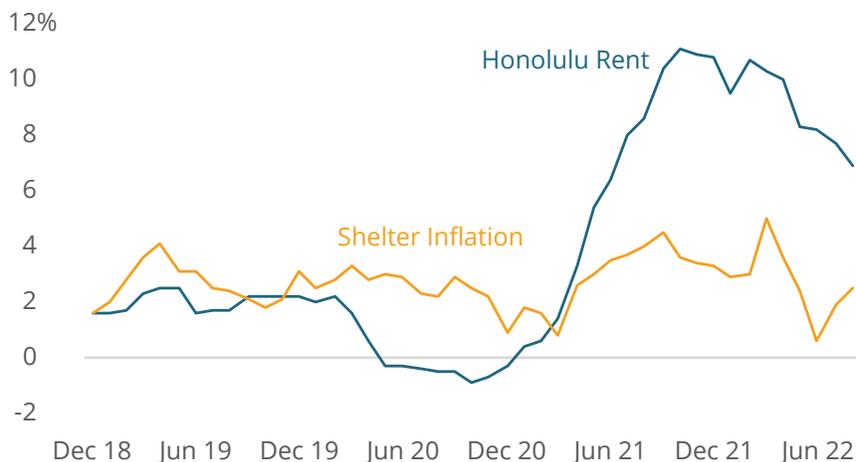
Hawaii inflation remains high

Inflation in Hawaii remains elevated at just under 7%. This is somewhat lower than for the US overall, reflecting Hawaii's lagging economic recovery and the relatively muted growth of wages and rents compared with the rest of the country. Energy continues to be the biggest factor in year-on-year inflation, representing nearly three percentage points, with food and shelter contributing another three percentage points. Although inflation has surpassed 6% for three consecutive quarters this year, there are signs that price increases are beginning to slow. Overall consumer prices rose by just 0.4% in both July and August, equivalent to 5% on an annualized basis. Higher housing costs have yet to feed through fully into the shelter component of the CPI. Since housing represents about 30% of all household spending, this will impart some additional upward inflationary pressure. Because the growth of rents has slowed, that upward contribution will then fade, reducing overall inflation going forward.

Although the pace of consumer price gains has begun to ease slightly, nominal wages have risen sharply at both the national and local level. This is a concern going forward, since higher labor costs tend to be passed through to final prices of goods and services, maintaining upward pressure on prices. At the same time, nominal wage increases are falling short of inflation, so the purchasing power of wages has fallen. Data for September shows average hourly wages in nominal terms are up 6% from the previous year, but in real terms hourly earnings are down nearly 2%. The decline in real wages follows national trends; inflation-adjusted hourly earnings are down 3% for the US as a whole.

Real wages are falling because of a combination of two forces. First, the surprise surge in inflation to record high levels makes it difficult for wages to keep up. Buying an item or service is typically a one-off transaction, allowing prices to fluctuate between transactions. Wages tend to be stickier, or less flexible, since they are typically set for longer time periods. The decline in real wages is also due to a compositional effect. Service industry positions, with more in-person contact, tend to be lower-paid positions.

GROWTH OF HOME RENTAL PRICES
Rising rents are not yet fully reflected in consumer price inflation.



When pandemic social-distancing and lockdowns limited in-person contact, workers in these lower paid positions were more likely to lose their jobs, leading to an increase in measured average wages across remaining employees. As in-person contact has recovered, these service industry jobs have also returned, bringing down overall average hourly earnings.

As the tourism industry has recovered, related sectors have seen above average wage gains. These gains have outpaced inflation, so that real earnings in these sectors have risen. Data for September shows that the trade, and transportation and utilities sectors saw a 6% increase in inflation-adjusted hourly earnings from a year ago. The leisure and hospitality industry saw a 5% increase in real hourly earnings. But of all the tourism related industries, only food service wages are higher in real terms than they were in 2019.

Payrolls in these industries still have room to grow. Jobs in the trade, and transportation and utilities sectors are both 10% below their pre-COVID peak, as are accommodation jobs. But the food service industry is doing better, with employment now within 3% of pre-pandemic levels.

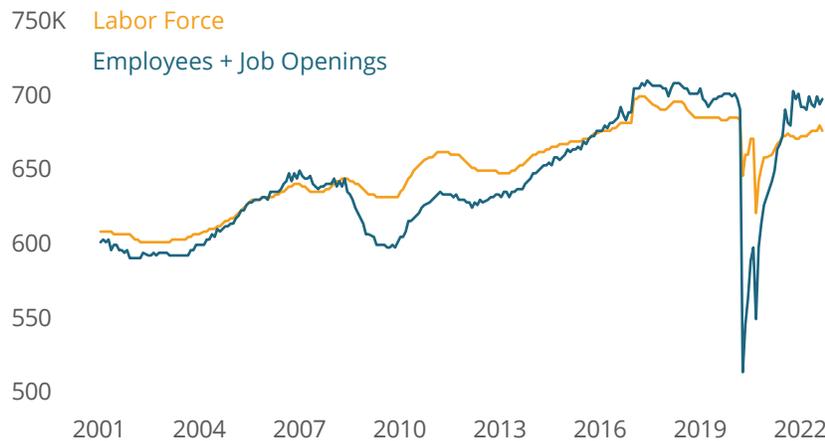
Tight labor markets, but not exceptionally so

The combination of lagging payroll recovery and increased real wages is due in part to relatively tight labor market conditions. As we mentioned in our third quarter report, the effects of *Long COVID* may be preventing some people from returning to work, especially to second jobs. And because Hawaii's economy has faced a much slower recovery than the US overall, service industry workers who left during the pandemic for better job opportunities outside the state may be slow to return.

The extent of labor market tightness can be gauged using government statistics. By such measures, Hawaii's labor market conditions are certainly challenging for firms, but not exceptionally tight compared with recent history. Since the start of the year, Hawaii's unemployment rate has declined from 4.3% in January to 3.4% in October, but this remains higher than we have seen in past periods of strong growth. The number of employed persons plus open job positions has exceeded the available labor force by about 20,000 people over the past six months. This is high, but not much higher than the gap of 16,000 people seen at the end of 2019. By these measures,

NUMBER OF EMPLOYED PERSONS AND OPEN JOBS RELATIVE TO THE LABOR FORCE

Hawaii's labor market is only a little tighter than before the pandemic.



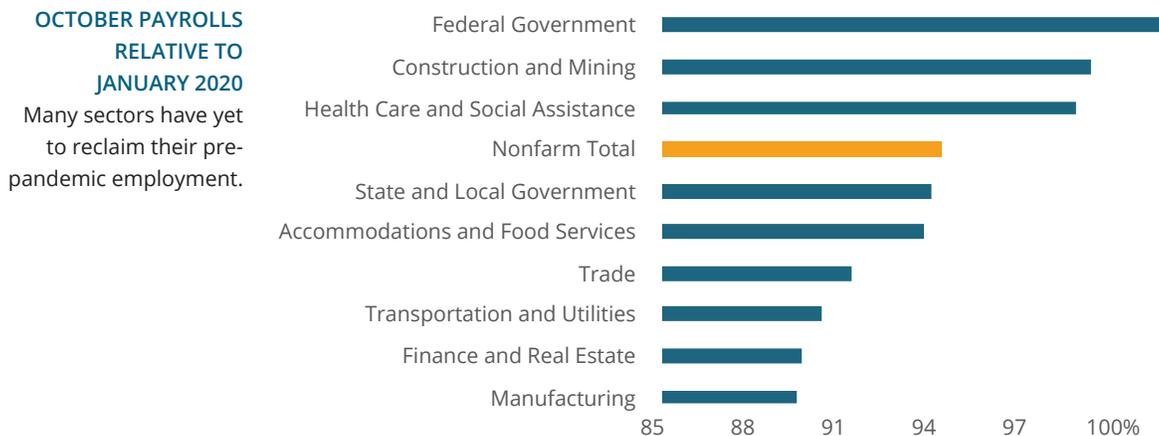
Hawaii's labor market is not substantially tighter than during the pre-pandemic era. And it remains much less restrictive than the US overall.

Outside of tourism, payroll trends in other industries are mixed. Employment in the construction and mining sector and the health and social assistance industry are just shy of their pre-pandemic levels. Government jobs are also relatively strong, with federal government payrolls above pre-COVID levels. Employment in the manufacturing, finance, and real estate sectors has been slightly weaker, with payrolls roughly 10% below where they were prior to the pandemic.

The decision by Amazon to beef up its presence in the Islands will result in some additional job growth. The online retailer has purchased a 15% stake in Hawaiian Airlines in exchange for the carrier operating ten Airbus A330-300 freighters, giving Amazon more control over its supply chain to Hawaii. The Airbus planes will be converted from passenger airliners to cargo carriers and are expected to enter service in fall 2023. The increased cargo capacity will put competitive pressure on other shipping companies such as UPS and FedEx. New jobs will be created here in Hawaii as Hawaiian airlines expands local maintenance and other ground crew. Amazon will also build a new warehouse on Oahu.

Nominal personal income for the first half of the year was about 3% lower than in the first half of 2021, in part reflecting the phase-out of pandemic-era federal support programs. Similar to wage trends, as prices continue to rise, inflation-adjusted income has taken a hit. Real personal income in the first half of the year was down more than 9% compared with the same period a year ago.

The pandemic has raised concerns about persistent damage to the earning potential of new workers. Following national trends, the COVID-19 pandemic induced a decline in college entrance among Hawaii's high school graduates. Because research shows that college degree holders earn more on average over the long run, the drop in college entrance rates could have significant implications for future income inequality. See the box, *Pandemic learning losses threaten further inequality*.



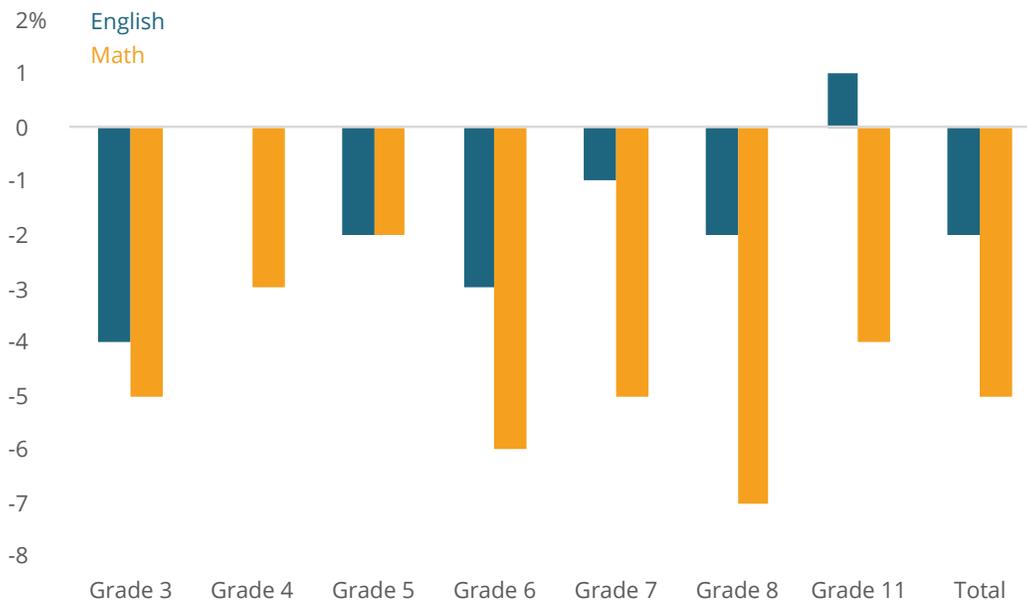
Pandemic learning losses threaten further inequality

Remote learning and labor market tightness during the pandemic accelerated an ongoing decline in college entrance, with potentially far-reaching economic consequences.

The disruption to in-person schooling brought on by COVID-19 set back learning. Data from the National Assessment of Educational Progress (NAEP) shows students performed much worse than in years prior to the pandemic. Nationally, the average fourth grade student scored 5 points lower than in 2019 and the average eighth-grader scored eight points lower. These were the largest declines in NAEP test scores thus far. Reading scores were also lower than the 2019 test results.

Hawaii is no exception to this trend. Students in Hawaii experienced the longest school closures in the country. Local data shows they also suffered from learning losses. 2022 standardized test results from the Smarter Balanced Assessment reveal that the proportion of students who met the DOE’s achievement standard was two percentage points lower in reading and five percentage points lower in math.

DIFFERENCES IN PROPORTION OF HAWAII DOE STUDENTS MEETING THE ACHIEVEMENT STANDARD FOR THE SBA, 2021-2022 SCHOOL YEAR RELATIVE TO 2018-2019.



Poorer primary and secondary education performance could mean that fewer students are qualified to enter college than in the past. We are already seeing worrying signs for current cohorts. Data from the National Student Clearinghouse Research Center shows the number of fall 2021 first-time college freshmen falling more than 9% compared with 2019—a loss of more than 200,000 students nationally. In Hawaii, data from the DOE shows college entrance rates for 2020 and 2021 public school graduates were about 50%, down five percentage points from 2019.

While learning losses likely influenced decreased college entrance, there are also labor market factors at work. Employees have greater bargaining power and better job opportunities when the labor market is strong. So the opportunity cost of a college education increases, and fewer students pursue higher education. In contrast, college enrollment increases during recessions as job openings become scarce and the need for better skills rises. Because Hawaii’s labor market is healthy, more high school students are likely to enter the labor market and forgo or delay higher education.

The effects of lower pandemic-era learning appear to be more damaging for lower-income students. According to national data, in the 2019 school year, the number of high school graduates entering college declined by less than 2% from the previous year for students from both high and low-poverty schools. However, in 2020 high-poverty high schools saw an 11% drop in college enrollments, while the enrollment of students from low-poverty schools dropped by 5%. It appears that high school graduates from higher-income families were better able to overcome the learning and economic challenges posed by the pandemic.

The decline in the number of students pursuing higher education will weigh on future economic performance. The larger adverse impact on lower-income students is of particular concern for these students' futures. Studies have consistently found that obtaining a higher education degree has a positive and persistent effect on future earnings. The loss of learning and lower college entrance rates will likely contribute to growing income inequality as fewer low-income students enter college while wealthier students remain less affected by the pandemic and its aftermath.

Pricey mortgages a burden for housing markets and development

The housing market has weakened significantly and faces the possibility of a sharper downturn. Sale prices have already begun to fall: On Oahu, the median sale price of an existing single-family home has dropped by 9% from its May peak. Prices on Maui have fallen 13% since May. Several factors indicate weak demand for new housing. The number of home sales has fallen dramatically, with single-family home sales on Oahu down more than 40% year-on-year, and condo sales down nearly 30%. The median days on market for a single-family home on Oahu has nearly doubled over the past year, from 11 to 19 days, essentially back to the level prevailing before the start of the pandemic.

While falling home prices may appear to be a welcome development for potential new homebuyers, increased interest rates have significantly reduced overall housing affordability. Despite some pullback from a nearly twenty-year high of 7.1% in November, high mortgage rates have pushed many potential buyers out of the market. One year ago, to purchase the median-priced single-family home on Oahu with a 20% down payment and a 30-year fixed-rate mortgage would require \$3,390 in monthly mortgage payments. Today, the same transaction would require \$5,560 in monthly mortgage payments. Nationally, applications for new mortgages have fallen by more than 40%, and figures for Hawaii showed a 56% year-over-year drop in October.

Rents have flattened after a long period of sustained rise. Data from Zillow indicate that the median rent in Honolulu is up 4% over the past year, compared with 9% nationally. For the US as a whole, rents declined slightly from September to October, while Honolulu rents have not registered an increase since July. Statewide data for asking rents posted on Craigslist show a 5% increase over the past year, a modest rate of increase compared with the 21% surge in asking rents experienced during 2021.

Falling home prices and rising interest rates are likely to create significant headwinds for new housing construction. High mortgage interest rates mean fewer potential home buyers, and higher lending rates will result in increased costs for developers financing new construction. On the demand



side, developers of new homes are reporting that they are selling properties on a first-come first-served basis, rather than using lotteries to deal with the shortages that typically prevail here. Nationally, new starts of single-family homes have already fallen 18% year-over-year. (No comparable data is available for Hawaii.)

The interplay between [extremely restrictive local housing laws](#) and falling affordability will likely result in some new housing developments being postponed or canceled. Affordable housing requirements mean that multi-family projects must set aside a share of new units to be “affordable” for local households. When interest rates were low and mortgages relatively cheap, developers could recoup much of the cost of building affordable units. But, as we have noted, the sharp increase in mortgage rates means a substantial decrease in the mortgage a typical family can afford. And this leads to a sharp decrease in what developers are allowed to charge for a new affordable unit. For a two-person household earning 80% of the area median income (AMI) with mortgage payments capped at 33% of the households income, the maximum sale price has dropped 30% over the past year, significantly reducing the total revenues generated by new developments. Some projects will simply fail to pencil out and will not move forward, resulting in a smaller future housing supply.

Given the significant time it takes for permitting and securing financing, the adverse impact of the new market conditions is not yet apparent in the current flow of new housing. And in fact, there has been some recent progress on new affordable housing development on Oahu. \$142 million in state funding was extended to finance the construction of four affordable housing towers, with a combined 759 units. The County completed a \$38 million purchase of a Waikiki building that was formerly owned by Hawaii Tokai International College, with plans to convert it to 100 units of affordable housing. The Kakaako and Waikiki areas have seen several recent announcements of major development projects, including significant residential towers. However, the pace of development may slow in the face of rising borrowing costs and softening demand for new housing.

Permitting delays represent further barriers to new housing supply, and these delays have increased dramatically over the past decade. In Honolulu, the median processing time for residential permits issued in 2022 has been 150 days, down slightly from 162 days in 2021, but up 70% over the past decade. The median permit delay for a residential renovation has reached

MEDIAN WAIT TIMES FOR HONOLULU BUILDING PERMITS
 Permit wait times in Honolulu have risen steadily over the past two decades.



198 days, with wait times more than quadrupling over the past decade. The uncertainty introduced by permitting delays adds an additional layer of cost for developers already facing economic headwinds, and for homeowners looking to expand or restore living space. The issue of burdensome permit delays is present across all of Hawaii’s counties. Overcoming reported staffing shortages and technical barriers at county permitting offices will be important to enabling the needed growth of the housing supply.

Nonresidential side of construction is strong

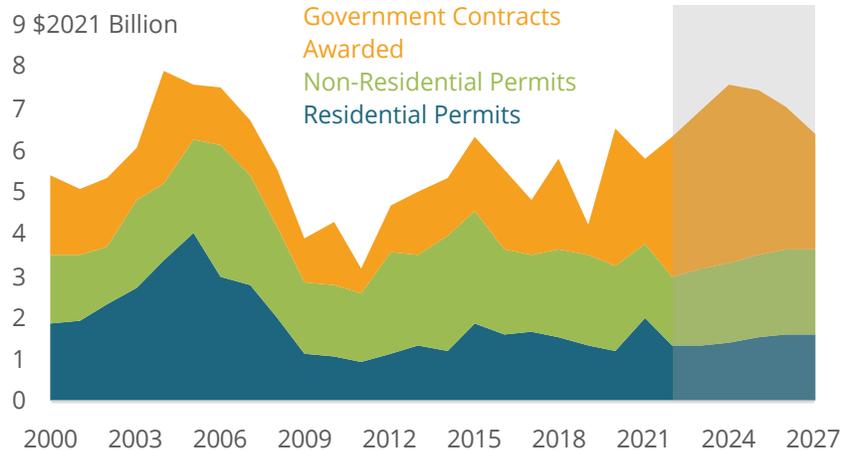
Significant investments in hotel capacity have been announced recently, which will impact both the construction and tourism industries. The Hilton Hawaiian Village in Waikiki released plans to expand its operations by 515 rooms with a proposed 36-story tower on Ala Moana Boulevard. Across Oahu, at least a dozen new hotels are in various stages of planning. Plans for hotels in Chinatown, Ewa, and Kapolei are moving forward, with each project including more than 200 rooms.

Several major public projects continue to face uncertain futures. The nature and financing of the Aloha Stadium project remain unresolved. Former Governor Ige decided to pause progress on the established site plans, while Governor Green has expressed his interest in seeing the project completed quickly and in line with prior proposals. Plans to replace the aging Oahu Correctional Facility have not made significant progress. The Hawaii Correctional System Oversight Commission continues to delay the project and is considering less costly alternatives to the current construction plan.

Federal contracts continue to play an outsized role in major infrastructure funding within the state. Multi-billion dollar military contracts that have been signed in recent years will boost construction demand for the next decade. The bulk of these investments are concentrated on improvements to infrastructure at Pearl Harbor. At the state level, HART finalized a \$500 million contract with construction firm Nan Inc to relocate utility infrastructure away from the future rail corridor. A mid-2023 opening date is still planned for the first segment of the rail system, which will run from East Kapolei to the Aloha Stadium site.

REAL AUTHORIZATIONS TO BUILD

A surge in contracts for government construction will offset softer residential building.



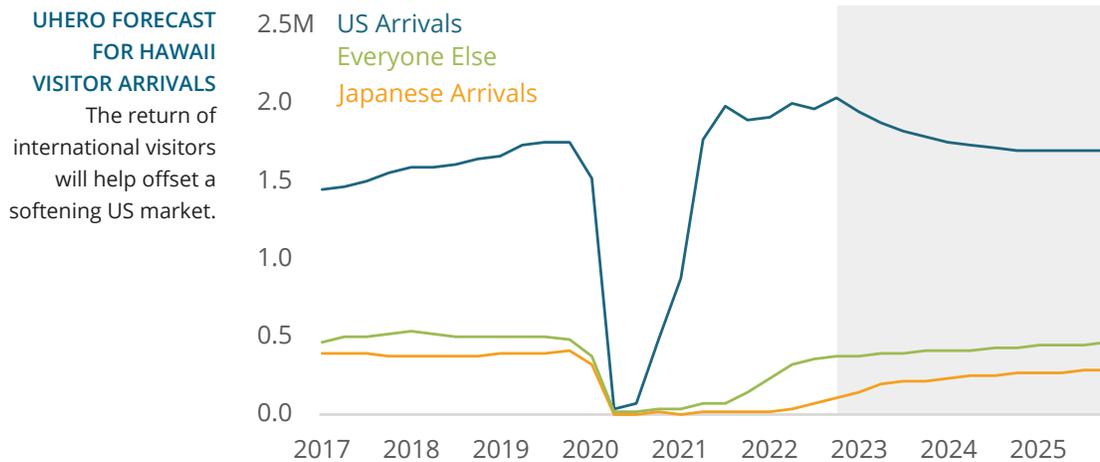
THE HAWAII OUTLOOK

If prospects for the global economy have darkened since the time of our last forecast, the Hawaii outlook remains largely unchanged. The recovery of Japanese tourism is taking longer than expected, likely reflecting the severe loss of Japanese purchasing power from rising inflation at home and the yen's depreciation. Nevertheless, we expect this market to resume clawing its way back over the next year. This will provide a partial offset for the visitor industry as the coming US recession causes a pullback in mainland visitor demand. Surging public construction activity will also act as an important local support. Across the broader local economy, the adverse effects of higher interest rates, dwindling pandemic-era savings, and gradual softening of labor market conditions will cause a pause in growth next year.

Japanese visitor return will take more time

A significant recovery of international visitor markets has been underway for the past year. So far the recovery has been centered in markets other than Japan, including Canada, Australia, and other Asian markets. As of October, international arrivals other than from Japan had recovered 80%, while Japanese arrivals still languished at 18% of their pre-pandemic level. And the Japanese market recovery is trending behind our previous forecasts. We continue to anticipate a stronger pace of recovery for this market in 2023, with Japanese visitors representing a larger share of overall visitors going forward. The Japanese market will have recouped roughly half of its pandemic-era losses by the third quarter of next year, with further incremental gains thereafter.

Gains beyond this level will be constrained to some degree by weak currencies and poor macroeconomic conditions, but also by limits to industry capacity. As we noted above, the number of visitors measured by visitor days has already edged above pre-pandemic levels. Robust numbers of US visitors replaced international travelers during the pandemic. We expect arrivals from the US to fall back somewhat as visitors from international



markets return to Hawaii in greater numbers. US economic weakness will also weigh on the mainland market.

COVID-19 has receded as a major visitor industry challenge. US households have largely decided that the virus will no longer prevent them from returning to familiar spending habits. This appears to be the case for consumers in many countries. Important exceptions to this have been Japan and China. Until recently, Chinese leadership has clung to their damaging Zero COVID policies, and existing quarantine requirements suggest that prospects for a return of Chinese travelers is remote. While small in numbers, Chinese visitors typically spend more daily than guests from most other markets. Japan has experienced a significant pickup in COVID cases as well, although there has not yet been a reimposition of travel restrictions. Unless we see an unexpectedly-severe virus surge in major markets this winter, COVID-19 should not prevent further growth of the visitor industry.

Total visitor arrivals likely peaked in the third quarter at about 94% of their pre-pandemic level. The average daily visitor census, which takes into account length of stay, is fully back to its level in late 2019. From here on, the number of visitors will edge downward a bit as the coming US recession causes a modest pullback in the mainland market over the next two years. Continuing recovery of the Japanese and other international markets will partially offset US weakness. This pattern of relative strength abroad will favor Honolulu, which has lagged the Neighbor Islands in the tourism recovery so far. In turn, Neighbor Island tourism will take a bigger hit as the US economy slows.

Real visitor spending for this year as a whole will rise to within 2% of its 2019 level. The ongoing rise in the number of overseas Pacific travelers, while a welcome return to a more diversified visitor mix, will not provide much of a spending boost next year. The strong dollar is weighing heavily on the budgets of international travelers. The real value of goods and services that these travelers can afford—and their contribution to industry fortunes—will continue to be more limited than in the past.

Overall visitor spending will begin to fall off a bit in 2023, amid softening global economic conditions. Weaker US visitor numbers and a resumption of the long-term trend of declining per-person real daily spending will weigh on spending in coming years. This is consistent with historical experience, where, despite periodic upward and downward movements, real visitor spending in recent years has been no higher than it was back in 1989.

Economic gains will largely stall in 2023

Hawaii’s domestic economy will slow in 2023 under the pressure of weakening US tourism, higher interest rates, and high consumer prices. We continue to believe that, unlike the US mainland, Hawaii will escape an outright decline in economic activity, in part because of the still-ongoing visitor industry recovery and robust construction pipeline, but worsening macro conditions will nevertheless bring growth to a near-standstill as the new year progresses.

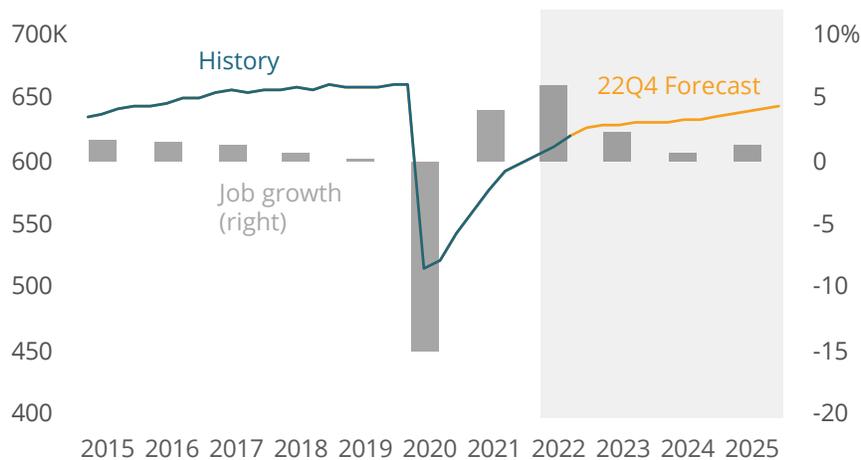
There is no sign yet of the labor market softening, but next year will bring a marked slowdown. Net payroll job growth will decelerate to just over 2% in 2023, compared with this year’s roughly 6% expansion. These annual figures mask greater underlying weakness. From the fourth quarter of this year through the fourth quarter of next year, there will be less than a half-percent growth in the total nonfarm job count. Weakness will continue through much of 2024, with a return to moderate job gains only late in the year. The softening labor market will mean a slight uptick in the unemployment rate. The statewide average will edge up from 3.2% in the fourth quarter of this year to 3.9% at the end of 2023. Unemployment will begin to recede in the second quarter of 2024.

Looking further out, pandemic-related retirements and the absence of significant population growth on Oahu will weigh on labor force growth though the end of the forecast period. As a result, the number of filled jobs will not approach the pre-pandemic level until late in the decade.

Most sectors will see slower job growth in 2023-2024 than they have this year. Tourism dependent industries, which remain furthest from pre-pandemic levels of employment, will account for the largest number of new jobs. The accommodation and food service sector will add nearly 7,000 jobs in 2023, more than half of all net job gains. Even with these gains, the sector’s job base will remain about 5% below pre-pandemic levels. Transportation and utilities will lag by a similar amount, and retail trade will remain 10% below its 2019 level of employment. The healthcare industry is the only sector that will fully recover to its 2019 employment by the end of 2023. Growth in the large “other services” sector, which includes everything from business services to waste management, will slow sharply in 2023 after a 9% gain this year. There will be some firming of job growth in many sectors as we move into 2024 and 2025.

HAWAII NONFARM PAYROLL JOBS

Job gains will flatten in 2023.



As we have noted above, the construction industry saw modest net job losses in the first part of the year, before rebounding over the past three months. These fluctuations likely reflect the ebb and flow of particular projects. A significant pipeline of pending projects will sustain a high level of construction employment over the forecast period. Most important in this are several very large federally-funded projects. That strength will fully offset an anticipated decline in residential building. Pressures on the construction industry do exist, both on the cost side and in terms of housing affordability.

Reversing inflation's big bite out of income will take time

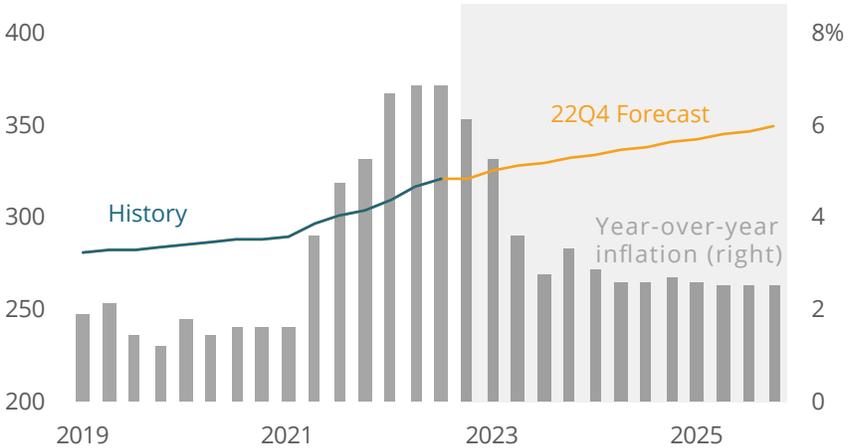
It is hard to overestimate the adverse effects of recent inflation on the Hawaii economy. Personal income in nominal terms made headway this year, stabilizing after the losses taken last year as the massive pandemic-era fiscal support ended. By the second quarter, income in current dollars was more than 7% higher than the pre-pandemic level. But inflation has severely undercut the purchasing power of income. Inflation over the past three quarters has averaged 6.7%, falling off only a little over this period. As a result, inflation-adjusted real income is running about 6% behind last year and roughly 4% lower than before the pandemic began.

The good news is that inflation is now set to ease significantly. Many of the transitory factors that have lifted consumer prices are receding. Oil prices have reversed all of their 2022 gains. Because oil is the largest source of energy in the Islands this will substantially reduce price pressures. Food price appreciation is also expected to decline in the new year as global supply conditions continue to improve. The inflationary impact of rising shelter costs will also ease once the recent run-up in prices and rents has fully fed through the economy. Growth in asking rents has declined and home resale prices have already turned downward.

Overall Honolulu inflation will ease off this year's 6.6% annual pace to less than 4% in 2023, cooling to roughly 2.5% by 2024, just a bit above its long-run average. If labor cost appreciation proves more persistent than expected, this could mean a somewhat longer period of significant price pressures, but in any case the current period of high inflation will soon be behind us.

As inflation recedes, real income will stage a recovery. From its 6% drop this year, real personal income will expand by about one percent in 2023. As

HONOLULU CONSUMER PRICE INDEX (INDEX, 1982 - 1984 = 100)
Inflation will retreat rapidly in 2023.



inflation drops further and demand and employment begin to recover, real personal income growth will regain its 2019 level by 2024 and growth will firm to the 2% range by 2025.

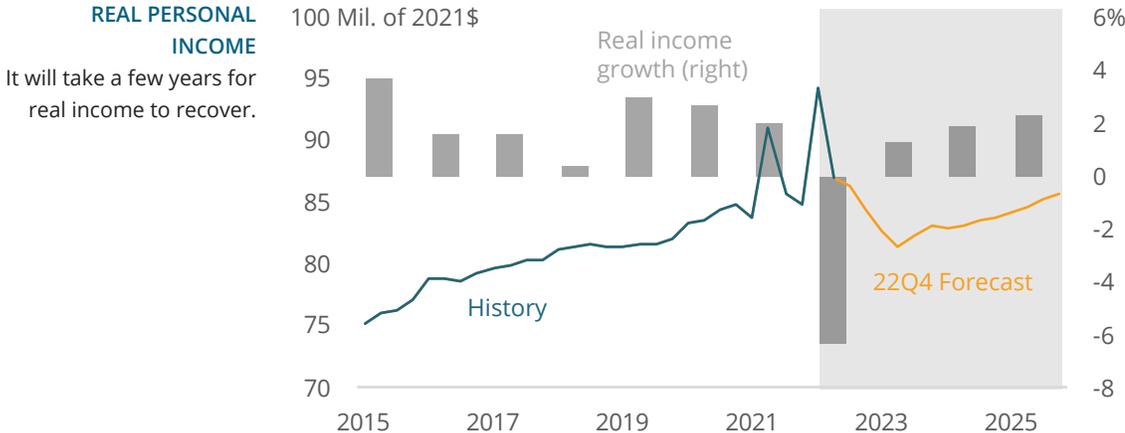
The pace of employment and income gains will converge toward their long-run growth paths by mid-decade. The non-farm payroll job base will average about 1% growth in the 2025-2027 period. At that point, it will still be 6,000 jobs shy of its pre-pandemic level, but in part this reflects the loss of population and labor force that started even before the pandemic began. Real personal income growth will settle at a roughly 1.5% annual pace by 2027. Production, as measured by real gross domestic product, is somewhat further along in the recovery process than are the labor market and especially income. Real GDP will average roughly 2% growth for the 2023-2025 period.

What could go right or wrong?

Hawaii’s outlook has not changed substantially over the past quarter. As the US enters a mild recession next year, tourism activity will slow, but the gradual return of Japanese visitors will cushion the blow. The higher interest rates and prices that are beginning to drag on the US mainland economy are weighing on Hawaii, too. Their burden on spending will combine with somewhat weaker tourism to cause a year-long pause in job gains in the Islands, before growth begins to edge back onto a positive track in 2024.

If Hawaii’s anticipated path remains largely unchanged from our third-quarter forecast, uncertainty around that path has increased. US inflation is proving stubbornly persistent, and conditions abroad have deteriorated more rapidly. Foreign purchasing power has tanked. At the same time, the Fed is signaling smaller hikes may be coming soon, and lower energy prices will help ease the global slowdown. So what could go right? Or wrong?

In a best case, US inflation recedes rapidly. This buttresses already-healthy consumer spending, and moderating costs buoy business profitability. The Fed is able to stop its tightening cycle quickly, setting the stage for a rapid recovery of housing markets and construction. China’s COVID management improves, easing any remaining global supply constraints. The Fed gets its “soft landing”. As Fed tightening eases, foreign currencies recover and support stronger tourism-related spending here.



In a downside outcome, core US inflation proves intractable. The Fed's tightening cycle is more severe and prolonged, sharply undercutting consumer spending, capital investment, and construction. Russia increases its stranglehold on European energy and China fails to control COVID, public discontent, and supply disruptions. A US "hard landing" occurs, with a sharp drop in economic activity. Falling US and global demand drag hard on tourism, local consumer and business spending drop, and Hawaii joins the US in an outright decline in economic activity.

While we can hope that things go right and worry they could go wrong, we continue to see the middle ground as most likely. Hawaii skates along the growth edge in 2023, slowing, but avoiding a local recession. But even if things were to go wrong, some perspective is essential. As we noted in [our last report](#), economic conditions now are very different from the developments that drove the past two deep recessions. Performance will get worse before it gets better, but a severe downturn—for the US or Hawaii—remains unlikely.

TABLE 1: MAJOR ECONOMIC INDICATORS
STATE OF HAWAII BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Nonfarm Payrolls (Thou)	559.7	581.4	615.5	629.1	632.7	639.8
% Change	-15.0	3.9	5.9	2.2	0.6	1.1
Unemployment Rate (%)	12.0	5.8	3.8	3.6	3.8	3.2
Population (Thou)	1,451.9	1,441.6	1,438.2	1,438.6	1,439.5	1,440.6
% Change	-0.3	-0.7	-0.2	0.0	0.1	0.1
Personal Income (Mil\$)	83,109.4	87,918.6	87,719.8	92,118.9	96,300.4	100,995.5
% Change	4.3	5.8	-0.2	5.0	4.5	4.9
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021\$)	86,250.5	87,918.6	82,308.6	83,354.7	84,883.8	86,819.5
% Change	2.7	1.9	-6.4	1.3	1.8	2.3
Real Per Capita Income (Thou 2021\$)	59.4	61.0	57.2	57.9	59.0	60.3
% Change	2.9	2.7	-6.2	1.2	1.8	2.2
Real GDP (Mil 2021\$)	85,664.6	91,058.4	92,901.7	95,474.9	96,675.7	98,651.8
% Change	-11.6	6.3	2.0	2.8	1.3	2.0
TOURISM SECTOR DETAIL						
Total Visitor Arrivals by Air (Thou)	2,708.3	6,777.0	9,277.0	9,652.9	9,491.6	9,608.2
% Change - Total Visitor Arrivals by Air	-73.9	150.2	36.9	4.1	-1.7	1.2
U.S. Visitors	1,987.3	6,468.9	7,844.1	7,378.1	6,876.7	6,764.1
% Change - U.S. Visitors	-71.1	225.5	21.3	-5.9	-6.8	-1.6
Japanese Visitors	289.1	18.9	211.2	743.0	956.5	1,080.5
% Change - Japanese Visitors	-81.7	-93.5	1,015.1	251.9	28.7	13.0
Other Visitors	403.3	289.1	1,244.9	1,531.7	1,658.4	1,763.6
% Change - Other Visitors	-79.2	-28.3	330.6	23.0	8.3	6.3
Visitor Days (Thou)	28,515.8	65,309.7	85,321.4	84,731.4	83,689.6	85,880.9
% Change	-68.2	129.0	30.6	-0.7	-1.2	2.6
Average Daily Room Rate (\$)	208.3	315.8	372.9	394.2	400.7	412.9
% Change	-26.3	51.6	18.1	5.7	1.7	3.0
Occupancy Rate (%)	31.2	57.1	74.5	74.2	73.6	75.6
Real Visitor Expenditures (Mil 2021\$)	5,233.5	13,127.0	18,197.3	17,865.5	17,444.0	17,845.2
% Change	-71.9	150.8	38.6	-1.8	-2.4	2.3

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Occupancy rate includes UHERO's estimate of TVR occupancy. Figures for 2022-2025 are forecasts.

TABLE 2: JOBS BY INDUSTRY
STATE OF HAWAII BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Nonfarm Payrolls (Thou)	559.7	581.4	615.5	629.1	632.7	639.8
% Change	-15.0	3.9	5.9	2.2	0.6	1.1
Construction and Mining	36.7	36.9	36.5	37.4	37.8	38.2
% Change	-2.3	0.6	-1.1	2.5	1.0	1.0
Manufacturing	12.0	12.0	12.4	12.6	12.8	13.1
% Change	-14.7	0.2	2.7	1.9	1.6	1.9
Trade	77.8	79.3	81.5	81.8	82.3	83.9
% Change	-13.3	1.9	2.8	0.3	0.6	2.0
Transportation and Utilities	27.3	29.5	32.5	33.4	33.5	34.1
% Change	-23.0	8.3	10.2	2.6	0.2	1.8
Finance, Insurance and Real Estate	27.4	27.2	27.2	27.0	27.2	27.6
% Change	-8.9	-0.7	0.1	-0.9	0.8	1.7
Services	257.3	276.7	303.2	313.2	314.5	317.7
% Change	-20.9	7.6	9.6	3.3	0.4	1.0
Health Care and Soc. Assistance	71.1	71.6	72.8	74.0	74.4	75.0
% Change	-3.3	0.7	1.7	1.6	0.5	0.9
Accommodation and Food	69.6	85.1	100.7	107.6	107.9	108.9
% Change	-38.5	22.3	18.3	6.8	0.4	0.9
Other	116.6	120.1	129.7	131.7	132.2	133.7
% Change	-15.9	3.0	8.1	1.5	0.4	1.2
Government	121.2	119.7	122.1	123.7	124.6	125.2
% Change	-4.1	-1.3	2.0	1.3	0.8	0.5
Federal Government	35.2	34.7	35.0	35.3	35.3	35.3
% Change	2.4	-1.4	0.9	0.8	0.0	0.0
State and Local Government	86.0	85.0	87.1	88.4	89.3	89.9
% Change	-6.5	-1.2	2.5	1.5	1.1	0.7

Note: Source is UHERO. Industry job counts for 2021 are UHERO estimates of the benchmark revision. Figures for 2022-2025 are forecasts.

TABLE 3: PERSONAL INCOME BY INDUSTRY
STATE OF HAWAII BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Real Personal Income (Mil 2021\$)	86,250.5	87,918.6	82,308.6	83,354.7	84,883.8	86,819.5
% Change	2.7	1.9	-6.4	1.3	1.8	2.3
Labor & Proprietors' Income	55,983.2	57,900.9	57,901.3	59,664.5	60,910.8	62,322.9
% Change	-7.3	3.4	0.0	3.0	2.1	2.3
Construction	4,798.8	4,706.0	4,495.0	4,684.9	4,806.5	4,911.6
% Change	-1.9	-1.9	-4.5	4.2	2.6	2.2
Manufacturing	983.2	950.3	964.9	990.8	1,012.8	1,038.8
% Change	-8.0	-3.3	1.5	2.7	2.2	2.6
Trade	4,646.8	4,818.5	4,742.6	4,812.2	4,895.2	5,016.8
% Change	-8.2	3.7	-1.6	1.5	1.7	2.5
Transportation and Utilities	2,967.2	3,012.0	3,459.2	3,581.6	3,612.2	3,692.5
% Change	-13.7	1.5	14.8	3.5	0.9	2.2
Finance, Insurance & Real Estate	3,943.4	4,052.3	3,860.9	3,856.7	3,936.8	4,055.3
% Change	-4.1	2.8	-4.7	-0.1	2.1	3.0
Services	21,146.2	22,925.9	23,802.8	24,816.2	25,364.2	26,077.0
% Change	-14.1	8.4	3.8	4.3	2.2	2.8
Health Care & Soc. Assist. (% ch.)	4.5	0.1	-1.0	3.5	2.6	2.4
Accommodation & Food (% ch.)	-44.1	39.0	11.3	8.9	3.9	4.8
Other (% ch.)	-7.8	4.1	2.9	2.3	1.2	2.0
Government	17,196.2	17,083.4	16,282.7	16,588.7	16,945.9	17,190.1
% Change	1.9	-0.7	-4.7	1.9	2.2	1.4
Federal, civilian (% ch.)	2.3	-0.1	-4.1	0.4	0.9	0.8
State & Local (% ch.)	1.9	-3.6	-4.6	2.6	2.8	2.0
Less Social Security Taxes (-)	6,474.1	6,621.6	6,719.4	6,945.2	7,084.8	7,243.6
% Change	-6.1	2.3	1.5	3.4	2.0	2.2
Transfer Payments	20,055.2	20,270.6	15,197.1	15,179.5	15,502.7	15,839.3
% Change	49.8	1.1	-25.0	-0.1	2.1	2.2
Dividends, Interest and Rent	16,686.2	16,368.8	15,930.0	15,456.2	15,555.8	15,901.9
% Change	-2.7	-1.9	-2.7	-3.0	0.6	2.2
Population (Thou)	1,451.9	1,441.6	1,438.2	1,438.6	1,439.5	1,440.6
% Change	-0.3	-0.7	-0.2	0.0	0.1	0.1
Real Per Capita Income (Thou 2021\$)	59.4	61.0	57.2	57.9	59.0	60.3
% Change	2.9	2.7	-6.2	1.2	1.8	2.2
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Nominal Personal Income (Mil. \$)	83,109.4	87,918.6	87,719.8	92,118.9	96,300.4	100,995.5
% Change	4.3	5.8	-0.2	5.0	4.5	4.9

Note: Source is UHERO. Figures for 2022-2025 are forecasts.

TABLE 4: CONSTRUCTION INDICATORS
STATE OF HAWAII BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
BUILDING PERMITS (Mil 2021\$)						
Total Commitments to Build	6,504	5,769	6,298	6,977	7,636	7,576
% Change	55.0	-11.3	9.2	10.8	9.4	-0.8
Real Private Building Permits	3,267	3,747	2,951	3,166	3,391	3,604
% Change	-5.8	14.7	-21.2	7.3	7.1	6.3
Real Residential Building Permits	1,203	1,995	1,346	1,330	1,480	1,657
% Change	-7.8	65.8	-32.5	-1.1	11.2	12.0
Real Non-Residential Building Permits	2,063	1,752	1,605	1,836	1,911	1,947
% Change	-4.6	-15.1	-8.4	14.4	4.1	1.9
Real Government Contracts Awarded	3,238	2,022	3,347	3,811	4,245	3,972
% Change	345.4	-37.6	65.5	13.9	11.4	-6.4
CONSTRUCTION ACTIVITY						
Real GE Contracting Tax Base (Mil 2021\$)	10,207	9,973	10,050	10,483	11,603	12,176
% Change	-1.6	-2.3	0.8	4.3	10.7	4.9
Nominal GE Contracting Tax Base (Mil \$)	9,713	9,973	10,505	11,416	13,131	14,260
% Change	0.8	2.7	5.3	8.7	15.0	8.6
Construction Job Count (Thou)	36.7	36.9	36.5	37.4	37.8	38.2
% Change	-2.3	0.6	-1.1	2.5	1.0	1.0
Real Construction Income (Mil 2021\$)	4,799	4,706	4,495	4,685	4,807	4,912
% Change	-1.9	-1.9	-4.5	4.2	2.6	2.2
PRICES & COSTS (HONOLULU)						
Honolulu Median Home Price (Thou \$)	822.6	987.3	1102.0	1017.2	998.6	1022.7
% Change	4.1	20.0	11.6	-7.7	-1.8	2.4
Honolulu Median Condominium Price (Thou \$)	432.6	470.6	507.2	478.0	470.7	486.5
% Change	1.2	8.8	7.8	-5.8	-1.5	3.4
Honolulu Housing Affordability Index	92.2	81.7	57.0	56.9	64.6	67.4
% Change	8.4	-11.4	-30.3	-0.1	13.4	4.4
Honolulu Construction Cost Index (2021=100)	95.2	100.0	104.5	108.9	113.2	117.1
% Change	2.5	5.1	4.5	4.2	3.9	3.5
30-Year Mortgage Rate (%)	3.1	3.0	5.0	6.3	5.7	5.4

Note: Source is UHERO. Figures for 2022-2025 are forecasts. Commitments to Build are the sum of private permits and public contracts awarded. Permits and tax base are deflated by Honolulu Construction Cost Index. Income is deflated by Honolulu CPI. Housing affordability index is the ratio of median family income to qualifying income for a loan for the median-priced home (times 100).

TABLE 5: MAJOR ECONOMIC INDICATOR SUMMARY
HONOLULU COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	411.1	419.1	442.9	452.9	454.9	459.5
% Change	-13.2	1.9	5.7	2.3	0.4	1.0
Unemployment Rate (%)	10.5	5.4	3.7	3.5	3.9	3.4
Population (Thou)	1,013.2	1,000.9	996.6	996.0	995.9	995.9
% Change	-0.4	-1.2	-0.4	-0.1	0.0	0.0
Personal Income (Mil \$)	60,909.1	63,968.6	64,124.6	67,243.7	70,276.4	73,672.0
% Change	3.9	5.0	0.2	4.9	4.5	4.8
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021 \$)	63,211.1	63,968.6	60,169.0	60,846.1	61,945.0	63,331.2
% Change	2.3	1.2	-5.9	1.1	1.8	2.2
Real Per Capita Income (Thou 2021 \$)	62.4	63.9	60.4	61.1	62.2	63.6
% Change	2.7	2.4	-5.5	1.2	1.8	2.2
TOURISM SECTOR DETAIL						
Total Visitor Arrivals by Air (Thou)	1,506.2	3,326.2	4,917.9	5,494.1	5,519.9	5,648.4
% Change - Total Visitor Arrivals by Air	-75.5	120.8	47.9	11.7	0.5	2.3
U.S. Visitors	1,024.3	3,142.0	3,876.6	3,656.5	3,387.8	3,314.3
% Change - U.S. Visitors	-69.0	206.7	23.4	-5.7	-7.3	-2.2
Japanese Visitors	269.4	18.0	203.0	724.5	921.9	1,040.4
% Change - Japanese Visitors	-82.0	-93.3	1,027.7	256.9	27.3	12.8
Other Visitors	273.9	166.2	836.6	1,113.1	1,210.2	1,293.7
% Change - Other Visitors	-79.5	-39.3	403.4	33.0	8.7	6.9
Visitor Days (Thou)	12,829.5	26,897.4	36,298.1	37,811.6	37,816.0	38,655.5
% Change	-69.3	109.7	35.0	4.2	0.0	2.2
Occupancy Rate (%)	32.8	54.9	75.8	76.2	76.8	79.0

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 6: JOBS BY DETAILED SECTOR (THOUSANDS)
HONOLULU COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	411.1	419.1	442.9	452.9	454.9	459.5
% Change	-13.2	1.9	5.7	2.3	0.4	1.0
Construction and Mining	26.8	27.0	26.4	27.3	27.6	27.9
% Change	-1.7	0.8	-2.0	3.2	1.0	1.2
Manufacturing	9.4	9.2	9.1	9.3	9.4	9.7
% Change	-14.7	-2.5	-0.4	1.5	2.0	2.6
Trade	53.5	53.9	55.8	56.1	56.5	57.6
% Change	-13.9	0.7	3.5	0.6	0.6	2.0
Transportation and Utilities	20.7	21.6	23.8	24.5	24.6	25.0
% Change	-20.7	4.3	10.4	2.9	0.1	1.7
Finance, Insurance and Real Estate	21.7	21.1	20.9	20.6	20.8	21.1
% Change	-5.9	-2.3	-1.3	-1.2	0.8	1.5
Services	186.0	194.2	212.7	219.7	220.2	221.9
% Change	-18.2	4.4	9.5	3.3	0.2	0.8
Health Care and Soc. Assistance	52.8	53.3	54.5	55.4	55.6	56.0
% Change	-2.8	0.9	2.2	1.5	0.4	0.8
Accommodation and Food	43.1	49.9	60.0	64.8	64.7	64.7
% Change	-36.2	15.9	20.1	8.0	-0.1	0.0
Other	90.1	91.0	98.2	99.6	99.9	101.2
% Change	-14.6	0.9	8.0	1.4	0.3	1.3
Government	93.0	92.0	94.1	95.3	95.9	96.4
% Change	-4.1	-1.1	2.2	1.3	0.6	0.5
Federal Government	32.3	32.0	32.3	32.6	32.6	32.6
% Change	2.3	-0.9	1.0	0.9	0.0	0.0
State and Local Government	60.7	60.0	61.7	62.7	63.3	63.8
% Change	-7.2	-1.2	2.9	1.6	1.0	0.8

Note: Source is UHERO. Industry job counts for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 7: PERSONAL INCOME BY DETAILED SECTOR
HONOLULU COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Real Personal Income (Mil 2021 \$)	63,211.1	63,968.6	60,169.0	60,846.1	61,945.0	63,331.2
% Change	2.3	1.2	-5.9	1.1	1.8	2.2
Labor & Proprietors' Income	43,105.3	43,941.4	43,846.2	45,119.7	45,990.6	46,969.6
% Change	-5.8	1.9	-0.2	2.9	1.9	2.1
Construction	3,566.0	3,476.2	3,290.0	3,455.4	3,547.1	3,629.1
% Change	-1.1	-2.5	-5.4	5.0	2.7	2.3
Manufacturing	790.4	746.7	737.6	754.2	773.5	798.3
% Change	-8.3	-5.5	-1.2	2.3	2.6	3.2
Trade	3,212.4	3,283.9	3,277.1	3,327.3	3,387.5	3,470.8
% Change	-9.6	2.2	-0.2	1.5	1.8	2.5
Transportation and Utilities	2,351.6	2,342.0	2,684.0	2,777.2	2,796.1	2,853.8
% Change	-12.2	-0.4	14.6	3.5	0.7	2.1
Finance, Insurance & Real Estate	3,018.8	3,090.8	2,961.4	2,956.4	3,020.1	3,106.4
% Change	-7.1	2.4	-4.2	-0.2	2.2	2.9
Services	15,669.1	16,546.5	17,078.4	17,768.6	18,109.2	18,556.6
% Change	-10.8	5.6	3.2	4.0	1.9	2.5
Health Care & Soc. Assist. (% ch.)	4.5	0.7	-0.7	3.1	2.4	2.3
Accommodation & Food (% ch.)	-42.1	29.8	13.1	10.9	3.5	3.8
Other (% ch.)	-6.6	2.6	2.5	2.3	1.1	2.1
Government	14,402.0	14,371.1	13,714.8	13,974.7	14,250.7	14,447.5
% Change	1.7	-0.2	-4.6	1.9	2.0	1.4
Federal, civilian (% ch.)	2.2	-0.1	-4.1	0.5	0.9	0.7
State & Local (% ch.)	1.3	-3.5	-4.2	2.8	2.5	2.1
Less Social Security Taxes (-)	4,962.9	5,039.0	5,090.8	5,234.1	5,331.5	5,441.4
% Change	-4.7	1.5	1.0	2.8	1.9	2.1
Transfer Payments	13,127.5	13,375.3	10,104.8	10,138.9	10,338.5	10,545.6
% Change	46.6	1.9	-24.5	0.3	2.0	2.0
Dividends, Interest and Rent	11,996.6	11,740.2	11,430.8	11,094.6	11,178.9	11,433.4
% Change	-2.8	-2.1	-2.6	-2.9	0.8	2.3
Population (Thou)	1,013.2	1,000.9	996.6	996.0	995.9	995.9
% Change	-0.4	-1.2	-0.4	-0.1	0.0	0.0
Real Per Capita Income (Thou 2021 \$)	62.4	63.9	60.4	61.1	62.2	63.6
% Change	2.7	2.4	-5.5	1.2	1.8	2.2
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Nominal Personal Income (Mil \$)	60,909.1	63,968.6	64,124.6	67,243.7	70,276.4	73,672.0
% Change	3.9	5.0	0.2	4.9	4.5	4.8

Note: Source is UHERO. Figures for 2022 - 2025 are forecasts.

TABLE 8: MAJOR ECONOMIC INDICATOR SUMMARY
HAWAII COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	61.0	65.0	68.5	69.8	70.2	70.9
% Change	-13.9	6.6	5.4	1.9	0.7	1.0
Unemployment Rate (%)	11.6	5.6	3.9	3.4	3.3	2.9
Population (Thou)	200.7	202.9	203.9	204.4	204.9	205.5
% Change	0.4	1.1	0.5	0.2	0.3	0.3
Personal Income (Mil \$)	9,448.6	10,153.0	9,968.1	10,508.8	10,965.9	11,500.0
% Change	8.4	7.5	-1.8	5.4	4.4	4.9
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021 \$)	9,805.7	10,153.0	9,353.2	9,509.0	9,665.9	9,885.8
% Change	6.8	3.5	-7.9	1.7	1.7	2.3
Real Per Capita Income (Thou 2021 \$)	48.8	50.0	45.9	46.5	47.2	48.1
% Change	6.3	2.4	-8.3	1.4	1.4	2.0
TOURISM SECTOR DETAIL						
Total Visitor Arrivals by Air (Thou)	482.0	1,183.5	1,692.5	1,779.0	1,735.0	1,778.8
% Change - Total Visitor Arrivals by Air	-73.0	145.5	43.0	5.1	-2.5	2.5
U.S. Visitors	381.3	1,137.2	1,459.3	1,401.8	1,308.6	1,313.6
% Change - U.S. Visitors	-69.7	198.2	28.3	-3.9	-6.7	0.4
Japanese Visitors	35.5	1.0	19.9	81.3	110.8	129.9
% Change - Japanese Visitors	-79.2	-97.2	1,887.1	309.2	36.3	17.2
Other Visitors	70.9	45.3	222.3	295.9	315.6	335.3
% Change - Other Visitors	-79.0	-36.1	390.7	33.1	6.7	6.2
Visitor Days (Thou)	4,584.8	10,964.9	14,008.8	13,598.8	13,004.1	13,260.6
% Change	-64.9	139.2	27.8	-2.9	-4.4	2.0
Occupancy Rate (%)	34.2	60.8	75.7	72.6	69.6	71.0

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 9: JOBS BY DETAILED SECTOR (THOUSANDS)
HAWAII COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	61.0	65.0	68.5	69.8	70.2	70.9
% Change	-13.9	6.6	5.4	1.9	0.7	1.0
Construction and Mining	3.6	3.7	3.7	3.7	3.8	3.8
% Change	-5.0	1.4	1.3	0.6	0.9	0.4
Manufacturing	1.3	1.4	1.6	1.6	1.6	1.6
% Change	-9.1	11.7	11.2	3.0	0.6	-0.1
Trade	10.6	11.1	11.2	11.2	11.3	11.4
% Change	-8.0	4.7	1.2	-0.1	0.3	1.6
Transportation and Utilities	2.5	2.9	3.1	3.2	3.2	3.3
% Change	-23.3	14.6	9.4	1.7	0.5	1.8
Finance, Insurance and Real Estate	2.3	2.4	2.5	2.5	2.5	2.6
% Change	-13.6	2.4	3.6	0.1	0.9	2.3
Services	26.3	29.5	32.2	33.2	33.4	33.7
% Change	-20.9	12.4	8.9	3.2	0.6	1.0
Health Care and Soc. Assistance	7.5	7.5	7.5	7.7	7.7	7.8
% Change	-5.5	0.3	0.1	2.1	0.8	1.0
Accommodation and Food	8.3	10.8	12.5	13.1	13.2	13.5
% Change	-35.8	30.7	15.5	5.2	0.6	1.7
Other	10.5	11.2	12.2	12.4	12.5	12.5
% Change	-15.2	6.6	8.4	1.8	0.4	0.3
Government	14.4	14.0	14.2	14.4	14.5	14.5
% Change	-4.2	-2.3	1.1	1.3	1.0	0.1
Federal Government	1.4	1.2	1.2	1.2	1.2	1.2
% Change	4.5	-9.8	0.1	0.3	0.5	0.1
State and Local Government	13.0	12.8	12.9	13.1	13.3	13.3
% Change	-5.1	-1.5	1.2	1.4	1.1	0.1

Note: Source is UHERO. Industry job counts for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 10: PERSONAL INCOME BY DETAILED SECTOR
HAWAII COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Real Personal Income (Mil 2021 \$)	9,805.7	10,153.0	9,353.2	9,509.0	9,665.9	9,885.8
% Change	6.8	3.5	-7.9	1.7	1.7	2.3
Labor & Proprietors' Income	5,148.5	5,465.4	5,448.5	5,633.6	5,767.6	5,914.8
% Change	-6.0	6.2	-0.3	3.4	2.4	2.6
Construction	—	405.6	—	—	—	—
% Change	—	—	—	—	—	—
Manufacturing	—	94.6	—	—	—	—
% Change	—	—	—	—	—	—
Trade	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Transportation and Utilities	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Finance, Insurance & Real Estate	300.5	296.2	—	—	—	—
% Change	—	-1.4	—	—	—	—
Services	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Health Care & Soc. Assist. (% ch.)	—	—	—	—	—	—
Accommodation & Food (% ch.)	—	—	—	—	—	—
Other (% ch.)	—	—	—	—	—	—
Government	1,395.2	1,353.1	1,280.2	1,304.0	1,342.4	1,363.0
% Change	3.0	-3.0	-5.4	1.9	2.9	1.5
Federal, civilian (% ch.)	3.5	-0.7	-4.8	-0.6	1.5	1.4
State & Local (% ch.)	3.0	-3.6	-5.3	2.2	3.2	1.6
Less Social Security Taxes (-)	615.6	666.3	678.9	709.8	725.9	743.7
% Change	-4.5	8.2	1.9	4.5	2.3	2.5
Transfer Payments	3,178.6	3,293.8	2,584.4	2,554.3	2,615.5	2,681.2
% Change	42.9	3.6	-21.5	-1.2	2.4	2.5
Dividends, Interest and Rent	2,062.7	2,031.0	1,971.3	1,913.8	1,921.1	1,960.4
% Change	-1.5	-1.5	-2.9	-2.9	0.4	2.0
Population (Thou)	200.7	202.9	203.9	204.4	204.9	205.5
% Change	0.4	1.1	0.5	0.2	0.3	0.3
Real Per Capita Income (Thou 2021 \$)	48.8	50.0	45.9	46.5	47.2	48.1
% Change	6.3	2.4	-8.3	1.4	1.4	2.0
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Nominal Personal Income (Mil \$)	9,448.6	10,153.0	9,968.1	10,508.8	10,965.9	11,500.0
% Change	8.4	7.5	-1.8	5.4	4.4	4.9

Note: Source is UHERO. Figures for 2022 - 2025 are forecasts. Because of data disclosure rules, industry-level income is not available for some sectors.

TABLE 11: MAJOR ECONOMIC INDICATOR SUMMARY
MAUI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	61.2	69.5	73.7	75.2	76.0	77.2
% Change	-23.9	13.5	6.0	2.0	1.0	1.6
Unemployment Rate (%)	18.4	7.4	4.5	4.2	3.9	2.9
Population (Thou)	164.7	164.3	164.2	164.5	164.8	165.1
% Change	-0.1	-0.3	-0.1	0.2	0.2	0.2
Personal Income (Mil \$)	8,827.7	9,615.1	9,530.0	10,050.3	10,554.0	11,090.9
% Change	2.4	8.9	-0.9	5.5	5.0	5.1
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021 \$)	9,161.3	9,615.1	8,942.1	9,094.1	9,302.8	9,534.2
% Change	0.8	5.0	-7.0	1.7	2.3	2.5
Real Per Capita Income (Thou 2021 \$)	55.6	58.5	54.5	55.3	56.5	57.7
% Change	0.9	5.2	-6.9	1.5	2.1	2.3
TOURISM SECTOR DETAIL						
Total Visitor Arrivals by Air (Thou)	844.8	2,340.9	2,962.5	2,958.9	2,925.2	3,011.8
% Change - Total Visitor Arrivals by Air	-72.9	177.1	26.6	-0.1	-1.1	3.0
U.S. Visitors	726.0	2,239.4	2,583.7	2,495.4	2,418.0	2,468.9
% Change - U.S. Visitors	-70.8	208.4	15.4	-3.4	-3.1	2.1
Japanese Visitors	8.3	0.8	5.5	15.5	21.1	25.3
% Change - Japanese Visitors	-83.0	-90.6	614.7	178.8	36.3	20.1
Other Visitors	115.7	100.7	367.9	448.1	486.1	517.6
% Change - Other Visitors	-79.8	-12.9	265.2	21.8	8.5	6.5
Visitor Days (Thou)	7,754.3	20,442.3	24,368.2	23,379.4	23,099.5	23,899.1
% Change	-68.7	163.6	19.2	-4.1	-1.2	3.5
Occupancy Rate (%)	27.9	59.9	69.8	70.8	70.1	72.4

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 12: JOBS BY DETAILED SECTOR (THOUSANDS)
MAUI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	61.2	69.5	73.7	75.2	76.0	77.2
% Change	-23.9	13.5	6.0	2.0	1.0	1.6
Construction and Mining	4.4	4.3	4.3	4.3	4.4	4.4
% Change	-2.0	-2.7	1.1	0.5	1.1	0.7
Manufacturing	1.0	1.0	1.1	1.2	1.2	1.2
% Change	-20.1	6.5	10.7	3.0	0.7	0.1
Trade	9.7	10.2	10.2	10.2	10.3	10.5
% Change	-15.9	5.2	0.4	-0.4	0.7	2.2
Transportation and Utilities	2.9	3.7	4.0	4.1	4.1	4.2
% Change	-34.6	26.5	8.4	1.6	0.7	2.0
Finance, Insurance and Real Estate	2.4	2.7	2.8	2.8	2.8	2.9
% Change	-22.8	11.9	4.1	0.1	1.1	2.5
Services	32.1	38.9	42.4	43.8	44.2	45.0
% Change	-31.0	21.3	9.1	3.1	1.0	1.8
Health Care and Soc. Assistance	8.0	7.9	7.9	8.0	8.1	8.2
% Change	-3.7	-0.9	-0.6	1.8	1.1	1.5
Accommodation and Food	13.0	18.1	20.7	21.7	21.9	22.5
% Change	-44.4	38.7	14.6	4.7	1.1	2.4
Other	11.1	12.9	13.9	14.1	14.2	14.3
% Change	-25.2	16.7	7.4	1.4	0.9	0.9
Government	8.8	8.7	8.8	8.8	9.0	9.0
% Change	-4.4	-0.6	0.6	1.1	1.4	0.6
Federal Government	0.9	0.8	0.8	0.8	0.8	0.8
% Change	0.0	-5.7	-1.3	0.3	0.6	0.3
State and Local Government	7.9	7.9	7.9	8.0	8.1	8.2
% Change	-4.8	0.0	0.8	1.1	1.5	0.6

Note: Source is UHERO. Industry job counts for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 13: PERSONAL INCOME BY DETAILED SECTOR
MAUI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Real Personal Income (Mil 2021 \$)	9,161.3	9,615.1	8,942.1	9,094.1	9,302.8	9,534.2
% Change	0.8	5.0	-7.0	1.7	2.3	2.5
Labor & Proprietors' Income	5,388.5	6,064.3	6,072.1	6,276.3	6,447.1	6,662.3
% Change	-16.4	12.5	0.1	3.4	2.7	3.3
Construction	570.4	556.2	537.1	543.6	553.9	562.8
% Change	-1.6	-2.5	-3.4	1.2	1.9	1.6
Manufacturing	79.0	82.0	87.8	91.9	94.2	96.0
% Change	-3.0	3.9	7.0	4.6	2.5	1.9
Trade	567.7	616.6	570.3	577.6	598.2	632.2
% Change	-9.9	8.6	-7.5	1.3	3.6	5.7
Transportation and Utilities	264.8	296.6	304.4	314.1	322.2	335.2
% Change	-20.1	12.0	2.6	3.2	2.6	4.1
Finance, Insurance & Real Estate	449.8	486.5	480.6	483.8	490.3	500.4
% Change	5.9	8.2	-1.2	0.7	1.3	2.1
Services	2,559.5	3,155.3	3,258.6	3,414.8	3,514.9	3,645.0
% Change	-27.2	23.3	3.3	4.8	2.9	3.7
Health Care & Soc. Assist. (% ch.)	2.8	-0.6	-6.2	3.3	2.9	3.3
Accommodation & Food (% ch.)	-49.4	58.6	9.7	7.3	3.3	4.8
Other (% ch.)	-17.0	15.2	1.4	2.6	2.5	2.5
Government	878.1	845.0	795.7	808.4	834.9	851.5
% Change	2.6	-3.8	-5.8	1.6	3.3	2.0
Federal, civilian (% ch.)	0.7	0.3	-4.2	-0.6	1.7	1.6
State & Local (% ch.)	2.8	-4.6	-6.1	1.9	3.6	2.1
Less Social Security Taxes (-)	622.8	631.2	645.7	680.3	698.1	720.9
% Change	-15.0	1.4	2.3	5.4	2.6	3.3
Transfer Payments	2,545.7	2,353.4	1,662.6	1,650.4	1,691.5	1,733.4
% Change	73.9	-7.6	-29.4	-0.7	2.5	2.5
Dividends, Interest and Rent	1,818.4	1,799.8	1,753.2	1,697.8	1,703.8	1,741.6
% Change	-3.2	-1.0	-2.6	-3.2	0.4	2.2
Population (Thou)	164.7	164.3	164.2	164.5	164.8	165.1
% Change	-0.1	-0.3	-0.1	0.2	0.2	0.2
Real Per Capita Income (Thou 2021 \$)	55.6	58.5	54.5	55.3	56.5	57.7
% Change	0.9	5.2	-6.9	1.5	2.1	2.3
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Nominal Personal Income (Mil \$)	8,827.7	9,615.1	9,530.0	10,050.3	10,554.0	11,090.9
% Change	2.4	8.9	-0.9	5.5	5.0	5.1

Note: Source is UHERO. Figures for 2022 - 2025 are forecasts.

TABLE 14: MAJOR ECONOMIC INDICATOR SUMMARY
KAUAI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	26.4	27.8	30.4	31.2	31.6	32.2
% Change	-20.9	5.6	9.3	2.6	1.3	1.7
Unemployment Rate (%)	16.6	7.8	4.6	3.8	3.6	3.0
Population (Thou)	73.2	73.5	73.6	73.7	73.9	74.1
% Change	-0.3	0.3	0.2	0.2	0.2	0.2
Personal Income (Mil \$)	3,924.2	4,121.0	4,097.2	4,316.2	4,504.1	4,732.6
% Change	5.5	5.0	-0.6	5.3	4.4	5.1
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Real Personal Income (Mil 2021 \$)	4,072.5	4,121.0	3,844.4	3,905.5	3,970.1	4,068.4
% Change	3.8	1.2	-6.7	1.6	1.7	2.5
Real Per Capita Income (Thou 2021 \$)	55.6	56.1	52.2	53.0	53.7	54.9
% Change	4.1	0.8	-6.9	1.4	1.4	2.2
TOURISM SECTOR DETAIL						
Total Visitor Arrivals by Air (Thou)	339.0	813.6	1,341.8	1,341.3	1,315.8	1,344.0
% Change - Total Visitor Arrivals by Air	-75.4	140.0	64.9	0.0	-1.9	2.1
U.S. Visitors	295.4	785.1	1,210.4	1,180.1	1,131.1	1,139.8
% Change - U.S. Visitors	-74.2	165.8	54.2	-2.5	-4.1	0.8
Japanese Visitors	3.6	0.4	3.1	9.6	13.5	15.8
% Change - Japanese Visitors	-85.7	-90.0	769.6	204.3	41.2	17.2
Other Visitors	42.9	28.2	124.8	151.7	171.2	188.5
% Change - Other Visitors	-79.4	-34.2	342.3	21.6	12.8	10.1
Visitor Days (Thou)	2,859.6	7,005.8	10,502.0	9,941.7	9,770.0	10,065.7
% Change	-71.7	145.0	49.9	-5.3	-1.7	3.0
Occupancy Rate (%)	30.6	57.0	79.0	78.2	76.0	77.4

Note: Source is UHERO. Nonfarm Payrolls for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 15: JOBS BY DETAILED SECTOR (THOUSANDS)
KAUAI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Non-farm Payrolls (Thou)	26.4	27.8	30.4	31.2	31.6	32.2
% Change	-20.9	5.6	9.3	2.6	1.3	1.7
Construction and Mining	2.0	2.0	2.1	2.1	2.1	2.1
% Change	-6.0	3.1	2.5	0.9	1.3	0.7
Manufacturing	0.4	0.5	0.6	0.6	0.6	0.6
% Change	-16.7	12.0	21.8	3.1	0.8	0.1
Trade	3.9	4.1	4.2	4.3	4.3	4.4
% Change	-14.8	5.1	3.6	0.2	0.9	2.2
Transportation and Utilities	1.1	1.4	1.6	1.6	1.6	1.6
% Change	-29.2	21.0	13.0	1.9	0.8	2.0
Finance, Insurance and Real Estate	1.0	1.0	1.1	1.1	1.1	1.1
% Change	-18.6	-3.2	12.0	0.3	1.2	2.5
Services	12.9	14.1	15.9	16.5	16.7	17.0
% Change	-29.2	8.9	12.8	4.0	1.4	1.9
Health Care and Soc. Assistance	2.8	2.8	2.9	2.9	3.0	3.0
% Change	-4.5	0.7	1.1	2.3	1.2	1.5
Accommodation and Food	5.2	6.3	7.5	8.0	8.1	8.3
% Change	-43.9	20.1	19.8	5.9	1.5	2.7
Other	4.9	4.9	5.4	5.6	5.6	5.7
% Change	-18.6	1.5	10.7	2.2	1.2	1.0
Government	5.1	4.9	5.1	5.2	5.2	5.3
% Change	-1.5	-2.6	3.3	1.6	1.6	0.7
Federal Government	0.6	0.6	0.6	0.6	0.6	0.6
% Change	7.4	0.3	4.0	0.5	0.7	0.3
State and Local Government	4.4	4.3	4.4	4.5	4.6	4.6
% Change	-2.6	-3.0	3.2	1.8	1.7	0.7

Note: Source is UHERO. Industry job counts for 2021 are UHERO estimates of the benchmark revision. Figures for 2022 - 2025 are forecasts.

TABLE 16: PERSONAL INCOME BY DETAILED SECTOR
KAUAI COUNTY BASELINE FORECAST

	2020	2021	2022	2023	2024	2025
Real Personal Income (Mil 2021 \$)	4,072.5	4,121.0	3,844.4	3,905.5	3,970.1	4,068.4
% Change	3.8	1.2	-6.7	1.6	1.7	2.5
Labor & Proprietors' Income	2,335.6	2,450.0	2,534.5	2,634.8	2,705.5	2,776.0
% Change	-12.4	4.9	3.4	4.0	2.7	2.6
Construction	—	267.6	—	—	—	—
% Change	—	—	—	—	—	—
Manufacturing	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Trade	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Transportation and Utilities	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Finance, Insurance & Real Estate	174.4	178.2	—	—	—	—
% Change	—	2.2	—	—	—	—
Services	—	—	—	—	—	—
% Change	—	—	—	—	—	—
Health Care & Soc. Assist. (% ch.)	—	—	—	—	—	—
Accommodation & Food (% ch.)	—	—	—	—	—	—
Other (% ch.)	—	—	—	—	—	—
Government	521.2	507.1	492.3	501.9	518.3	528.4
% Change	4.7	-2.7	-2.9	2.0	3.3	2.0
Federal, civilian (% ch.)	5.5	3.6	-1.7	-0.5	1.8	1.7
State & Local (% ch.)	4.8	-4.3	-3.1	2.4	3.6	2.1
Less Social Security Taxes (-)	271.9	287.5	304.0	321.0	329.4	337.7
% Change	-11.4	5.7	5.8	5.6	2.6	2.5
Transfer Payments	1,208.6	1,170.8	845.4	836.0	857.3	879.2
% Change	62.1	-3.1	-27.8	-1.1	2.6	2.5
Dividends, Interest and Rent	807.9	796.2	774.6	750.0	752.0	766.6
% Change	-2.7	-1.4	-2.7	-3.2	0.3	1.9
Population (Thou)	73.2	73.5	73.6	73.7	73.9	74.1
% Change	-0.3	0.3	0.2	0.2	0.2	0.2
Real Per Capita Income (Thou 2021 \$)	55.6	56.1	52.2	53.0	53.7	54.9
% Change	4.1	0.8	-6.9	1.4	1.4	2.2
Inflation Rate, Honolulu MSA (%)	1.6	3.8	6.6	3.7	2.7	2.5
Nominal Personal Income (Mil \$)	3,924.2	4,121.0	4,097.2	4,316.2	4,504.1	4,732.6
% Change	5.5	5.0	-0.6	5.3	4.4	5.1

Note: Source is UHERO. Figures for 2022 - 2025 are forecasts. Because of data disclosure rules, industry-level income is not available for some sectors.

TABLE 17: EXTERNAL INDICATORS
STATE OF HAWAII FORECAST

	2020	2021	2022	2023	2024	2025
U.S. FACTORS						
Employment (Thou)	147,794.8	152,580.7	158,370.6	158,006.1	158,557.6	160,960.2
% Change	-6.2	3.2	3.8	-0.2	0.3	1.5
Unemployment Rate (%)	8.1	5.4	3.7	4.8	5.3	4.3
Inflation Rate (%)	1.2	4.7	8.1	4.7	2.8	2.3
Real GDP (Bil chained 2012\$)	18,509.1	19,609.8	19,995.2	19,990.4	20,331.8	20,933.8
% Change	-2.8	5.9	2.0	0.0	1.7	3.0
Population (Thou)	331,761.0	332,213.0	333,113.5	334,245.6	335,442.9	336,709.4
% Change	0.4	0.1	0.3	0.3	0.4	0.4
JAPAN FACTORS						
Employment (Thou)	66,765.8	66,665.8	67,240.9	67,265.8	66,952.6	66,582.6
% Change	-0.7	-0.2	0.9	0.0	-0.5	-0.6
Unemployment Rate (%)	2.8	2.8	2.6	2.6	2.5	2.4
Inflation Rate (%)	0.0	-0.3	2.4	2.8	1.7	1.1
Real GDP (Bil chained 2011 yen)	526,957.9	535,922.5	543,084.1	546,654.2	553,131.6	558,089.1
% Change	-4.7	1.7	1.3	0.7	1.2	0.9
Population (Thou)	126,261.0	125,681.6	125,053.3	124,393.2	123,728.7	123,058.2
% Change	-0.3	-0.5	-0.5	-0.5	-0.5	-0.5
Exchange Rate (Yen/\$)	106.8	109.8	130.3	131.6	122.9	116.7

Note: Source is UHERO. Figures for 2022-2025 are forecasts.

UHERO

THE ECONOMIC RESEARCH ORGANIZATION
AT THE UNIVERSITY OF HAWAII

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Hawaii Pacific Health
Hawaiian Airlines
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Hawaii Tourism Authority
Hawaiian Dredging Construction Company
HGEA
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10

**Presentation, Discussion, and Approval of the
HTA's Financial Report for November 2022**

10.1

Financial Statements – Executive Summary
as of November 30, 2022



AUTHORITY

Financial Statements – Executive Summary
As of November 30, 2022

Foreword:

- Fund Accounts. HTA’s major funds are the following:
 - Tourism Federal Fund FY2023 (ARPA TFF) – Official Name: HTA CSFRF Subaward
 - Tourism Federal Fund FY2022 (ARPA TFF) – Official Name: HTA CSFRF Subaward
 - Tourism Special Fund (TSF)
 - Convention Center Federal Fund (ARPA CCFF) – Official Name: Convention Center CSFRF Subaward
 - Convention Center Enterprise Special Fund (CCESF)
- 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. HTA’s Board of Directors approved a \$60M FY 2023 budget. Then-Governor Ige vetoed HB1147, 2022 Legislature, on concerns of the legality of the mechanism for appropriating those funds. If not vetoed, HB 1147 would have appropriated the \$60M in General funds to HTA for FY 2023. In November 2023, the HTA’s FY 2023 funding issue was resolved and HTA was granted a \$35M ARPA subaward. At its November 2022 meeting, the HTA Board approved a revised \$35M FY 2023 budget. There has been a significant delay in planning and initiating HTA FY 2023 programs due to this and other matters.

Summary of Financial Position – All Funds

		(In Millions)					
		2022 TFF (ARPA)	2023 ARPA	TSF (incl Emergency)	2022 CCFF (ARPA)	CCESF	EDA
Cash at November 30, 2022		31.7	-	28.6	10.2	34.9	-
Increase (Decrease) due to							
Revenue		-	-	-	-	-	-
Program/Op Expenses		(0.4)	-	(0.3)	-	-	-
Encumbered Funds		21.2	-	18.3	10.1	5.9	-
Unencumbered Funds		10.5	-	5.4	0.2	29.0	-

Tourism Federal Fund FY 2022 (ARPA TFF):

1. \$31.7M in cash (remaining from amount that has been allotted to HTA so far). Cash decreased by \$390K from October 31, 2022 due to disbursements related to program expenditures.
2. The release of TFF funds for HTA use is accomplished through an approval process that includes approval by the Governor (CSFRF approval), the State's Department of Budget & Finance's (B&F) and the HTA Board of Directors. Below is a summary of the status of those approvals:

	Gov Approved (CSFRF)	B&F Funds Release		Board Approved Amount	Encumbered
		Requested	Approved *		
Hawaiian Culture	-	1,565,500	1,565,500	4,544,845	1,234,292
Natural Resources	-	665,000	665,000	1,915,000	100,000
Community	27,289,500	735,500	735,500	3,685,500	120,000
Branding	28,500,000	33,563,000	33,563,000	31,673,655	29,792,105
Sports	-	4,344,889	4,344,889	6,311,889	2,844,889
Safety & Security	-	900,000	900,000	700,000	152,044
Research	-	60,000	60,000	60,000	-
Planning	-	2,005,200	2,005,200	2,005,200	780,330
Admin	648,700	1,199,111	1,199,111	1,199,111	432,201
Governance and Org-Wide	351,800	529,001	529,001	572,001	261,643
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	42,223,175

* 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.

- 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.

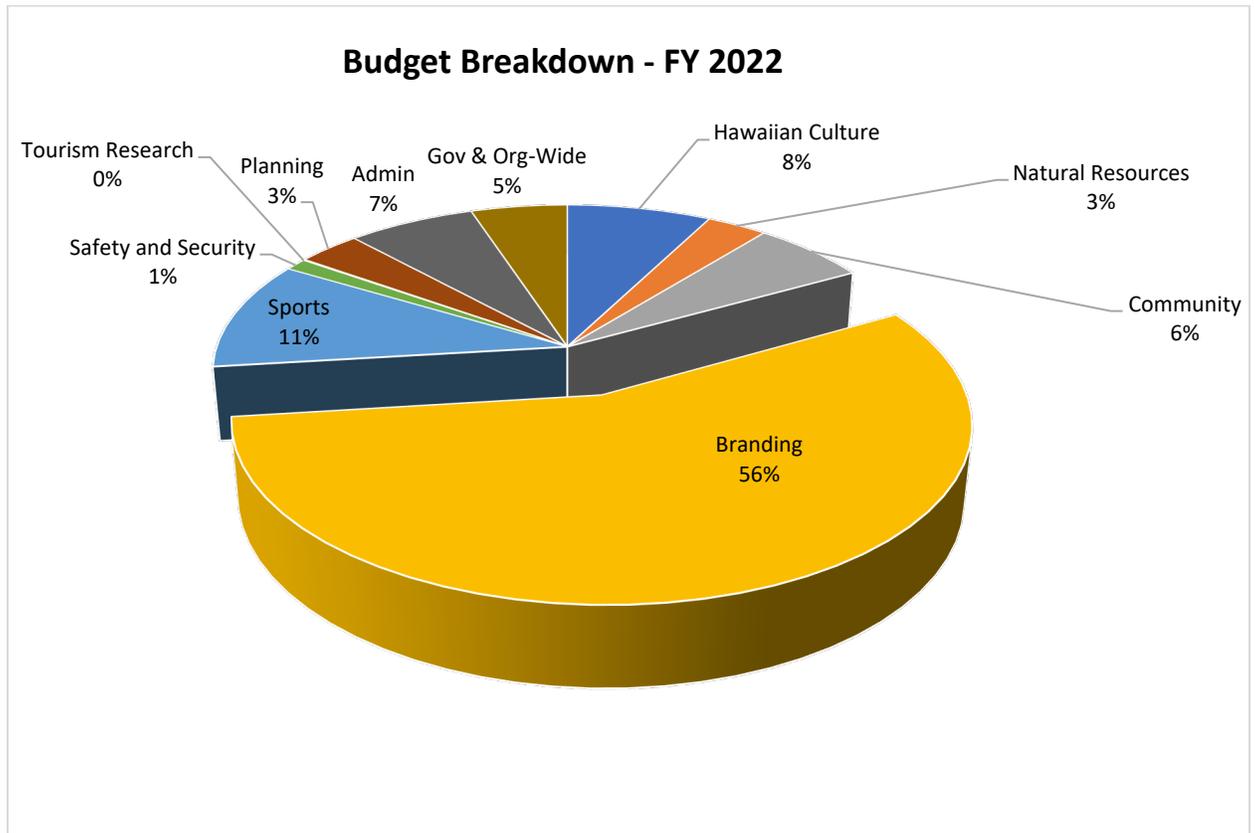
As of November 30, 2022, \$42.2M of the \$60.0M FY2022 budget was utilized/encumbered, or 70%.

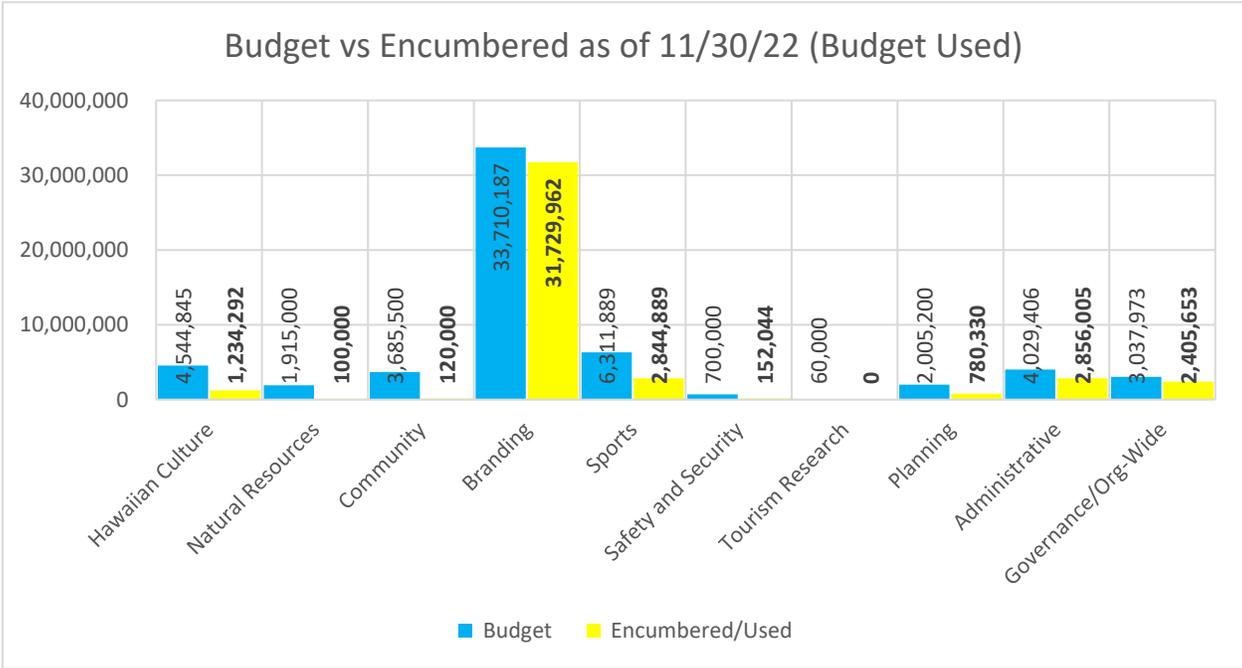
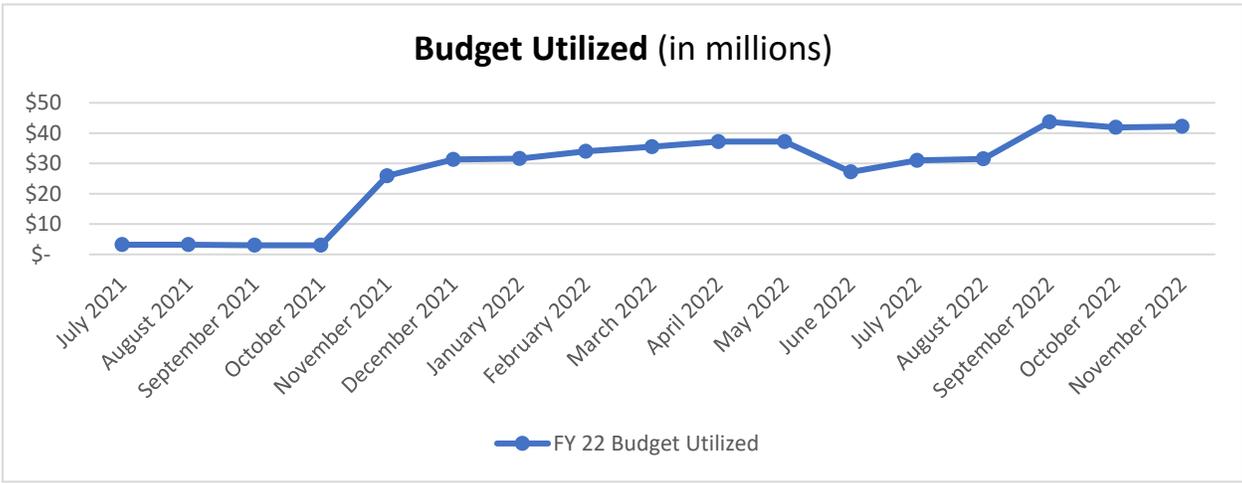
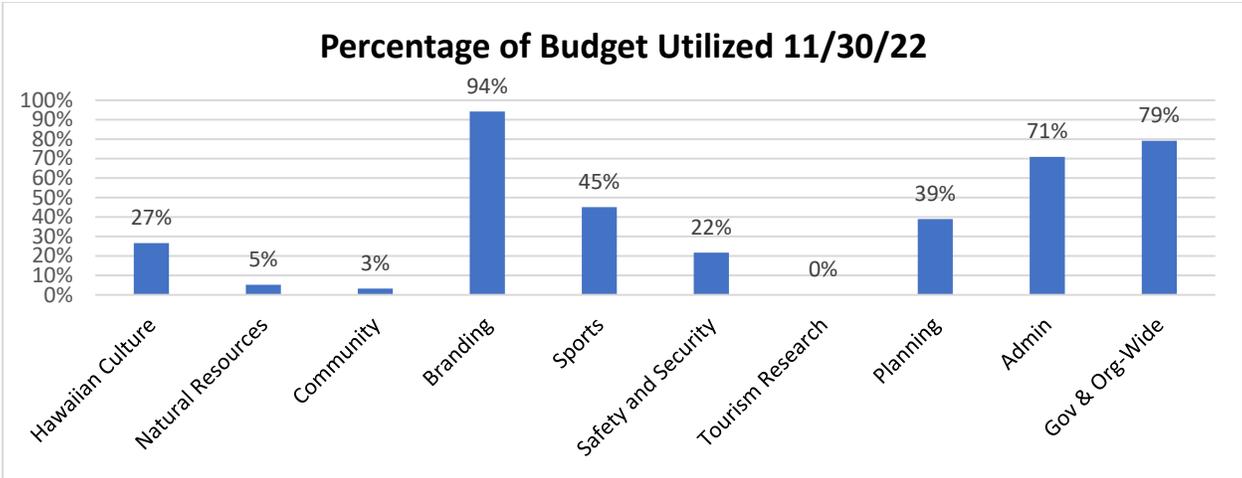
Below is a summary of the FY 2022 budget based upon Federal reporting categories (titles were paraphrased). In April 2022, B&F approved HTA’s request to reclassify Federal eligibility categories from “Negative Economic Impacts” to “Revenue Loss (Revenue Replacement).”

Primary Federal Category	Budget	Encumbered	Remaining
Revenue Replacement	52,667,201.00	35,717,504.00	16,949,697.00
Continuation of Government Services			
Payroll	7,332,799.00	6,505,671.00	827,128.00
	60,000,000.00	42,223,175.00	17,776,825.00

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. No significant budget reallocations were made during the month. At its November 2022 meeting, the Board reallocated \$15K from gohawaii.com to Marketing Opportunity Fund. 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. \$21.2M 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 November 30, 2022, which represents ARPA funds HTA is using for staff's payroll, program, admin and governance costs.
 - b. Cumulatively, \$21.0M has been expended through November 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.

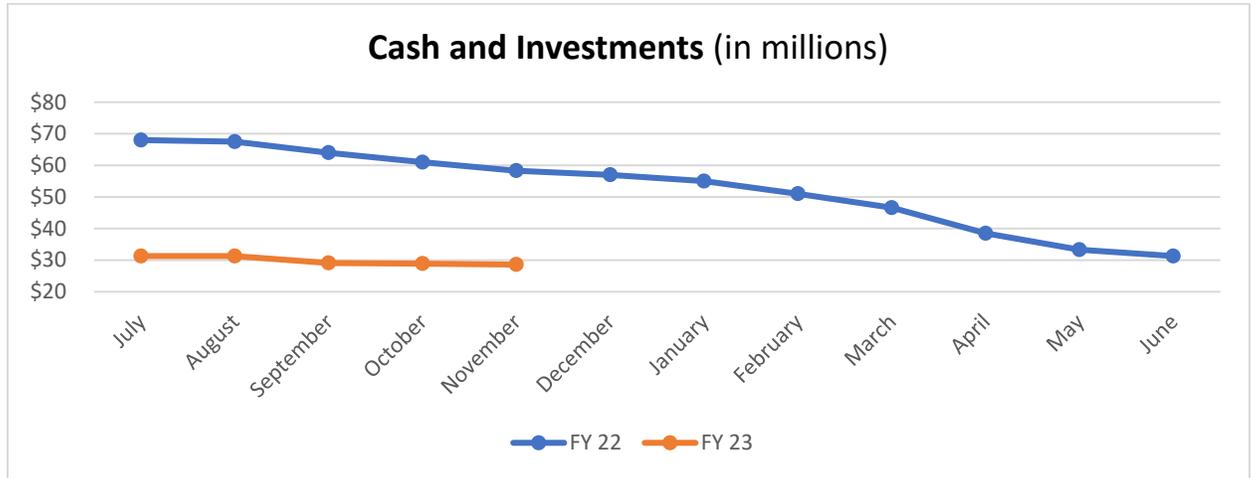
Tourism Federal Fund FY 2023 (ARPA TFF):

7. At its November 2022 meeting, the HTA Board approved a \$35M FY 2023 ARPA funds budget upon the subaward by now former Governor Ige. Staff is currently working on paperwork for the release of funds by B&F.

Tourism Special Fund - (TSF; incl Emergency):

8. The Tourism Special Fund sunset on January 1, 2022, pursuant to Act 001, 2021 Legislative Special Session, leaving all unencumbered funds available for remitting to the State's General Fund. The \$5M Emergency Fund remains with HTA.
9. \$28.6M 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 \$317K from October 31, 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.

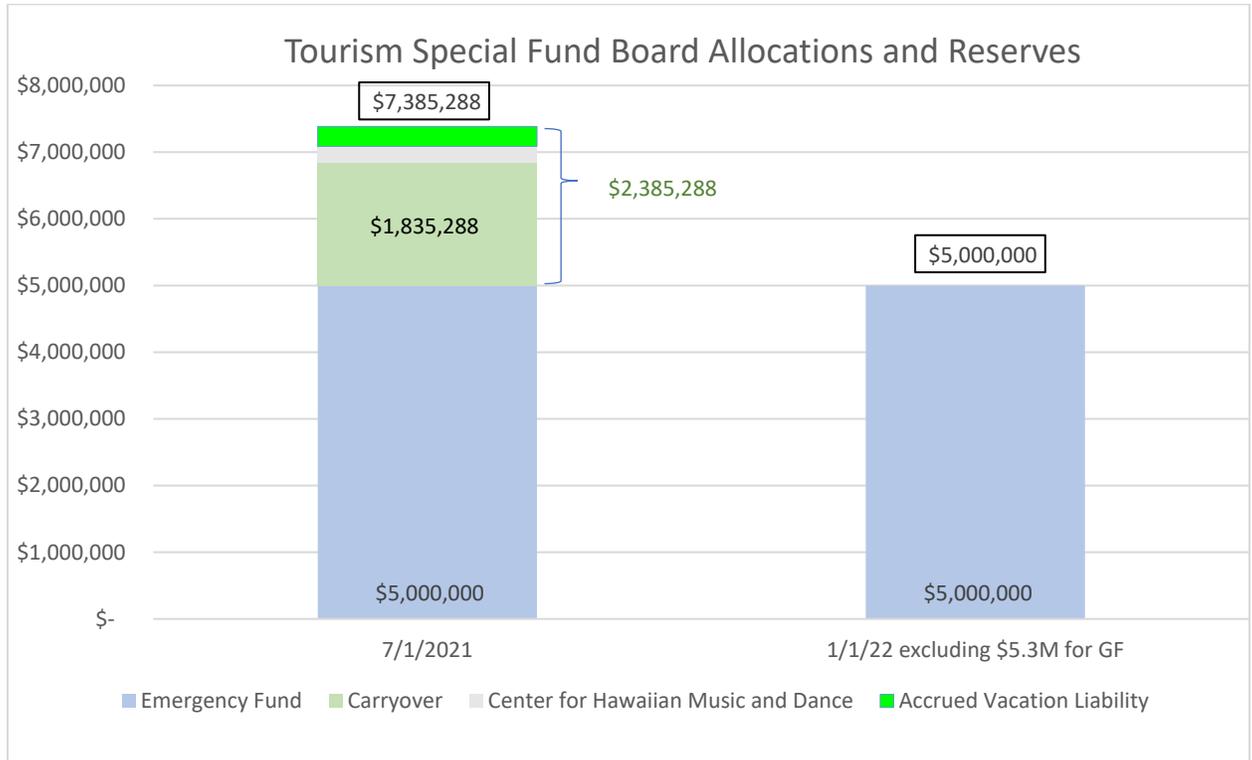
10. HTA's outstanding encumbrances are summarized as follows:

\$18.3M	Prior year encumbrances currently being spent down
\$0.00	Current year encumbrances remaining
<u>\$18.3M</u>	Total encumbrances outstanding as of November 30, 2022

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

11. 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.



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

13. Operating Income (Loss):

- a. Pursuant to Act 001, Legislative Special Session 2021, HTA is no longer included in the TAT allocation.
- b. \$50.2K of investment income earned year-to-date.
- c. \$2.7M in expenditures year-to-date primarily relating to program costs.

Convention Center Federal Fund (ARPA CCF):

14. \$10.2M in cash (remaining from amount that has been allotted to HTA). Cash remained consistent from October 31, 2022.

15. 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.

16. No budget reallocations were made in November 2022.

17. Operating Income:

- a. Cumulatively from the beginning of FY 2022 (prior year), \$11M of ARPA funds has been allotted, which represents ARPA funds HTA used in FY 2022 for staff's payroll and, provided the earlier-noted budget reallocation, that will fund FY 2023 expenditures of the Convention Center.
- b. Cumulatively, \$751K has been expended from the beginning of FY 2022 (prior year).
- c. Since HTA can continue to encumber off the FY 2022 budget in FY 2023, a single Statement of Revenues and Expenditures is presented, which displays both current year and cumulative activity. Typically, separate statements would be presented for current year and prior year funds.

Convention Center Enterprise Special Fund (CCESF):

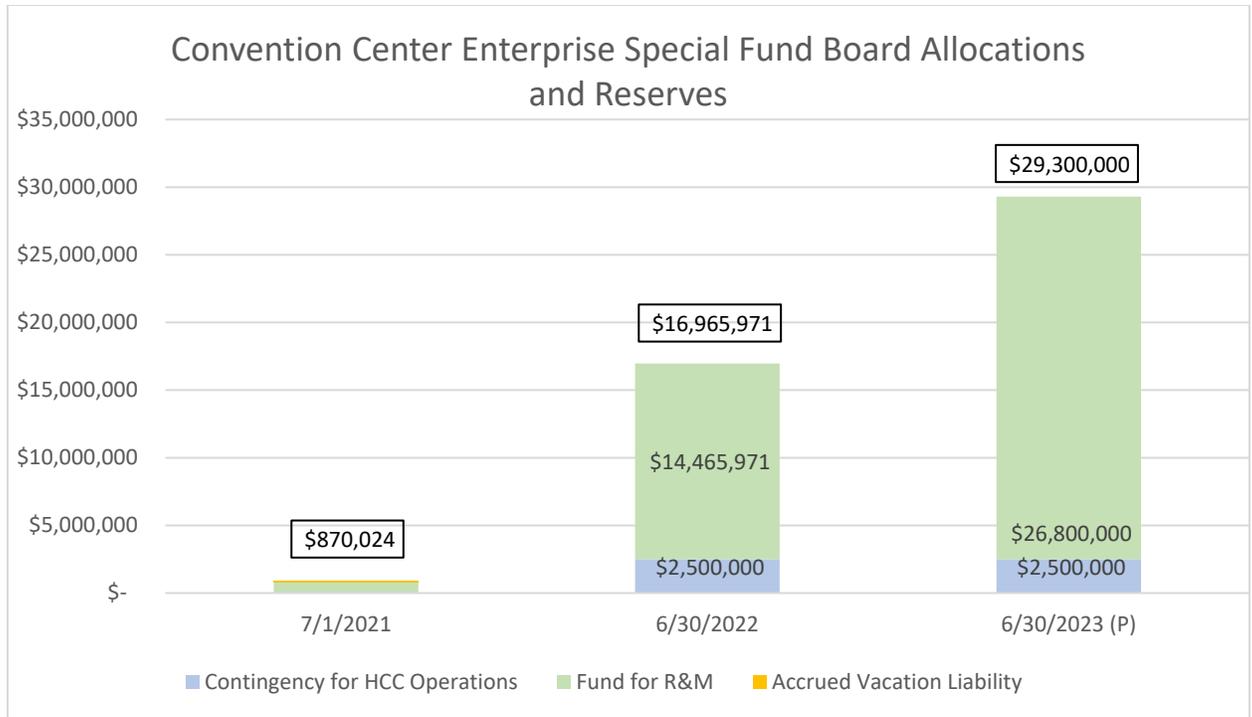
18. \$34.9M in cash. Cash remained consistent from October 31, 2022.

19. \$37.3M in cash with contractor or with DAGS, for R&M projects (as of October 2022).

- a. Includes \$2M in Emergency R&M funds

- b. These funds are encumbered or budgeted toward specific projects such as kitchen wall rehabilitation and exterior planter repairs, exterior building painting, house audio upgrades, ballroom gutter and transom glass repair, chiller replacement, and various equipment purchases and upgrades. Of the \$37.3M, approximately \$2.6M has been contracted (as of October 2022).
- c. The amount of cash remaining with the contractor already accounts for \$2.5M expended on current and future projects (in-progress costs or preliminary work).

20. \$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.



21. \$5.9M of prior year outstanding encumbrances currently being spent down.

22. Budget:

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

23. Operating Income:

- a. HTA collected \$11M in TAT funds cumulatively for FY 2023.
- b. Current Year Convention Center Operations
 - i. Note: HTA's FY 2023 operating subsidy to the Convention Center cumulatively through November 2022 was \$1.2M per HCC financial statements. We budgeted for a \$5.4M operating subsidy for FY 2023. Funded by FY22's encumbrance as discussed above.
- d. \$10.1M in year-to-date expenditures paid from the CCESF, primarily from prior year encumbrances to fund the Convention Center's major repair and maintenance program.

EDA Grant:

24. 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 11/30/22

	<u>Current Year</u>
Assets	
Current Assets	
Checking	31,700,096.35
Total Current Assets	<u>31,700,096.35</u>
Total Assets	<u><u>31,700,096.35</u></u>
Fund Balance	
Current year payables	
Accounts Payable	601.45
Total Current year payables	<u>601.45</u>
Encumbered Funds	
FY 2022 Funds	21,222,460.11
Total Encumbered Funds	<u>21,222,460.11</u>
Unencumbered Funds	
Total Unencumbered Funds	10,477,034.79
Total Fund Balance	<u><u>31,700,096.35</u></u>

Hawaii Tourism Authority

Balance Sheet

Tourism Special Fund

As of 11/30/22

	<u>Current Year</u>
Assets	
Current Assets	
Checking	23,638,518.63
Total Current Assets	<u>23,638,518.63</u>
Total Assets	<u><u>23,638,518.63</u></u>
Fund Balance	
Encumbered Funds	
FY 2015 Funds	6,830.35
FY 2016 Funds	6,047.12
FY 2017 Funds	15,706.80
FY 2018 Funds	4,137.03
FY 2019 Funds	18,274.11
FY 2020 Funds	790,765.88
FY 2021 Funds	17,435,442.44
Total Encumbered Funds	<u>18,277,203.73</u>
Unencumbered Funds	
Total Unencumbered Funds	5,361,314.90
Total Fund Balance	<u><u>23,638,518.63</u></u>

Hawaii Tourism Authority
Balance Sheet
Convention Center Federal (ARPA) Fund
As of 11/30/22

	<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 11/30/22

	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 11/30/22

	<u>Current Year</u>
Assets	
Current Assets	
Investments	5,063,897.53
Total Current Assets	<u>5,063,897.53</u>
 Total Assets	 <u><u>5,063,897.53</u></u>
 Fund Balance	
Current year net assets	
	49,872.81
Total Current year net assets	<u>49,872.81</u>
Prior years	
Total Prior years	5,014,024.72
 Total Fund Balance	 <u><u>5,063,897.53</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 11/30/2022

	<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	1,214.75	4,543,630.25	1,214.75	1,214.75
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	16,208,190.88	17,501,996.12	238,319.68	5,212,873.09
Sports	6,311,889.00	2,469,889.00	3,842,000.00	0.00	125,000.00
Safety and Security	700,000.00	136,944.92	563,055.08	0.00	90,000.00
Tourism Research	60,000.00	0.00	60,000.00	0.00	0.00
Planning	2,005,200.00	117,974.05	1,887,225.95	63,120.00	82,940.82
Administrative	4,029,406.00	1,056,665.16	2,972,740.84	87,155.26	91,062.52
Governance and Org-Wide	<u>3,037,973.00</u>	<u>909,626.34</u>	<u>2,128,346.66</u>	<u>0.00</u>	<u>4,962.04</u>
Total Expense	<u>60,000,000.00</u>	<u>21,000,505.10</u>	<u>38,999,494.90</u>	<u>389,809.69</u>	<u>5,608,053.22</u>
Net Income	<u>0.00</u>	<u>31,699,494.90</u>	<u>31,699,494.90</u>	<u>(389,809.69)</u>	<u>(1,248,053.22)</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Year Funds - Tourism Special Fund
From 11/1/2022 Through 11/30/2022

	<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	2,195,952.75	8,201,598.43	270,157.00
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	<u>253,219.23</u>	<u>46,585.49</u>	<u>206,633.74</u>	<u>46,585.49</u>
Total Expense	<u>20,999,592.86</u>	<u>2,722,389.13</u>	<u>18,277,203.73</u>	<u>316,742.49</u>
Net Income	<u>(20,999,592.86)</u>	<u>(2,672,181.46)</u>	<u>18,327,411.40</u>	<u>316,742.49</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Fiscal Year 2022 Funds - Convention Center Federal Fund
From 7/1/2021 Through 11/30/2022

	<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 / MFF	968,300.00	0.00	968,300.00	0.00	0.00
Total Expense	<u>11,000,000.00</u>	<u>751,109.04</u>	<u>10,248,890.96</u>	<u>0.00</u>	<u>0.00</u>
Net Income	<u>0.00</u>	<u>10,248,890.96</u>	<u>10,248,890.96</u>	<u>0.00</u>	<u>0.00</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Fiscal Year 2023 Funds - Convention Center Enterprise Special Fund
From 11/1/2022 Through 11/30/2022

	<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><u>11,000,000.00</u></u>	<u><u>11,000,000.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Year Funds - Convention Center Enterprise Special Fund
From 11/1/2022 Through 11/30/2022

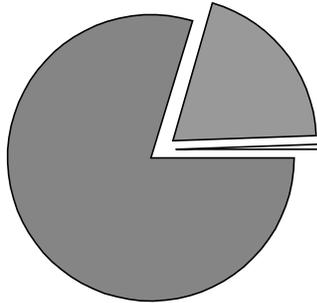
	<u>Budget</u>	<u>Current Year Actual</u>	<u>Budget Variance</u>	<u>Current Period Actual</u>
Revenue				
Interest and Dividends	0.00	32,377.55	32,377.55	0.00
HCC Revenue	0.00	1,040,703.47	1,040,703.47	0.00
Total Revenue	<u>0.00</u>	<u>1,073,081.02</u>	<u>1,073,081.02</u>	<u>0.00</u>
Expense				
Governance 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 / MFF	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 11/1/2022 Through 11/30/2022

	<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	24,280.73
19.9%	CASH EQUIVALENTS	999,456.99
79.6%	FIXED INCOME	3,995,162.00
100.0%	TOTAL	5,018,899.72

Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	24,280.73	0.48	0	0.00
CASH EQUIVALENTS	999,456.99	19.91	36,180	3.62
FIXED INCOME	3,995,162.00	79.60	101,500	2.54
Total Fund	5,018,899.72	100.00	137,680	2.74

Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	3,219.12	3,219.12	13.26
	ACCRUED INCOME	21,061.61	21,061.61	86.74
	TOTAL CASH	24,280.73*	24,280.73*	100.00*
	CASH EQUIVALENTS			
	CASH MANAGEMENT			
999,456.99	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	999,456.99	999,456.99	100.00
	FIXED INCOME			
	U S TREASURY OBLIGATIONS			
500,000	US TREASURY NOTES 2.375% 01/31/2023	499,513.31	498,455.00	12.48



Statement Period
Account Number

11/01/2022 through 11/30/2022
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 2.75% 04/30/2023	499,732.12	496,190.00	12.42
500,000	US TREASURY NOTES 2.75% 07/31/2023	498,868.51	493,770.00	12.36
500,000	US TREASURY NOTES 2.875% 10/31/2023	498,900.95	491,835.00	12.31
585,000	US TREASURY NOTES 2.5% 01/31/2024	578,244.89	570,492.00	14.28
500,000	US TREASURY NOTES 2.25% 04/30/2024	493,357.06	483,635.00	12.11
500,000	US TREASURY NOTES NOTE 2.125% 07/31/2024	492,617.19	480,530.00	12.03
500,000	US TREASURY NOTES 2.25% 10/31/2024	478,925.78	480,255.00	12.02
	TOTAL U S TREASURY OBLIGATIONS	4,040,159.81*	3,995,162.00*	100.00*
	Total Fund	5,063,897.53*	5,018,899.72*	100.00*

Hawaii Convention Center
Facility
Income Statement
From 11/01/2022 Through 11/30/2022
(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)	200,508	221,859	(21,351)	141,535	1,064,483	1,508,412	(443,929)	810,623
Service Revenue	193,516	83,356	110,160	103,544	535,455	380,426	155,029	658,587
Total Direct Event Income	394,023	305,215	88,809	245,079	1,599,937	1,888,838	(288,901)	1,469,209
Direct Service Expenses	255,924	239,042	(16,882)	101,648	870,761	1,046,438	175,677	664,704
Net Direct Event Income	138,100	66,173	71,927	143,431	729,176	842,400	(113,224)	804,505
Ancillary Income								
Food and Beverage (Net)	422,728	465,525	(42,797)	10,663	2,150,976	2,101,150	49,826	22,833
Event Parking (Net)	44,935	40,700	4,235	3,832	333,081	513,020	(179,939)	339,568
Electrical Services	17,275	12,000	5,275	0	24,905	22,840	2,065	0
Audio Visual	75,916	18,840	57,076	210	216,843	53,120	163,723	10,881
Internet Services	1,338	0	1,338	0	1,338	0	1,338	0
Rigging Services	2,200	3,840	(1,640)	0	49,637	66,000	(16,364)	1,343
First Aid Commissions	0	0	0	0	0	0	0	0
Total Ancillary Income	564,392	540,905	23,487	14,705	2,776,780	2,756,130	20,650	374,625
Total Event Income	702,492	607,078	95,414	158,136	3,505,956	3,598,530	(92,574)	1,179,130
Other Operating Income								
Non-Event Parking	0	583	(583)	0	1,844	2,915	(1,071)	3,480
Other Income	8,562	4,875	3,687	(76,536)	53,150	24,375	28,775	32,763
Total Other Operating Income	8,562	5,458	3,104	(76,536)	54,994	27,290	27,704	36,243
Total Gross Income	711,054	612,536	98,518	81,600	3,560,951	3,625,820	(64,869)	1,215,373
Net Salaries & Benefits								
Salaries & Wages	396,229	440,031	43,802	309,624	1,803,192	2,229,625	426,433	1,557,793
Payroll Taxes & Benefits	102,354	139,866	37,512	88,278	493,159	699,330	206,171	414,577
Labor Allocations to Events	(114,143)	(73,172)	40,971	(75,038)	(283,964)	(353,694)	(69,730)	(450,847)
Total Net Salaries & Benefits	384,440	506,725	122,285	322,864	2,012,387	2,575,261	562,874	1,521,524
Other Indirect Expenses								
Net Contracted Services	55,785	31,008	(24,777)	14,986	300,578	161,031	(139,547)	74,989
Operations	17,255	11,533	(5,722)	6,083	53,458	57,665	4,207	28,923
Repair & Maintenance	103,536	89,300	(14,236)	60,160	386,224	464,500	78,276	322,823
Operational Supplies	36,517	58,142	21,625	11,901	225,390	281,158	55,768	90,307
Insurance	20,643	20,624	(19)	11,843	105,663	98,968	(6,695)	59,733
Utilities	293,878	219,698	(74,180)	138,836	1,286,897	1,090,272	(196,625)	826,011
Meetings & Conventions	2,648	742	(1,906)	1,038	6,441	11,710	5,269	3,396
Promotions & Communications	1,848	4,550	2,702	0	13,475	22,750	9,275	(2,663)
General & Administrative	52,429	21,915	(30,514)	18,348	158,362	109,124	(49,238)	57,526
Management Fees	19,033	19,033	(0)	18,633	95,167	95,165	(2)	93,167
Other	42,040	10,983	(31,057)	200	56,301	54,915	(1,386)	6,151
Total Other Indirect	645,613	487,528	(158,085)	282,028	2,687,957	2,447,258	(240,699)	1,560,362
Net Income (Loss) before CIP Funded Expenses	(318,999)	(381,717)	62,718	(523,293)	(1,139,393)	(1,396,699)	257,306	(1,866,513)
CIP Funded Expenses	234	0	234	0	384	0	384	0
Net Income (Loss) from Operations	(318,765)	(381,717)	62,952	(523,293)	(1,139,009)	(1,396,699)	257,691	(1,866,513)
Fixed Asset Purchases	8,265	25,000	16,735	(74,507)	100,969	125,000	24,031	38,801
Net Income (Loss) After Fixed Asset Purchases	(327,030)	(406,717)	79,687	(448,786)	(1,239,978)	(1,521,699)	281,721	(1,905,314)

Hawaii Convention Center
 Facility
 Income Statement
 From 11/01/2022 Through 11/30/2022
 (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	755,903	803,075	(47,172)	22,179	3,497,591	3,617,406	(119,815)	232,188
Facility	569,026	397,053	171,973	174,077	2,357,119	2,649,048	(291,929)	1,898,754
Total Revenues	<u>1,324,929</u>	<u>1,200,128</u>	<u>124,801</u>	<u>196,256</u>	<u>5,854,710</u>	<u>6,266,454</u>	<u>(411,744)</u>	<u>2,130,942</u>
Expenses								
Food & Beverage	494,614	481,681	(12,933)	100,135	2,003,894	2,225,627	221,733	613,749
Facility	1,149,314	1,100,165	(49,149)	619,414	4,990,209	5,437,527	447,318	3,383,705
Total Expenses	<u>1,643,928</u>	<u>1,581,846</u>	<u>(62,082)</u>	<u>719,549</u>	<u>6,994,103</u>	<u>7,663,154</u>	<u>669,051</u>	<u>3,997,454</u>
Net Income (Loss) before CIP Funded Expenses	<u>(318,999)</u>	<u>(381,718)</u>	<u>62,719</u>	<u>(523,293)</u>	<u>(1,139,393)</u>	<u>(1,396,700)</u>	<u>257,307</u>	<u>(1,866,513)</u>
CIP Funded Expenses	<u>234</u>	<u>0</u>	<u>234</u>	<u>0</u>	<u>384</u>	<u>0</u>	<u>384</u>	<u>0</u>
Net Income (Loss) from Operations	<u>(318,765)</u>	<u>(381,718)</u>	<u>62,953</u>	<u>(523,293)</u>	<u>(1,139,009)</u>	<u>(1,396,700)</u>	<u>257,691</u>	<u>(1,866,513)</u>
Fixed Asset Purchases	<u>8,265</u>	<u>25,000</u>	<u>16,735</u>	<u>(74,507)</u>	<u>100,969</u>	<u>125,000</u>	<u>24,031</u>	<u>38,801</u>
Net Income (Loss) after Fixed Asset Purchases	<u><u>(327,030)</u></u>	<u><u>(406,718)</u></u>	<u><u>79,688</u></u>	<u><u>(448,786)</u></u>	<u><u>(1,239,978)</u></u>	<u><u>(1,521,700)</u></u>	<u><u>281,722</u></u>	<u><u>(1,905,314)</u></u>

10.2

Budget Reallocation Summary
FY2022 ARPA Funds (TFF)
Through November 30, 2022

Budget Reallocation Summary
 FY 2022 ARPA Funds (TFF)
 Through November 30, 2022

Budget Line Item	Program Code	Cumulative To-Date (Since Inception of Award)			November 2022 Activity
		Original Budget	Reallocation	Budget After Reallocations	
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 November 30, 2022

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	November 2022 Activity
From:					
Route Development	005	250,000	(250,000)	-	
gohawaii.com	318	2,500,000	(1,725,500)	774,500	(15,000)
Campaig Effectiveness Study	010	270,000	(10,000)	260,000	
Island Chapters Staffing and Admin	320	-	-	-	-
Rebranding the Hawaiian Islands	012	1,000,000	(1,000,000)	-	
Creative Agency	013	250,000	(250,000)	-	
Marketing Opportunity Fund	380	250,000	(202,345)	47,655	15,000
			(3,437,845)		-
To:					
US MMA	321	22,500,000	-	22,500,000	-
Pono Travel Education Program	014	175,000	225,000	400,000	
Hawaii Tourism Updates	102	125,000	106,000	231,000	
Cruise Industry Consulting Services	004	100,000	100,000	200,000	
Global Mkt Shared Resces (formerly Intellect Prop Data E	350	787,000	200,500	987,500	
			631,500		-
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 Worrlld 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 November 30, 2022

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	November 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 November 30, 2022

Budget Line Item	Program Code	Original Budget	Reallocation	Budget After Reallocations	November 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.

10.3

Budget Statement Summary
FY 2023 of November 30, 2022

Hawaii Tourism Authority
 Budget Statement - Summary
 FY 2023
 As of November 30, 2022

Category	2022 Tourism Federal Fund - ARPA [TFF]				2023 ARPA Funding				2022 EDA Grant			
	Fiscal Year 2022 and FY 2023				Fiscal Year 2023				Fiscal Year 2022 and FY 2023			
	Budget	Cumulative Budget Used	Balance	Activity for November 2022	Budget	Cumulative Budget Used	Balance	Activity for November 2022	Budget	Cumulative Budget Used	Balance	Activity for November 2022
Revenues												
TAT Revenue Allocation			-	-	35,000,000	-	35,000,000	-	-	-	-	-
Federal Funds	60,000,000	52,700,000	7,300,000	-	-	-	-	-	14,024,372	-	14,024,372	-
Prior Year Carryover	-	-	-	-	-	-	-	-	-	-	-	-
Availability of \$5M Emergency Fund (Subject to Governor Approval)	-	-	-	-	-	-	-	-	-	-	-	-
Other	-	210	(210)	-	-	-	-	-	-	-	-	-
Total Revenues	60,000,000	52,700,210	7,299,790	-	35,000,000	-	35,000,000	-	14,024,372	-	14,024,372	-
Encumbrances												
Perpetuating Hawaiian Culture												
Hawaiian Culture Programs	4,544,845	1,234,292	3,310,553	33,992	1,775,500	-	1,775,500	-	-	-	-	-
In-House Contracted Staff - Hawaiian Culture	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	4,544,845	1,234,292	3,310,553	33,992	1,775,500	-	1,775,500	-	-	-	-	-
Natural Resources												
Natural Resources Programs	1,915,000	100,000	1,815,000	-	500,000	-	500,000	-	7,200,000	-	7,200,000	-
In-House Contracted Staff - Natural Resources	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	1,915,000	100,000	1,815,000	-	500,000	-	500,000	-	7,200,000	-	7,200,000	-
Community												
Community Programs	3,685,500	120,000	3,565,500	-	1,260,500	-	1,260,500	-	1,520,000	-	1,520,000	-
In-House Contracted Staff - Community	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	3,685,500	120,000	3,565,500	-	1,260,500	-	1,260,500	-	1,520,000	-	1,520,000	-
Branding												
Branding Programs	31,673,655	29,792,105	1,881,550	234,657	25,360,000	-	25,360,000	-	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	31,729,962	1,980,225	234,657	25,360,000	-	25,360,000	-	4,540,000	-	4,540,000	-
Sports												
Sports Programs	6,311,889	2,844,889	3,467,000	-	2,000,000	-	2,000,000	-	-	-	-	-
Subtotal	6,311,889	2,844,889	3,467,000	-	2,000,000	-	2,000,000	-	-	-	-	-
Safety and Security												
Safety and Security Programs	700,000	152,044	547,956	-	100,000	-	100,000	-	-	-	-	-
Subtotal	700,000	152,044	547,956	-	100,000	-	100,000	-	-	-	-	-
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	780,330	1,224,870	2,943	661,799	-	661,799	-	20,000	-	20,000	-
In-House Contracted Staff - Planning	-	-	-	-	-	-	-	-	-	-	-	-
Subtotal	2,005,200	780,330	1,224,870	2,943	661,799	-	661,799	-	20,000	-	20,000	-
Administrative												
Operations	1,199,111	432,201	766,910	1,377	653,700	-	653,700	-	214,907	-	214,907	-
In-House Contracted Staff - Admin	-	-	-	-	-	-	-	-	-	-	-	-
State Employee Salaries - Admin	2,830,295	2,423,804	406,491	-	-	-	-	-	117,000	-	117,000	-
Subtotal	4,029,406	2,856,005	1,173,401	1,377	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	156,643	195,358	289	172,918	-	172,918	-	-	-	-	-
Subtotal	3,037,973	2,405,653	632,320	289	423,501	-	423,501	-	412,465	-	412,465	-
Payroll												
State Employee Fringe	-	-	-	-	-	-	-	-	20,000	-	20,000	-
State Employee Salaries - All Employees	-	-	-	-	2,200,000	-	2,200,000	-	-	-	-	-
Subtotal	-	-	-	-	2,200,000	-	2,200,000	-	20,000	-	20,000	-
Total Encumbrances	60,000,000	42,223,175	17,776,825	273,258	35,000,000	-	35,000,000	-	14,024,372	-	14,024,372	-
Revenues vs Encumbrances	-	10,477,035			-	-			-	-		

10.4

Budget Statement

FY 2023

As of November 30, 2022

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	November 2022 Activity
<i>Tourism Federal Fund - FY 23</i>					
Perpetuating Hawaiian Culture					
203	Ma'ema'e HTA	50,000.00	0.00	50,000.00	0.00
204	Market Support	75,000.00	0.00	75,000.00	0.00
216	Olelo Hawaii	700,000.00	0.00	700,000.00	0.00
219	Hookipa Malihini Initiative	450,000.00	0.00	450,000.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	0.00	500.00	0.00
374	Surfing	250,000.00	0.00	250,000.00	0.00
718	Resort Area Hawaiian Cultural Initiative	250,000.00	0.00	250,000.00	0.00
Subtotal	Perpetuating Hawaiian Culture	1,775,500.00	0.00	1,775,500.00	0.00
Natural Resources					
409	Tour Guide Certification Licensure Program	500,000.00	0.00	500,000.00	0.00
Subtotal	Natural Resources	500,000.00	0.00	500,000.00	0.00
Community					
702	Community Product Capacity Building (forn	300,000.00	0.00	300,000.00	0.00
731	Community-Based Tourism - Oahu	200,000.00	0.00	200,000.00	0.00
732	Community-Based Tourism - Maui County	200,000.00	0.00	200,000.00	0.00
733	Community-Based Tourism - Hawaii Island	200,000.00	0.00	200,000.00	0.00
734	Community-Based Tourism - Kauai	200,000.00	0.00	200,000.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00
798	Travel - Community	10,000.00	0.00	10,000.00	0.00
802	Current Workforce Development (Industry	150,000.00	0.00	150,000.00	0.00
Subtotal	Community	1,260,500.00	0.00	1,260,500.00	0.00
Branding					
14	Pono Travel Education Program	500,000.00	0.00	500,000.00	0.00
102	Hawai'i Tourism Summit	100,000.00	0.00	100,000.00	0.00
317	Convention Center Sales & Marketing - City	2,600,000.00	0.00	2,600,000.00	0.00
318	gohawaii.com (formerly Online Website Co	500,000.00	0.00	500,000.00	0.00
319	MCI MFF	850,000.00	0.00	850,000.00	0.00
320	Island Chapters Staffing and Admin	1,200,000.00	0.00	1,200,000.00	0.00
321	US (formerly North America)	7,000,000.00	0.00	7,000,000.00	0.00
322	Canada	800,000.00	0.00	800,000.00	0.00
323	Japan	6,500,000.00	0.00	6,500,000.00	0.00
324	Korea	630,000.00	0.00	630,000.00	0.00
325	Oceania	950,000.00	0.00	950,000.00	0.00
329	China	120,000.00	0.00	120,000.00	0.00
331	Meetings, Convention & Incentives	1,900,000.00	0.00	1,900,000.00	0.00
350	Global Mkt Shared Resces (formerly Intelle	1,500,000.00	0.00	1,500,000.00	0.00
397	Memberships and Dues - Branding	160,000.00	0.00	160,000.00	0.00
398	Travel - Branding	50,000.00	0.00	50,000.00	0.00
934	State Employee Salaries - Branding	1,300,000.00	0.00	1,300,000.00	0.00
Subtotal	Branding	26,660,000.00	0.00	26,660,000.00	0.00
Sports					
385	Sports RFP or Other Procurement	2,000,000.00	0.00	2,000,000.00	0.00
Subtotal	Sports	2,000,000.00	0.00	2,000,000.00	0.00
Safety and Security					
602	Crisis Management	100,000.00	0.00	100,000.00	0.00
Subtotal	Safety and Security	100,000.00	0.00	100,000.00	0.00
Tourism Research					
506	Infrastructure Research (Accomodations ar	65,000.00	0.00	65,000.00	0.00
Subtotal	Tourism Research	65,000.00	0.00	65,000.00	0.00
Planning					
653	Hotspot Mitigation	200,000.00	0.00	200,000.00	0.00
657	Tourism Excellence Accreditation	450,000.00	0.00	450,000.00	0.00
698	Travel - Planning	11,799.00	0.00	11,799.00	0.00
Subtotal	Planning	661,799.00	0.00	661,799.00	0.00
Administrative					
101	Community-Industry Outreach & Public Rel	200,000.00	0.00	200,000.00	0.00
103	hawaiitourismauthority.org (formerly HTA v	50,000.00	0.00	50,000.00	0.00
901	General and Administrative	333,700.00	0.00	333,700.00	0.00
930	State Employee Salaries - Admin	900,000.00	0.00	900,000.00	0.00
998	Travel - Admin	70,000.00	0.00	70,000.00	0.00
Subtotal	Administrative	1,553,700.00	0.00	1,553,700.00	0.00
Governance and Org-Wide					
915	Organization-Wide	250,583.00	0.00	250,583.00	0.00
919	Governance - Gen Board/Others	172,918.00	0.00	172,918.00	0.00
Subtotal	Governance and Org-Wide	423,501.00	0.00	423,501.00	0.00
Total	FY 2023 Funds	35,000,000.00	0.00	35,000,000.00	0.00

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	November 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	7,000.00	43,000.00	7,000.00	7,000.00
207	Kahea Program - Airport Greetings	700,000.00	700,000.00	0.00	0.00	700,000.00
214	Legacy Award Program	75,000.00	25,000.00	50,000.00	25,000.00	25,000.00
216	Olelo Hawaii	500,000.00	500,000.00	0.00	0.00	0.00
217	FESTPAC	250,000.00	0.00	250,000.00	0.00	0.00
218	Hawaiian Culture Festivals and Events	780,000.00	0.00	780,000.00	0.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	300.00	200.00	0.00	300.00
298	Travel - Hawaiian Culture	14,345.00	1,991.84	12,353.16	1,991.84	1,991.84
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	1,234,291.84	3,310,553.16	33,991.84	734,291.84
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 Ai	200,000.00	194,223.19	5,776.81	(5,776.81)	94,223.19
010	HTUS/HTJ Campaign Effectiveness Study	260,000.00	260,000.00	0.00	0.00	0.00
014	Pono Travel Education Program	400,000.00	400,000.00	0.00	0.00	0.00
102	Hawai'i Tourism Summit	231,000.00	230,999.30	0.70	225,748.00	225,748.00
317	Convention Center Sales & Marketing - City	2,600,000.00	2,600,000.00	0.00	0.00	0.00
318	gohawaii.com (formerly Online Website Co	774,500.00	387,500.00	387,000.00	0.00	155,000.00
319	MCI MFF	850,000.00	850,000.00	0.00	0.00	0.00
321	US (formerly North America)	22,500,000.00	21,250,000.00	1,250,000.00	0.00	8,500,000.00
331	Meetings, Convention & Incentives	1,900,000.00	1,900,000.00	0.00	0.00	0.00
339	Global Digital Marketing Strategy (former I	713,000.00	500,000.00	213,000.00	0.00	200,000.00
350	Global Mkt Shared Resces (formerly Intelle	987,500.00	987,500.00	0.00	0.00	395,000.00
380	Marketing Opportunity Fund	47,655.00	47,655.00	0.00	0.00	15,000.00
397	Memberships and Dues - Branding	160,000.00	137,265.00	22,735.00	0.00	0.00
398	Travel - Branding	50,000.00	46,962.87	3,037.13	14,686.19	30,979.83
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	31,729,962.84	1,980,224.16	234,657.38	10,732,261.02
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	4,560.28	170,439.72	4,560.28	4,560.28
656	Community Tourism Collaborative	400,000.00	75,000.00	325,000.00	0.00	75,000.00
697	Memberships and Dues - Planning	3,200.00	350.00	2,850.00	0.00	350.00
698	Travel - Planning	17,000.00	11,249.46	5,750.54	(1,617.74)	8,889.24
Subtotal	Planning	2,005,200.00	780,329.75	1,224,870.25	2,942.54	288,799.52
Administrative						
101	Community-Industry Outreach & Public Rel	200,000.00	200,000.00	0.00	0.00	0.00
103	hawaiiourismauthority.org (formerly HTA '	100,000.00	24,546.80	75,453.20	0.00	0.00
901	General and Administrative	848,700.00	186,930.49	661,769.51	0.00	29,410.44
930	State Employee Salaries - Admin	2,830,295.00	2,423,803.66	406,491.34	0.00	1,450,517.00
998	Travel - Admin	50,411.00	20,724.13	29,686.87	1,377.54	11,392.18
Subtotal	Administrative	4,029,406.00	2,856,005.08	1,173,400.92	1,377.54	1,491,319.62
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	156,643.05	195,357.95	288.62	52,590.70
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	2,405,652.82	632,320.18	288.62	1,408,562.70
Total	FY 2022 Funds	60,000,000.00	42,223,175.21	17,776,824.79	273,257.92	14,910,333.66

Convention Center Federal Fund

Branding

Program Code	Program Title	Budget FY22	Encumbered - Budget Used (Cumulative)	Remaining Balance	November 2022 Activity	FY 2023 Activity
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						
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

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Discussion on
HTA Policy # 400-50 Operating Budget Policy

Operating Budget Policy



Policy Purpose

The purpose of this policy is to establish guidelines and procedures to facilitate the development and management of the Authority's annual operating budget to efficiently allocate and manage funding appropriations established in the state budget and in a manner to achieve key performance measures.

Policy Provisions

- 1) The Authority is to function with a Board-approved operating budget for each fiscal year.
- 2) A proposed annual operating budget for the subsequent fiscal year shall be presented to the Board of Directors no later than the regularly scheduled June board meeting.
- 3) The Authority's management may provide a presentation that may include revenue forecasts, historical results, tourism research and market intelligence, proposed funding appropriations, and a prioritization of strategic objectives, directives, and targets. Total expenditures by the Authority for the fiscal year shall not exceed appropriation levels established in the state budget for the respective fiscal year.
- 4) Procedures shall be designed and maintained for the preparation, review, revision, and approval of the proposed operating budget.
- 5) The Authority is to prepare and manage the operating budget based on main budget categories as approved by the Board. These main budget categories should align with the Hawaii Tourism Authority Strategic Plan. Management is provided the discretion to subcategorize the funds allocated to these main budget categories.
- 6) Once the operating budget is approved by the Board, the reallocation of funds between main budget categories of \$250,000 or more shall require board approval prior to reallocation. All reallocations between main budget categories, regardless of dollar amount, shall be reported to the board at the board meeting following the reallocation.
- 7) Reallocations of \$250,000 or more shall be considered budget amendments and shall be presented to the board in the form of a resolution which shall clearly state the following:
 - a. Original budget category and subcategories with original funding amount;
 - b. Proposed budget category to receive funding and new funding amount for that category;
 - c. Revised original budget category funding amount (post-transfer);
 - d. Purpose and explanation for the amendment request; and,
 - e. Impact to the original budget category due to the reduction, if any.
- 8) The Board may, from time to time, request budget variance reports or other visitor data reports on targets previously established by the Board. The Authority's management shall prepare and distribute such requested reports to allow the proper monitoring and management of expenditures and available funds in an effort to assess the progress of the Authority's management towards achieving various strategic objectives, directives and targets by the end of the fiscal year.

Responsibilities

Responsible Officer:
Chief Administrative Officer

Policy Owner:
Board of Directors

Approvals

Prepared:



Keith A. Regan
Chief Administrative Officer

3/27/19

Date

Reviewed and Recommended for Approval:



Chris Tatum
President & CEO

3/28/19

Date

Approved:



Rick Fried
Chair, HTA Board of Directors

3/28/19

Date

17-20 and 22

- 17** Discussion, Recommendation and Approval to **Extend HTA Contract 21030 Island Chapter Support Services Contract Beyond December 31, 2022**, Subject to the Approval from the State Procurement Office
- 18** Discussion, Recommendation, and Approval to **Extend HTA Contract 21016 S4 Global Support Services Contract Beyond March 28, 2023**, Subject to the Approval from the State Procurement Office
- 19** Discussion, Recommendation, and Approval to **Extend HTA Contract 17029 S21 USA Leisure Marketing Contract Beyond March 31, 2023**, Subject to the Approval from the State Procurement Office
- 20** Discussion, Recommendation, and Approval of **Calendar 2023 Cycle of Kūkulu Ola, Aloha ‘Āina, Community Enrichment Program, Signature Festival & Events, Native Hawaiian Festival & Events, and Ho‘okipa Malihini Initiative Programs**
- 22** Discussion, Recommendation, and Approval to **Fully Restore Brand Management Activity Levels for the China Major Market Area**, as may be Subject to Approval by the State Procurement Office of the Contract Extension for HTA Contract 21031 S1 China Leisure Marketing Contract Beyond December 31, 2022

Agenda Items #17-19

Contract Number	Contract Name	Start	End	Current Contract Value	Total Contract Lifetime Value	Actual Spend Through CY October 2022*
21030	Island Chapter Support Services	6/23/21	12/31/22	\$2,400,000	\$2,400,000	1,923,514
21016 S4	Global Support Services	10/21/22	3/28/23	\$750,000	\$2,592,500	1,151,297
17029 S21	USA MMA	10/21/22	3/31/23	\$8,500,000	\$126,184,807	\$12,685,821

Agenda Item #20

Contract Number	Contract Name	Start	End	Value	Contractor
21038 S1	Community Enrichment Program	6/28/2021	5/31/2023	\$1,950,000	HVCB
21038 S1	Signature Festival & Events	6/28/2021	5/31/2023	\$1,000,000	HVCB
21033	Kūkulu Ola	6/22/21	6/30/2023	\$1,750,000	Hawai'i Community Foundation
21033	Aloha 'Āina	6/22/21	6/30/2023	\$1,750,000	Hawai'i Community Foundation

Agenda Item #22

Contract Number	Contract Name	Start	End	Current Contract Value	Total Contract Lifetime Value	Actual Spend Through CY October 2022*
21031 S1	China MMA	12/7/21	12/31/22	\$1,800,000	\$1,800,000	\$686,879

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Discussion and Review of Response to Senate Committee on Ways and Means Request for HTA's FY 2024 and FY 2025 Biennium Budget

DRAFT
(SUBJECT TO HTA BOARD REVIEW
AND APPROVAL)

	FY 2024		FY 2025	
Community-Type Programs	18,799,351	25%	13,648,100	23%
Hawaiian Culture	6,546,000		5,230,600	
Natural Resources	2,015,000		1,365,000	
Community	7,317,351		4,466,500	
Planning	2,071,000		1,736,000	
Safety and Security	850,000		850,000	
Branding	44,790,000	60%	35,835,000	60%
Sports Marketing	7,300,000	10%	6,300,000	11%
Administrative and Governance	1,395,500	2%	1,396,500	2%
Payroll	2,715,149	4%	2,820,400	5%
	<u>75,000,000</u>	<u>100%</u>	<u>60,000,000</u>	<u>100%</u>

DRAFT

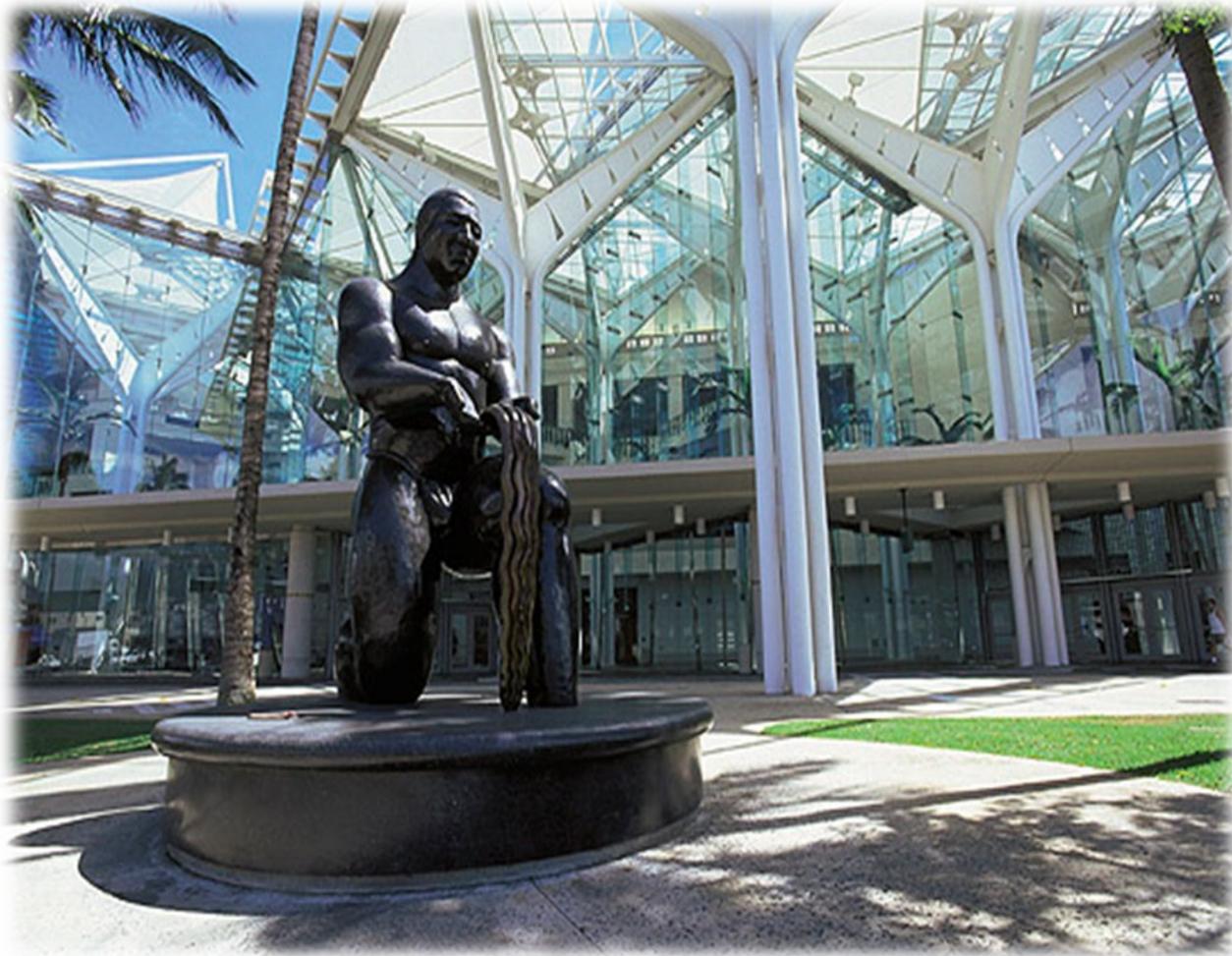
	FY 2024	FY 2025
Repair and Maintenance	23,131,576	23,131,576
Insurance Premium	500,000	500,000
Service on a Fee - Operations	4,218,424	4,218,424
Marketing	550,000	550,000
Service on a Fee - Consultants	100,000	100,000

28,500,000	28,500,000
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**Presentation, Discussion, and Action on the
Hawai'i Convention Center's October 2022 and
November 2022 Financial Reports and Update on the
Hawai'i Convention Center's 6-Year CIP Plan**

Hawai'i Convention Center



Update for
November 2022
for
(December 2022 meeting)

Financial Update

	Nov-22 FYTD Actual	FY 2023 Reforecast	FY 2023 Budget	Variance	FY 2022 Actual	CY 2019 Actual
Facility Occupancy	27%	29%	30%	-1%	29%	32%
Facility Number of Events	110	220	200	20	213	238
Facility Gross Revenue	\$5,854,700	\$12,057,800	\$13,041,400	-\$983,600	\$7,256,700	\$16,866,900
Facility Gross Expenses	-\$7,094,700	-\$17,461,900	-\$18,448,300	\$986,400	-\$11,842,500	-\$17,649,200
Facility Net Loss	-\$1,240,000	-\$5,404,100	-\$5,406,900	\$2,800	-\$4,585,800	-\$782,300
Local S&M Gross Expenses	-\$270,600	-\$968,300	-\$968,300	\$0	-\$522,600	-\$5,315,000
HCC Net Loss	-\$1,510,600	-\$6,372,400	-\$6,375,200	\$2,800	-\$5,108,400	-\$6,097,300

ROI November FYTD 2022

HCC Revenue + State Revenue + Tax Revenue
= \$66.0M

HCC Expense + HVCB MCI Expense = \$9.6M

***ROI = For every dollar spent,
\$6.88 returned to the State***

Definite Citywide Bookings for FY 2023

Start Date	End Date	Event Name	Forecast Attendance	Contracted Rooms	EI Value	Tax Generation
7/1/2022	7/3/2022	Pacific Rim Championship 2022 (Jam on It)	1,600	1,000	\$5,048,727	\$590,701
7/10/2022	7/15/2022	Goldschmidt Conference 2022	2,500	5,100	\$13,129,182	\$1,536,115
10/19/2022	10/28/2022	2022 Applied Superconductivity Conference	1,800	4,670	\$11,960,948	\$1,399,435
11/7/2022	11/16/2022	Confidential Association Meeting	3,500	8,371	\$23,728,741	\$2,776,263
4/11/2023	4/23/2023	American Roentgen Ray Society	2,500	3,844	\$18,342,486	\$2,146,071
5/19/2023	5/22/2023	All Star Cheerleaders 2023	2,500	5,000	\$8,654,669	\$1,012,596
	6	Total	14,400	27,985	\$80,864,753	\$9,461,181

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

Definite Local Bookings for next 3 months

December 2022				
Start Date	End Date	Description	Forecast Attendance	
1	12/02/22	12/02/22	Honolulu Board of REALTORS General Membership Meeting	1,200
2	12/02/22	12/02/22	Celebrate Christmas with Pops Fernandez and David Pomeranz	700
3	12/03/22	12/03/22	Central Pacific Bank Holiday Party	1,000
4	12/04/22	12/04/22	Hawaii Youth Symphony - Symphony Program Winter Concert 2022	400
5	12/05/22	12/05/22	Huliau Inauguration Gala	1,300
6	12/06/22	12/15/22	NAVSEA Project Management Fundamentals Course 94	75
7	12/08/22	12/12/22	2022 Honolulu Marathon Expo	20,000
8	12/08/22	12/09/22	2022 Hawai'i Tourism Conference	450
9	12/10/22	12/10/22	JROTC Military Ball	950
10	12/10/22	12/11/22	Ho'omau Hawai'i Market	3,500
11	12/15/22	12/15/22	HPU Commencement	2,000
12	12/15/22	12/15/22	Mililani High School Winter Ball	500
13	12/16/22	12/16/22	Hawaii's Finest 13 Year Anniversary	4,000
14	12/16/22	12/16/22	Give Love on Christmas with Cast of Maid in Malacanang	700
15	12/17/22	12/19/22	Hoops in Hawaii 2022	1,000
16	12/17/22	12/17/22	Na Leo Pilimehana Holiday Concert	600
17	12/17/22	12/18/22	Aloha Region VB Christmas Festival	1,000
18	12/17/22	12/17/22	Love and Peace Concert	450
19	12/17/22	12/18/22	CGTV Auditions	200
20	12/18/22	12/18/22	Oahu Church of Christ - Holiday Sunday Service	250

Cont...

Definite Local Bookings for next 3 months

January 2023				
	Start Date	End Date	Description	Forecast Attendance
1	01/03/23	01/03/23	Hawaii K-12 Principals Forum	400
2	01/04/23	01/07/23	The IAFOR International Conference on Education 2023 (IICE Hawaii 2023)	180
3	01/04/23	01/04/23	Grand Jury Impaneling	200
4	01/07/23	01/07/23	Navy Exchange Pearl Harbor Holiday Paina	500
5	01/07/23	01/07/23	Fight To Win	1,000
6	01/07/23	01/08/23	Hawaii Pop Con	15,000
7	01/07/23	01/07/23	Yamamoto Organizational	275
8	01/11/23	01/14/23	Island Paradise	430
9	01/12/23	01/12/23	2023 Sony Open Dinner	1,000
10	01/14/23	01/16/23	TransPacific Volleyball Championships 2023	2,000
11	01/15/23	01/15/23	Miss Hawaii Teen USA & Miss Hawaii USA 2023 Pageant	1,000
12	01/17/23	01/17/23	Yadao Organizational Open	250
13	01/21/23	01/21/23	Lank the King Fight Night	1,000
14	01/26/23	01/27/23	Hawaii Dental Association Convention	3,000
15	01/27/23	01/29/23	Varsity Spirit Championships 2023	1,677

Cont...

Definite Local Bookings for next 3 months

February 2023				
	Start Date	End Date	Description	Forecast Attendance
1	02/01/23	02/01/23	Oahu Good Food Show	400
2	02/01/23	02/01/23	Second Look Meeting	1,100
3	02/06/23	02/09/23	Pacific Water Conference	800
4	02/11/23	02/12/23	Aloha Region President's Tournament	1,500
5	02/18/23	02/18/23	Destiny MMA	500
6	02/20/23	02/21/23	2023 Hawaii DOE/AMLE Summit	1,000
7	02/21/23	02/22/23	Hawaii State Judiciary Bar Exams	250
8	02/23/23	02/23/23	Charitable Giving Coaching Seminar	200
9	02/24/23	02/25/23	HPD Promotional Exams	850
10	02/24/23	02/24/23	Professional Community Day - Session 3	150
11	02/25/23	02/25/23	Kuilei Place Seminar	1,350

Recent Events @ Hawai'i Convention Center

- Huliau Inauguration Gala, Dec 5, 1,300 attendees
- Hawai'i Tourism Conference, Dec 8-9, 500 attendees
- Honolulu Marathon Expo (Dec 8-10), 20,000 attendees



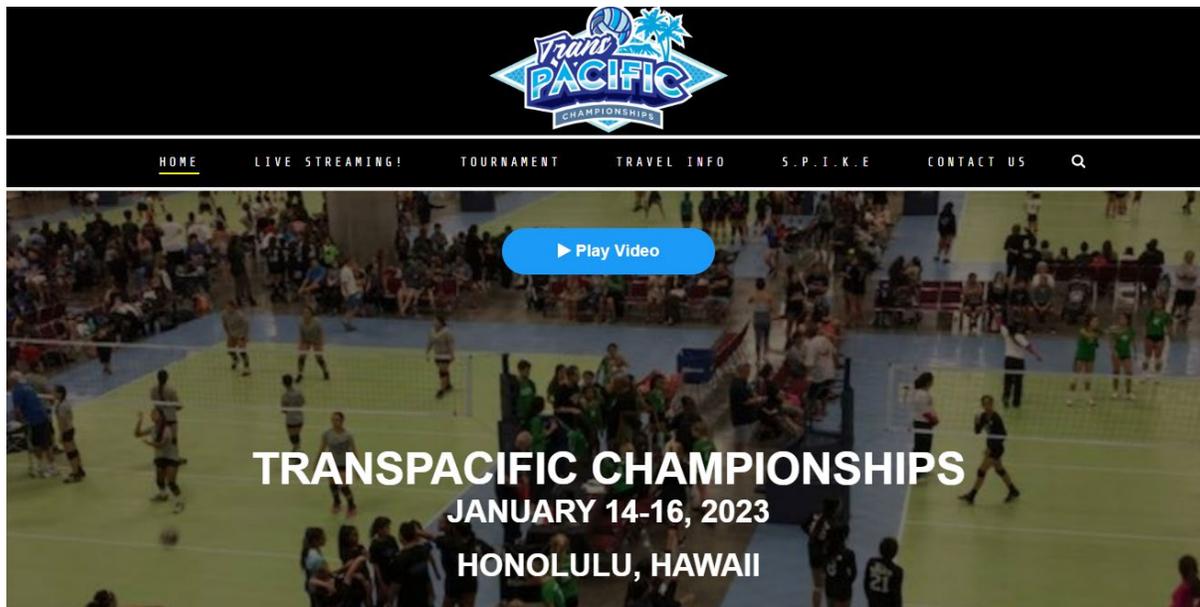
HCC Presents: Na Leo Holiday Concert

Dec 17, 2022



Upcoming Local/Citywide Events

- 2023 Sony Open Dinner (Jan 12), 1,000 forecast attendees
- TransPacific Volleyball Championships 2023 (Jan 14 – 16), 2,000 attendees
- Varsity Spirit Championships 2023 (Jan 27-29), 1,677 attendees



Carbon Offset Program



Total Contributions \$1,380.14	Partner Trees Planted 5,139
HCC Carbon Offset Trees Planted 16.43	

5,155

Total Legacy Trees Planted



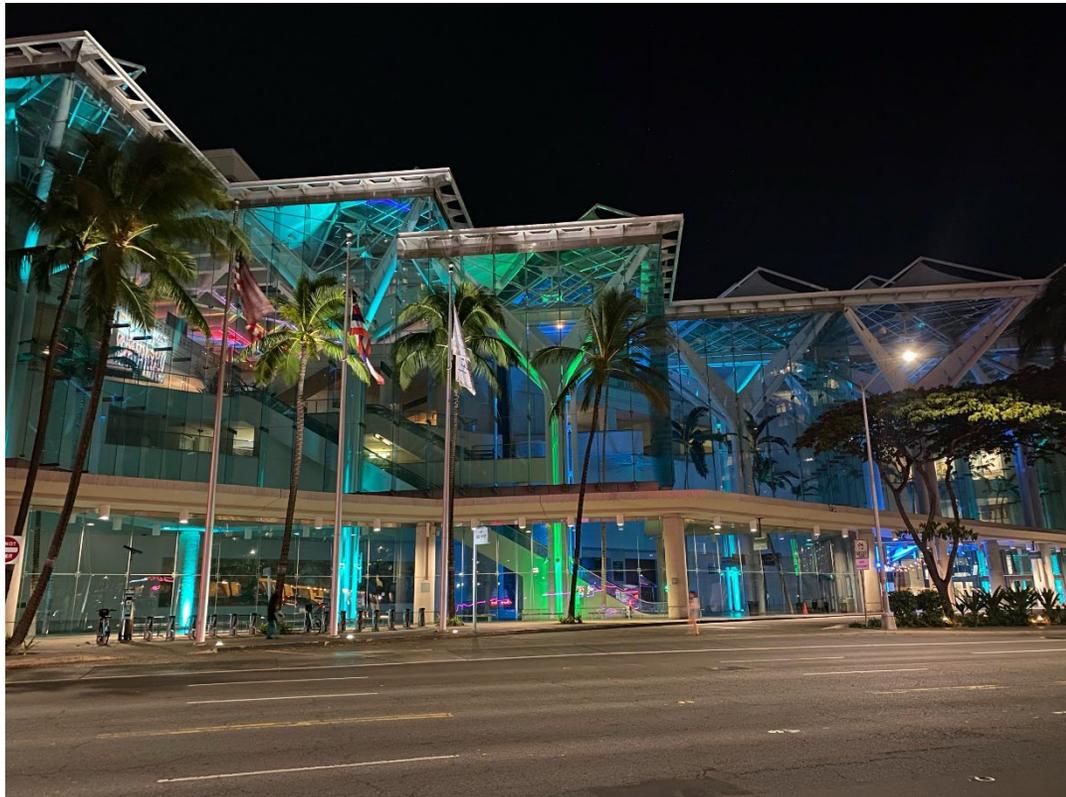
12.89

Total Acres of Habitat Restored

As of November 2022
(total carbon offset costs)



HCC Participates in Light the World in Teal (Nov 3)



On November 3, 2022, the Hawai'i Convention Center joined other landmarks around the world and light up in teal in support of the Alzheimer's Foundation of America's (AFA) annual Light the World in Teal initiative for Alzheimer's Awareness Month.

HCC New Art Exhibit Hawaiian Feather Artwork



Repair and Maintenance Projects Update

Repair & Maintenance Projects

6-Year Plan (page 1)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Oct 2022	FY23	FY24	FY25	FY26	FY27	FY28	Total
001	Rooftop Terrace Deck Temporary Repair	\$ 15,000,000	\$ -	\$ 15,000,000						\$ 15,000,000
	Rooftop Terrace Deck Temporary Repair (Previous planning)		\$ 626,152							\$ 626,152
003	Building Envelope Repairs (Kalākaua Kitchen, 3rd fl planters, planters, exterior)	\$ 18,632,703	\$ 280,221	\$ 8,189,126	\$ 10,163,358					\$ 18,632,705
007	Kitchen Hood Control Panel Replacement	\$ 421,249	\$ 36,453	\$ 384,796						\$ 421,249
008	F&B Refrigerator, 3rd floor (#348) Replacement	\$ 319,004	\$ 14,047	\$ -	\$ -	\$ -	\$ 304,957			\$ 319,004
009	Slate Tile Repair	\$ 2,142,108	\$ 19,742	\$ 2,122,365						\$ 2,142,107
010	Chiller Replacement	\$ 6,639,656	\$ 114,658	\$ 4,007,051	\$ 517,947					\$ 4,639,656
011	Ballroom Gutter, Foyer Transom Glass Repair and Soffit Repair	\$ 10,635,599	\$ 25,873	\$ 2,000,000	\$ 8,609,726					\$ 10,635,599
012	Parapet Roof Repairs	\$ 3,004,559	\$ 10,404	\$ 1,000,000	\$ 1,994,155					\$ 3,004,559
013	Ballroom Roof Repairs	\$ 2,143,187	\$ 6,712	\$ 1,000,000	\$ 1,136,475					\$ 2,143,187
014	Lobby Water Feature	\$ 1,035,800	\$ 1,985	\$ -	\$ 253,946	\$ 779,869				\$ 1,035,800
015	House Sound Audio System Upgrade	\$ 1,344,650	\$ 9,183	\$ 1,335,467						\$ 1,344,650
016	Camera, NVR and Access Control	\$ 2,001,733	\$ 1,564,563	\$ 437,170						\$ 2,001,733
022	Chill Water Pipe Reinsulation	\$ 250,000	\$ -	\$ 250,000						\$ 250,000
023	Air Wall Repairs	\$ 400,000	\$ -	\$ 400,000						\$ 400,000
024	Roll-up Door Replacement	\$ 225,000	\$ 23,656	\$ -	\$ 201,344					\$ 225,000
025	Ballroom and Meeting Room Wallpaper Replacement	\$ 450,000	\$ -	\$ 450,000						\$ 450,000
026	IT Network Upgrades	\$ 125,000	\$ -	\$ -	\$ -	\$ 55,000	\$ 70,000			\$ 125,000
027	Ice Machines Replacement	\$ 500,000	\$ -	\$ -	\$ -	\$ 500,000				\$ 500,000
028	Theatre 310 and 320 Furnishings Upgrade	\$ 750,000	\$ -	\$ -	\$ -	\$ -	\$ 375,000	\$ 375,000		\$ 750,000
029	Theatre 310 and 320 Seating Upgrade	\$ 500,000	\$ 155	\$ -	\$ -	\$ -	\$ 249,845	\$ 250,000		\$ 500,000
030	FB China and Equipment Upgrade	\$ 3,500,000	\$ -	\$ -	\$ -	\$ -	\$ 3,500,000			\$ 3,500,000
031	Ala Wai Waterfall Repair	\$ 1,013,271	\$ 1,985	\$ -	\$ 1,011,286					\$ 1,013,271
036	Water Intrusion Remediation	\$ 400,000	\$ -	\$ 400,000						\$ 400,000

	Current Project
	Project ON HOLD
	Cumming Managed Projects
	HCC Managed Projects
	PM/CM to be awarded Dec 2022



Repair & Maintenance Projects

6-Year Plan (page 2)

Project Number	Project Title	Estimated Project Cost	Prior Expenses to Oct 2022	FY23	FY24	FY25	FY26	FY27	FY28	Total
037	Exterior Security Camera Upgrade	\$ 150,628	\$ 628	\$ 150,000						\$ 150,628
040	Exterior Planter Repair	\$ 2,313,660	\$ -	\$ -	\$ 2,313,660					\$ 2,313,660
041	Children's Courtyard Repair	\$ 250,000	\$ -	\$ -	\$ 250,000					\$ 250,000
042	Kahakai/Atkinson Drywell Rehabilitation	\$ 250,000	\$ -	\$ -			\$ 250,000			\$ 250,000
043	Air Handler Unit 9 and 10 Replacement	\$ 300,000	\$ -	\$ -		\$ 300,000				\$ 300,000
044	Fire Sprinkler Line Refurbishment	\$ 270,000	\$ -	\$ -			\$ 70,000	\$ 100,000	\$ 100,000	\$ 270,000
045	Escalator and Elevator Refurbishment	\$ 1,000,000	\$ -	\$ -			\$ 200,000	\$ 200,000	\$ 200,000	\$ 600,000
046	LED Light Upgrade	\$ 1,700,000	\$ -	\$ -		\$ 500,000	\$ 200,000	\$ 500,000	\$ 500,000	\$ 1,700,000
047	Lighting Control System Replacement	\$ 200,000	\$ -	\$ -	\$ 200,000					\$ 200,000
048	Electrical Harmonics Testing	\$ 100,000	\$ -	\$ -				\$ 100,000		\$ 100,000
049	Main Kitchen Dishwasher Replacement	\$ 300,000	\$ -	\$ 300,000						\$ 300,000
050	Main Kitchen Flooring Replacement	\$ 2,000,000	\$ -	\$ -				\$ 2,000,000		\$ 2,000,000
051	PBX System Replacement	\$ 200,000	\$ -	\$ 200,000						\$ 200,000
052	Ride-on Sweeper Replacement	\$ 55,000	\$ -	\$ -	\$ 55,000					\$ 55,000
053	Forklift	\$ 25,000	\$ -	\$ -		\$ 25,000				\$ 25,000
054	Boardroom Upgrade	\$ 1,000,000	\$ -	\$ -			\$ 1,000,000			\$ 1,000,000
055	Elevator #2 Upgrade	\$ 250,000	\$ -	\$ -		\$ 250,000				\$ 250,000
056	Lobby Glass Panels Repair	\$ 170,000	\$ -	\$ 170,000						\$ 170,000
057	ADA Ramp for Stages	\$ 40,000	\$ -	\$ 40,000						\$ 40,000
058	Kitchen Hood Fire Suppression System Replacement	\$ 735,119	\$ 18,770	\$ 716,349						\$ 735,119
060	Lobby Sail Repair and Maintenance	\$ 179,000	\$ -	\$ 41,196	\$ 65,000	\$ 72,804				\$ 179,000
061	ADA Lift (#320) Replacement	\$ 100,000	\$ -	\$ 100,000						\$ 100,000
062	Kalākaua Loading Dock Gate Replacement	\$ 50,000		\$ 48,740						\$ 48,740
	GRAND TOTAL	\$ 83,071,926	\$ 2,755,187	\$ 38,742,260	\$ 26,771,897	\$ 2,482,673	\$ 6,219,802	\$ 3,525,000	\$ 800,000	\$ 81,296,819

Current Project
Project ON HOLD
Cumming Managed Projects
HCC Managed Projects
PM/CM to be awarded Dec 2022



Repair & Maintenance Projects

Construction and Project Management Services

CM/PM Services

- *For management of 17 projects (highlighted in orange)*
- *RFQ/RFP issued May 2022*
- *Contract awarded in early September 2022 to Cumming Management Group*

CM/PM Services

- *For management of the Rooftop Terrace Deck Temporary Repair*
- *RFQ/RFP issued October 2022*
- *To award Contract in December 2022*

Repair & Maintenance Projects Completed

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



Mahalo Nui Loa

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

HTA Board Update

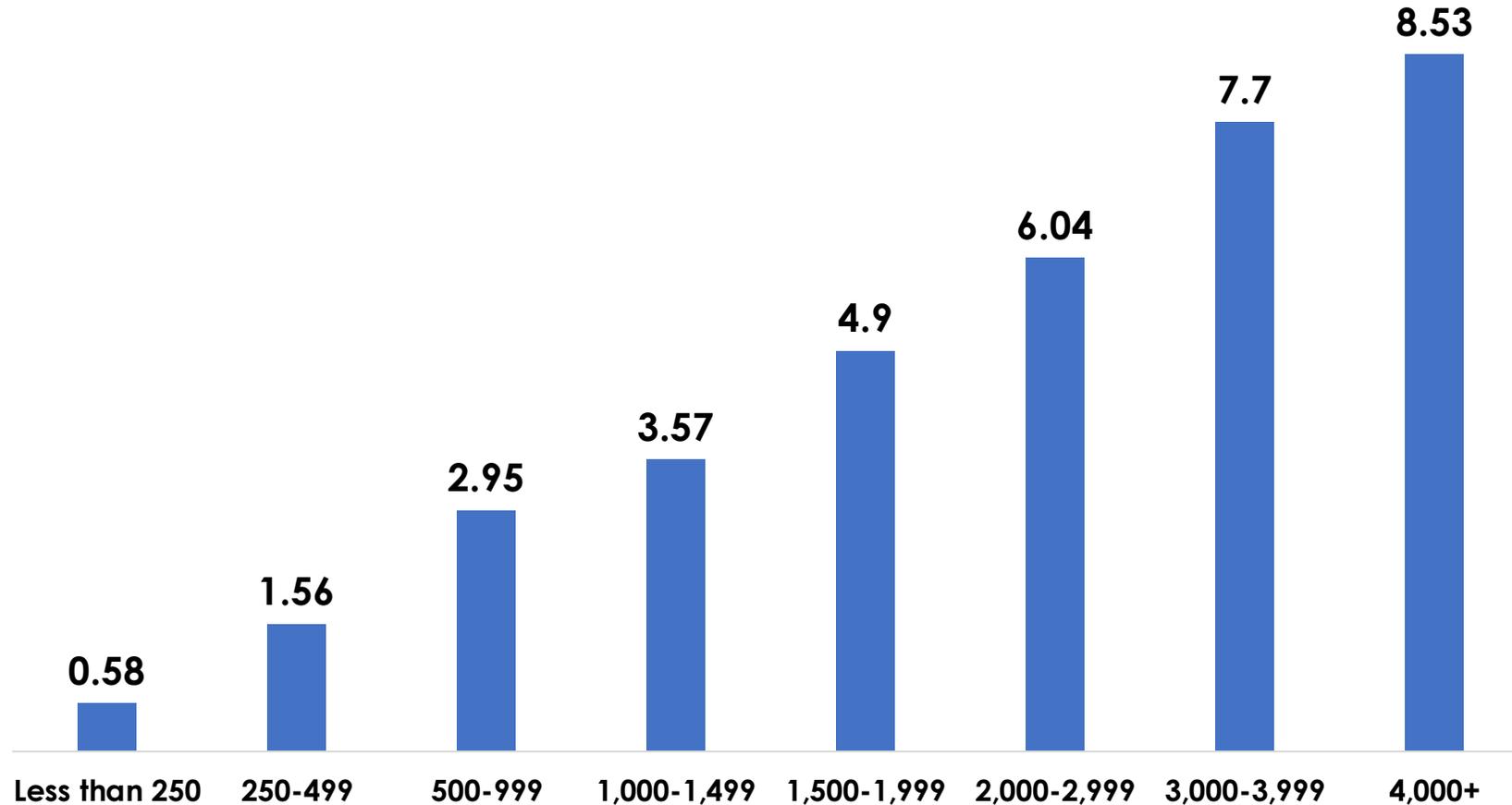
GLOBAL MCI SALES

December 22, 2022

John Reyes,
Senior Vice President, Chief MCI Sales Officer



Citywide Lead Time in Years



- Historical lead times on bookings is helpful to show length of time sales managers need to be working on events prior to arrival
- Sales managers need to be working events 4 years in advance for lowest Tier I events of 1,000-1,499 peak room events



CITYWIDE WINS



New Citywide Bookings	Event Date	Attendees	Total Room Nights	EEI
The International Conference Computer Vision	10/19 -25/25	6,000	7,434	\$28.5M
American Society of Limnology & Oceanography	2/27- 03/5/27	1,800	3,645	\$10.0M
Current Total				
*License Agreements signed Nov/Dec 2022	2	7,800	11,070	\$38.5M
Running Total	5	36,300	70,773	\$245.5M



FUTURE CITYWIDE WINS



High Probability Tentative Events	Year	Attendees	Total Room Nights	EEI
4	2024	10,700	22,230	\$61.3M
1	2025	14,000	31,750	\$92.1M
1	2026	4,000	11,973	\$37.1M
1	2032	6,000	12,675	\$35.7M
Current:	7	34,700	78,629	\$226.2M
Running Total	10	63,200	138,332	\$433.2M



GLOBAL MCI

- HTA Japan Sales Mission Nov 15 - 18
- HTA Korea Sales Mission Nov 21 – 22
- Meet Hawai'i Korea Corporate Education Trip Dec 12 – 16
(Island of Hawai'i and O'ahu)

CITYWIDE 2022 v. 2021

November 2022 Sales Production	2022 MTD	2021 MTD	Variance	2022 YTD	2021 YTD	Variance
Citywide Tentative RN	37,718	120	+%	287,194	94,243	+%
Citywide Definite RN	0	0	%	40,380	3,911	+%



CITYWIDE 2022 v. 2019

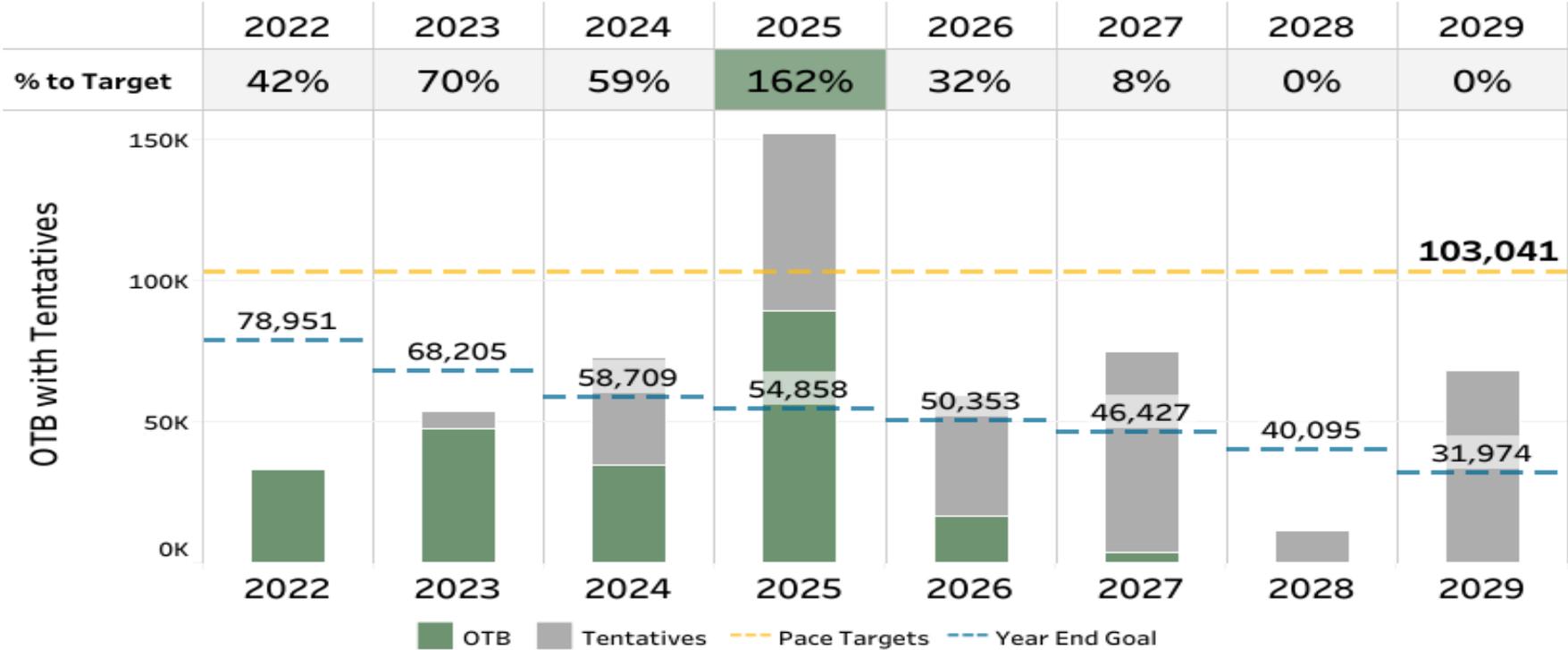
November 2022 Sales Production	2022 MTD	2019 MTD	Variance	2022 YTD	2019 YTD	Variance
Citywide Tentative RN	37,718	0	+%	287,194	170,477	+68%
Citywide Definite RN	0	1,140	-%	40,380	25,175	+60%



FUTURE PACE

Hawai'i 8 Year Future Pace for Citywide

Number of events and room nights on the books against a 3-year average year-end goal. Data last refreshed on 12/13/2022 11:04:42 PM



MAHALO!

