



KA HĀLĀWAI KŪMAU O NĀ KŌMIKE MO'OHELU KĀLĀ, 'OIHANA KĀLĀ, A ME KA HALE 'AHA
KE'ENA KULEANA HO'OKIPA O HAWAII

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

Po'aluā, Kekemapa 21, 2021 ma ka hola 9:00 o ke kakahiaka
Tuesday, December 21, 2021 at 9:00 a.m.

**HĀLĀWAI KIKOHO'E
VIRTUAL MEETING**

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

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

https://us06web.zoom.us/webinar/register/WN_tXanGRkrR5m8YPuxJ9kRGw

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

Papa Kumumana'ō
AGENDA

1. *Ho'omaka A Pule*
Call to Order and Pule
2. *Ka Hō'ike'ike, Ke Kūkākūkā, A Me Ka Hana E Pili Pū Ana I Ka Palapala Hō'ike Waiwai a Ke
Ke'ena Kuleana Ho'okipa Hawaii*
Presentation, Discussion and Action on the Hawaii Tourism Authority's November
Financial Report



3. *Ke Kūkākūkā A Me Ka Hana E Pili Pū Ana I Ka Mo'ohelu Kālā No Ka Makahiki 'Auhau 2022, Ua Noi Nā Lālā O Ka Papa No Ka 'Ikepili Hou Aku. Makemake E Wala'au Pū 'Ia Nā Mo'ohelu Kālā No Ka Mo'omeheu Hawaii'i, Ke Kaiāulu, Nā Pa'ani Ha'uki, Nā Hana Hokona, Nā Hana 'Oihana, Nā Hana Ho'olālā, A Me Nā Hana Noi'i.*
Discussion and Action on the Fiscal Year 2022 Budget Line Items for which Board Members Requested Additional Information. These Items Include Hawaiian Culture, Community, Sports, Branding, Operations, Planning and Research-Related Budget Line Items.
4. *Ke Kūkākūkā A Me Ka Hana E Pili Pū Ana I Ka Makahiki 'Auhau Kūikawā No Ka Makahiki 2022, E Like Me Ka Mea I 'Ike 'Ia E Nā Lālā O Ka Papa. Makemake E Wala'au Pū 'Ia Nā Hana Hokona A Me Nā Hana 'Oihana.*
Discussion and Action on the Board's Previously Approved Interim Fiscal Year 2022 Budget Line Items as Identified by Board Members. These Items Include Branding and Operations-Related Budget Line Items.
5. *Ka Hō'ike'ike, Ke Kūkākūkā, A Me Ka Hana E Pili Pū Ana I Ka Palapala Hō'ike Waiwai A Ka Hale 'Aha o Hawaii'i Ma Nowemapa*
Presentation, Discussion and Action on the Hawaii Convention Center's November Financial Report
6. *Ka Hō'ike'ike, Ke Kūkākūkā, A Me Ka Hana E Pili Pū Ana I Ka Papa Ho'olālā CIP 6 Makahiiki Ka Lō'ihī, A Ka Hale 'Aha o Hawaii'i*
Presentation, Discussion and Action on the Hawaii Convention Center's 6-Year CIP Plan
7. *Ka Hō'ike'ike, Ke Kūkākūkā, A Me Ka Hana E Pili Pū Ana I Ka Mo'ohelu Kālā ARPA He \$11,000,000 Ka Nui, A Ka Hale 'Aha o Hawaii'i, No Ka Makahiki 'Auhau 2022*
Presentation, Discussion and Action on the Hawaii Convention Center's FY 2022 \$11,000,000 ARPA Budget
8. *Ho'oku'u*
Adjournment

Kono 'ia ka lehulehu e nānā mai i ka hālāwai a ho'ouna mai i ka 'ōlelo hō'ike kākau 'ia no kēlā me kēia kumuhana i helu 'ia ma ka papa kumumana'o. Hiki ke ho'ouna mai i nā 'ōlelo hō'ike kākau 'ia ma mua o ka hālāwai iā carole@gohta.net. Inā pono ke kōkua ma muli o kekahi kīnānā, e ho'omaopopo aku iā Carole Hagihara-Loo (973-2289 a i 'ole carole@gohta.net), he 'ekolu lā ma mua o ka hālāwai ka lohi loa.



HAWAII TOURISM
AUTHORITY

Hawai'i Convention Center
1801 Kalākaua Avenue, Honolulu, Hawai'i 96815
kelepona tel 808 973 2255
kelepa'i fax 808 973 2253
kahua pa'a web hawaiiitourismauthority.org

David Y. Ige
Governor

John De Fries
President and Chief Executive Officer

Members of the public are invited to view the public meeting and provide written testimony on any agenda item. Written testimony may be submitted prior to the meeting to the HTA by email to carole@gohta.net or by postal mail to the Hawai'i Tourism Authority, 1801 Kalākaua Avenue, Honolulu, HI 96815 - Attn: Carole Hagihara-Loo. Any person requiring an auxiliary aid/service or other accommodation due to a disability, please contact Carole Hagihara-Loo (808-973-2289 or carole@gohta.net) no later than 3 days prior to the meeting so arrangements can be made.

2

Presentation, Discussion and Action on the Hawaii Tourism Authority's November Financial Report



AUTHORITY

Financial Statements – Executive Summary
November 1, 2021 – November 30, 2021

Foreword:

- FY21 Transactions Processed in FY22. As noted in HTA’s June 30, 2021 financial statements, some transactions using FY21 funds that we submitted to DAGS in FY21 were processed by DAGS as FY22 business. It is necessary to include these transactions processed in July 2021 in HTA’s official records for FY22 and accordingly are acknowledging that via a separate Budget Statement included in these financial statements for informational purposes only. However, we have included these transactions in HTA’s unofficial FY21 encumbrance records and we will omit these transactions from our focus in FY22 business discussed in these financial statements. Further detail can also be found in HTA’s June 30, 2021 financial statements.
- New Fund Accounts. With HTA now appropriated Federal ARPA funds in FY 2022, we have added two new sections to the Executive Summary to discuss the Tourism Federal Fund (ARPA) and Convention Center Federal Fund (ARPA).

Tourism Federal Fund (ARPA TFF) – [Official Name: HTA CSFRF Subaward]:

1. \$32.6M in cash (remaining from amount that has been allotted to HTA so far).
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	B&F Funds Release		Board Approved	Encumbered
	(CSFRF)	Requested	Approved	Amount	
Hawaiian Culture	-	-	-	790,500	-
Natural Resources	-	-	-	415,000	-
Community	27,289,500	-	-	735,500	-
Branding	28,500,000	28,600,000	28,600,000	31,305,000	22,600,000
Sports	-	-	-	3,677,889	-
Safety & Security	-	-	-	900,000	-
Research	-	-	-	60,000	-
Planning	-	-	-	430,200	-
Admin	648,700	648,700	648,700	999,111	12,420
Governance and Org-Wide	351,800	246,800	246,800	351,800	41,827
Payroll	3,210,000	3,210,000	3,210,000	3,410,000	3,210,000
	60,000,000	32,705,500	32,705,500	43,075,000	25,864,247

Currently, the \$60M in ARPA funds must be encumbered and expended by June 30, 2022. HTA has submitted a request to B&F to extend this period of performance.

- Over several meetings, the HTA Board approved a partial FY 2022 budget of \$43M, 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	All other programs

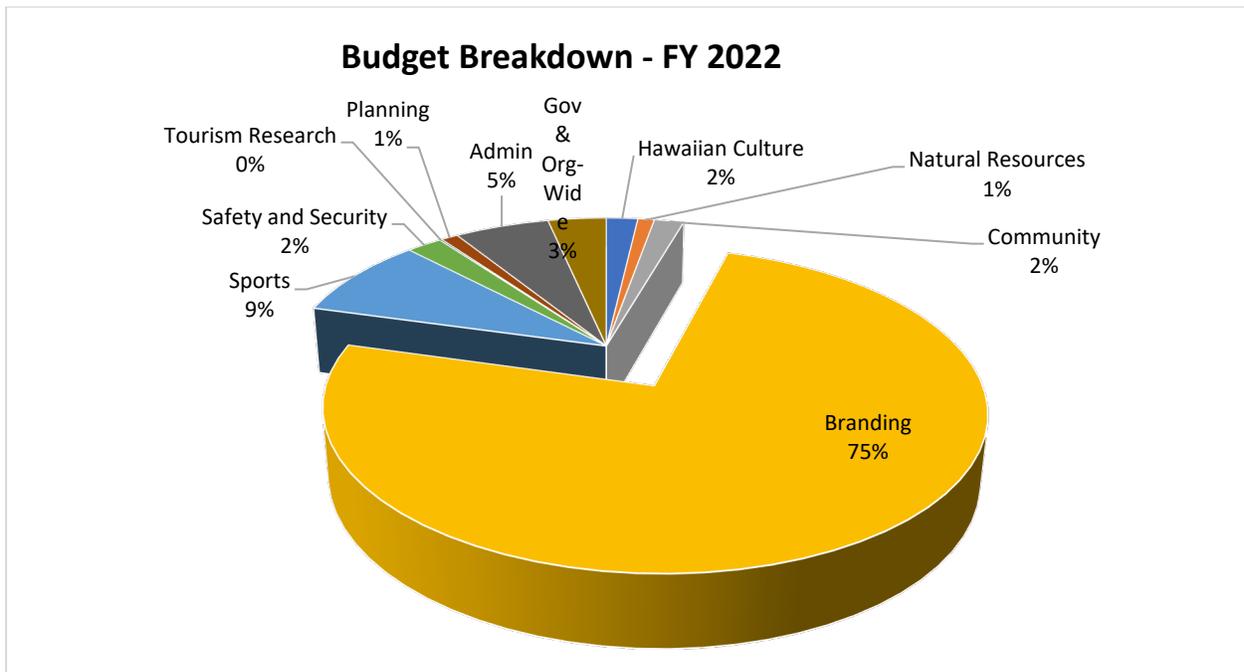
At the November 2021 Board meeting, staff presented a draft \$60M FY 2022 budget. The budget was approved, subject to the Board subsequently identifying programs on which the Board had further questions and for which approval of those programs' budgets would be deferred. The Board identified \$18,546,800 in program budgets to defer. However, the \$18.5M included \$1,621,800 of programs that the Board approved in its July 2021 meeting. The financial statements continue to reflect the \$1.6M as approved budget amounts. Accordingly, \$16,925,000 in budget has been deferred resulting in a FY 2022 budget of \$43,075,000 approved to date.

As of November 30, 2021, \$25.9M of the \$43M FY2022 budget was utilized/encumbered, or 60%.

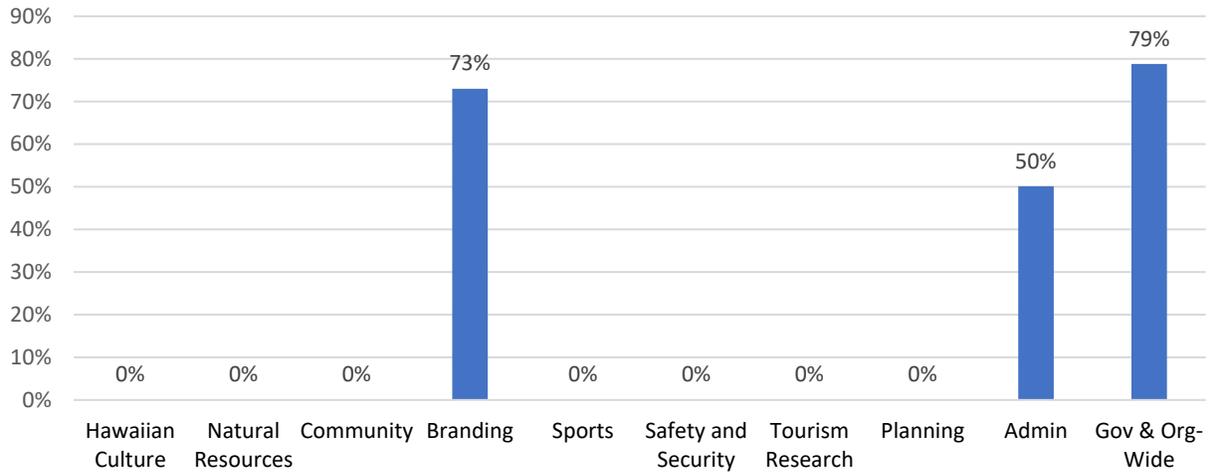
Below is a summary of the FY 2022 budget based upon Federal reporting categories (titles were paraphrased):

Primary Federal Category	Budget	Encumbered	Remaining
Economic Recovery	39,665,000	22,654,247	17,010,753
Continuation of Government Services			
Payroll	3,410,000	3,210,000	200,000
	43,075,000	25,864,247	17,210,753

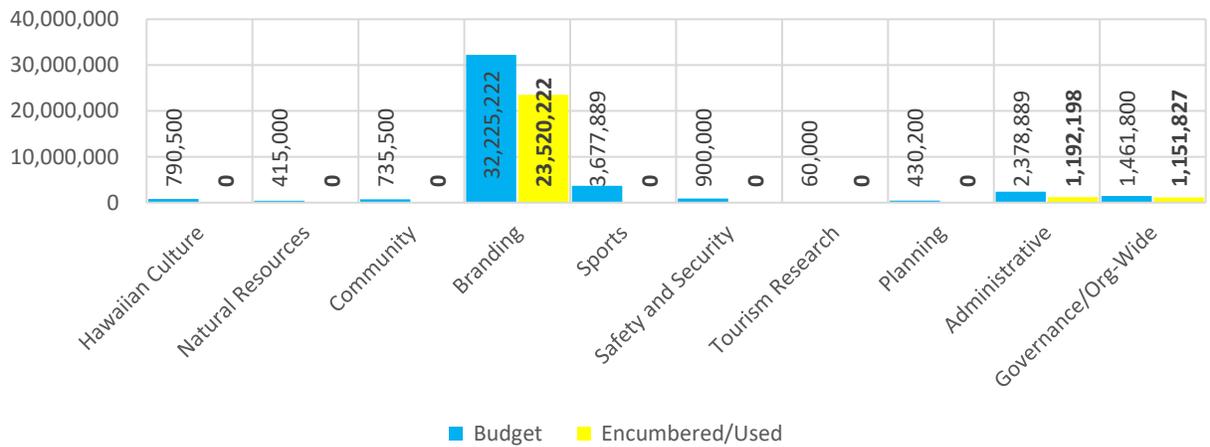
The following are various charts to depict our FY 2022 budget, budget utilization and trends. It is important to note that only a portion of HTA's budget has been approved as of the date of these financial statements, and accordingly are reflected here below. A more balanced budget would be evident upon approval of HTA's full FY 2022 budget and when considering the contracts for FY 22 services that HTA encumbered using FY 2021 funds (sourced from June 2021 TAT revenue and HTA Board Resolution funds).



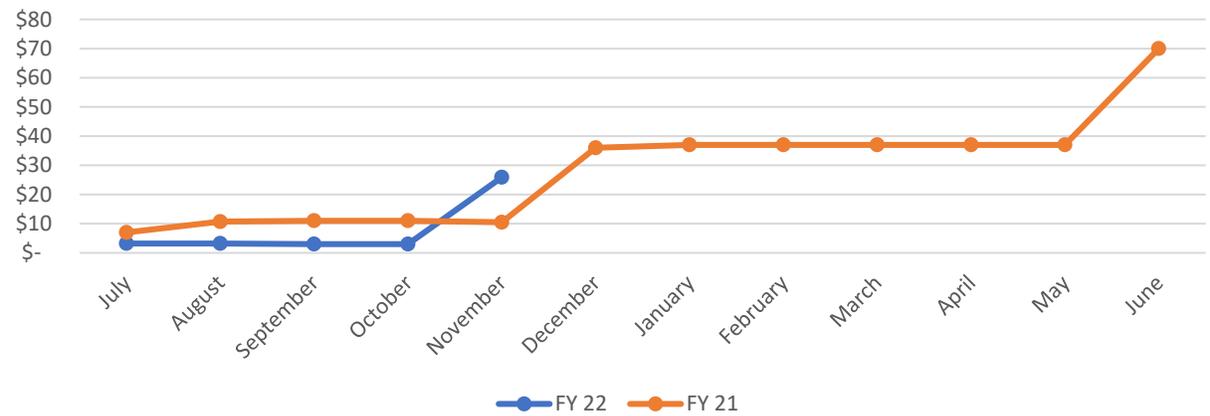
Percentage of Budget Utilized 11/30/21



Budget vs Encumbered as of 11/30/21 (Budget Used)



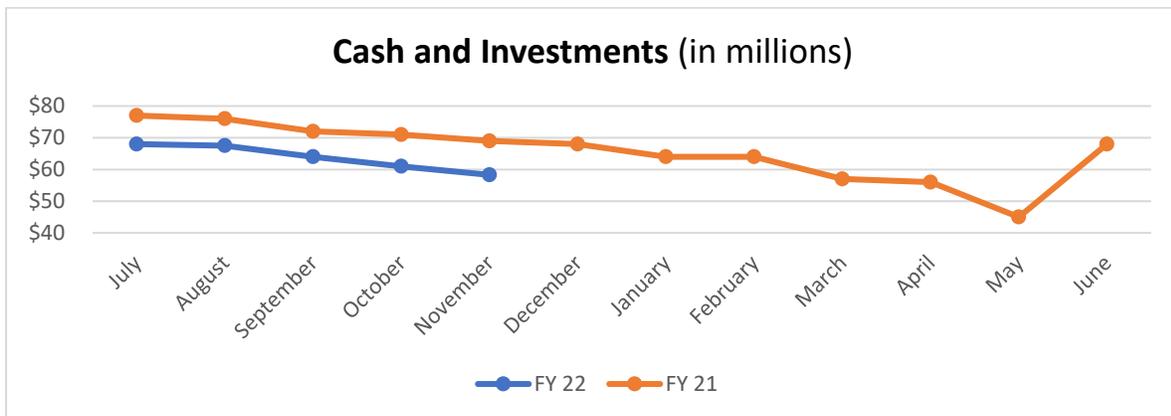
Budget Utilized (in millions)



4. No budget reallocations were made in November 2021. A detail of the reallocations made for the reporting period and cumulatively for the fiscal year are typically detailed on the accompanying Budget Reallocation Summary.
5. Operating Income (Loss):
 - a. Approximately \$28.6M in ARPA funds were allotted to HTA during the November 2021 period. Cumulatively, \$32.7M has been allotted to HTA year-to-date, which represents ARPA funds HTA will use in FY 2022 for staff's payroll, branding, admin and governance costs.
 - b. Since this is the fund's first year in operation, no Statement of Revenues and Expenditures associated with prior year funds is included.

Tourism Special Fund (TSF):

6. The Tourism Special Fund is set to sunset on January 1, 2022, pursuant to Act 001, 2021 Legislative Special Session, upon which all unencumbered funds will be remitted to the State's General Fund. The \$5M Emergency Fund will remain with HTA.
7. \$58.3M in cash and investments



- a. Includes \$5M in Emergency Fund held as investments.
 - i. Approximately \$5.0M held in money market funds
 - ii. Further detail provided in the financial statements (as of October 2021)

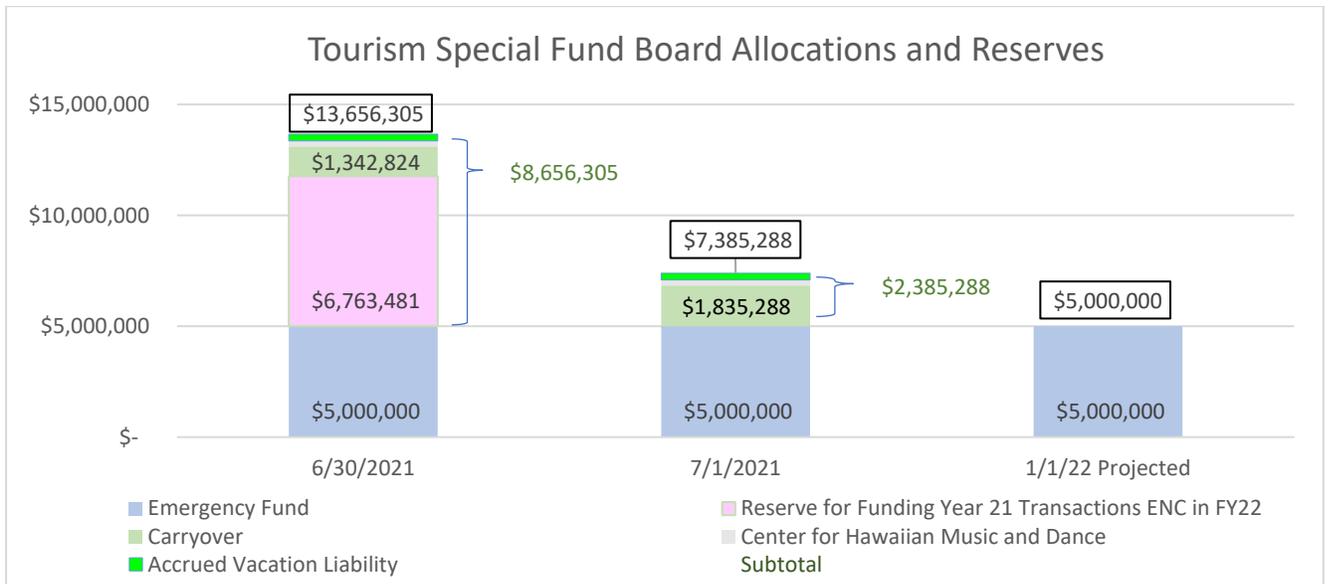
- b. Cash decreased by approximately \$2.9M from October 31, 2021 primarily due to disbursements related to operational and program expenditures.
- c. We anticipate the cash balance to decrease to \$0 over time once all encumbered funds are expended, except for the \$5M Emergency Fund.

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

\$50.6M	Prior year encumbrances currently being spent down	
\$0.00	Current year encumbrances remaining	
\$50.6M	Total encumbrances outstanding at November 30, 2021	

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

9. In addition to HTA's \$5M Emergency Fund, \$2.3M was reserved as Board allocations as of July 1, 2021. This compares to \$8.6M at the end of last fiscal year. The reduction is due to the FY21 transactions that DAGS processed in July of FY22, as previously discussed. A supporting schedule is also embedded in these financial statements to provide greater detail. These balances are comprised of the following:



Pursuant to Act 001, Special Session 2021 (HB 862), the Tourism Special Fund will be repealed on January 1, 2022. At that time, any unencumbered funds will return to the State's General Fund, which we currently anticipate being approximately \$2.7M.

10. There is no budget for the Tourism Special Fund in FY 2022, as only Federal funds were appropriated.

11. Operating Income (Loss):

- a. Pursuant to Act 001, Legislative Special Session 2021, HTA is no longer included in the TAT allocation.
- b. \$44.9K in investment income was earned in November 2021.

Convention Center Federal Fund (ARPA CCFF) – [Official Name: Convention Center CSFRF Subaward]:

12. \$490K in cash (remaining from amount that has been allotted to HTA so far).

13. The Board approved a \$490K budget for payroll, which was fully encumbered earlier in FY 2022.

14. Operating Income:

- a. No ARPA funds were allotted to the Convention Center in November 2021. Cumulatively, \$490K has been allotted year-to-date, which represents ARPA funds HTA will use in FY 2022 for staff's payroll.
 - i. Note: In December 2021, \$10,510,000 was approved by B&F for allotment to HTA, representing the remainder of the \$11M FY 2022 Convention Center ARPA funds.
- b. Since this is the fund's first year in operation, no Statement of Revenues and Expenditures associated with prior year funds is included.

Convention Center Enterprise Special Fund (CCESF):

15. \$48.9M in cash. Cash increased by \$1.1M from October 31, 2021 due to the receipt of HCC revenue.

16. \$19.1M in cash with contractor or with DAGS, for R&M projects (as of October 2021).

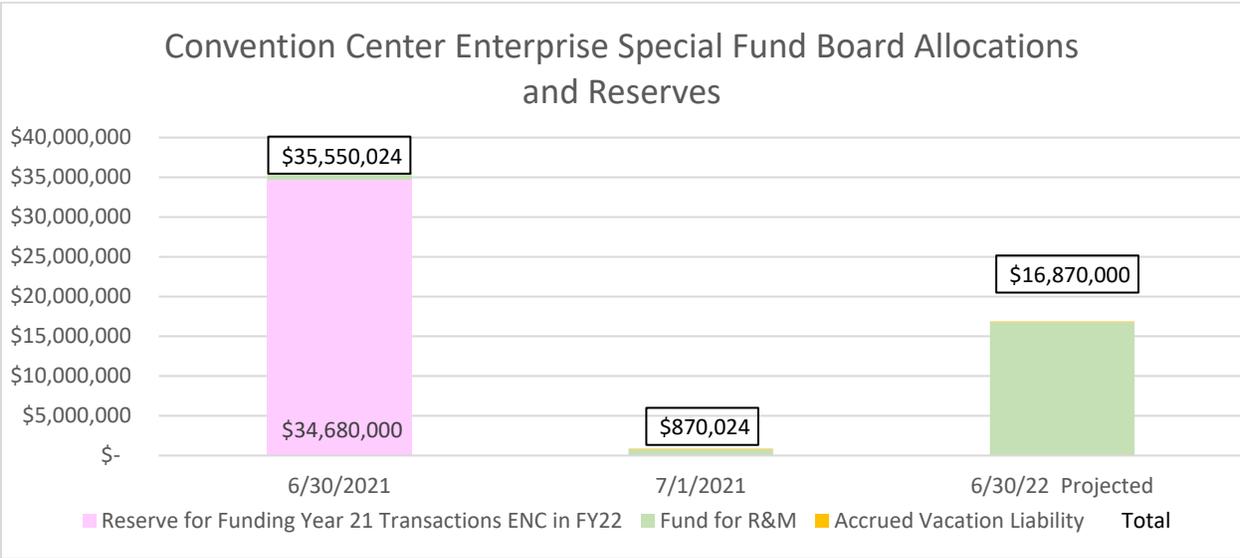
- a. Includes \$2M in Emergency R&M funds
- b. These funds are encumbered or budgeted toward specific projects such as kitchen wall rehabilitation and exterior planter repairs, exterior building painting,

trellis replacement, house audio upgrades, ballroom gutter and transom glass repair, chiller replacement, and various equipment purchases and upgrades. Of the \$19.1M, approximately \$7.2M has been contracted (as of November 2021).

- c. The amount of cash remaining with the contractor already takes into account \$5.3M expended on current and future projects (in-progress costs or preliminary work).

17. \$13M reserved as Board allocations as of November 30, 2021. This compares to a reserve balance of \$35.5M as of June 30, 2021. The decrease is due to the FY 2021 transactions that were processed by DAGS in July 2021 (as FY 2022 business) discussed earlier, partially offset by \$1M in HCC revenue receipts and \$11M in TAT revenue deposited into the CCESF in FY 2022, pursuant to HRS 237D, as amended by Act 1 of the 2021 Legislative Special Session. We anticipate the \$13M reserve balance to further increase to \$16.8M by June 30, 2022, due to:

- a. The deposit of Convention Center revenues throughout FY 2022.
- b. The inability to spend these funds due to the CCESF not having an appropriation ceiling in FY 2022.



18. \$35.9M of prior year outstanding encumbrances currently being spent down.

19. Budget:

- a. No budget has been established for the CCESF in FY 2022, as no expenditure ceiling was appropriated, as discussed earlier.
- b. Note: In FY 2021, HTA used the \$16.5M TAT it received in June 2021 and \$18.6M previously reserved as Board Allocations to fund AEG’s FY 2022 operations contract. Staff advised the Board of its intention to do so at the June 10, 2021 Board meeting, including to deploy reserve funds in an effort to ensure we maximize HCC’s ROI and efficiently use any time afforded during the pandemic to address major repair and maintenance. The \$16.5M and \$18.6M were encumbered as follows:

	FY22 HCC Operations - Encumbrance Funded with		
	TAT Restart Funds	Reserve / Board Reso Funds	Total
HCC Facility Operations Expenses	5,517,400	5,169,000	10,686,400
HCC Operating Contingency	-	2,500,000	2,500,000
HCC Local Sales	533,000	-	533,000
Major R&M (from TAT Restart funds)	10,129,600	-	10,129,600
Major R&M (from CCESF Reserves)	-	10,831,000	10,831,000
Property Insurance	320,000	100,000	420,000
	16,500,000	18,600,000	35,100,000

* Additionally, the AEG contract included \$5,948,568 funded from the TSF for the Center for Hawaiian Music & Dance.

20. Operating Income:

- a. \$11M in TAT funds were received YTD.
- b. Convention Center Operations
 - i. Note: \$2.1M operating loss fiscal-year-to-date per HCC financial statements (as of November 2021). Funded by FY21’s encumbrance as discussed above.

Hawaii Tourism Authority
Balance Sheet
Tourism Federal (ARPA) Fund
As of 11/30/21

	<u>Current Year</u>
Assets	
Current Assets	
Checking	<u>32,663,673.01</u>
Total Current Assets	<u>32,663,673.01</u>
Total Assets	<u><u>32,663,673.01</u></u>
Fund Balance	
Encumbered Funds	
FY 2022 Funds	<u>25,864,246.99</u>
Total Encumbered Funds	25,864,246.99
Unencumbered Funds	
Total Unencumbered Funds	6,799,426.02
Total Fund Balance	<u><u>32,663,673.01</u></u>

Hawaii Tourism Authority

Balance Sheet

Tourism Special Fund

As of 11/30/21

	<u>Current Year</u>
Assets	
Current Assets	
Checking	53,347,803.63
Petty Cash	5,000.00
Total Current Assets	<u>53,352,803.63</u>
Total Assets	<u><u>53,352,803.63</u></u>
Fund Balance	
Encumbered Funds	
FY 2015 Funds	7,851.29
FY 2016 Funds	6,047.12
FY 2017 Funds	15,706.80
FY 2018 Funds	4,137.03
FY 2019 Funds	295,245.21
FY 2020 Funds	1,804,026.97
FY 2021 Funds	48,448,354.92
Total Encumbered Funds	<u>50,581,369.34</u>
Unencumbered Funds	
Total Unencumbered Funds	2,771,434.29
Total Fund Balance	<u><u>53,352,803.63</u></u>

Hawaii Tourism Authority
Balance Sheet
Convention Center Federal (ARPA) Fund
As of 11/30/21

	<u>Current Year</u>
Assets	
Current Assets	
Checking	490,000.00
Total Current Assets	<u>490,000.00</u>
Total Assets	<u>490,000.00</u>
Fund Balance	
Encumbered Funds	
FY 2022 Funds	490,000.00
Total Encumbered Funds	<u>490,000.00</u>
Total Fund Balance	<u>490,000.00</u>

Hawaii Tourism Authority
Balance Sheet
Convention Center Enterprise Special Fund
As of 11/30/21

	Current Year
Assets	
Current Assets	
Checking	48,925,508.72
Total Current Assets	48,925,508.72
Total Assets	48,925,508.72
Fund Balance	
Encumbered Funds	
FY 2019 Funds	110,894.39
FY 2021 Funds	35,796,538.80
Total Encumbered Funds	35,907,433.19
Unencumbered Funds	
Total Unencumbered Funds	13,018,075.53
Total Fund Balance	48,925,508.72

Hawaii Tourism Authority

Balance Sheet

Emergency Trust Fund

As of 11/30/21

	<u>Current Year</u>
Assets	
Current Assets	
Investments	5,013,936.13
Total Current Assets	<u>5,013,936.13</u>
 Total Assets	 <u><u>5,013,936.13</u></u>
 Fund Balance	
Current year net assets	
	(5,022.95)
Total Current year net assets	<u>(5,022.95)</u>
Prior years	
Total Prior years	5,018,959.08
 Total Fund Balance	 <u><u>5,013,936.13</u></u>

HTA Allocations
FY 2021 and FY 2022 (Projected)

HTA Allocations:

<p>Annual Budgets: -\$60M FY 2022 HTA Tourism Federal (ARPA) Fund [subject to approval]</p> <p>-\$11M FY 2022 Convention Center Federal (ARPA) Fund [subject to approval]</p>

\$5M Emergency Funds	
<p>\$5M Emergency Fund Reserve (Established by Statute as a separate fund, to be used upon declaration of a tourism emergency by the Governor)</p>	<p>\$0M Mandated by Board (designated for use in the event of a significant economic downturn upon Board approval; used to fund FY 21 budget)</p>

	Tourism Special Fund Long-Term Obligations, Commitments and Allocations:			Convention Center Fund Long-Term Obligations, Commitments and Obligations:		
	6/30/2021	7/1/2021	Projected 1/1/2022	6/30/2021	7/1/2021	Projected 6/30/2022
Carryover of FY 2020 to FY 2021 Budget (Use in FY 21)	-	-	-	-	-	-
Reserve for Funding Year 21 Transactions Enc in FY22	6,763,481	-	-	34,680,000	-	-
Carryover	1,342,824	1,342,824	-	790,024	790,024	16,790,000
FY21 Interest, Refunds and Other Income	-	-	-	-	-	-
Encumbrance liquidations	-	492,464	-	-	-	-
Center for Hawaiian Music & Dance	250,000	250,000	-	-	-	-
Accrued Health Liability	-	-	-	-	-	-
Accrued Retirement Liability	-	-	-	-	-	-
Accrued Vacation Liability	300,000	300,000	-	80,000	80,000	80,000
Total Long-Term Obligations and Commitments	8,656,305	2,385,288	-	35,550,024	870,024	16,870,000

TOTAL RESERVES (incl \$5M Emergency Fund) 13,656,305 7,385,288 5,000,000

35,550,024 870,024 16,870,000

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Tourism Federal (ARPA) Fund
FY 2022 Funds
From 11/1/2021 Through 11/30/2021

	<u>Total Budget - FY22</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance - FY22</u>
Revenue				
Alloted Federal Funds	60,000,000.00	28,600,000.00	32,705,500.00	(27,294,500.00)
Total Revenue	<u>60,000,000.00</u>	<u>28,600,000.00</u>	<u>32,705,500.00</u>	<u>(27,294,500.00)</u>
Expense				
Perpetuating Hawaiian Culture	790,500.00	0.00	0.00	790,500.00
Natural Resources	415,000.00	0.00	0.00	415,000.00
Community	735,500.00	0.00	0.00	735,500.00
Branding	32,225,222.00	0.00	0.00	32,225,222.00
Sports	3,677,889.00	0.00	0.00	3,677,889.00
Safety and Security	900,000.00	0.00	0.00	900,000.00
Tourism Research	60,000.00	0.00	0.00	60,000.00
Planning	430,200.00	0.00	0.00	430,200.00
Administrative	2,378,889.00	0.00	0.00	2,378,889.00
Governance and Org-Wide	1,461,800.00	41,826.99	41,826.99	1,419,973.01
Total Expense	<u>43,075,000.00</u>	<u>41,826.99</u>	<u>41,826.99</u>	<u>43,033,173.01</u>
Net Income	<u>16,925,000.00</u>	<u>28,558,173.01</u>	<u>32,663,673.01</u>	<u>15,738,673.01</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Tourism Special Fund
FY 2022 Funds
From 11/1/2021 Through 11/30/2021

	<u>Total Budget - FY22</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance - FY22</u>
Revenue				
Miscellaneous	0.00	0.00	10,192.89	10,192.89
Refunds	<u>0.00</u>	<u>642.09</u>	<u>47,842.09</u>	<u>47,842.09</u>
Total Revenue	<u>0.00</u>	<u>642.09</u>	<u>58,034.98</u>	<u>58,034.98</u>
Net Income	<u><u>0.00</u></u>	<u><u>642.09</u></u>	<u><u>58,034.98</u></u>	<u><u>58,034.98</u></u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Years - Tourism Special Fund
From 11/1/2021 Through 11/30/2021

	<u>Total Budget</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance</u>
Revenue				
Interest and Dividends	0.00	44,914.53	44,914.53	44,914.53
Total Revenue	<u>0.00</u>	<u>44,914.53</u>	<u>44,914.53</u>	<u>44,914.53</u>
Expense				
Perpetuating Hawaiian Culture	11,199,632.00	0.00	813,621.00	10,386,011.00
Natural Resources	3,447,910.00	40,000.00	745,000.00	2,702,910.00
Community	8,462,772.12	24,351.07	335,062.07	8,127,710.05
Branding	33,112,516.00	2,638,870.47	6,459,332.21	26,653,183.79
Sports	160,222.00	0.00	7,222.00	153,000.00
Safety and Security	770,114.66	0.00	37,125.00	732,989.66
Tourism Research	2,270,248.83	190,138.00	959,445.28	1,310,803.55
Administrative	933,514.62	30,095.36	220,897.12	712,617.50
Governance and Org-Wide	<u>201,675.92</u>	<u>1,727.75</u>	<u>116,335.46</u>	<u>85,340.46</u>
Total Expense	<u>60,558,606.15</u>	<u>2,925,182.65</u>	<u>9,694,040.14</u>	<u>50,864,566.01</u>
Net Income	<u>(60,558,606.15)</u>	<u>(2,880,268.12)</u>	<u>(9,649,125.61)</u>	<u>50,909,480.54</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Convention Center Federal (ARPA) Fund
FY 2022 Funds
From 11/1/2021 Through 11/30/2021

	<u>Total Budget - FY22</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance - FY22</u>
Revenue				
Alloted Federal Funds	11,000,000.00	0.00	490,000.00	(10,510,000.00)
Total Revenue	<u>11,000,000.00</u>	<u>0.00</u>	<u>490,000.00</u>	<u>(10,510,000.00)</u>
Expense				
Branding	72,958.00	0.00	0.00	72,958.00
Administrative	247,042.00	0.00	0.00	247,042.00
Governance and Org-Wide	<u>170,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>170,000.00</u>
Total Expense	<u>490,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>490,000.00</u>
Net Income	<u><u>10,510,000.00</u></u>	<u><u>0.00</u></u>	<u><u>490,000.00</u></u>	<u><u>(10,020,000.00)</u></u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Convention Center Enterprise Special Fund
FY 2022 Funds
From 11/1/2021 Through 11/30/2021

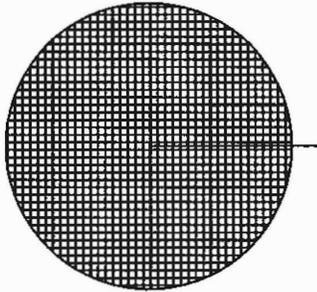
	<u>Total Budget - FY22</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance - FY22</u>
Revenue				
Transient Accomodations Tax	11,000,000.00	0.00	11,000,000.00	0.00
Miscellaneous	0.00	42,210.00	53,972.91	53,972.91
Refunds	0.00	64,838.38	64,838.38	64,838.38
HCC Revenue	<u>0.00</u>	<u>856,563.98</u>	<u>856,563.98</u>	<u>856,563.98</u>
Total Revenue	<u>11,000,000.00</u>	<u>963,612.36</u>	<u>11,975,375.27</u>	<u>975,375.27</u>
Net Income	<u>11,000,000.00</u>	<u>963,612.36</u>	<u>11,975,375.27</u>	<u>975,375.27</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Years - Convention Center Enterprise Special Fund
From 11/1/2021 Through 11/30/2021

	<u>Total Budget</u>	<u>Current Period Actual</u>	<u>Current Year Actual</u>	<u>Total Budget Variance</u>
Revenue				
Interest and Dividends	0.00	18,191.98	18,191.98	18,191.98
HCC Revenue	<u>0.00</u>	<u>154,484.38</u>	<u>154,484.38</u>	<u>154,484.38</u>
Total Revenue	<u>0.00</u>	<u>172,676.36</u>	<u>172,676.36</u>	<u>172,676.36</u>
Expense				
Branding	6,080.00	0.00	6,079.86	0.14
Administrative	19,449.64	0.00	19,449.86	(0.22)
Governance and Org-Wide	587,376.00	0.00	8,917.40	578,458.60
HCC Operating Expense	13,465,701.52	0.00	0.00	13,465,701.52
HCC Repair and Maintenance	20,960,600.00	0.00	0.00	20,960,600.00
HCC Sales and Marketing / MFF	<u>902,672.93</u>	<u>0.00</u>	<u>0.00</u>	<u>902,672.93</u>
Total Expense	<u>35,941,880.09</u>	<u>0.00</u>	<u>34,447.12</u>	<u>35,907,432.97</u>
Net Income	<u>(35,941,880.09)</u>	<u>172,676.36</u>	<u>138,229.24</u>	<u>36,080,109.33</u>

Summary Of Investments

Investment Allocation



0.0%	CASH	42.59
100.0%	CASH EQUIVALENTS	5,013,893.54
100.0%	TOTAL	5,013,936.13

Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	42.59	0.00	0	0.00
CASH EQUIVALENTS	5,013,893.54	100.00	501	0.01
Total Fund	5,013,936.13	100.00	501	0.01

Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	42.59	42.59	100.00
	CASH EQUIVALENTS			
	CASH MANAGEMENT			
5,013,893.54	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	5,013,893.54	5,013,893.54	100.00
	Total Fund	5,013,936.13*	5,013,936.13*	100.00*

TD11608T111021265901-00000005-006-006-1-0-0-0-0-00000018-000000



Hawaii Convention Center
Facility
Income Statement
From 11/01/2021 Through 11/30/2021
(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)	141,535	153,370	(11,835)	218,100	810,623	736,901	73,722	1,606,030
Service Revenue	103,544	139,010	(35,466)	202,885	658,587	694,095	(35,508)	1,029,131
Total Direct Event Income	245,079	292,380	(47,301)	420,985	1,469,209	1,430,996	38,214	2,635,161
Direct Service Expenses	101,648	167,594	65,946	184,506	664,704	1,005,914	341,210	954,091
Net Direct Event Income	143,431	124,786	18,644	236,478	804,505	425,081	379,423	1,681,069
Ancillary Income								
Food and Beverage (Net)	10,663	97,856	(87,193)	15,184	22,833	336,843	(314,010)	131,248
Event Parking (Net)	3,832	21,240	(17,408)	5,407	339,568	71,640	267,928	45,844
Electrical Services	0	320	(320)	0	0	20,320	(20,320)	0
Audio Visual	210	4,400	(4,190)	0	10,881	18,560	(7,679)	2,790
Internet Services	0	0	0	0	0	0	0	0
Rigging Services	0	0	0	0	1,343	1,000	343	0
First Aid Commissions	0	0	0	0	0	0	0	0
Total Ancillary Income	14,705	123,816	(109,111)	20,591	374,625	448,363	(73,738)	179,883
Total Event Income	158,136	248,602	(90,467)	257,069	1,179,130	873,444	305,685	1,860,952
Other Operating Income								
Non-Event Parking	0	0	0	(875)	3,480	0	3,480	(875)
Other Income	(76,536)	1,417	(77,953)	4,130	32,763	7,085	25,678	12,103
Total Other Operating Income	(76,536)	1,417	(77,953)	3,255	36,243	7,085	29,158	11,228
Total Gross Income	81,600	250,019	(168,420)	260,324	1,215,373	880,529	334,844	1,872,180
Net Salaries & Benefits								
Salaries & Wages	309,624	364,400	54,776	288,438	1,557,793	1,817,160	259,367	1,475,891
Payroll Taxes & Benefits	88,278	125,893	37,615	173,476	414,577	629,465	214,888	487,444
Labor Allocations to Events	(75,038)	(134,816)	(59,777)	(179,357)	(450,847)	(671,793)	(220,946)	(899,470)
Total Net Salaries & Benefits	322,864	355,478	32,613	282,557	1,521,524	1,774,833	253,309	1,063,866
Other Indirect Expenses								
Net Contracted Services	14,986	23,220	8,234	10,911	74,989	114,435	39,446	52,893
Operations	6,083	10,534	4,451	22,524	28,923	52,670	23,747	52,138
Repair & Maintenance	60,160	72,367	12,207	68,831	322,823	361,835	39,012	264,941
Operational Supplies	11,901	34,545	22,644	46,494	90,307	166,586	76,279	72,011
Insurance	11,843	10,681	(1,162)	(40,622)	59,733	51,183	(8,550)	(6,855)
Utilities	138,836	146,912	8,076	149,825	826,011	666,813	(159,198)	772,844
Meetings & Conventions	1,038	850	(188)	150	3,396	5,250	1,854	6,315
Promotions & Communications	0	2,300	2,300	(848)	(2,663)	11,500	14,163	6,550
General & Administrative	18,348	13,875	(4,473)	10,178	57,526	68,485	10,959	52,858
Management Fees	18,633	18,633	(0)	18,232	93,167	93,165	(2)	91,162
Other	200	2,166	1,966	(11,260)	6,151	10,830	4,679	(73,337)
Total Other Indirect	282,028	336,083	54,055	274,416	1,560,362	1,602,752	42,390	1,291,518
Net Income (Loss) before CIP Funded Expenses	(523,293)	(441,541)	(81,752)	(296,649)	(1,866,513)	(2,497,055)	630,542	(483,204)
CIP Funded Expenses	0	0	0	(11,460)	0	0	0	(74,272)
Net Income (Loss) from Operations	(523,293)	(441,541)	(81,752)	(308,109)	(1,866,513)	(2,497,055)	630,542	(557,476)
Fixed Asset Purchases	(74,507)	8,333	82,840	0	38,801	41,665	2,864	22,770
Net Income (Loss) After Fixed Asset Purchases	(448,786)	(449,874)	1,089	(308,109)	(1,905,313)	(2,538,720)	633,407	(580,246)

Hawaii Convention Center
Facility
Income Statement
From 11/01/2021 Through 11/30/2021
(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	22,179	162,574	(140,395)	18,986	232,188	557,156	(324,968)	190,833
Facility	174,077	321,857	(147,780)	429,646	1,898,754	1,559,051	339,703	2,695,023
Total Revenues	196,256	484,431	(288,175)	448,632	2,130,942	2,116,207	14,735	2,885,856
Expenses								
Food & Beverage	100,135	160,920	60,785	50,503	613,749	691,947	78,198	337,155
Facility	619,414	765,052	145,639	694,778	3,383,705	3,921,315	537,610	3,031,905
Total Expenses	719,549	925,972	206,423	745,281	3,997,454	4,613,262	615,807	3,369,060
Net Income (Loss) before CIP Funded Expenses	(523,293)	(441,541)	(81,752)	(296,649)	(1,866,513)	(2,497,055)	630,542	(483,204)
CIP Funded Expenses	0	0	0	(11,460)	0	0	0	(74,272)
Net Income (Loss) from Operations	(523,293)	(441,541)	(81,752)	(308,109)	(1,866,513)	(2,497,055)	630,542	(557,476)
Fixed Asset Purchases	(74,507)	8,333	82,840	0	38,801	41,665	2,864	22,770
Net Income (Loss) after Fixed Asset Purchases	(448,786)	(449,875)	1,089	(308,109)	(1,905,314)	(2,538,720)	633,406	(580,246)

Category	Tourism Federal Fund - ARPA [TFF]				Convention Center Federal Fund - ARPA [CCFF]			
	Fiscal Year 2022				Fiscal Year 2022			
	Budget	YTD Amount of Budget Used	Balance	Activity for November 2021	Budget	YTD Amount of Budget Used	Balance	Activity for November 2021
Revenues								
TAT Revenue Allocation			-	-			-	-
Federal ARPA Funds	60,000,000	32,705,500	27,294,500	28,600,000	11,000,000	490,000	10,510,000	-
Prior Year Carryover			-	-			-	-
Availability of \$5M Emergency Fund (Subject to Governor Approval)			-	-			-	-
Other			-	-			-	-
Total Revenues	60,000,000	32,705,500	27,294,500	28,600,000	11,000,000	490,000	10,510,000	-
Encumbrances								
Perpetuating Hawaiian Culture								
Hawaiian Culture Programs	790,500	-	790,500	-	-	-	-	-
In-House Contracted Staff - Hawaiian Culture	-	-	-	-	-	-	-	-
Subtotal	790,500	-	790,500	-	-	-	-	-
Natural Resources (Statute: \$1M minimum)								
Natural Resources Programs	415,000	-	415,000	-	-	-	-	-
In-House Contracted Staff - Natural Resources	-	-	-	-	-	-	-	-
Subtotal	415,000	-	415,000	-	-	-	-	-
Community								
Community Programs	735,500	-	735,500	-	-	-	-	-
In-House Contracted Staff - Community	-	-	-	-	-	-	-	-
Subtotal	735,500	-	735,500	-	-	-	-	-
Branding								
Branding Programs	31,305,000	22,600,000	8,705,000	22,600,000	-	-	-	-
In-House Contracted Staff - Branding	-	-	-	-	-	-	-	-
State Employee Salaries - Branding	920,222	920,222	-	-	72,958	72,958	-	-
Subtotal	32,225,222	23,520,222	8,705,000	22,600,000	72,958	72,958	-	-
Sports								
Sports Programs	3,677,889	-	3,677,889	-	-	-	-	-
Subtotal	3,677,889	-	3,677,889	-	-	-	-	-
Safety and Security								
Safety and Security Programs	900,000	-	900,000	-	-	-	-	-
Subtotal	900,000	-	900,000	-	-	-	-	-
Tourism Research								
Tourism Research Programs	60,000	-	60,000	-	-	-	-	-
In-House Contracted Staff - Tourism Research	-	-	-	-	-	-	-	-
Subtotal	60,000	-	60,000	-	-	-	-	-
Planning								
Planning Programs	430,200	-	430,200	-	-	-	-	-
In-House Contracted Staff - Planning	-	-	-	-	-	-	-	-
Subtotal	430,200	-	430,200	-	-	-	-	-
Hawai'i Convention Center								
Sales & Marketing	-	-	-	-	-	-	-	-
Operations	-	-	-	-	-	-	-	-
Major Repair & Maintenance	-	-	-	-	-	-	-	-
Subtotal	-	-	-	-	-	-	-	-
Administrative (Statute: Cannot exceed 3.5% = \$2,765,000)								
Operations	999,111	12,420	986,691	12,420	-	-	-	-
In-House Contracted Staff - Admin	-	-	-	-	-	-	-	-
State Employee Salaries - Admin	1,379,778	1,179,778	200,000	-	247,042	247,042	-	-
Subtotal	2,378,889	1,192,198	1,186,691	12,420	247,042	247,042	-	-
Organizationwide Costs								
State Employee Fringe	1,110,000	1,110,000	-	-	170,000	170,000	-	-
Organization-Wide	230,000	-	230,000	-	-	-	-	-
Governance - Board/Others	121,800	41,827	79,973	41,827	-	-	-	-
Subtotal	1,461,800	1,151,827	309,973	41,827	170,000	170,000	-	-
Total Encumbrances	43,075,000	25,864,247	17,210,753	22,654,247	490,000	490,000	-	-
Revenues vs Encumbrances	16,925,000	6,841,253			10,510,000	-		

Category	Tourism Special Fund (TSF)				Convention Center Enterprise Special Fund (CCESF)			
	Fiscal Year 2022				Fiscal Year 2022			
Revenues								
TAT Revenue Allocation	-	-	-	-	11,000,000	11,000,000	-	-
Convention Center Revenue - Relating to FY22 (also tied to FY21 encumbrance)	-	-	-	-	-	856,564	(856,564)	856,564
Convention Center Revenue - Relating to Prior Years	-	-	-	-	-	154,484	(154,484)	154,484
Other	-	102,950	(102,950)	45,557	-	137,003	(137,003)	125,240
Total Revenues	-	102,950	(102,950)	45,557	11,000,000	12,148,051	(1,148,051)	1,136,288

Hawaii Tourism Authority
Budget Statement
FY 2022

Program Code	Program Title	Budget FY22	YTD Amount of Budget Used	Remaining Balance	November 2021 Activity
Tourism Federal Fund					
Perpetuating Hawaiian Culture					
214	Legacy Award Program	25,000.00	0.00	25,000.00	0.00
216	Olelo Hawaii	500,000.00	0.00	500,000.00	0.00
217	FESTPAC	250,000.00	0.00	250,000.00	0.00
297	Memberships and Dues - Hawaiian Culture	500.00	0.00	500.00	0.00
298	Travel - Hawaiian Culture	15,000.00	0.00	15,000.00	0.00
Subtotal	Perpetuating Hawaiian Culture	790,500.00	0.00	790,500.00	0.00
Natural Resources					
406	Visitor Impact Program	350,000.00	0.00	350,000.00	0.00
407	Hawaii Eco Tourism Association	50,000.00	0.00	50,000.00	0.00
498	Travel - Natural Resources	15,000.00	0.00	15,000.00	0.00
Subtotal	Natural Resources	415,000.00	0.00	415,000.00	0.00
Community					
702	Community Training Workshops (formerly Capacity)	500,000.00	0.00	500,000.00	0.00
797	Memberships and Dues - Community	500.00	0.00	500.00	0.00
798	Travel - Community	15,000.00	0.00	15,000.00	0.00
802	Current Workforce Development (Industry Career Dev)	100,000.00	0.00	100,000.00	0.00
803	Future Workforce Development (LEI)	120,000.00	0.00	120,000.00	0.00
Subtotal	Community	735,500.00	0.00	735,500.00	0.00
Branding					
4	Cruise Infrastructure Improvements and Arrival Experience	100,000.00	100,000.00	0.00	100,000.00
10	HTUS/HTJ Campaign Effectiveness Study	270,000.00	0.00	270,000.00	0.00
12	Rebranding of the Hawaiian Islands	1,000,000.00	0.00	1,000,000.00	0.00
102	Hawai'i Tourism Summit	125,000.00	0.00	125,000.00	0.00
317	Convention Center Sales & Marketing - City Wide	2,600,000.00	0.00	2,600,000.00	0.00
319	MCI MFF	850,000.00	0.00	850,000.00	0.00
321	US (formerly North America)	22,500,000.00	22,500,000.00	0.00	22,500,000.00
331	Meetings, Convention & Incentives	1,900,000.00	0.00	1,900,000.00	0.00
339	Global Digital Marketing Strategy (former Intl Online Strat)	713,000.00	0.00	713,000.00	0.00
350	Global Mkt Shared Resces (formerly Intellect Prop Data Bank)	787,000.00	0.00	787,000.00	0.00
380	Marketing Opportunity Fund	250,000.00	0.00	250,000.00	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	920,222.00	920,222.00	0.00	0.00
Subtotal	Branding	32,225,222.00	23,520,222.00	8,705,000.00	22,600,000.00
Sports					
312	PGA Tour Contracts	2,177,889.00	0.00	2,177,889.00	0.00
379	Sports Programs - Unallocated	1,500,000.00	0.00	1,500,000.00	0.00
Subtotal	Sports	3,677,889.00	0.00	3,677,889.00	0.00
Safety and Security					
601	Visitor Assistance Programs	500,000.00	0.00	500,000.00	0.00
602	Crisis Management	100,000.00	0.00	100,000.00	0.00
603	Lifeguard Program	200,000.00	0.00	200,000.00	0.00
604	Preventative Programs	100,000.00	0.00	100,000.00	0.00
Subtotal	Safety and Security	900,000.00	0.00	900,000.00	0.00
Tourism Research					
506	Infrastructure Research (Accommodations and Airseats)	60,000.00	0.00	60,000.00	0.00
Subtotal	Tourism Research	60,000.00	0.00	60,000.00	0.00
Planning					
652	Planning Tools and Assessments	410,000.00	0.00	410,000.00	0.00
697	Memberships and Dues - Planning	3,200.00	0.00	3,200.00	0.00
698	Travel - Planning	17,000.00	0.00	17,000.00	0.00
Subtotal	Planning	430,200.00	0.00	430,200.00	0.00
Administrative					
101	Community-Industry Outreach & Public Relations Svcs	200,000.00	0.00	200,000.00	0.00
103	hawaii tourism authority.org (formerly HTA web/Global Social)	100,000.00	0.00	100,000.00	0.00
901	General and Administrative	648,700.00	12,420.00	636,280.00	12,420.00
930	State Employee Salaries - Admin	1,379,778.00	1,179,778.00	200,000.00	0.00
998	Travel - Admin	50,411.00	0.00	50,411.00	0.00
Subtotal	Administrative	2,378,889.00	1,192,198.00	1,186,691.00	12,420.00
Governance and Org-Wide					
915	Organization-Wide	230,000.00	0.00	230,000.00	0.00
919	Governance - Gen Board/Others	121,800.00	41,826.99	79,973.01	41,826.99
931	State Employees Fringe	1,110,000.00	1,110,000.00	0.00	0.00
Subtotal	Governance and Org-Wide	1,461,800.00	1,151,826.99	309,973.01	41,826.99
Total	FY 2022 Funds	43,075,000.00	25,864,246.99	17,210,753.01	22,654,246.99
Convention Center Federal Fund					
Branding					
934	State Employee Salaries - Branding	72,958.00	72,958.00	0.00	0.00
Subtotal	Branding	72,958.00	72,958.00	0.00	0.00
Administrative					
930	State Employee Salaries - Admin	247,042.00	247,042.00	0.00	0.00
Subtotal	Administrative	247,042.00	247,042.00	0.00	0.00
Governance and Org-Wide					
931	State Employees Fringe	170,000.00	170,000.00	0.00	0.00
Subtotal	Governance and Org-Wide	170,000.00	170,000.00	0.00	0.00
Total	FY 2022 Funds	490,000.00	490,000.00	0.00	0.00

Budget Reallocation Summary
 FY 2022
 Through November 30, 2021

Budget Line Item	Program Code	Budget	Year-to-Date		November 2021 Activity
			Reallocation	Budget After Reallocations	
Perpetuating Hawaiian Culture					
<i>From:</i>					
None				-	
				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
				-	
				-	
				-	
			-		-
Natural Resources					
<i>From:</i>					
None				-	
				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
				-	
				-	
				-	
			-		-
Community					
<i>From:</i>					
None				-	
				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
				-	
				-	
				-	
			-		-

Budget Reallocation Summary
 FY 2022
 Through November 30, 2021

Budget Line Item	Program Code	Budget	Reallocation	Budget After Reallocations	November 2021 Activity
			-	-	
			-	-	
			-	-	
			-	-	
<hr/>					
Branding					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-
<hr/>					
Sports					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-
<hr/>					
Safety and Security					
<i>From:</i>					
None				-	
				-	
			-		-
<i>To:</i>					
				-	
				-	
			-		-
<hr/>					
Tourism Research					
<i>From:</i>					

Budget Reallocation Summary
 FY 2022
 Through November 30, 2021

Budget Line Item	Program Code	Budget	Reallocation	Budget After Reallocations	November 2021 Activity
None				-	
			-	-	-
To:				-	
			-	-	-
<hr/>					
Planning					
From:					
None				-	
			-	-	-
To:				-	
			-	-	-
<hr/>					
Administration					
From:					
None				-	
			-	-	-
To:				-	
			-	-	-
<hr/>					
Governance and Organization-Wide					
From:					
None				-	
			-	-	-
To:				-	
			-	-	-
<hr/>					

Budget Reallocation Summary
 FY 2022
 Through November 30, 2021

Budget Line Item	Program Code	Budget	Reallocation	Budget After Reallocations	November 2021 Activity
Board Allocations					
<i>From:</i>					
None			-	-	-
			-		-

Hawaii Tourism Authority
Budget Statement
July 1, 2021

Note: This schedule summarizes transactions that were encumbered with FY21 funds, processed by FY22 business. See further discussion in Executive Summary.

Program Code	Program Title	FY21 Funds Transactions, Processed in FY22
Perpetuating Hawaiian Culture		
201	Kukulu Ola: Living Hawaiian Cultural Prog	-
202	Hawaiian Culture Initiative	-
206	Kahea Program - Harbor Greetings	-
207	Kahea Program - Airport Greetings	-
208	Hawaiian Music and Dance Center	5,948,568
212	Merrie Monarch Hula Festival	-
215	Hawaiian Culture Opportunity Fund	99,995
216	Olelo Hawaii	-
297	Memberships and Dues - Hawaiian Culture	-
717	Monthly Music Series	-
932	Salaries - Hawaiian Culture	-
	Total - Perpetuating Hawaiian Culture	6,048,563
Natural Resources		
402	Aloha Aina (formerly NR and Leg Prov NR)	-
406	Visitor Impact Program	-
407	Hawaii Eco Tourism Association	-
499	In-House Contracted Staff - Natural Resources	-
936	State Employee Salaries - Natural Resources	-
	Total - Natural Resources	-
Community		
700	Community Opportunity	-
701	Community Enrichment Program	-
731	Community-Based Tourism - Oahu	-
732	Community-Based Tourism - Maui County	20,000
733	Community-Based Tourism - Hawaii Island	15,000
734	Community-Based Tourism - Kauai	15,000
797	Memberships and Dues - Community	-
933	State Employee Salaries - Community	-
	Total - Community	50,000
Branding		
4	Cruise Infrastructure Improvements and Arrival Experienc	-
318	gohawaii.com (formerly Online Website Coordination)	-
320	Island Chapters Staffing and Admin	-
321	US (formerly North America)	-
322	Canada	800,000
323	Japan	-
324	Korea	-
325	Oceania	-
329	China	-
331	Meetings, Convention & Incentives	-
339	Global Digital Marketing Strategy (former Intl Online Stra	-
350	Global Mkt Shared Resces (formerly Intellect Prop Data B	-
380	Marketing Opportunity Fund	-
397	Memberships and Dues - Branding	-
398	Travel - Branding	-
723	Hawaii Film Office Partnership	-
934	State Employee Salaries - Branding	-
	Total - Branding	800,000
Sports		
312	PGA Tour Contracts	-
377	Polynesian Football HoF	-
378	UH Athletics Branding Partnership	-
384	Football	-
	Total - Sports	-
Safety and Security		
601	Visitor Assistance Programs	55,000
602	Crisis Management	-
	Total - Safety and Security	55,000

Hawaii Tourism Authority
Budget Statement
July 1, 2021

Tourism Research		
505	Est of Visitor Arrivals by Country by Month	-
506	Infrastructure Research (Accomodations and Airseats)	-
512	Visitor Arrivals and Departure Surveys	(390,082)
513	Evaluation and Performance Studies	-
514	Marketing Research	-
597	Memberships and Dues - Research	-
935	State Employee Salaries - Research	-
	Total - Tourism Research	(390,082)
Administrative		
101	Community-Industry Outreach & Public Relations Svcs	200,000
103	hawaiitourismauthority.org (formerly HTA web/Global Sc	-
901	General and Administrative	-
909	Protocol Fund	-
930	State Employee Salaries - Admin	-
	Total - Administrative	200,000
Governance and Organization-Wide		
915	Organization-Wide	-
919	Governance - Gen Board/Others	-
931	State Employees Fringe	-
	Total - Governance and Organization-Wide	-
	Total	6,763,481

Convention Center Enterprise Special Fund:

Branding		
934	State Employee Salaries - Branding	-
	Total - Branding	-
Administrative		
930	State Employee Salaries - Admin	-
	Total - Administrative	-
HCC Operations		
850	HCC Operating Expense	13,186,400
860	HCC Repair and Maintenance	20,960,600
870	HCC Sales and Marketing / MFF	-
871	HCC Local Sales	533,000
	Total - HCC Operations	34,680,000
Governance and Organization-Wide		
915	Organization-Wide	-
931	State Employees Fringe	-
	Total - Governance and Organization-Wide	-
	Total CCESF	34,680,000

3 - 4

3 - Discussion and Action on the Fiscal Year 2022 Budget Line Items for which Board Members Requested Additional Information. These Items Include Hawaiian Culture, Community, Sports, Branding, Operations, Planning and Research-Related Budget Line Items.

4 - Discussion and Action on the Board's Previously Approved Interim Fiscal Year 2022 Budget Line Items as Identified by Board Members. These Items Include Branding and Operations-Related Budget Line Items.

Program Code	Title	Proposed \$	Comment
203 and 204	Ma'ema'e	\$ 100,000	There will be some cultural event which will not be granted through CEP. So, this money can be more flexible in Cultural pillar to support those event.
215	Hawaiian Culture Opportunity Func	\$ 200,000	If we will have the Smart Destination (10M), it is a duplicate. It is also a duplicate with other statewide activities.
TBD-1	Sign Improvement	\$ 275,000	As with many things, improving signs is fine. However, DNLR should fund this. In concept, in agreement with sign improvement.
TBD-22 and TBD-9	Local Business Support	\$ 500,000	Not a bad initiative per se, but multiple state efforts to coordinate with. Should be co-funding with DBEDT and or Ag.
339	Global Digital Marketing	\$ 713,000	If we will have the Smart Destination (10M), it should cover.
350	Global Marketing Resource	\$ 787,000	gohawaii.com has a section to share resource and seems duplicate.
TBD-11 / TBD 21	Technology Consultant	\$ 700,000	This consultant should be covered by Smart Destination OR should wait for the implementation of Smart Destination until the consultant come up with best solution.
TBD-12 / TBD 21	Smart Destination	\$ 10,000,000	Previously commented upon. It's unclear the process for moving forward for this and TBD 11 above.
377	Polynesian Football HoF	\$ 150,000	Sports has generally been gutted. Most other sports initiative have been cut and we only have 1.5M for any opportunities. Would it behoove us to spend more funding on items that are tied more directly to Hawaii's historical culture (e.g. surfing) and more unique to Hawaii (e.g. surfing, again). Polynesian football heritage means little outside of Polynesia and there are many programs to indirectly make tourism more beneficial to the community. Perhaps unallocated is enough but it's 9% of what we have left.
919	Governance Board	\$ 121,800	Small amount but I always thought using attorneys to write minutes is a waste (spending about \$20,000 a year). They even spelled ADR wrong. So obviously someone not familiar with industry. A staff member or an intern from TIM school who stays in the meeting should do. Board review and approve, public has opportunity to testify. So there is no liability.
TBD 4	Air Service	\$ 250,000	Coordinate with DBEDT and Deputy of Airports. Provide Market Analysis, etc. What are our expectations to justify the total amount? What was it before, btw?
TBD 5	Creative Agency	\$ 250,000	
TBD 14	Hotspot Mitigation	\$ 500,000	Most of the hotspots (all) are managed by state agencies. Isn't this an overreach on HTA's part and shouldn't it be in DLNR's budget?
318	GoHawaii	\$ 2,500,000	When was the last time we really pushed on cost vs. return? Same with the hosting via Miles. Seems a lot to evaluate our programs when KPIs and the actual programs themselves aren't even identified. No issues with evaluating all programs but a blanket sum of money with no KPIs creates some questions
TBD 16	Program Evaluation	\$ 500,000	Isn't this covered under the DMAPs already? What are we accomplishing if we engage separately?
TBD 15	Community Engagement	\$ 175,000	
TBD 18	Tourism Collaborative	\$ 400,000	As with TBD 15 isn't this covered elsewhere? If not, what is being accomplished by it?
TBD 2	Wahi Pana Series	\$ 250,000	No real objections but perhaps a presentation from Iwalani and/or Mondy from T2Change
TBD 8	Pono Travel	\$ 175,000	Should HTA be paying a state agency to run ads at airports?

NO ISSUES, but QUESTIONS

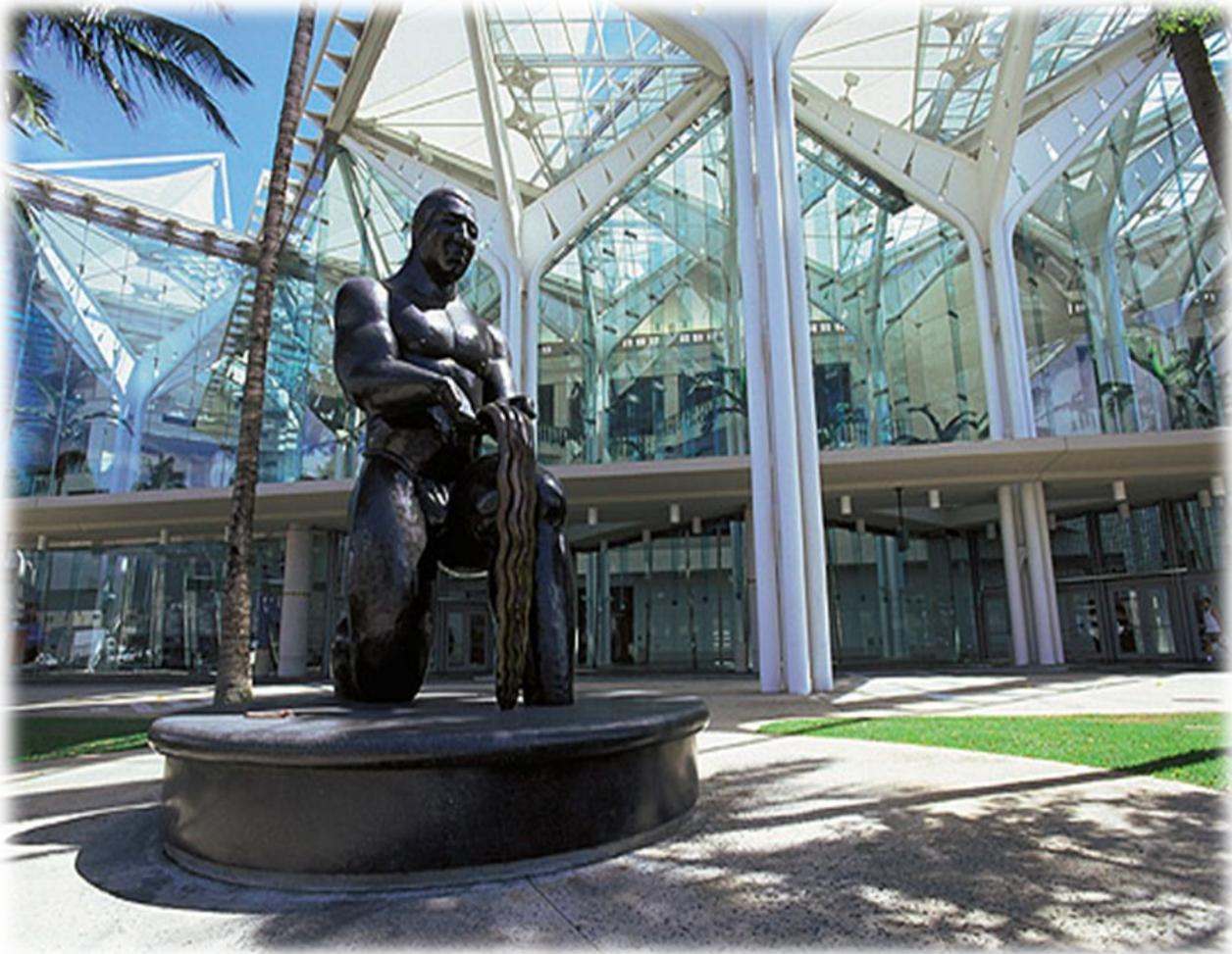
Program Code	Title	Proposed \$	Comment
406	Natural Resources	\$ 350,000	No objections, but how much overlap with state agencies (DLNR) is there and how will this overlap be managed.
TBD 17	Destination Assessments	\$ 400,000	
NA	Smart Destination	TBD	There is a lot of overlap with other items for smart destination. Has anyone aggregated the other items to see if the number is really \$10million (or less, if bundled, or more if they are in addition to). See 339 for example.
TBD-13	Campaign Effectiveness	\$ 270,000	What are the final measurement criteria?
5 series (506)	Research	\$ 60,000	The research is important. Where is this covered now that substantial components of research are under DEBDT?
101	PR	\$ 200,000	When was the last time we took it to bid? Lots of money being spent and no objection with PR but I question the success recently.
TBD 7	MCI MFF	\$ 850,000	What other sources of funds are being utilized for this? I believe HCC has a fund too? How is this incorporated with the upcoming MCI agreement? Subject to what approvals?

5 - 6

5-Presentation, Discussion and Action on the Hawai'i Convention Center's November Financial Report

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

Hawai'i Convention Center



*December 2021
Update*

Current Emergency Order for Events: 100% Capacity Allowed



City & County of Honolulu

Emergency Order 2021-16

Begins December 1, 2021

Safe O'ahu Response Plan is changing to allow more flexible operations for businesses, while still requiring Safe Access O'ahu for higher risk activities only. Starting **December 1, 2021**, the Safe Access O'ahu program will only apply to operations and events that serve food and drinks or that have indoor exercise activities. All events, whether indoors or outdoors, must continue to include facial coverings/masks. In addition, no capacity limitations will be placed on businesses or events by the City and County of Honolulu

**Rules for 2021-15 apply until
December 1, 2021.**

Social Gatherings

Could include: informal personal, dinner, or birthday parties

No restrictions but social gatherings must be:

- Informal (no particular protocol or schedule, generally means this held at your own home or a park with friends and family)
- Non-commercial (cannot be held at a business or event space, cannot sell tickets, fundraise, etc.)

[Learn more on page 3 of Order 2021-16](#)

Businesses

Any commercial activities or operations that are not operating as events.

- 100% capacity is allowed

Restrictions are:

- Masks must be worn indoors
- Safe Access (confirmation of vaccination or testing) required for all indoor fitness facilities and classes and for all indoor and outdoor businesses where food or beverage is served.

[Learn more on page 2 of Order 2021-16](#)

Events

Could include: weddings, funerals, concerts, sporting events, parades, public competitions, private parties at businesses or event venues

- 100% capacity is allowed

Restrictions are:

- Masks must be worn at all events, indoors and outdoors
- Safe Access (confirmation of vaccination or testing) required for all indoor fitness facilities and classes and for all indoor and outdoor businesses where food or beverage is served.

[Learn more on page 3 of Order 2021-16](#)

Hawai'i Convention Center

- Continue to operate in a very fluid environment
- Impact to HCC in FY22, cancellations and lost revenue impact:
 - 2 associations - \$238k in lost revenue
 - 2 city-wide corporate event - \$292k in lost revenue
 - 29 local events - \$1M in lost revenue
- Positive note, business on the books in FY22
 - 79 Definite events, including 4 city-wide events
 - 31 First Option events

Financial Update

	November YTD Actual	FY 2022 Forecast	FY 2022 Budget	Variance	CY 2019 Actual
Facility Occupancy	21%	20%	20%	0%	32%
Facility Number of Events	103	168	100	68	238
Facility Gross Revenue	\$2,130,900	\$5,725,000	\$7,701,500	(\$1,976,500)	\$16,866,900
Facility Gross Expenses	\$4,036,300	\$11,300,400	\$13,218,900	\$1,906,600	\$17,649,200
Facility Net Loss	(\$1,905,300)	(\$5,575,400)	(\$5,517,400)	(\$58,300)	(\$782,300)
S&M Net Expenses	(\$193,400)	(\$525,700)	(\$533,000)	\$7,300	(\$5,315,00)
HCC Net Loss	(\$2,098,700)	(\$6,101,100)	(\$6,050,400)	(\$51,000)	(\$6,097,300)

Major Repairs & Maintenance

Current and Priority Projects

- ***PM-CM managed projects***

- *Rooftop Terrace Deck, Pre-construction Planning; tba*
- *Building Envelope Repairs – Kalakaua Kitchen Wall, 3rd fl Planters, Exterior Building Painting; \$18.7M, FY23*
- *Ballroom Gutter and Soffit Repairs; \$10.7M, FY23*
- *Ballroom Roof Repairs; \$2.2M, FY23*
- *House Sound Audio System Upgrade; \$1.35M, FY23*
- *Slate Tile Repairs; \$2.2M, FY23*
- *F&B Refrigerator Replacement; \$320k, FY23*
- *Lobby Water Feature Repairs; \$1.1M, FY24*
- *Ala Wai Waterfall Repairs; \$1.1M, FY24*

- ***HCC managed projects***

- *Security Camera, NVR, Access Control; \$1.8M, target complete FY22*
- *Trellis Renovation; \$5M, target complete FY22*
- *Leak Repairs from Flash Flood; \$300k, FY22*
- *Remediation; \$400k, FY22*
- *Chill Water Pipe Re-insulation; \$250k, FY22*
- *Roll-up Door Replacement; \$225k, FY22*
- *Ice Machine Replacement; \$500k, FY22*
- *IT Network Upgrades; \$125k, FY24*
- *Theatre 310 and 320 Furnishing and Seating Upgrade; \$1.25M, FY25*
- *F&B China and Equipment Upgrade; \$3.5M, FY25*

Major Repairs & Maintenance Projects – ARPA Funding

- *Stairwell 5 and 6 Repairs; \$1,189,205; Qtr end June 2023*
- *Chiller Replacement; \$4,363,870; Qtr end Sept 2023*
- *Parapet Roof Repairs; \$2,959,559; Qtr end June 2023*
- *Kitchen Hood Control Panel and Fire Suppression Upgrade; \$1,102,366; Qtr end Dec 2022*
- *Ballroom and Meeting Room Wallpaper Replacement; \$450,000, Qtr end Dec 2022*
- *Air Wall Repairs; \$400,000, Qtr end Dec 2022*

- *TOTAL: \$10,465,000*

Major Repairs & 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, \$720k, completed 2021*
- *Emergency Generator Repairs, \$32k, completed 2021*
- *Window Repairs – Vandalism, \$177k, completed 2021*



Mahalo Nui Loa

7

Presentation, Discussion and Action on the Hawai'i
Convention Center's FY 2022 \$11,000,000 ARPA Budget

Hawaii Tourism Authority
Convention Center Federal Fund (ARPA) Budget
FY 2022

Category	Amount	Notes
Payroll	490,000	Previously approved at the Board's June and July 2021 meetings.
Governance (Incremental HCC Insurance)	45,000	Staff encumbered FY22 HCC property insurance costs with FY21 funds. The actual amount is \$45K more than anticipated. The incremental amount will be funded by FY22's budget.
Major Repairs & Maintenance	10,465,000	<p>Staff anticipates using the funds for the following projects, or similar types of projects:</p> <p>\$1,189,205 CIP-035 Stairwell 5 and 6 Temporary Repair \$4,363,870 CIP-010 Chiller Replacement \$2,959,559 CIP-012 Parapet Roof Repairs \$1,102,366 CIP-007 Kitchen Hood Control Panel and Fire Suppression Upgrade \$ 450,000 CIP-025 Ballroom and Meeting Room Wallpaper Replacement \$ 400,000 CIP-023 Air Wall Repairs</p> <p>Further detail is provided in the attached supplemental document.</p>
11,000,000		

CIP PROJECTS - to submit for ARPA FUNDING

CIP #	Project Name	Project Description	Cost Estimate	Est Completion Date	Procurement
CIP - 035	Stairwell 5 and 6 Temporary Repair	Temporary shoring and repair of deterioration of steel members in the exit stairwells. Building Integrity and Safety	\$ 1,189,205	Qtr end June 2023	Competitive Sealed Proposal (RFP)
CIP - 010	Chiller Replacement	Replacement and upgrade of 4 chillers + Jockey chiller. Includes installation of VFD for increased efficiency and cost savings. Building Improvement, Cost Savings	\$ 4,363,870	Qtr end Sept 2023	Competitive Sealed Proposal (RFP)
CIP - 012	Parapet Roof Repairs	Repair of parapet roofs located above elevator 4/5 and 6/7 mechanical rooms, Facility storeroom behind Ballroom and Stairwell 3. Building Integrity	\$ 2,959,559	Qtr end June 2023	Competitive Sealed Proposal (RFP)
CIP - 007	Kitchen Hood Control Panel and Fire Suppression Upgrade	Replacement and upgrade of Main Kitchen hood control panel as parts not available for repairs. Replacement and upgrade of fire suppression system for Main Kitchen hood. Building Improvement and Safety	\$ 1,102,366	Qtr end Dec 2022	Competitive Sealed Proposal (RFP)
CIP - 025	Ballroom and Meeting Room Wallpaper Replacement	Purchase and installation of Ballroom and meeting room wallpaper. Wallpaper has been damaged and stained since opening. Building Improvement	\$ 450,000	Qtr end Dec 2022	Competitive Sealed Bid (RFB)
CIP - 023	Air Wall Repairs	Repair and upgrade air walls and tracks in Ballroom, meeting rooms and Exhibition Halls. Building Improvement	\$ 400,000	Qtr end Dec 2022	Competitive Sealed Bid (RFB)
TOTAL			\$ 10,465,000		