



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

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

Po'ahā, 20 Ianuali 2022, 9:00 a.m.

Thursday, January 20, 2022 at 9:00 a.m.

**HĀLĀWAI KIKOHO'E
VIRTUAL MEETING**

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Papa Kumumana'o
AGENDA

1. *Ho'omaka A Pule*
Call to Order and Pule
2. *'Āpono I Ka Mo'o'ōlelo Hālāwai*
Approval of Minutes of the December 21, 2021 *Budget, Finance, and Convention Center Standing Committee Meeting*
3. *Hō'ike, Kūkākūkā, A Ho'oholo No Ka Mo'okālā*
Presentation, Discussion and Action on the Hawaii Tourism Authority's December Financial Report



4. *Hō'ike, Kūkākūkā, A Ho'oholo No Ke Noi Kālā No Ka Makahiki 'Auhau 22 No NaHHA*
Presentation, Discussion, and Action on Proposal to Allocate FY22 Funds to Support the Native Hawaiian Hospitality Association
5. *Hō'ike, Kūkākūkā, A Ho'oholo No Ko HTA Ka'akālai Ho'olilo Waiwai Kumupa'a*
Presentation, Discussion, and Action on HTA's Investment Strategy Related to Funds in the Tourism Emergency Special Fund
6. *Hō'ike, Kūkākūkā, A Ho'oholo No Ka Mo'okālā O Ke Kikowaena Hālāwai*
Presentation, Discussion and Action on the Hawai'i Convention Center's December Financial Report
7. *Ho'oku'u*
Adjournment

Kono 'ia ka lehulehu e nānā mai i ka hālāwai a ho'ouna mai i ka 'ōlelo hō'ike kākau 'ia no kēlā me kēia kumuhana i helu 'ia ma ka papa kumumana'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.

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.

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Approval of Minutes of the December 21, 2021
Budget, Finance, and Convention Center Standing
Committee Meeting



Hawai'i Convention Center
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David Y. Ige
Governor

John De Fries
President and Chief Executive Officer

**BUDGET, FINANCE & CONVENTION CENTER COMMITTEE MEETING
HAWAII TOURISM AUTHORITY
Tuesday, December 21, 2021, 9:00 a.m.**

Virtual Meeting

MINUTES OF THE BUDGET, FINANCE & CONVENTION CENTER COMMITTEE MEETING

MEMBERS PRESENT:

Ben Rafter (Chair), Fred Atkins (Vice chair)
Kiyoko Kimura, Micah Alameida, David
Arakawa, Kimi Yuen

MEMBER NOT PRESENT:

HTA STAFF PRESENT:

Keith Regan, Kalani Ka'anā'anā, John De
Fries, Caroline Anderson

GUESTS:

Mark Togashi, Terry Orton, Mari Tait

LEGAL COUNSEL:

Gregg Kinkley

1. Call to Order and Pule

Mr. Regan called the meeting to order at 9:05 a.m. Mr. Ka'anā'anā opened the cultural protocol. He spoke about the shadow, being protection. He opened with a pule. Mr. Regan thanked everyone for coming. Mr. Regan confirmed the attendance of the Committee members by roll call.

2. Presentation, Discussion and Action on the Hawai'i Tourism Authority's November Financial Report

Mr. Regan turned it over to Mr. Togashi. Mr. Togashi mentioned the November financial statements are the results of a process that has taken place over six months. He said even as far back as 22 months ago, when the pandemic first began in spring of 2020, he recalled how

they worked to identify available funds, cancel or reduce approximately 30 million of contracts and develop a fiscal year 2021 budget funded primarily by HTA reserves that would support their calendar 2021 operations that are currently being reflected as expenditures in the financial statements that they're discussing. He said included are detailed steps required for them to spend fiscal year 2022 funds, steps that include the development of their tourism recovery plan, the governor's approval of HTA CSF RF forms authorizing the department of budget and finance to release HTAs ARPA funds, staff seeking the release of those funds from BNF in various tranches, gaining an understanding of costs that would be allowable under ARPA. He said all of this is in conjunction with the board's approval of the fiscal year 2022 budget.

He said the board approved the fiscal year 2022 budget - \$43 million. He mentioned that at the November 2021 board meeting, staff presented a draft of \$60 million fiscal year 2022 budget which was approved subject to the board identifying programs where the board had further questions and for which approval of those programs, budgets would be deferred. He said staff advised that the board identified \$18,546,800 in program budgets to defer. He said the \$18.5 million included \$1,621,800 of programs that the board previously approved in its July 2021 meeting, and therefore the financial statements seen reflects the 1.6 million as approved budget amounts. He stated that \$16,925,000 in budget had been deferred resulting in a fiscal year 2022 budget of \$43, 075,000 approved to date.

He referred to the budget statement summary. He mentioned that the document is separated into four quadrants, each representing one of four main funds that they have, the top left has the ARPA tourism special fund. He said they anticipate it in allotment or revenues of \$60 million of which \$32.7 million has been made available to them year to date, including the \$28.6 million in funds for branding efforts that was released by BNF in November. He said below that is a summary of the \$43 million budget for encumbrances, and of that \$43 million budget they've encumbered \$25.9 million for payroll branding and governance costs. He showed the bottom left quadrant which reflects the revenues they received for the tourism special fund, which is set to sunset in January and the top, right quadrant is the ARPA funds for the convention center. He anticipates an allotment for revenue of \$11 million of which \$490,000 has been released for their availability through the date of their financial statements of November.

He was pleased to report that BNF released the remainder of the \$11 million fiscal year 2022 convention center ARPA funds to them for availability. He said to remember to keep in mind they encumbered fiscal year 22 convention center operations with fiscal year 2021, restart funds, back in June of this year, last fiscal year.

He said under agenda item seven of today's meeting, they will discuss the suggested use of this \$11 million to deploy primarily for funding, significant repair and maintenance projects. He mentioned the bottom right quadrant is the convention center enterprise special fund revenues and that year to date they received 11 million in TAT revenues, \$1 million in convention center revenue, some of which is related to prior fiscal year and \$137,000 in investment income.

He stated there are no incumbrances for this fund because they currently do not have an appropriate expenditure receiving for fiscal 22 funds out of the convention enter enterprise special fund.

He turned to page 30 of the budget statement stating it's a more detailed budget going down to the program level. He said the most significant portion of November activity was encumbered funds for the upcoming HTA US contract. He said there's a lot that this budget statement represents. He mentioned that after the board approval it can include further market research and various other tasks, and the staff will then determine performance measures and deliverables and develop an RP that works with the selection committee and proposers and eventually drops a contract for them to execute. He said they also encumbered the funds internally and throughout the year they reconciled all transactions through a series of different internal controls they have in place, including reconciling revenue, cash expenditures and encumbrances with DAGS records.

He said they have not made any budget re allocations so far, this fiscal year and that they typically have numerous reallocations during the year.

He mentioned their financial position as discussed in the executive summary and the accompanying balance sheets as of November 30th. He mentioned they have access to \$32.6 million in cash in the ARPA tourism federal fund, they have \$58.3 million in cash in investments in the tourism special fund, which represents a \$2.9 million decrease from October due to disbursements related to operational and program expenditures, and of the \$58.3 million, \$5 million is reserved as their emergency fund, and \$50.6 million is encumbered to contracts, and \$2.7 million is unencumbered. He said that although they do anticipate the 2.7 million of unencumbered funds to increase as savings from certain encumbered contracts are realized.

He mentioned the tourism special plan is set to sunset on January 1st, 2022, pursuant to act one of the 2021 legislative special session upon which all of their unencumbered funds will be remitted to the state's general fund and the \$5 million emergency fund will remain as HTAs reserve.

He said that over the next year and a half or so, they anticipate contracts, encumbered in the TSF to be paid off and the TSF to eventually cease to exist. He mentioned the convention center

federal fund and that those are their ARPA funds with fiscal 2022. He said there is no significant update to the November financial position, and regarding the convention center enterprise special fund/CCESF which is really the fund that the convention center has historically operated from, they have \$48.9 million in cash, which represents a \$1.1 million increase from October due to receiving HCC revenue. Of that \$48.9 million cash amount, \$35.9 million is encumbered toward contracts. He said that represents the funds they encumbered using fiscal year 2021 restart plans as well as their reserves. The remaining 13 million of unencumbered funds, which includes the \$11 million in TAT that they received in September will primarily be stored as a recurring maintenance reserve for future deployment, subject to the restoration of the CCESFs expenditure appropriation ceiling by the legislature. He said as previously reported they anticipate that unencumbered balance in the CCESF to increase to approximately \$16.8 million by the end of this fiscal year. He said the funds will both support the recurrent maintenance plan.

Chair Rafter opened the floor to questions from panelists.

Mr. Atkins asked Mr. Togashi to explain the ARPA funds that were to sunset in January in the convention center report.

Mr. Togashi reiterated that the tourism special fund is set to sunset pursuant to HB 862 in January of 2022. He said any unencumbered funds currently projected at 2.7 million, but likely to increase is going to go back to the general fund and he said they're going to be able to continue to spend on the funds that are encumbered. Mr. Togashi said they don't want to spend just to spend, and they're working under a various time constraints, as well as other complications that impact the ability to encumber funds at the end of last fiscal year. He said 2.7 million is their current estimate they anticipate increasing over time as efficiencies are gained and if they do not spend uncertain contracts that are currently encumbered.

Mr. Atkins asked if there were any challenges with any of the programs to be done at the convention center in regard to ARPA not approving any of them?

Mr. Togashi said they've identified potential expenditures that they can use, \$11 million in fiscal year 2022 conventions. He said its primarily going to be for significant repair and maintenance projects that will go over but in today's financial report that BNF has approved release of the rest of that \$11 million. He said previously only \$495, 000 was approved, but in early December notification was received that they approved the rest of that 11 million, which makes it available for them to spend and to come up with a plan.

Mr. Atkins asked if there is a timeframe that was asked for the spend.

Mr. Togashi referred to the \$60 million of HTA ARPA funds. He said the funds were released to them with a caveat that their period of performance is basically requiring them to encumber and spend the funds by June 30th, 2022, the end of this fiscal year. He said they submitted their request to extend that, so they can spend the funds through the end of the ARPA grant period, which is end December 2024. He said DNF asked they revise that submittal so that their extension request goes through June of 23. He said they agreed to continue working with them and to revisit it at a later time. He said similarly, the submittal that they provided to BNF for the \$11 million convention center ARPA funds fiscal 2022 ARPA funds also requested the ability to expend funds through the entire grant period, which is December 24. BNF approved this request only through June of the school year 2022. He said they would have to go in with a separate request to extend it through June of 2023 and further request, if they need to take appropriate action.

Mr. Atkins asked how their loss overall, except for CIP expenses of the convention center compare 2020 to 2021 without really any revenue.

Mr. Togashi said he will be able to answer that later. He did mention Carry and her team will be presenting on the financial statements for the convention center as one of the agenda items, and he said that although they don't have a whole lot of business with respect to groups coming in and offshore events coming in, they have had business in the building primarily made up of other state agencies. He looked at last year's financial statements and mentioned there was about \$5.4 million of state agency revenue they received for fiscal year 2021, of which approximately 1.2 million did relate to fiscal year 20 because there was some delay in payment from one of their clients.

Mr. Arakawa asked if the convention center has in their budget funds that don't look like they will expire or be spent by the deadline, and if it would it be possible for HCC to repurpose those funds for repairing maintenance?

Mr. Togashi said they have the ability to repurpose funds but that they have to encumber those funds with their contractor.

Mr. Arakawa asked about the possibility of extending the spending by six months and whether it would be applicable to funding for HCC the convention center.

Mr. Togashi said it would be. He said they would have to go in with a separate request from the one that they made for the \$60 year million in ARPA funds. He said he thinks BNF already anticipates that they will do that based on their conversations with them.

Mr. Atkins asked about the 2.7 million that may go back to the general fund and asked if it's possible to request that the money instead of going to the general fund, the state could put it in placeholder to eventually go to money that's needed to fix the roof repairs. He mentioned the importance of getting this fixed otherwise there will be no convention center in a couple of years.

Mr. Togashi said it would have to come as a legislative request in this upcoming legislative session for them to be able to do that. He said the only uncertainty is when those funds would be transferred over from the tourism special fund into the general fund.

Mr. Regan said right now in the governor's budget there is included a 64 million appropriation of general obligation bonds to support the repair and placement of the rooftop terrace deck and it's in the governor's proposed budget for fiscal year 2023, so they will be having conversations with numerous legislators as they go forward in the budget process to request that they support the \$64 million general obligation bond appropriation to fix that rooftop. He said he is certain that the \$2.7 plus million that will be returned to the general fund, could be part of those conversations that they have with legislators as they move forward with those conversations, and that HTA was prudent in the way they utilized the funds. He said they would request that the legislators support them in the replacement of that rooftop terrace deck, to ensure the integrity and the safety of the facility going forward.

Mr. Kimura said they should do the repairs when there are no guests in the hotel, and as soon as possible, as COVID leaves all things uncertain.

Mr. Regan said in future agenda items there should be a discussion on some of the past projects they've been working on, and that Mari and Terry really pushed forward on projects that couldn't necessarily be done when the convention center was full. He mentioned the six-year CIP plan, as well as their plan to utilize the 10.5 million in ARPA monies related to CIP projects.

Mr. Arakawa said he missed the admin committee meeting yesterday and asked if the committee had any recommendations regarding next year's budget, that's going to the legislature.

Ms. Kimura said they didn't discuss anything about the budget yesterday and they're going to leave the discussion of the legislation to the PIG.

Mr. Atkins asked if the committee could only recommend, and that the board will be going through the financials at the next day's meeting, and Mr. Kinkley confirmed this. Mr. Kinkley said the motion for this was meant to show the concurrence of the committee and a

recommendation to approve the financials, so it's a recommendation to the board that they've reviewed and feel that they should approve it.

Mr. Regan asked for roll call to approve the motion and all approved. The motion passed unanimously.

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.

Chair Rafter mentioned there were several items in the budget that were labeled as TBD that they requested more information on before approving.

Mr. Regan mentioned the first budget line items that were brought up from the board members was program BLI budget line items 203 and 204. He said the comment that was raised was there will be some cultural events, which will not be granted through SEP, so this money could be more flexible in cultural pillar to support those events. He asked Mr. Ka'anā'anā to elaborate.

Mr. Ka'anā'anā said that's the line item that supports their efforts in training all of their GMTs about the best Hawaiian cultural practices. He said it's really focused on their internal program to make sure the GMTs are culturally sensitive. He mentioned the toolkit itself was updated, so the toolkit as it stands is a PDF that's available and downloadable online, as well as some other resources, like the autocorrect tool, on their website. He said the thinking is that they want to make some investments to modernize it a little bit and get it out of just being a document and potentially recording web-based webinars where people click through modules. .

Mr. Atkins asked what the amount was that was requested for this budget line item and Mr. Ka'anā'anā said it was \$50,000.

Mr. Ka'anā'anā said 204 is their market support line. He said this line is the line they use to send practitioners in-market to do different events. He said if they were doing a trade show or an event in market, this is the line item that supports the cost to send the hula dancers, musicians, etc. He said in the past this line item was about 300,000 annually, but it was obviously reduced during the pandemic. He said they do have several markets that are going to be presenting to them on Thursday that do include the resumption of in-person events. He said they'd like to consider bringing back cultural practitioners as part of those in-person events, obviously at a much scaled down version, which is why they requested it to be \$50,000.

Mr. Regan moved on to budget line item 215, Hawaiian culture opportunity fund for \$200,000. He asked Mr. Ka'anā'anā to elaborate.

Mr. Ka'anā'anā said the Hawaiian culture opportunity fund is an opportunity fund and there's nothing allocated at present. He said this is meant to be there for flexibility but if there was something that arose that they felt that was advantageous to the state and they could procure it appropriately, those funds would be used there.

Chair Rafter addressed Ms. Kimura and the possibility that she had flagged the issue of the smart destination budget of \$10 million. He asked that if the \$10 million gets approved, what happens to the other couple of million dollars that have been flagged that suddenly become redundant. He asked if they all get rolled together or how are they going to handle them.

Mr. Ka'anā'anā said it's for anything that would typically have fallen under the Hawaiian culture pillar as an opportunity. He said he doesn't see the overlap with the smart destination sort of site and what they were trying to accomplish there.

Mr. De Fries asked Mr. Ka'anā'anā to share an example of an opportunity that came by.

Mr. Ka'anā'anā said they usually come in the way of different event sponsorships, like association of Hawaiian civic club convention, which aren't necessarily pre-planned, where they fund on a regular basis through another RFP.

Mr. Atkins said he thinks the disconnect Mr. Ka'anā'anā was talking about and when they read it, was about improving signs. He asked that when they talk about improving signs, to put more cultural recognition of different places and a lot of those didn't have much meat to them. He also asked if this is all encumbered money or all ARPA money. He asked that if they do any of this, do they have to go out to RFP each time they think there may be an area in the 200,000 that is worth pursuing.

Mr. Ka'anā'anā clarified that 215 is the Hawaiian culture opportunity fund for 200,000 and is completely separate. He confirmed they are all ARPA monies.

Chair Rafter asked if the TBD items on the spreadsheet are the one that haven't been encumbered and the numbered ones, the ones that have, or if there's no relevance to that.

Mr. Regan confirmed the only ones that have been encumbered right now or that we have included in their financials are the ones that are previously approved by the board, which are 339, 350 and 919. And the TBD are those to be determined and they have not had a budget line item specifically for these particular requests for allocation. He said it's basically something

new that they're creating within the budget. He moved onto TBD1, which is sign improvement discussion and turned it over to Mr. Ka'anā'anā.

Mr. Ka'anā'anā said they're not moving forward with this in fiscal 22 just in lieu of some of the concerns raised, and also the timing, so he recommended taking this out of the current budget.

Chair Rafter asked if DLNR is doing anything about sign of improvements.

Mr. Ka'anā'anā said no, but they have been in contact with them.

Mr. Arakawa asked where the \$275,000 goes to if not allocated to signs.

Mr. Regan recommended from Chair Rafter to go through the list, and if there are items that are not going to be approved, they can have a discussion on how to reallocate those funds or the staff can make another proposal to the board for those additional funds.

Chair Rafter said it sounded reasonable.

Mr. Atkins asked what the intent was when the staff put this line item together for signage

Mr. Ka'anā'anā said they wanted to do it in partnership with DLNR if the funding got approved. He said examples were or a scenic pullout or a big board near parking near a viewpoint. He also mentioned signs that were damaged by weather, wear and tear, or vandalism, and it would be used to replace those signs. He reiterated the reason for not moving forward was because of the timing more than anything else. He said they can consider it in the fiscal 23 budget because it is a worthy project and it's important and has merit and value for improving the visitor experience.

Chair Rafter asked about the need to have somebody that can integrate with DLNR and other departments.

Mr. Ka'anā'anā said the hiring window is open again and they've reposted for two brand managers and a senior brand manager position that closed on the 31st of month.

Mr. De Fries added that they have formalized an advisory committee that includes DLNR, DLT, state foundation culture of the arts as a formalized committee that HTA is convening, which is also intended to help.

Mr. Ka'anā'anā mentioned they'd like the vacancies filled but that Eva, Maka, Didi and himself have been the ones mostly interacting with DLNR on the contracts that they have with them presently. He reiterated that they are connected to them already and engaging with them.

Mr. Atkins mentioned that something has changed in regard to the state and handling a couple of the state parks where they are producing revenue instead of constantly costing money. He like Mr. Ka'anā'anā's concept for signage and would definitely bring it up with the state in areas that are actually producing revenue to enhance the place, instead of the monies going back to a general fund. He said similar to the state parks throughout America, Yosemite National Park basically is the resource and revenue that funds so many of the small national parks. It was a question with the board – how to get DNLR, HTA and a number of other really important agencies together to bring up these different concepts with the new revenue stream.

Mr. Ka'anā'anā mentioned that those conversations are happening in those coordination meetings with the highest levels of each of the departments.

Mr. De Fries said there is some draft legislation being put forth in the Senate by the Tourism Chair to have the occupant of this office on the board of Land and Natural Resources for that purpose.

Mr. Regan spoke about TBD 22 and TBD 9 - the local business support for \$500,000.

Chair Rafter said the follow up on this was how are they working with other departments that have already allocated substantial budget to it.

Mr. Ka'anā'anā said this will be moved to another budget year.

Mr. Regan spoke about 339 and 350 – they're both previously approved budget line items.

Mr. Ka'anā'anā said these two were previously approved as part of the global support services RFP they'd like to release. These are the two-line items keeping the 'lights' on and they also make up what is the one and a half for global support services RFP.

Chair Rafter asked whether smart destination should be approved as it will not be built in a day in theory in the future.

Mr. Ka'anā'anā confirmed it will not be finalized in the year and said there are some elements that can be rolled into the leisure contract.

Mr. Atkins said a lot of the challenges that brought questions was there's not a lot of meat to what they're requesting and between the two it's almost a million and a half dollars. A few people raised these issues - one is what's exactly in the program and, is 10 million going to cover that as it's a lot of money and a one-shot deal with ARPA.

Mr. Ka'anā'anā said he is happy to send them the current incumbent contractor and contract, so they can see specifically what's in it.

Chair Rafter moved over to TBD 11, 12 and 21.

Mr. Ka'anā'anā said they're not ready for more details on these yet.

Chair Rafter said he understood these to be smart destinations, obviously where they said in theory, the idea sounds interesting, but asked that they come back with quite a bit more detail so they can understand that it is ongoing.

Mr. Ka'anā'anā recommended to take Polynesian Football Hall of Fame out the budget. He said they applied to their Community Enrichment Program, so that will be the mechanism. He said they don't have to worry about this 150, so that can come off the table as well.

Mr. Regan mentioned a previously approved budget line item 919 which dealt with board governance.

Ms. Kimura said this was not entirely \$121,000, but just the \$20,000 of this she felt was very high to outsource for the minutes.

Mr. Regan mentioned they had a contract previously with another law firm that was handling all the minutes and said they were spending significantly more money on those services. He said it costs about \$600 per meeting to provide the minutes which are done by one of their partners and in his mind, it's money well spent. He said producing minutes is an art, not a science. He doesn't think a \$20,000 investment is a very fair amount for those types of services. If they had to have a staff member doing the minutes, they would be spending multiple days completing this which is a waste of their job. He asks that this remain as is as it's a good expenditure to outsource.

Mr. Arakawa agreed that this amount is well spent and voted to keep this line item. He said going forward he will be taking a closer look at the minutes and pointing out any corrections for revision from now to the end of the year.

Ms. Kimura agreed that \$20,000 is a minimal amount and worth it but she thinks that someone who is doing the minutes should be listening to the meeting and know the industry.

Mr. Arakawa agreed with Ms. Kimura.

Mr. Regan moved on to TBD 4, 5 related to service and the creative agency.

Mr. Ka'anā'anā started with air service. He said in the past they had consultants to help them manage their relationships with the various vendors. He said there have been some comments about the idea that this vendor and contractor would be there to 'control the airlines', which is not the intent. He said the intent is to keep the lines of communication open and strong with all

of the various carriers that service Hawai'i. He said it's a nominal investment in the larger scheme of things. He said the goals of this new procurement would be focused around managing existing access instead of developing new routes.

Chair Rafter said they should be spending money on developing sport instead of developing new routes. He said the question is – are they going to get more return on their investment on air service or sports or, or both, or, or neither because air service has remained fairly strong through COVID for markets that are open.

Mr. Ka'anā'anā said it's about managing the relationship. He said it's important to have someone dedicated to that function on the sports side. He mentioned Ross who has been brought onto the team, a new brand manager who has a lot of experience in sports and also agency experience. He said he could help them manage and better evaluate in partnership with their other existing contractors, those various sports properties.

Chair Rafter said he is concerned about imaging. He said they are not trying to get as many seats as possible into Hawai'i, but more, managing it. He is not sure if the \$250,000 justifies that. He suggested taking a good look at sports at the next day's meeting. He said right now they don't have a lot of money for 2022. He said they're also looking at whether or not to continue with the PGA and that they need someone in that area that can bring a lot to one of their community pillars - communities and sports. He asked to put this on hold until it was discussed further whether a consultant is needed for both. He said the \$7.2 million has now been cut in half which makes it very challenging. They need to find out what airlines are doing, where they're moving around the world, especially now with countries being closed. He stated it's difficult to know what the airlines are doing as they can't communicate with each other due to certain laws in place, so it would be helpful to have a consultant in place. They need to know what is most valuable to use these monies for.

Mr. Ka'anā'anā mentioned in 2017 when they had Ascendant as their sports consultant who helped them put together the strategy, the evaluation tool, and the portfolio model which they're still using. He asked since they're removed the number of programs, there will be other monies that are able to be reallocated, so they all need to consider where that would go best - a sports consultant, in addition to an airline consultant or neither, or reduce levels. He said it's important behalf as the state, to have somebody who has full focus, can discuss the level and funding it will require to help manage those relationships as air service their lifeline to the industry.

Mr. Ka'anā'anā spoke about the creative agency saying they haven't contracted an agency for HTA yet as far as he knows. They've done some work with MVP Caroline, but it was more

project based. With the boards request to communicating better he suggests hiring a creative agency to support the program manager to do the graphics and designs to better communicate HTA activities. He said this will help bring some consistency to HTAs look and feel of our communications going outwardly and done in a professional way.

Chair Rafter questioned if this is an HTA responsibility and Mr. Ka'anā'anā said it's for HTA to do.

Mr. Atkins brought up the creative in the hotspot mitigation. He said it seems that DMAP is addressing a lot of that and on each island now there's a person that HTA has hired to be on top of the DMAP and to implement the money that they've already given them. He said it concerns him when they put so much time into DMAP. He said they shouldn't have to spend more money on the thought process and implementation. He didn't suggest doing away with the items, but just what's the best way of spending the money allocated, because some of the counties may be ahead of others and they shouldn't be spending more money on studies.

Mr. Ka'anā'anā said the creative and the hotspot mitigation are separate items, but Mr. Atkins did not agree.

Mr. Arakawa disagreed with Mr. Atkins, the reason - because DMAPs are going to be different for every island and every part of every island. He said that Mr. Ka'anā'anā is talking about communicating HTA policy wide programs and doing a professional presentation for the HTA staff that will be different from the presentation that the visitor bureau does. So, he said the creative agency is to get HTA's message across about the change in direction and the type of things they're trying to do coming out of COVID. He said \$250,000, having the branding committee oversee it, will be money well spent. He said there will be some exciting new programs going forward in the coming years.

Mr. Atkins asked Mr. Ka'anā'anā if he feels the program is intended for more community awareness of what they are doing.

Mr. Ka'anā'anā said it's for someone to do the finer details, making the communication they're sharing with the community presentable and professional, using people who have access to Adobe and the Adobe Suite to do graphics and creative.

Mr. Atkins said if he feels strongly about it, he will support it, but his challenge goes down to the normal person not familiar with technology and how they will access this, so he said he hopes it gets down to community level, so he hopes it can bridge that gap of community and industry.

Mr. Ka'anā'anā addressed Mr. Atkins point about getting down to real community. He mentioned one of the challenges they had is communicating through infographics like bill 41, right for the illegal vacation rental bill, and he said this would be posted on social media that would get broad community to see it, but the ultimate goal is producing creative content that helps them communicate that better.

Ms. Anderson spoke about the next line item - hotspot mitigation. She said the combined total of hotspots with all the DMAPs is over 70 hotspots, and not all the hotspots are managed by state agencies like DLNR, some are county. She said the purpose of this funding isn't to do studies, but to help mitigate the hotspots. She said the plan is to work with each of the island chapters, come up with the top five hotspots, and see what they can address. She reiterated it's not to supplement what DLNR is supposed to be doing. She mentioned one of the top three hotspots - Green Sands Beach and she said it is the DHHL department and their focus is on making sure that the beneficiaries get on their lands for homes. She said they do recognize that Green Sands beach is a sensitive area; visitors and residents are going there, so the plan is to work with the beneficiaries out there, have community meetings and work with them to come up with informational signage, as well as a video to tell the story, for travel sensitivity.

Mr. Alameida said he is glad she mentioned Green Sands Beach as Kalai is very dangerous, and that they will be working with DHHL to help spread educational awareness in one of the most dangerous parts of their state.

Mr. Atkins asked Ms. Anderson if it would be addressed under DMAPs and what percentage of the \$500,000 would be to remedy this, how much of the budget would go to hotspots and not just consulting. He said that's his biggest concern and that they should have a consultant to put it together.

Ms. Anderson, she said they would hold community meetings with the beneficiaries as it's community driven. She said they want to hear their stories, what they want to share with visitors and the safety part of it as well, then create signage so when visitors go to the area they know the history, how to be safe and the natural resources. She said it's not a study and that DHHL also has an action plan for the area, and they want to improve the area for visitors as well as residents.

Mr. Atkins asked if a lot of money would be implemented and not from a consultant and Ms. Anderson confirmed yes.

Ms. Yuen spoke from experience saying a lot needs to be done before going to implementation. She mentioned chapter 343, which is an environmental review process, and depending on what action items come out of the community driven priorities there still may be findings that need

to go to front end - environmental studies or engineering. She said to look for the low hanging fruit that can get done without a long process. She said that although they want the monies to go through something physically tangible, there is a process that they need to go through to get to that point. She said it involves a lot of planning and they need to put budgets together so they know what funding would come from HTA.

Mr. Atkins said they need to see what the community wants. He said they need to have in-depth discussions with the different departments and help find the money to implement the big stuff. He said it sounded like a lot of the monies go towards research.

Ms. Yuen said it does not, but it's the process that they're facilitating through HTA, and they need to sort through what they can do in the short term, so Ms. Anderson will try find those action items that can get implemented in this year. She said Mr. De Fries is convening with high level leaders at all the sister agencies and that Ms. Anderson is involved with all the counties. She reiterated it's a complicated process they have to go through. She said there are different circumstances for every hotspot, so it is going to be a lot of work. She said Ms. Anderson and the staff are all working hard.

Ms. Kimura asked if the money is going to HVCB?

Ms. Anderson said for the \$500,000 she was hoping they can keep it all in HTA and they'll be doing RFPs to spend this 500,000. She confirmed Ms. Kimura's question of having to do RFT for this.

Mr. Regan said they will be working with Ms. Anderson if it gets approved to find the most efficient and expeditious way to get the monies encumbered and addressing the specific hotspot projects that she has identified. He said it may be RFP, and it may be small purchase, but they're not 100% sure. He said some may be sole source or may be engaging other state agencies, which makes expenditure and income a lot quicker, but they'll find the most efficient way to get it encumbered moving forward from a procurement standpoint.

Mr. Regan moved onto community engagement.

Ms. Anderson said the community engagement is \$175,000 and it's for community engagement meetings to update community on progress of the DMAPs and also to focus on a specific topic or issue that was brought out from the DMAPs. She said it's for six islands and is anticipating the meetings to be held in person as this is important to engage with the community and share with them the progress of DMAPs and also to focus on a specific issue that they would like community input on.

Ms. Kimura said there was a question on why they don't combine this with DMAPs for more flexibility, so they don't have to spend this particular amount just for the community meeting.

Ms. Anderson said she envisions the community engagement line item to be working with the island chapters, as there are partners with the DMAPS so they would be involved in planning these meetings. She wants to make sure the community knows that it's HTA led, to show that HTA are out in the community, listening to them, doing their best to address issues or concerns they have. She said she is not trying to duplicate anything with the funds.

Mr. Regan moved onto tourism collaborative.

Ms. Anderson explained it is a community tourism collaborative and it provides planning resources, think of them as workshops to build a capacity of community to either come up with a stewardship plan or to develop a new tourism product experience, building capacity of community organizations empowering them to come up with that tourism experience that they want to share. She said it's basically HTA providing those types of resources to get community involved and working with them to, again, address those two areas, an extension of the DMAPs.

Mr. Atkins asked if it's seed money to start new businesses.

Ms. Anderson said it can be seen as seed money to help build plans for a stewardship plan - taking them through workshops to help them build up their knowledge capacity and putting together a stewardship plan as an example. She said two areas to focus on for example is destination management and developing tourism experiences.

Mr. Atkins asked what staff would be used to do all these new programs and how the success of the program will be valued.

Ms. Anderson said the planning area would be overseeing this project, they will be working with consultants to do the trainings for the workshops, so staff would be administering it and hiring trainers to conduct the workshops, so they should think of them as cohorts going through the workshops. Ms. Anderson said the success will be measured in how many plans get developed and the number of jobs created the number of areas of concern addressed and if the plans were implemented that were developed.

Mr. De Fries brought up the WHAM committee and the chair especially felt that in the awarding of contracts that the same people in the same communities were getting an upper hand. He said part of it he started to feel a divide in different parts of the state and in rural areas particularly he felt needed help to build their own capacity so that they could compete effectively for future RFPs and contracts.

Mr. Regan moved over to Wahi Pana series.

Mr. Ka'anā'anā said that Eva will provide a presentation to the full board, and it was unanimously agreed on.

Mr. Regan moved onto Pono Travel.

Mr. Ka'anā'anā agreed with the members objection to this, but he said what was set into motion about five years ago was the DOT awarded contracts to various vendors for the airports. He said when they wanted to share their Kuleana messaging with visitors at the airports that those are all paid spaces. He said in the contract with DOT they have explored the opportunity to consider these PSAs/public service announcements. He said the limitation there is that it's only available to them in unsold space and he said they need to get that message out in front. He said that unfortunately they have a vendor who is under a 10-year contract and they're about halfway through the contract and there is no option but to pay a vendor who has the contract for those spaces.

Chair Rafter asks how much runs unpaid at any given time to fill up with PSAs, but Mr. Ka'anā'anā did not have the answer. Chair Rafter said to ask them the question as 40% is one thing, but 5%, another.

Mr. Ka'anā'anā said it's also the placements. He said most of the placements they would want, the baggage carousel or prominent placements, are all sold. He said they went into it five and a half years ago when the contract was being executed but they didn't make it into the contract.

Mr. Regan said when it comes up for renewal, they will make sure to be part of that process.

Mr. Ka'anā'anā asked if they all feel it's appropriate to make an investment for paid placements at the airport. He recommended yes, based on resident sentiment and what they've been doing.

Chair Rafter agreed but said that unfortunately the relative amount is fairly low.

Mr. Arakawa supported this too.

Mr. Ka'anā'anā said they'll negotiate with the vendor and with \$175,000 try get the best value for the state out of their negotiation with them.

Mr. Regan brought up 318 that was skipped - GoHawai'i - \$2.5 million.

Mr. Ka'anā'anā said that he would like the approval to move forward with another trigger in place as the smart destination of Hawai'i will be some time. He says they know the existing GoHawai'i needs to be maintained and updated in some form. He said they don't need to spend

the money right now, but he requested that it stays in the budget with a trigger point later. He mentioned two things they are waiting for, one, a formal study that's being conducted by HVCV about the website and two, another membership survey that Mr. Atkins asked them to initiate amongst membership at HVCV about their perceptions of the value for the website. He said to wait for feedback and then discuss it again, but he doesn't want to lose the funding should they need it. It was agreed unanimously.

Mr. Regan moved onto TBD 16 program evaluation.

Ms. Anderson said the \$500,000 is for program evaluation. Of the 500,000 - 300,000 would go towards UGov as they are their past contractor who evaluated the major festivals and events. She said for the \$300,000 they would be looking at evaluating approximately 30 to 35 events, conducted by a third party. She said the information shows the number of attendees both from that island, and visitors. She said they're also collecting satisfaction of attendees or participants to the festivals as well as getting some economic impact data as well. She said Mr. Ka'anā'anā can use this information to evaluate how successful the event was. This information is also shared with festivals and event organizers, so that they can better plan or improve or know of how successful their event was. That is what a portion of the money is used for. The other remaining funds would be used to build out a program evaluation for HTA, working with Mr. Ka'anā'anā and his team to develop measures of success for each of their programs. This money would be used for turning it into a formal system to better track the information, turn it into dashboards where they are being transparent and putting it on their website so that people will know how well HTA programs are doing.

Mr. Ka'anā'anā showed a slide of what UGov does for their event evaluations, mentioning XTERRA world championships, with 95% agreeing that it is a visitor friendly event, and showed that 75% of residents would probably attend in the future. He said it's well worth the \$300,000.

Chair Rafter asked how much the HTA is spending supporting the events - are they spending 500,000 for 2 million of support money.

Mr. Ka'anā'anā said it's much more than that. He said it's close to \$3 million.

Ms. Anderson said that's how much is in the budget for the community enrichment program.

Chair Rafter asked what they have been doing historically and how are they measuring the return on all the spend. Ms. Anderson said for UGov, it was in the tourism research section, and that Jen and her team are with DBEDT, so it's being continued but she is just calling it a different line item.

Mr. Ka'anā'anā said this is how they validate what's self-reported by the events. They feel that third party surveys that help them measure actual event satisfaction and other economic impacts are a way for them to validate what those events report themselves.

Ms. Kimura asked if the same amount was spent in 2019 for this program and if it's the same program, but Mr. Ka'anā'anā was not sure on the amount. Ms. Anderson said it's the same program, but they might have added an additional number of events to be evaluated.

Mr. Atkins asked who did the research for XTERRA and Mr. Ka'anā'anā confirmed it was UGov. Mr. Atkins asked how close they were in their reporting with the XTERRA contract. Mr. Ka'anā'anā mentioned they do ask them to report to different things, so the reports don't always report resident perceptions of whether or not HTA should fund or not fund those things. They ask different sets of questions in their UGov studies.

Mr. Atkins mentioned that they're supposed to give the number of attendees, how many were visitors, how many locals, as this is key to whether it's successful or not. He said under ROI's it's very limited to what they get to see to judge it on, so asked if they can see slides on a particular event that's included in the 35 prior to deciding the following years budget, and Mr. Ka'anā'anā agreed. He said they will present specific ones. He said there will be a UGov study, depending on the pandemic and what happened and didn't happen, and that they're looking at a baseline of 2018 or 19, some have a 20, some don't have a 20, and then some even had a 21 and others didn't. He said it's anywhere between 18 to 21 that they'll see in the sports program specifically. He said attendance, economic impact, marketing value, and community impact is really what they are trying to capture holistically as the ROI on a particular event and so that's what the UGov studies helps them demonstrate.

Ms. Kimura said it's a very labor-intensive survey and Mr. Ka'anā'anā agreed. He said people are sent out with iPads to collect emails.

Mr. Regan said there were questions, but Chair Rafter said to skip as they are running out of time and at a later stage the board members can take their questions to Mr. Regan.

Mr. Ka'anā'anā ran through the items to make sure he had clarity:

203 and 204 – move forward; 215 Hawaiian culture opportunity – move forward; TBD1 sign improvement - Not moving forward; TBD 22 and TBD9 - not moving forward. 339 and 350 – both previously approved – moving forward, but Mr. Ka'anā'anā will send some contracts as examples - a 21 contracts for global support services with HVCV. Technology consulting, TBD 11 and 21 - on hold; TBD 12 and TBD 21 - still on hold; 318 to stay, but Mr. Ka'anā'anā needs to come back with the results of the study as well as the member survey and then they'll circle

back, so it's still on hold. 377 - Polynesian football hall of fame is funded out of SEP, so there's no need to move forward with it in the fiscal 22 budget. TBD 4 air service - Mr. Atkins' concern is he thinks they need it in a certain area, and he doesn't think they need it to the level of \$250,000, so would like to put a placeholder of \$250,000 on that and then look at what they may need in sports as well and try to see if they can maybe utilize that fund for both. He said they should leave the money there intact, and it was agreed on unanimously.

Mr. Ka'anā'anā confirmed moving forward with TBD 5 - creative agency; TBD 2 - Wahi Pana series - Eva will make a presentation to the full board, probably at the January meeting based on the timing of that decision today; TBD 8 Pono Travel - move forward, but Mr. Ka'anā'anā will make sure that they go in swinging hard and negotiate hard for value add to get the best price they can for the money that they allocated.

Chair Rafter mentioned 919 – governance portion – no further questions; TBD 14 - hotspot mitigation – all in support; TBD 16 – Mr. Regan said they determined that as they were spending something for program evaluation before it's just moved over to DBEDT so they're just restoring it and there was full support; TBD 15 community engagement – fully supported; TBD 18 - tourism collaborative – fully supported.

Mr. Arakawa asked about the reprogramming amounts that were deleted and asked Chair Rafter what the recommended amount was to be deleted.

Mr. Ka'anā'anā said it would be hard to repurpose them to do something like adding to existing programs, just because of the procurement rules they need to follow, but it doesn't mean they couldn't do separate procurements or separate contracts, so he said he is open.

Chair Rafter suggested they get the actual numbers first, as it was one thing that Mr. Togashi highlighted earlier, and once they have the actual numbers, they can look at recommendations for if and where to spend. He said they know sports as an example is one of the items that several board members have brought up.

Mr. Regan mentioned that looking at TBD1, TBD 22/9 and 377 those were identified as reprogrammable, and that total is \$925,000 for the three. Chair Rafter said the next step would be recommendations from Mr. Ka'anā'anā and his team on how to spend that \$925,000 based on these conversations.

Mr. Atkins said one of his concerns is that right now they're dealing with a \$99 million budget, and they currently don't have any dedicated funding for next year. He said it would be great to find something useful to use it for, but if not, those are funds that can be rolled over to next year. He said he wasn't sure there would be \$90, \$80 or even \$70 million budget for the next

year, so that's why he was concerned as he questioned how to scale back \$30 million for the following year. He said \$900,000 is their only rollover money together with the \$5 million they can't spend. So, he reiterated to take that into account when they put together a plan to spend the money this year.

Mr. Togashi said that with respect to the potential for rolling over, the thing for them to keep in mind is that as it currently stands, their ability to encumber ARPA funds only last through the end of this fiscal year, currently June 30th, 22, and they're in the process of submitting a revised document or a request for an extension of that time, but nothing has been officially approved as of today. He confirmed that they told them not to go to 2024, but to 2023. Mr. Togashi said they have their submittal that they have the ability to expand funds through the end of 24 and encumber funds through the end of fiscal year 23. He said they asked them to revise their submittal to both be the end of fiscal year 23, but they have not received official approval yet.

Mr. De Fries said they submitted that request two days ago and Mr. Togashi confirmed.

Mr. Atkins asked if they didn't use any of the \$900,000, would that be the only rollover money they have or is there some funding from the legislator or anything he doesn't know about.

Mr. Regan said if there are previously approved ARPA money expenditures that they disencumber, or we cannot utilize for whatever purpose they had originally intended, that could be then part of those funds, so they could utilize them.

Mr. Atkins asked if they could be rolled over and if they'd have to have them encumbered and Mr. Regan said what Mr. Togashi mentioned is that they put in a request in the budget and finance, initially it was to 2024, but they had to revise that and submitted a new request to extend their encumbrance ability to June 2023, so it's pending right now.

Mr. Atkins asked if it would need to be finalized by 2023 and Mr. Regan agreed. Mr. Atkins mentioned the big one, smart destination that hasn't been approved yet, and asked if they have until the end of 2022 to encumber it. Mr. Regan said as it stands, they have to wait until they get the approval to extend. Mr. Atkins asked if they encumber sometime next year and have the programs and money spend by end 2023, and Mr. Regan confirmed that to be the goal, but if they're not able to BNF would be willing to discuss an extension if needed.

Mr. Arakawa asked that they put together a list of recommendations to the board meeting on Thursday to discuss the spending. It was agreed that they try get it done by then.

Mr. Regan mentioned hotspot mitigation – if they wanted to allocate additional monies to hotspot mitigation from some items that were released, it would help to have additional funds there, otherwise they can put a list together as Mr. Arakawa said

Mr. Arakawa mentioned taking a look at things that need to be done soon like the roof repairs when there aren't tourists. There is a list of maintenance and repairs that are needed there.

Mr. Regan said they'll work on getting the list to the board Thursday.

Chair Rafter asked for confirmation that they are recommending approval of these items as identified in the list that Mr. Ka'anā'anā put together that either have been approved, deferred or subject to more information to bring to the full board and Mr. Kinkley confirmed this to be correct.

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.

Chair Rafter said the above covered agenda items three and agenda items four, because agenda item four had included previously approved fiscal year items, which they also discussed above. They did a roll call. Motion from Ms. Kimura and second from Ms. Yuen. The motion for agenda item 3 and 4 passed unanimously.

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

Chair Rafter asked Ms. Orton to discuss further.

Mr. Togashi confirmed that Ms. Orton should elaborate, but in the interim, he wanted to connect this item with agenda item two. He mentioned one of the questions that member Atkins had with respect to the convention center – he wanted to circle back on what he had previously asked for a little more time and addressing. He said the question was essentially what is the amount that they're looking at for fiscal year 22 for the convention center, and he confirmed it is budgeted for \$5.5 million, which includes \$1.7 million of funds, that they set aside with respect to exhibit hall impact, and what that means is because some state agencies had been using the hall, there was financial impact in terms of what they anticipated with respect to setting aside some funds that may have been needed to help support the movement offsite to different venues. He said through November, year to date the actual amount is \$2.1 million related to the convention center, operating loss or operating subsidy.

Mr. Togashi, Mr. Regan and Mr. Chris Tatum did a deep dive to find out what it takes to operate the convention center in a dark scenario, and they came out with \$3.9 million in the budget with no events in a year. He said that number increased by a couple hundred, if they wanted to increase staffing a bit for repairing maintenance and to take advantage of the dark building which came to \$4.2 million.

Ms. Orton opened her presentation by adding and addressing the most current changes and their restrictions and how this has impacted their current operation for their fiscal year budget at the convention center. She said they are now able to welcome guests with no capacity limitations or restrictions starting December 1st . Masks are still required, and the convention center is still doing health and safety protocols, including temperature checkpoints and requiring proof of vaccination or a negative COVID test taken within 48 hours prior for entry to the building. These standard health and safety protocols go across the board for all events. She said they are working closely with their meeting planners to roll this out in their plan as they move through the change of restrictions.

She said they are continuing to operate in a very fluid environment. She said they've been trying to hang onto the Citywide they had in 2022 and that the first corporate confidential group arrives on January 3rd. She stated they have been heavily impacted by the most recent announcements, one, travel restrictions and two, the most recent advisory out of Canada advising for non-essential travel to not take place. She mentioned their numbers were originally forecast at 2,400 attendees but are down to 1,400 and slowly dropping. She has, together with the visitor bureau, John Reyes and John Monahan and the sales team, been on the phone with the corporation.

She mentioned registration exhibitor and said they're getting exhibitor loss now, which is where they make their money and said they had another call this morning to update them on the governor's press conference which had no updates on restrictions, everything status quo. She said they're fortunate that there's still green lighting to see that. She said they have a call with them every week until arrival just to ensure that they're moving in the right direction and making the appropriate changes to host them.

She mentioned the impact to date for the convention center's fiscal year cancellations and loss revenue – there were two associations and two citywide corporate events, and with that, 29 local events that had an estimated revenue loss about \$1 million, but after the restrictions lifted things were getting better. She said they are putting more short-term business on the books, which are local short-term meetings, banquet events, sporting tournaments, local concerts which is their focus right now to fill the gaps where Citywide business was lost for the remaining six months of the fiscal year calendar and beyond. She said they have four Citywide

events that are still coming, so they anticipate those four Citywide also helping to contribute to their revenue.

She said in addition to that, the 79 definite events for local events at their center, they also have 31 that are in tentative in process, so said their calendar is filling up and the local businesses have been very supportive. She said their focus is to generate as much short-term local business -point of reference historically, their local revenue comprised about half of their overall building revenue averaging about \$7 to \$8 million a year. She said they are trying to close the margin of loss for them at their bottom line, by filling in more local business.

She mentioned the financials – all on their Profit & Loss statement has experienced ups and downs and changes in restrictions. She said they began the fiscal year in July 2021 with the three state agencies in their building and while restrictions had loosened and they were no longer held to capacity limitations as of December 1st, they have experienced an uptick in short term bookings. She mentioned the three state agencies they had in-house that are leaving their building and vacating exhibit home One as of December 31st. She said they have department of health that will be staying on until the end of March with a smaller footprint, and they'll be moving to two third-floor meeting rooms, remaining there for contact tracing and they plan to vacate their building at the end of March in 2022, so that was a revenue impact to the loss of those three state agencies, as they did have them forecasted in their budget through the end of their fiscal year.

She mentioned another great pickup on the short-term local business pickup – Netflix production is filming in their building, set in ex hall three and they are there from November through February. They're doing construction November, December and January. They start to film in February for two/three weeks, so that was a \$1.5 million revenue pickup in rent which netted out the expenses, about half a million dollars. She said they anticipate picking up – the organizer of Van Gogh is planning to return in June, which will impact one of the months in their fiscal year 22, being there June, July, and August to do a Monet exhibit, another nice unanticipated pickup.

She mentioned four sporting events still planned on calendar, considered Citywide events. They bring in hundreds of offshore teams, volleyball and basketball that will impact the remainder of their fiscal year at the center. They're tentative but close to firming up.

She showed their fiscal year reforecast with the anticipated pickups – their facility net loss that was budgeted \$5,517,000 is now at \$5,575,000 with a variance of \$58,300 to budget. She said if you add their sales and marketing true bottom line, when looking at all their expenditures,

they're running at a 6.1 negative loss to their bottom line, to their budgeted 6 million, roughly about \$51,000 variance.

She mentioned over the last 6 months they only hire positions that are needed, even though they were budgeted for. She said they held off on a lot of vacant positions. She said she recently asked for authorization to fill some of those vacant positions more importantly in their maintenance, engineering and housekeeping department as they start to ramp up their center for the arrival of our first Citywide in January. She said the team has been working hard to ensure their landscaping, both in their building and outside the building, and all repairs and maintenance are done, in all of the common areas and meeting rooms.

She highlighted that their primary focus right now has been restoring their meeting rooms and common areas from the past recent flood flash flood that they recently had. She said various leaks have sprung in different areas in the building and it's at a point where it's impacting their meeting rooms and ballrooms. She recently counted 9 meeting rooms they had to take out of service due to leaks – ceiling tiles falling in the middle of the room, trash cans collecting water to protect the carpet. She said their ballroom has 3 leaks, 2 which were new.

She mentioned the ballroom Foyer area – the drywall is falling off as it's heavily saturated. She said Mari will highlight those details in her presentation. She said she's glad they're on track and that the \$64 million is on the governor's proposed budget for fiscal year 23. She said right now they are fixing repairs just to fix the meeting rooms but not actually getting to the source of the leak, only making it aesthetically pleasing for now for groups to use. She said they're extending roughly about \$300,000 in repairs, which is just to replace in kind and not truly repairing the source of the leak. She mentioned the important one - the rooftop repair at \$64 million but said there are a number of leaks that are not related to the rooftop repairs.

She said there are also leaks in the planters along the building, the grand staircase, and all of the planters on the grand staircase are leaking which all leak into storage facilities, into back of house areas, and into their offices.

Ms. Orton thanked Mr. Regan and Mr. De Fries for their support at the convention center. She also thanked the board as well as the HTA staff for their support in getting all of the CIP projects moving along. She said after being in the center for eight years, it has only been with this new administration that they have seen the needle move on processing approvals and getting some of these projects completed.

She handed over to Ms. Tait to give an update on their projects. She mentioned the construction projects, mainly that they are seeking assistance as far as managing from a PM-CN company, as well as the HCC managed projects. She mentioned that right now, in regard to our

project management company, they are going out to solicit a second company to help work on projects simultaneously, so they are contracted with Cummins - they have been working on projects with them for several years now, but at the beginning of this year, they did engage a second company to get them started on some of these projects. She said at this point, they are going to start launching into the projects, and they are RFP'ing for PM services and construction management services. She said they are just about ready to issue an RFP for that and said they have engaged the RLP for pre-planning construction planning on the rooftop terrace deck. She said this is the larger \$64 million project. She said the work in the presentation has been done by Julian Anderson and his team to update the cost estimates and provide options and scope for those options, which the board voted to endorse a few meetings ago and said that coming up, still a part of that project will be presentations to the legislature to again get the funding approved for that project.

She said that along with this RFP for the secondary PM company they are also going to be RFP'ing project management assistance or services for the actual construction planning portion of the rooftop terrace deck so it should take them to actual start of the project, which they anticipate being mid to third quarter of next year. She said once they have approval for the funding of that project, then they will also start RFP'ing for the construction management of that project.

She gave an update on their current projects - the security camera projects and NVR installation.

Mr. Regan asked if there were any specific questions about those projects.

Chair Rafter asked what the cost will be for TBA/TBD for the rooftop terrace that RLB is doing.

Ms. Tait said they have roughly \$340,000 for that, much of that was previous work that was done by RLB, and this takes them back to the 2019 work as well. She said the current work for RLB, they have roughly about \$40,000 left because that project is going to take them to about midyear next year, and then at that point is where they start to overlap over the remainder of fiscal 22 ,and that's where the actual project management of the larger project will start. She said that's why they call it preplanning.

Chair Rafter asked how difficult it is going to be to operate the convention center when the projects are underway, and Ms. Tait said it would be fairly difficult. She said they're doing stop gap and that's what they listed as part of leak repairs, so the \$300,000 is what they had to launch into just after this December, 6th big rains and because the main source is the actual waterproofing layer of the rooftop terrace deck, she said there is no way of just patching that, or areas where there is penetration on that rooftop terrace deck to stop whatever damage it's

doing to the meeting rooms below. She said they do have buckets to catch a small amount of water, but once they have flash flooding that's where it didn't hold and things came down and that's where luckily these rooms, barring one room was not in use at that time. She said they eliminated these room that were vulnerable for the remainder of the rainy season. She said the sales department is trying to work around it, but there are situations like the upcoming Citywide event, the Dairy Queen event, and some of the events in January, where they will have to use these rooms.

She mentioned that operationally their departments have met, and they know exactly where their pressure points are, and they're also in the public areas around the building, so they've come up with an action list of what to do in preparation for big rains and said they're fortunate that many of their managers are experienced. She said they also rely on the security crew to help them out.

Mr. Arakawa asked if there are any repairs that can be made if the HTA has some funding that they can reprogram, that can be made before the end of this fiscal year, before June 30th, 2022.

Ms. Tait said the money they allocated has the timeline of next June, but the monies that have been put to the CIP fund, they are allocating to these projects. So other than the rooftop terrace deck, the big leak project is that building envelope repairs. She said they have been working on that project and developing the scope with Cummins and consultants, so she said they're ready to put that RFP out very soon in January, which will help take care of some of the major projects or leaks, in the kitchen and other areas. She said they did do it out of emergency repair, which was their first opportunity to work under the emergency procedures, the current leak repairs for this flash flood, so she said they didn't put out an RFP. She said they got some quotes but wanted to get contractors started. She said there was about \$300,000 and they have two contractors working on that and they started last week and one contractor this week, to finish by the end of this month.

Ms. Orton said even if there was an opportunity for them to not spend money in their current CIP funds and in essence of times, maybe just if they had an opportunity to fix slate tiles, or the food and beverage equipment upgrade, they could use a portion of the unspent \$925,000 by the end of the fiscal year, it would relieve some of that \$3.5 million for food and beverage China, and return that back to CIP funds it doesn't have a deadline.

Mr. Regan said they also need to check whether they can transfer funds from their ARPA allocation to the convention center for that. He asked Mr. Togashi to reach out to BNF to check on that.

Ms. Tait gave a brief update on their projects that are current which are the security camera looking to be complete by February of next year. She said the trellis renovation is also going along well, and that is looking to complete February of next year. She said they are also working and managing the installation of the DAS (Distributed Antenna System) upgrade and that's an HTA contract. She stated this enhances the cell service in the building and along with that is the public safety communication system. She said it's going along very well, also looking at a completion date of February next year.

She wanted to highlight which projects are going to be funded by the ARPA funding - stairwell five and six is one of their main projects relating to leaks. She said they have the scope for this and are ready to go. Another is the chiller replacement, which is a full replacement of all of their chillers. She said they've identified the completion dates here on all of the projects and in working with Mr. Togashi and Mr. Regan, and after discussing the expiration date of the ARPA funds they are ensuring they select projects that would complete well within the timeframe. She said these are not brand-new projects but have been on their priority list.

Mr. Atkins asked if, for all these projects there's monies allocated and that they just need to approve to have them get going on it. Mr. Regan confirmed that particularly one is the ARPA allocation that Mr. Togashi referred to, part of the \$11 million ARPA allocation that they need approval on so that they can go ahead and incorporate that into their CIP plan. He said they have monies already that's been allocated previously for CIP, but this is an additional allocation that will help them move forward on these projects that were pending or waiting for funding to be allocated. He said that they will have to approve this as part of the next item.

Ms. Tait showed the projects they completed while the building was 'dark.' She said it was for 2020 and 2021. She said the projects that are ongoing right now were also projects that the contractors had to go through the entire building and that was a DAS project and the camera and lock project. She said it was good that, from the project side, the building was dark, but from the revenue side, it wasn't a good thing, but she said they were able to get through those projects quicker.

Mr. Regan reiterated the DAS is something they've been working on for a couple of years – contractor Boingo. He said they've done an amazing job and will enhance the center and allows for attendees to have better cellular signal and wi-fi signal within the building/facility, no matter where they are in the building. He said it's also carrier agnostic, where they can have AT&T or T-Mobile for example as the carrier, but the carriers will have to sign up as part of that process. He said there's also revenue stream associated with that, that goes to them. He also mentioned the first responder capabilities within the facility as being excellent.

Mr. Togashi subsidized what Mr. Regan was saying – he said he believed that it was about \$1,000 a month under their contract with Boingo per carrier, so every carrier that they sign up will be an increased and recurring revenue stream.

Mr. Atkins said to mention to the legislators about the \$64 million appropriation and that they should act on it soonest to implement it all now as there are a lot of monies wasted in temporary repairs. He said it's important to get the major fix on the roof as it trickles down to many other areas, costing more money in the long term. Chair Rafter agreed.

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

Mr. Regan asked Mr. Togashi to elaborate on this.

Mr. Togashi thanked Ms. Orton and Ms. Tait for all their excellent work on background information. He mentioned the \$10.465 million in major repairs and maintenance that resides in this 11 million budget. He said in addition to that they wanted to point out that of the \$11 million the board has already approved \$409,000 toward payroll that's allocated to the convention center for HTA staff that works and helps them manage the convention center, providing oversight. In addition to that \$490,000, they are requesting \$45,000 from their governance budget particularly with regard to incremental funding that's needed for HCC insurance. He said he mentioned earlier that they previously encumbered out of their fiscal year 21, TAT restart and reserve funds, funding that was necessary to encumber the contract for HCCs fiscal year 22 operations. He said they did the same thing for HCC property insurance and said they estimated what that bill was going to be based upon previous years plus an escalator that they estimated, and they came to \$45,000 short of what the actual bill came out to be. He said they're asking for that \$45,000 to be funded out of the fiscal year 22 ARPA funds and said when you add everything up that ends up at \$11 million, they are requesting for the fiscal year 22 convention center federal fund, ARPA budget.

Chair Rafter asked for approval of the \$11 million fiscal year, 2022 ARPA budget.

Ms. Kimura approved, and Mr. Atkins seconded.

Mr. Atkins thanked Ms. Tait and Ms. Orton for their concise presentation and said it's apparent they need to move forward.

Mr. Regan did a roll call and the motion passed unanimously. He also expressed his gratitude to Ms. Orton and Ms. Tait for the great job overseeing their convention center and said they are fortunate to have them leading these efforts. All agreed.

8. Adjournment

Chair Rafter adjourned the meeting at 12:27 pm

Respectfully submitted,



Sheillane Reyes
Recorder

3

Presentation, Discussion and Action on the Hawai'i
Tourism Authority's December Financial Report



AUTHORITY

Financial Statements – Executive Summary
December 1, 2021 – December 31, 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	-	-	-	1,090,500	-
Natural Resources	-	-	-	665,000	-
Community	27,289,500	-	-	735,500	-
Branding	28,500,000	31,305,000	31,305,000	34,480,000	27,952,209
Sports	-	2,177,889	-	3,677,889	-
Safety & Security	-	-	-	900,000	1,380
Research	-	-	-	60,000	-
Planning	-	-	-	2,005,200	-
Admin	648,700	648,700	648,700	999,111	41,226
Governance and Org-Wide	351,800	246,800	246,800	351,800	79,282
Payroll	3,210,000	3,210,000	3,210,000	3,410,000	3,210,000
	<u>60,000,000</u>	<u>37,588,389</u>	<u>35,410,500</u>	<u>48,375,000</u>	<u>31,284,097</u>

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 a partial FY 2022 budget of \$48.4M, 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	5,300,000.00	48,375,000.00	Programs previously identified as needing further clarification to Board's questions

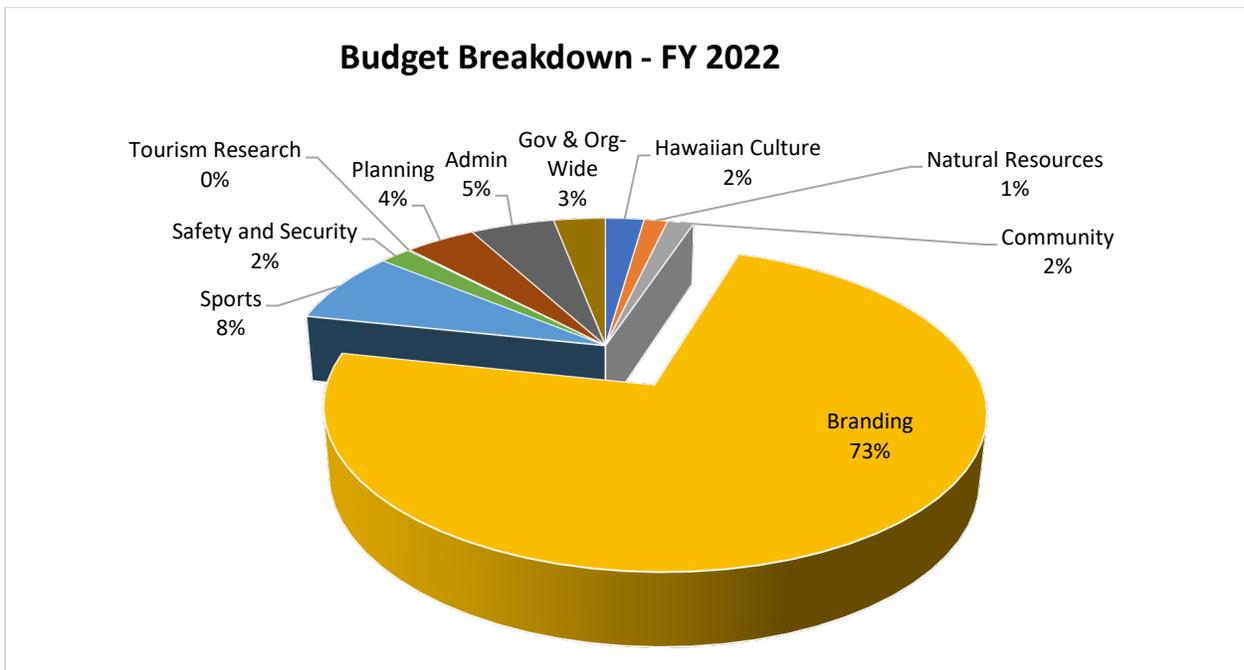
Through December, \$11,625,000 of programs presented as part of HTA's draft FY 2022 budget has been deferred or will be reprogrammed for other purposes, resulting in a FY 2022 budget of \$48,375,000 approved to date.

As of December 31, 2021, \$31.3M of the \$48.4M FY2022 budget was utilized/encumbered, or 65%.

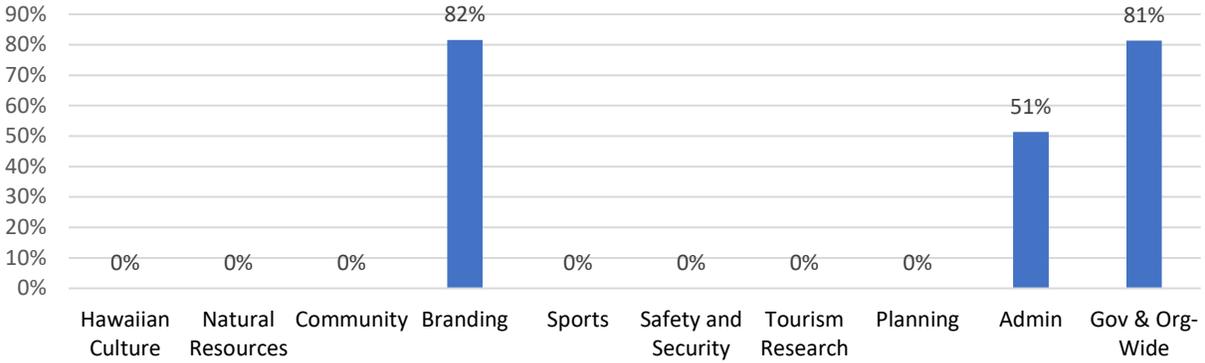
Below is a summary of the FY 2022 budget based upon Federal reporting categories (titles were paraphrased):

Primary Federal Category	Budget	Encumbered	Remaining
Economic Recovery	44,965,000	28,074,097	16,890,903
Continuation of Government Services			
Payroll	3,410,000	3,210,000	200,000
	48,375,000	31,284,097	17,090,903

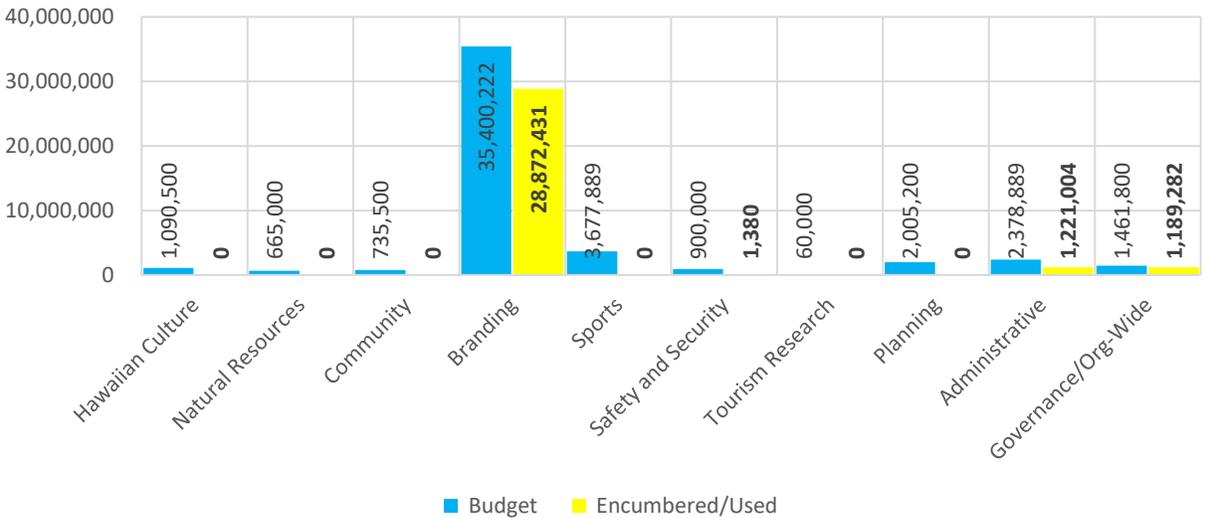
The following are various charts to depict our FY 2022 budget, budget utilization and trends. It is important to note that only a portion of HTA’s budget has been approved as of the date of these financial statements, and accordingly are reflected here below. A more balanced budget would be evident upon 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). Further, we anticipate approximately 29% of HTA’s FY 2022 budget to be used toward Branding Education programs.



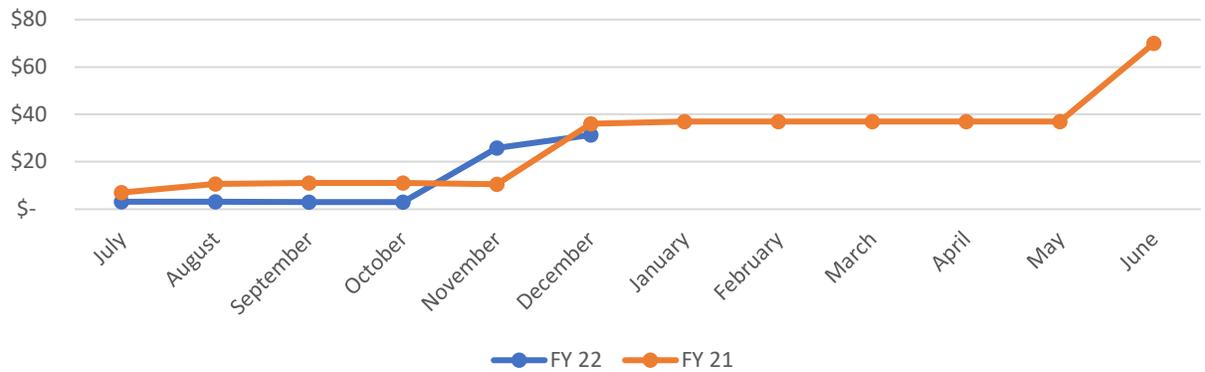
Percentage of Budget Utilized 12/31/21



Budget vs Encumbered as of 12/31/21 (Budget Used)



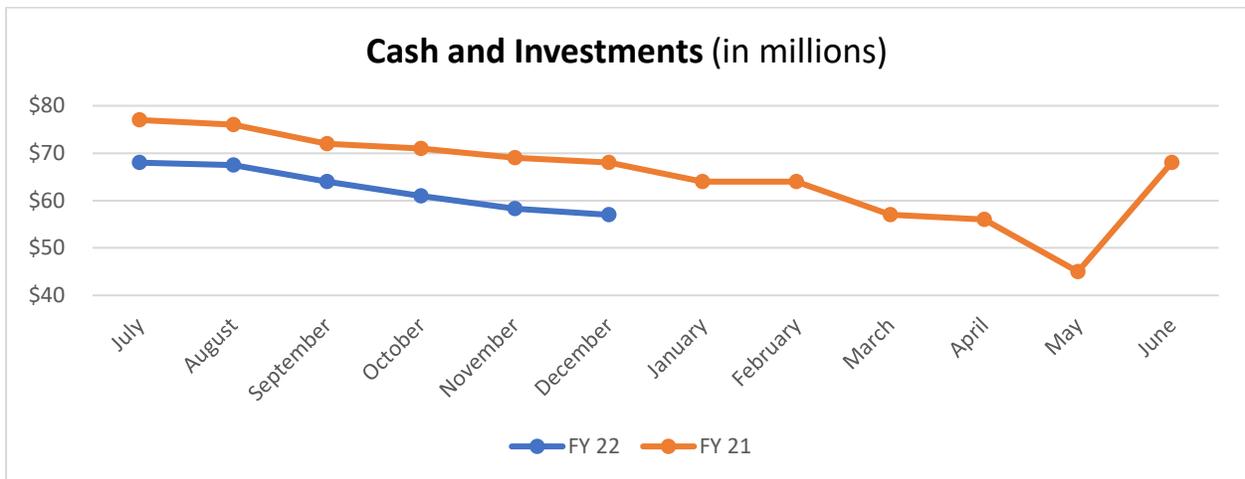
Budget Utilized (in millions)



4. No budget reallocations were made in December 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. No ARPA funds were recorded as allotted to HTA during the December 2021 period. Cumulatively, \$32.7M has been allotted to HTA year-to-date through December 2021, which represents ARPA funds HTA will use in FY 2022 for staff's payroll, branding, admin and governance costs. Additionally, in December 2021, B&F approved the release of \$2.7M in funds, which will be recorded as allotted to HTA in January upon also recording at DAGS.
 - 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 sunset on January 1, 2022, pursuant to Act 001, 2021 Legislative Special Session, upon which all unencumbered funds are available for remitting to the State's General Fund. The \$5M Emergency Fund remains with HTA.
7. \$57M in cash and investments



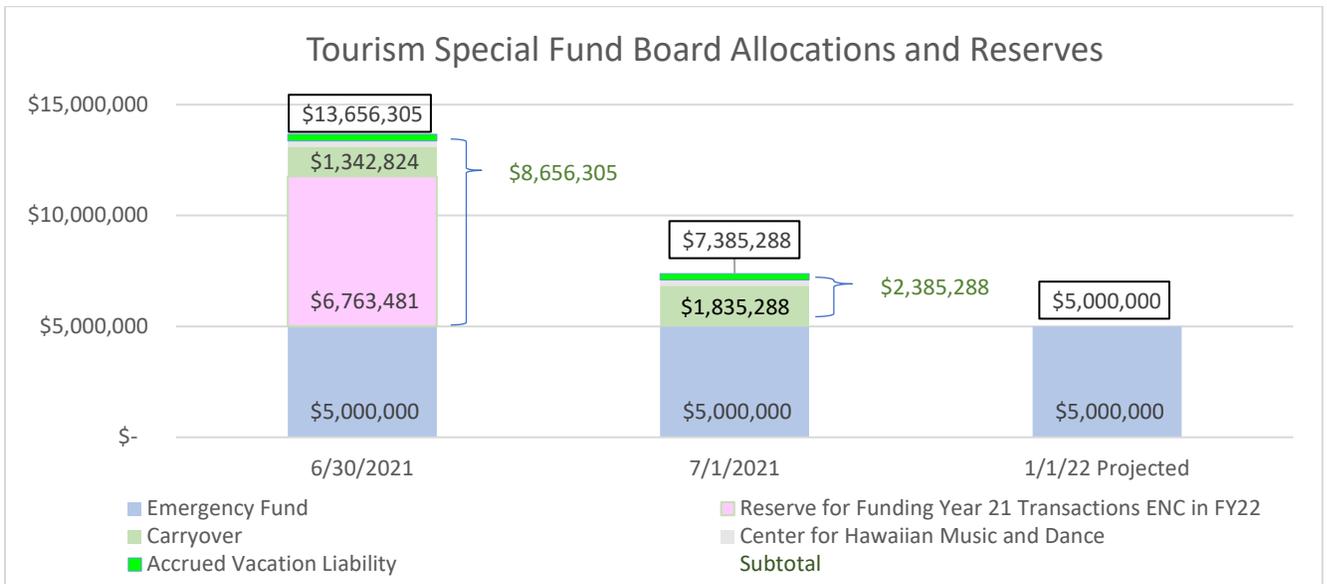
- a. Includes \$5M in Emergency Fund held as investments.
 - i. Approximately \$5.0M held in money market funds
 - ii. Further detail provided in the financial statements (as of November 2021)
- b. Cash decreased by approximately \$1.3M from November 30, 2021 primarily due to disbursements related to 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:

\$49.2M	Prior year encumbrances currently being spent down	
\$0.00	Current year encumbrances remaining	
\$49.2M	Total encumbrances outstanding at December 31, 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 was sunset on January 1, 2022. Any unencumbered funds are now considered available to return to the State's General Fund, which we currently anticipate being approximately \$2.8M.

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. \$81.9K in investment income was earned in December 2021, bringing its year-to-date amount to \$126K.

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

12. \$11M 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. \$10.5M of ARPA funds were allotted to the Convention Center in December 2021. Cumulatively, \$11M has been allotted year-to-date, which represents ARPA funds HTA will use in FY 2022 for staff's payroll and to fund expenditures of the Convention Center.
- 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):

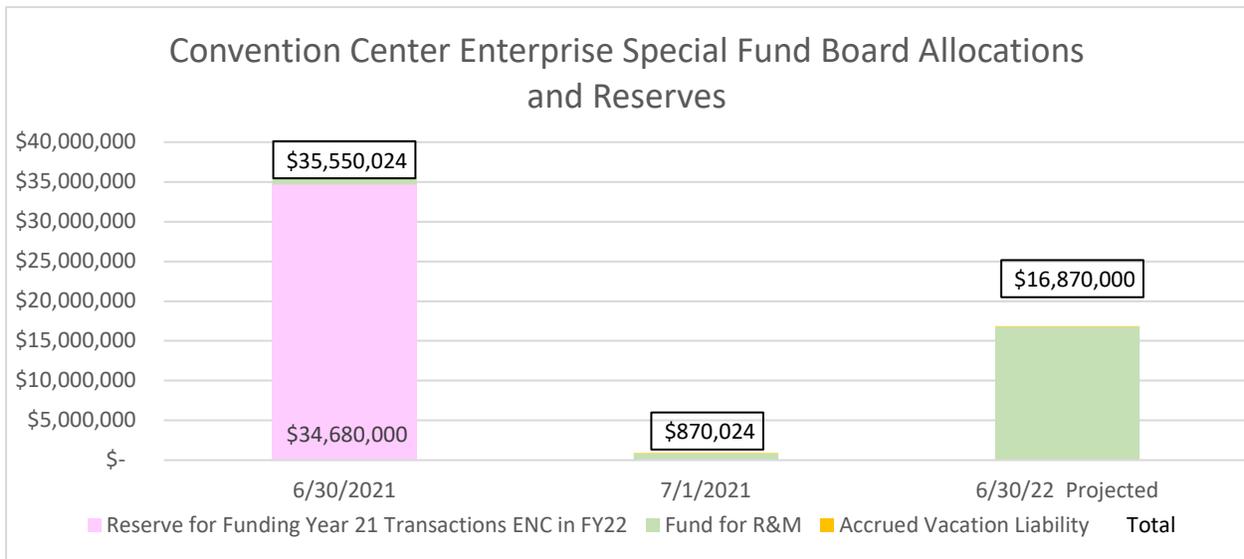
15. \$48.9M in cash. Cash remained consistent from November 30, 2021.

16. \$18.8M in cash with contractor or with DAGS, for R&M projects (as of November 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 \$18.8M, approximately \$7.2M has been contracted (as of November 2021).
- c. The amount of cash remaining with the contractor already accounts for \$5.3M expended on current and future projects (in-progress costs or preliminary work).

17. \$13M reserved as Board allocations as of December 31, 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 12/31/21

	Current Year
Assets	
Current Assets	
Checking	<u>32,663,673.01</u>
Total Current Assets	32,663,673.01
Total Assets	<u><u>32,663,673.01</u></u>
Fund Balance	
Encumbered Funds	
FY 2022 Funds	<u>31,242,270.42</u>
Total Encumbered Funds	31,242,270.42
Unencumbered Funds	
Total Unencumbered Funds	1,421,402.59
Total Fund Balance	<u><u>32,663,673.01</u></u>

Hawaii Tourism Authority

Balance Sheet

Tourism Special Fund

As of 12/31/21

	<u>Current Year</u>
Assets	
Current Assets	
Checking	52,041,921.05
Petty Cash	<u>5,000.00</u>
Total Current Assets	<u>52,046,921.05</u>
Total Assets	<u><u>52,046,921.05</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	1,741,260.30
FY 2021 Funds	<u>47,123,383.09</u>
Total Encumbered Funds	49,193,630.84
Unencumbered Funds	
Total Unencumbered Funds	2,853,290.21
Total Fund Balance	<u><u>52,046,921.05</u></u>

Hawaii Tourism Authority
Balance Sheet
Convention Center Federal (ARPA) Fund
As of 12/31/21

	<u>Current Year</u>
Assets	
Current Assets	
Checking	<u>11,000,000.00</u>
Total Current Assets	<u>11,000,000.00</u>
Total Assets	<u><u>11,000,000.00</u></u>
Fund Balance	
Encumbered Funds	
FY 2022 Funds	<u>490,000.00</u>
Total Encumbered Funds	490,000.00
Unencumbered Funds	
Total Unencumbered Funds	10,510,000.00
Total Fund Balance	<u><u>11,000,000.00</u></u>

Hawaii Tourism Authority
Balance Sheet
Convention Center Enterprise Special Fund
As of 12/31/21

	Current Year
Assets	
Current Assets	
Checking	48,965,161.08
Total Current Assets	48,965,161.08
Total Assets	48,965,161.08
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	13,057,727.89
Total Fund Balance	48,965,161.08

Hawaii Tourism Authority

Balance Sheet

Emergency Trust Fund

As of 12/31/21

	<u>Current Year</u>
Assets	
Current Assets	
Investments	5,012,933.93
Total Current Assets	<u>5,012,933.93</u>
Total Assets	<u><u>5,012,933.93</u></u>
Fund Balance	
Current year net assets	
	(6,025.15)
Total Current year net assets	<u>(6,025.15)</u>
Prior years	
Total Prior years	5,018,959.08
Total Fund Balance	<u><u>5,012,933.93</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 12/1/2021 Through 12/31/2021

	<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	0.00	32,705,500.00	(27,294,500.00)
Total Revenue	<u>60,000,000.00</u>	<u>0.00</u>	<u>32,705,500.00</u>	<u>(27,294,500.00)</u>
Expense				
Perpetuating Hawaiian Culture	1,090,500.00	0.00	0.00	1,090,500.00
Natural Resources	665,000.00	0.00	0.00	665,000.00
Community	735,500.00	0.00	0.00	735,500.00
Branding	35,400,222.00	0.00	0.00	35,400,222.00
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	2,005,200.00	0.00	0.00	2,005,200.00
Administrative	2,378,889.00	0.00	0.00	2,378,889.00
Governance and Org-Wide	1,461,800.00	0.00	41,826.99	1,419,973.01
Total Expense	<u>48,375,000.00</u>	<u>0.00</u>	<u>41,826.99</u>	<u>48,333,173.01</u>
Net Income	<u>11,625,000.00</u>	<u>0.00</u>	<u>32,663,673.01</u>	<u>21,038,673.01</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Tourism Special Fund
FY 2022 Funds
From 12/1/2021 Through 12/31/2021

	<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>0.00</u>	<u>47,842.09</u>	<u>47,842.09</u>
Total Revenue	<u>0.00</u>	<u>0.00</u>	<u>58,034.98</u>	<u>58,034.98</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</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 Year Funds - Tourism Special Fund
From 12/1/2021 Through 12/31/2021

	<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	81,855.92	126,770.45	126,770.45
Total Revenue	<u>0.00</u>	<u>81,855.92</u>	<u>126,770.45</u>	<u>126,770.45</u>
Expense				
Perpetuating Hawaiian Culture	11,199,632.00	169,996.25	983,617.25	10,216,014.75
Natural Resources	3,447,910.00	0.00	745,000.00	2,702,910.00
Community	8,462,772.12	56,000.00	391,062.07	8,071,710.05
Branding	33,112,516.00	951,450.67	7,410,782.88	25,701,733.12
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	205,286.35	1,164,731.63	1,105,517.20
Administrative	933,514.62	5,005.23	225,902.35	707,612.27
Governance and Org-Wide	<u>201,675.92</u>	<u>0.00</u>	<u>116,335.46</u>	<u>85,340.46</u>
Total Expense	<u>60,558,606.15</u>	<u>1,387,738.50</u>	<u>11,081,778.64</u>	<u>49,476,827.51</u>
Net Income	<u>(60,558,606.15)</u>	<u>(1,305,882.58)</u>	<u>(10,955,008.19)</u>	<u>49,603,597.96</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Convention Center Federal (ARPA) Fund
FY 2022 Funds
From 12/1/2021 Through 12/31/2021

	<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	10,510,000.00	11,000,000.00	0.00
Total Revenue	<u>11,000,000.00</u>	<u>10,510,000.00</u>	<u>11,000,000.00</u>	<u>0.00</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	170,000.00	0.00	0.00	170,000.00
Total Expense	<u>490,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>490,000.00</u>
Net Income	<u>10,510,000.00</u>	<u>10,510,000.00</u>	<u>11,000,000.00</u>	<u>490,000.00</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Convention Center Enterprise Special Fund
FY 2022 Funds
From 12/1/2021 Through 12/31/2021

	<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	(11,762.91)	42,210.00	42,210.00
Refunds	0.00	(23,337.30)	41,501.08	41,501.08
HCC Revenue	<u>0.00</u>	<u>0.00</u>	<u>856,563.98</u>	<u>856,563.98</u>
Total Revenue	<u>11,000,000.00</u>	<u>(35,100.21)</u>	<u>11,940,275.06</u>	<u>940,275.06</u>
Net Income	<u>11,000,000.00</u>	<u>(35,100.21)</u>	<u>11,940,275.06</u>	<u>940,275.06</u>

Hawaii Tourism Authority
Statement of Revenues and Expenditures
Prior Year Funds - Convention Center Enterprise Special Fund
From 12/1/2021 Through 12/31/2021

	Total Budget	Current Period Actual	Current Year Actual	Total Budget Variance
Revenue				
Interest and Dividends	0.00	39,652.36	57,844.34	57,844.34
Miscellaneous	0.00	35,100.21	35,100.21	35,100.21
HCC Revenue	0.00	0.00	154,484.38	154,484.38
Total Revenue	<u>0.00</u>	<u>74,752.57</u>	<u>247,428.93</u>	<u>247,428.93</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	902,672.93	0.00	0.00	902,672.93
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>74,752.57</u>	<u>212,981.81</u>	<u>36,154,861.90</u>

Hawaii Convention Center
Facility
Income Statement
From 11/01/2021 Through 11/30/2021
(In Whole Numbers)

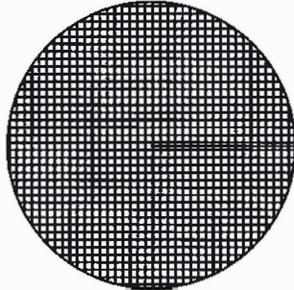
	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Direct Event Income								
Rental Income (Net)	141,535	153,370	(11,835)	218,100	810,623	736,901	73,722	1,606,030
Service Revenue	103,544	139,010	(35,466)	202,885	658,587	694,095	(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)

Summary Of Investments

Investment Allocation



0.0%	CASH	41.21
100.0%	CASH EQUIVALENTS	5,012,892.72
100.0%	TOTAL	5,012,933.93

Investment Summary

	Market Value	%	Estimated Income	Current Yield
CASH	41.21	0.00	0	0.00
CASH EQUIVALENTS	5,012,892.72	100.00	501	0.01
Total Fund	5,012,933.93	100.00	501	0.01

Schedule Of Investments

UNITS	DESCRIPTION	BOOK VALUE	MARKET VALUE	% OF CATEGORY
	CASH	41.21	41.21	100.00
	CASH EQUIVALENTS			
	CASH MANAGEMENT			
5,012,892.72	DREYFUS TREASURY OBLIGATIONS CASH MANAGEMENT FUND	5,012,892.72	5,012,892.72	100.00
	Total Fund	5,012,933.93*	5,012,933.93*	100.00*

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Budget Reallocation Summary
 FY 2022
 Through December 31, 2021

Budget Line Item	Program Code	Budget	Year-to-Date		December 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 December 31, 2021

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

Budget Reallocation Summary
 FY 2022
 Through December 31, 2021

Budget Line Item	Program Code	Budget	Reallocation	Budget After Reallocations	December 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 December 31, 2021

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

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 December 2021	Budget	YTD Amount of Budget Used	Balance	Activity for December 2021
Revenues								
TAT Revenue Allocation			-	-			-	-
Federal ARPA Funds	60,000,000	32,705,500	27,294,500	-	11,000,000	11,000,000	-	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	-	11,000,000	11,000,000	-	10,510,000
Encumbrances								
Perpetuating Hawaiian Culture								
Hawaiian Culture Programs	1,090,500	-	1,090,500	-	-	-	-	-
In-House Contracted Staff - Hawaiian Culture	-	-	-	-	-	-	-	-
Subtotal	1,090,500	-	1,090,500	-	-	-	-	-
Natural Resources (Statute: \$1M minimum)								
Natural Resources Programs	665,000	-	665,000	-	-	-	-	-
In-House Contracted Staff - Natural Resources	-	-	-	-	-	-	-	-
Subtotal	665,000	-	665,000	-	-	-	-	-
Community								
Community Programs	735,500	-	735,500	-	-	-	-	-
In-House Contracted Staff - Community	-	-	-	-	-	-	-	-
Subtotal	735,500	-	735,500	-	-	-	-	-
Branding								
Branding Programs	34,480,000	27,952,209	6,527,791	5,352,209	-	-	-	-
In-House Contracted Staff - Branding	-	-	-	-	-	-	-	-
State Employee Salaries - Branding	920,222	920,222	-	-	72,958	72,958	-	-
Subtotal	35,400,222	28,872,431	6,527,791	5,352,209	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	1,380	898,620	1,380	-	-	-	-
Subtotal	900,000	1,380	898,620	1,380	-	-	-	-
Tourism Research								
Tourism Research Programs	60,000	-	60,000	-	-	-	-	-
In-House Contracted Staff - Tourism Research	-	-	-	-	-	-	-	-
Subtotal	60,000	-	60,000	-	-	-	-	-
Planning								
Planning Programs	2,005,200	-	2,005,200	-	-	-	-	-
In-House Contracted Staff - Planning	-	-	-	-	-	-	-	-
Subtotal	2,005,200	-	2,005,200	-	-	-	-	-
Hawai'i Convention Center								
Sales & Marketing	-	-	-	-	-	-	-	-
Operations	-	-	-	-	-	-	-	-
Major Repair & Maintenance	-	-	-	-	-	-	-	-
Subtotal	-	-	-	-	-	-	-	-
Administrative (Statute: Cannot exceed 3.5% = \$2,765,000)								
Operations	999,111	41,226	957,885	28,806	-	-	-	-
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	1,221,004	1,157,885	28,806	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	79,282	42,518	37,455	-	-	-	-
Subtotal	1,461,800	1,189,282	272,518	37,455	170,000	170,000	-	-
Total Encumbrances	48,375,000	31,284,097	17,090,903	5,419,850	490,000	490,000	-	-
Revenues vs Encumbrances	11,625,000	1,421,403			10,510,000	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)	-
Convention Center Revenue - Relating to Prior Years	-	-	-	-	-	154,484	(154,484)	-
Other	-	184,805	(184,805)	81,856	-	176,655	(176,655)	39,653
Total Revenues	-	184,805	(184,805)	81,856	11,000,000	12,187,703	(1,187,703)	39,653

Hawaii Tourism Authority
Budget Statement
As of December 31, 2021
FY 2022

Program Code	Program Title	Budget FY22	YTD Amount of Budget Used	Remaining Balance	December 2021 Activity
Tourism Federal Fund					
Perpetuating Hawaiian Culture					
203	Ma'ema'e HTA	50,000.00	0.00	50,000.00	0.00
204	Market Support	50,000.00	0.00	50,000.00	0.00
214	Legacy Award Program	25,000.00	0.00	25,000.00	0.00
215	Hawaiian Culture Opportunity Fund	200,000.00	0.00	200,000.00	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	1,090,500.00	0.00	1,090,500.00	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
416	Wahi Pana Series	250,000.00	0.00	250,000.00	0.00
498	Travel - Natural Resources	15,000.00	0.00	15,000.00	0.00
SubTotal	Natural Resources	665,000.00	0.00	665,000.00	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	0.00
5	Route Development Program (PAUSE)	250,000.00	0.00	250,000.00	0.00
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
13	Creative Agency	250,000.00	0.00	250,000.00	0.00
14	Pono Travel Tips (Kuleana Travel Messaging at NI Airports)	175,000.00	0.00	175,000.00	0.00
102	Hawai'i Tourism Summit	125,000.00	2,209.42	122,790.58	2,209.42
317	Convention Center Sales & Marketing - City Wide	2,600,000.00	2,600,000.00	0.00	2,600,000.00
318	gohawaii.com (formerly Online Website Coordination) (PAUSE)	2,500,000.00	0.00	2,500,000.00	0.00
319	MCI MFF	850,000.00	850,000.00	0.00	850,000.00
321	US (formerly North America)	22,500,000.00	22,500,000.00	0.00	0.00
331	Meetings, Convention & Incentives	1,900,000.00	1,900,000.00	0.00	1,900,000.00
339	Global Digital Marketing Strategy (former Intl Online Strat)	713,000.00	0.00	713,000.00	0.00
350	Global Mkt Shared Rescues (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	35,400,222.00	28,872,431.42	6,527,790.58	5,352,209.42
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	1,380.00	98,620.00	1,380.00
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	1,380.00	898,620.00	1,380.00
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
653	Hotspot Mitigation	500,000.00	0.00	500,000.00	0.00
654	Program Evaluation	500,000.00	0.00	500,000.00	0.00
655	Community Engagement	175,000.00	0.00	175,000.00	0.00
656	Community Tourism Collaborative	400,000.00	0.00	400,000.00	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	2,005,200.00	0.00	2,005,200.00	0.00
Administrative					
101	Community-Industry Outreach & Public Relations Svcs	200,000.00	0.00	200,000.00	0.00
103	hawaiiitourismauthority.org (formerly HTA web/Global Social)	100,000.00	0.00	100,000.00	0.00
901	General and Administrative	648,700.00	41,225.56	607,474.44	28,805.56
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	1,221,003.56	1,157,885.44	28,805.56
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	79,282.43	42,517.57	37,455.44
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	1,189,282.43	272,517.57	37,455.44
Total	FY 2022 Funds	48,375,000.00	31,284,097.41	17,090,902.59	5,419,850.42
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

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

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Presentation, Discussion, and Action on HTA's
Investment Strategy Related to Funds in the Tourism
Emergency Special Fund

Investment Policy



Policy Purpose

The purpose of this policy is to establish guidelines for the appropriate management and investment of funds, and to establish reasonable expectations of return on those investments.

Policy Provisions

- 1) Management of the Authority's funds shall be in accordance with prudent practices of public agencies and consistent with Hawai'i Revised Statutes §36-21 relating to the investment of state funds.
- 2) Investments shall be made to secure reasonable returns on idle funds, while anticipating future cash flow needs and known future liabilities.
- 3) To limit exposure to fair market value losses due to rising interest rates, investments shall not be made in securities maturing more than five years from the date of purchase. In general, securities should be held to maturity. However, securities may be sold in order to meet unforeseen cash flow needs.
- 4) Investments shall be limited to those identified in HRS §36-21 which may be updated from time to time.
- 5) Responsibility and authority for the management of short-term investments of operating funds are delegated to the fiscal operations of the organization.
- 6) Collateralization of savings and checking accounts and certificates of deposit is required under this policy for all investments exceeding the maximum amount of federal deposit insurance.
- 7) Procedures are to be established to determine the means of reviewing and evaluating investment performance, as well as to determine the specific allocation of investment funds.

Responsibilities

Responsible Officer:
Chief Administrative Officer

Policy Owner:
VP of Finance

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:



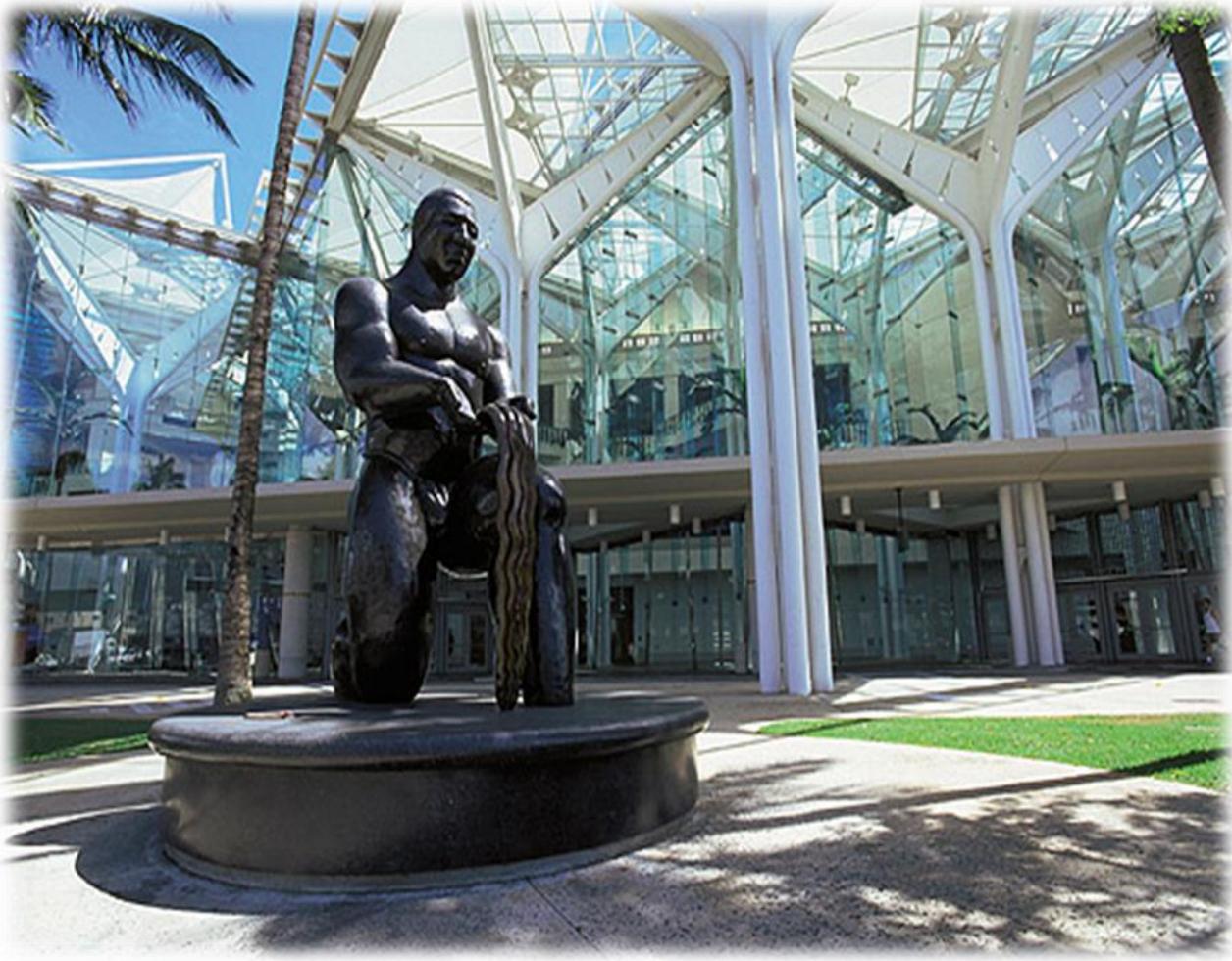
Rick Fried
Chair, HTA Board of Directors

3/28/19
Date

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Presentation, Discussion and Action on the Hawai'i
Convention Center's December Financial Report

Hawai'i Convention Center



*January 2022
Update*

Current Emergency Order for Events: 50% Capacity for large indoor events with more than 1,000 attendees



City & County of Honolulu

Emergency Order 2022-01

Capacity Restrictions on large
Indoor events from January 10-
31.

Emergency order 2022-01 caps large indoor gatherings of more than 1,000 people at 50% capacity. For example, if an event expects to have 1,000 attendees the total capacity of the venue must be more than 2,000 people.

This measure was put in place following extensive consultations with healthcare leaders including the State Department of Health. Order 2022-1 shall be effective Monday, Jan. 10 through Monday, Jan. 31, 2022.

**Rules for 2021-16 apply until
January 10, 2022.**

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, fundraiser, etc.)

[Learn more on page 3 of Order 2022-01](#)

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 2022-01](#)

Events

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

- 100% capacity is allowed for all outdoor events and for indoor events under 1000 attendees

Restrictions are:

- Indoor events with 1000 or more attendees are limited to 50% capacity
- 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 2022-01](#)

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
 - 31 local events - \$1.62M in lost revenue
- Positive note, business on the books in FY22
 - 47 Definite events, including 2 city-wide events
 - 26 First Option events

Financial Update

	December YTD Actual	FY 2022 Forecast	FY 2022 Budget	Variance	CY 2019 Actual
Facility Occupancy	22%	20%	20%	0%	32%
Facility Number of Events	115	184	100	68	238
Facility Gross Revenue	\$2,594,400	\$6,015,900	\$7,701,500	(\$1,685,600)	\$16,866,900
Facility Gross Expenses	\$5,182,200	\$11,566,300	\$13,218,900	\$1,652,600	\$17,649,200
Facility Net Loss	(\$2,587,800)	(\$5,550,400)	(\$5,517,400)	(\$33,000)	(\$782,300)
S&M Net Expenses	(\$235,400)	(\$533,000)	(\$533,000)	\$0	(\$5,315,00)
HCC Net Loss	(\$2,352,400)	(\$6,083,400)	(\$6,050,400)	(\$33,000)	(\$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*

A close-up photograph of a sailboat's rigging. The image shows a wooden mast, white ropes, and a wooden boom with a sail. The text "Mahalo Nui Loa" is overlaid in white. The background is slightly blurred, showing other boats and greenery.

Mahalo Nui Loa



**ASM GLOBAL
HAWAII CONVENTION CENTER**

**FINANCIAL STATEMENTS
(Unaudited)**

December 31, 2021

Hawaii Tourism Authority:

John De Fries, President and CEO
Keith Regan, Chief Administrative Officer
Marc Togashi, Vice President of Finance
Talon Kishi, Budget and Fiscal Officer
Maile Carvalho, Accounting Assistant

ASM:

Bob McClintock, Executive Vice President Convention Centers
Mark Rozells, Chief Financial Officer
Jeffrey Wong, Senior Vice President, Finance Americas

Hawaii Convention Center:

Teri Orton, General Manager
Mari Tait, Director of Operations
Sherry Kaiwi, Director of Event Management
Noelle Liew, Director of Finance
Malia De Leon, Director of Human Resources
Martha Fontana-Kwon, Director of Security
Michael Meyer, Accounting Manager

Levy Restaurants – Hawaii Convention Center:

Helene Feagaimaalii, General Manager, Director of Food & Beverage

Director of Finance: _____

Dealers

General Manager: _____

Teri Orton

January 14, 2022

Hawaii Convention Center
Consolidated Balance Sheet
December 31, 2021 and December 31, 2020
(In Whole Numbers)

	Unaudited 12/31/21	Unaudited 12/31/20
Assets		
Current Assets		
Cash	18,824,256	18,167,652
Accounts Receivable, Net	4,222,248	4,225,535
Prepaid	104,135	94,741
Deposits	0	0
Total Current Assets	<u>23,150,639</u>	<u>22,487,928</u>
Fixed Assets		
Building Improvements	2,494,989	2,172,485
Furniture & Fixtures	2,158,375	2,073,761
Machinery & Equipment	3,369,807	155,442
Computer Equipment	30,171	24,199
Work in Progress	4,979,780	5,066,899
Total Fixed Assets	<u>13,033,122</u>	<u>9,492,786</u>
Total Assets	<u><u>36,183,761</u></u>	<u><u>31,980,714</u></u>
Liabilities		
Current Liabilities		
Accounts Payable	1,658,001	495,715
Accrued Expenses	747,256	1,190,226
Advance Deposits	2,344,031	555,515
Total Current Liabilities	<u>4,749,288</u>	<u>2,241,456</u>
Equity		
Funds Remitted	(211,110,166)	(207,009,500)
Funding Received	389,759,436	379,565,080
Retained Earnings	(144,691,709)	(141,682,935)
Net Income (Loss)		
HCC Facility	(2,287,667)	(942,040)
HCC Sales & Marketing	(235,421)	(191,347)
Total Net Income (Loss)	<u>(2,523,088)</u>	<u>(1,133,387)</u>
Total Equity	<u>31,434,473</u>	<u>29,739,258</u>
Total Liabilities and Equity	<u><u>36,183,761</u></u>	<u><u>31,980,714</u></u>

Hawaii Convention Center

Cash

As of 12/31/2021

(In Whole Numbers)

As of 12/31/2021

Cash

Cash Operating-Facility	(3,085,984)
Cash Operating-Sales & Marketing	(39,713)
Cash Revenue	3,205,382
Cash Repairs & Maintenance Fund	18,741,371
Petty Cash	700
Change Fund Parking	2,500
Total Cash	<u>18,824,256</u>

Hawai'i Convention Center

Accounts Receivable Aging

December 31, 2021

(In Whole Numbers)

Facility

Time	Amount	%	1/12/2022
Current	749,545	18%	749,545
Over 30	819,777	19%	819,566
Over 60	797,338	19%	795,996
Over 90	<u>1,855,588</u>	<u>44%</u>	<u>1,855,588</u>
	<u>4,222,248</u>	<u>100%</u>	<u>4,220,695</u>

Over 90:

1,711,994	HTA Reimbursement	In contact with partner
27,449	HPE HTA Tourism Conference	In collections, contractor paying slowly.
5,397	Anime Matsuri	In collections, summary judgement in lawsuit ruled in our favor. Payment agreement executed and contractor paying slowly.
119,443	HHFDC-Event/Relocation	In contact with client
14,610	Health Span	In collections.
4,655	Paradise Cup	In collections.
3,600	HTA	In contact with partner
1,028	Department of Taxation	In contact with DOT
320	Kai Hawai'i	In contact with contractor
<u>1,888,496</u>		
<u>(32,908)</u>	Allowance for doubtful accounts	
<u>1,855,588</u>		

Hawaii Convention Center

Statement of Cash Flows

As of 12/31/2021

(In Whole Numbers)

	<u>Current Month</u>	<u>Year-To-Date</u>
Cash Flow from operating activities		
Net Income/(Loss)	(463,172)	(2,523,089)
Accounts Receivable	(336,442)	733,378
Deposits and other assets	33,855	(31,656)
Accounts payable	1,183,971	1,223,897
Accrued expenses	(82,533)	(8,875)
Advance deposits	385,856	201,788
Total Cash Flow from operating activities	<u>721,536</u>	<u>(404,556)</u>
Cash Flow from investing activities		
Capital Assets	<u>(292,215)</u>	<u>(1,970,612)</u>
Total Cash Flow from investing activities	<u>(292,215)</u>	<u>(1,970,612)</u>
Cash flows from financing activities		
Contributions received from the State of Hawaii	622,863	3,723,128
Funds remitted to the State of Hawaii	<u>(624,165)</u>	<u>(1,635,213)</u>
Total Cash flows from financing activities	<u>(1,302)</u>	<u>2,087,915</u>
Net increase/(decrease) in cash and cash equivalents	<u>720,234</u>	<u>1,683,359</u>
Cash and cash equivalents at beginning of period	<u>18,396,237</u>	<u>19,111,509</u>
Cash and cash equivalents at end of period	<u><u>18,824,256</u></u>	<u><u>18,824,256</u></u>

Facility

HAWAII CONVENTION CENTER
 JULY 1, 2021 TO JUNE 30, 2022
 Lead Income Statement - Comparison

	Total	YTD 07/21-12/21 FY 2022 Actual	FORECAST 01/22-06/22 FY 2022 Forecast	FORECAST 07/21-06/22 FY 2022 Forecast	Variance More / (Less)
Event Income					
Direct Event Income					
Rental Income	2,093,800	1,093,518	1,313,447	2,406,965	(313,164)
Service Income	1,826,700	683,528	302,937	986,465	840,235
Service Expenses	(3,114,301)	(753,922)	(1,085,991)	(1,839,913)	(1,274,387)
Total Direct Event Income	806,200	1,023,123	530,393	1,553,516	(747,317)
Ancillary Income					
Gross F&B Revenue	3,291,100	266,770	1,411,816	1,678,586	1,612,514
Direct F&B Expenses	(1,324,100)	(224,117)	(619,972)	(844,089)	(480,010)
Gross Parking	326,600	404,891	292,503	697,394	(370,794)
Parking Expense	(51,000)	(45,032)	(68,908)	(113,940)	62,940
Electrical Service	47,600	2,000	24,480	26,480	21,120
A/V Service	87,200	14,792	30,489	45,281	41,919
Internet Service	-	-	-	-	-
Rigging Service	11,500	84,004	19,314	103,318	(91,818)
Total Ancillary Income	2,388,901	503,308	1,089,722	1,593,030	795,871
Total Event Income	3,195,100	1,526,431	1,620,115	3,146,546	48,554
Other Income					
Parking, Non-Event	-	3,480	360	3,840	(3,840)
Interest	12,000	4,469	3,000	7,469	4,531
Miscellaneous Income	5,000	36,923	23,165	60,088	(55,088)
Total Other Income	17,000	44,872	26,525	71,397	(54,397)
Adjusted Gross Income	3,212,100	1,571,303	1,646,640	3,217,943	(5,843)
Operating Expenses					
Facility Salaries & Wages	3,668,210	1,449,231	1,773,271	3,222,502	445,708
Benefits	1,333,101	535,920	634,836	1,170,756	162,344
Less: Event Labor Allocations	(1,747,185)	(484,638)	(328,145)	(812,783)	(934,402)
Net Employee Wages & Benefit	3,254,126	1,500,513	2,079,962	3,580,475	(326,349)
Contracted Services	1,594,691	394,522	829,558	1,224,080	370,611
General & Administrative	140,100	45,066	84,192	129,258	10,842
Operations	113,400	46,290	35,705	81,995	31,405
Repair & Maintenance	848,400	394,208	476,875	871,083	(22,683)
Supplies	357,200	95,964	137,658	233,622	123,578
Insurance	112,000	70,212	72,000	142,212	(30,212)
Utilities	1,894,700	1,025,314	1,019,459	2,044,773	(150,073)
Other	16,600	7,906	10,796	18,702	(2,102)
Management Fees	447,200	111,798	223,602	335,400	111,800
F&B Overhead Expense	1,208,401	483,216	554,283	1,037,498	170,903
Less: Expenses Allocated	(1,367,116)	(320,610)	(759,346)	(1,079,956)	(287,160)
Total Operating Expenses	8,619,702	3,854,399	4,764,745	8,619,143	559
Net Income (Loss) From Operation:	(5,407,603)	(2,283,095)	(3,118,105)	(5,401,200)	6,403
Other Income (Expenses)	(9,800)	(4,588)	(1,115)	(5,703)	(4,097)
Net Income After Other Income (E)	(5,417,403)	(2,287,683)	(3,119,220)	(5,406,903)	2,306
Fixed Asset Purchases	(100,000)	(300,126)	156,626	(143,500)	43,500
Net Income (Loss) after Fixed Asse	(5,517,403)	(2,587,809)	(2,962,594)	(5,550,403)	(33,000)
Gross Building Revenues					
Gross Building Revenues	4,410,400	2,327,605	2,009,695	4,337,300	73,100
Gross Building Expenses	10,686,402	4,474,851	5,209,850	9,684,701	1,001,701
Building Net Income (Loss)	(6,276,002)	(2,147,246)	(3,200,155)	(5,347,401)	928,601
Gross F&B Revenues					
Gross F&B Revenues	3,291,100	266,770	1,411,816	1,678,586	1,612,514
Gross F&B Expenses	2,532,501	707,333	1,174,255	1,881,588	650,913
F&B Net Income (Loss)	758,599	(440,563)	237,561	(203,002)	961,601
Facility Net Cash Flow	(5,517,403)	(2,587,809)	(2,962,594)	(5,550,403)	(33,000)
Total Gross Revenues					
Total Gross Revenues	7,701,500	2,594,375	3,421,511	6,015,886	1,685,614
Total Gross Expenses	13,218,903	5,182,184	6,384,105	11,566,289	1,652,614
Total Facility Net Cash Flow	(5,517,403)	(2,587,809)	(2,962,594)	(5,550,403)	(33,000)

Hawaii Convention Center
 Facility
 Income Statement
 From 12/01/2021 Through 12/31/2021
 (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)	282,895	181,049	101,846 A	(119,911)	1,093,518	917,950	175,568	1,486,119
Service Revenue	24,940	155,850	(130,910) B	181,355	683,527	849,945	(166,418)	1,210,486
Total Direct Event Income	307,835	336,899	(29,064)	61,444	1,777,044	1,767,895	9,150	2,696,604
Direct Service Expenses	89,209	244,501	155,292 B	178,401	753,913	1,250,415	496,502	1,132,492
Net Direct Event Income	218,626	92,398	126,228	(116,957)	1,023,131	517,480	505,651	1,564,112
Ancillary Income								
Food and Beverage (Net)	19,822	212,314	(192,492) A	2,965	42,655	549,157	(506,502)	134,214
Event Parking (Net)	20,294	44,120	(23,827) A	305	359,861	115,760	244,101	46,149
Electrical Services	2,000	2,800	(800)	0	2,000	23,120	(21,120)	0
Audio Visual	3,911	33,000	(29,089) A	0	14,792	51,560	(36,768)	2,790
Internet Services	0	0	0	0	0	0	0	0
Rigging Services	82,661	600	82,061 C	0	84,003	1,600	82,403	0
First Aid Commissions	0	0	0	0	0	0	0	0
Total Ancillary Income	128,687	292,834	(164,147)	3,270	503,312	741,197	(237,885)	183,153
Total Event Income	347,313	385,232	(37,919)	(113,687)	1,526,443	1,258,677	267,766	1,747,265
Other Operating Income								
Non-Event Parking	0	0	0	0	3,480	0	3,480	(875)
Other Income	8,628	1,417	7,211	119	41,391	8,502	32,889	12,222
Total Other Operating Income	8,628	1,417	7,211	119	44,871	8,502	36,369	11,347
Total Gross Income	355,941	386,649	(30,708)	(113,568)	1,571,314	1,267,179	304,135	1,758,612
Net Salaries & Benefits								
Salaries & Wages	322,109	367,640	45,531 D/E	275,485	1,879,902	2,184,800	304,898	1,751,376
Payroll Taxes & Benefits	76,495	125,893	49,398 D/E	88,576	491,073	755,358	264,285	576,021
Labor Allocations to Events	(33,791)	(171,353)	(137,562) A	(174,504)	(484,638)	(843,146)	(358,508)	(1,073,974)
Total Net Salaries & Benefits	364,814	322,180	(42,634)	189,557	1,886,338	2,097,013	210,675	1,253,423
Other Indirect Expenses								
Net Contracted Services	28,249	25,986	(2,263)	11,644	103,238	140,421	37,183	64,536
Operations	17,484	10,534	(6,950)	14,435	46,407	63,204	16,797	66,572
Repair & Maintenance	99,085	72,367	(26,718) E/F	53,682	421,908	434,202	12,294	318,623
Operational Supplies	37,490	39,524	2,034	53,771	127,797	206,110	78,313	125,782
Insurance	11,345	12,188	843	6,612	71,078	63,371	(7,707)	(243)
Utilities	178,716	151,403	(27,313) G	86,948	1,004,727	818,217	(186,511)	859,791
Meetings & Conventions	0	850	850	894	3,396	6,100	2,704	7,209
Promotions & Communications	2,565	2,300	(265)	454	(98)	13,800	13,898	7,004
General & Administrative	12,372	14,531	2,159	11,738	69,898	83,016	13,118	64,596
Management Fees	18,633	18,633	(0)	(91,162)	111,800	111,798	(2)	0
Other	6,343	2,166	(4,177)	6,695	12,493	12,996	503	(66,642)
Total Other Indirect	412,282	350,482	(61,800)	155,710	1,972,644	1,953,235	(19,410)	1,447,229
Net Income (Loss) before CIP Funded Expenses	(421,155)	(286,013)	(135,142)	(458,836)	(2,287,668)	(2,783,068)	495,401	(942,039)
CIP Funded Expenses	0	0	0	6,495	0	0	0	(67,777)
Net Income (Loss) from Operations	(421,155)	(286,013)	(135,142)	(452,341)	(2,287,668)	(2,783,068)	495,401	(1,009,816)
Fixed Asset Purchases	261,326	8,333	(252,993) H	0	300,126	49,998	(250,128)	22,771
Net Income (Loss) After Fixed Asset Purchases	(682,481)	(294,346)	(388,135)	(452,341)	(2,587,794)	(2,833,066)	245,272	(1,032,587)

Hawaii Convention Center
Facility
Income Statement
From 12/01/2021 Through 12/31/2021
(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	34,582	349,203	(314,621)	12,199	266,770	906,359	(639,589)	203,032
Facility	428,849	425,236	3,613	61,867	2,327,602	1,984,287	343,316	2,756,891
Total Revenues	463,431	774,439	(311,008)	74,066	2,594,372	2,890,646	(296,273)	2,959,923
Expenses								
Food & Beverage	93,483	239,733	146,250	73,843	707,333	931,680	224,347	410,998
Facility	791,103	820,719	29,617	459,059	4,174,708	4,742,034	567,326	3,490,964
Total Expenses	884,586	1,060,452	175,866	532,902	4,882,040	5,673,714	791,674	3,901,962
Net Income (Loss) before CIP Funded Expenses	(421,155)	(286,013)	(135,142)	(458,836)	(2,287,668)	(2,783,068)	495,401	(942,039)
CIP Funded Expenses	0	0	0	6,495	0	0	0	(67,777)
Net Income (Loss) from Operations	(421,155)	(286,013)	(135,142)	(452,341)	(2,287,668)	(2,783,068)	495,401	(1,009,816)
Fixed Asset Purchases	261,326	8,333	(252,993)	0	300,126	49,998	(250,128)	22,771
Net Income (Loss) after Fixed Asset Purchases	(682,481)	(294,346)	(388,135)	(452,341)	(2,587,794)	(2,833,066)	245,273	(1,032,587)

Hawaii Convention Center
Facility
Income Statement 2
From 12/01/2021 Through 12/31/2021
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Facility								
Revenue	428,849	425,236	3,613	61,867	2,327,602	1,984,287	343,315	2,756,891
Expenses	791,103	820,719	29,616	459,059	4,174,708	4,742,034	567,326	3,490,964
Net Income (Loss)	<u>(362,254)</u>	<u>(395,483)</u>	<u>33,229</u>	<u>(397,192)</u>	<u>(1,847,106)</u>	<u>(2,757,747)</u>	<u>910,641</u>	<u>(734,073)</u>
Food & Beverage								
Revenue	34,582	349,203	(314,621)	12,199	266,770	906,359	(639,589)	203,032
Expenses	93,483	239,733	146,250	73,843	707,333	931,680	224,347	410,998
Net Income (Loss)	<u>(58,901)</u>	<u>109,470</u>	<u>(168,371)</u>	<u>(61,644)</u>	<u>(440,563)</u>	<u>(25,321)</u>	<u>(415,242)</u>	<u>(207,966)</u>
Net Income (Loss) before CIP	<u>(421,155)</u>	<u>(286,013)</u>	<u>(135,142)</u>	<u>(458,836)</u>	<u>(2,287,669)</u>	<u>(2,783,068)</u>	<u>495,399</u>	<u>(942,039)</u>
Funded Expenses								
CIP Funded Expenses	<u>0</u>	<u>0</u>	<u>0</u>	<u>6,495</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>(67,777)</u>
Net Income (Loss) from Operations	<u>(421,155)</u>	<u>(286,013)</u>	<u>(135,142)</u>	<u>(452,341)</u>	<u>(2,287,669)</u>	<u>(2,783,068)</u>	<u>495,399</u>	<u>(1,009,816)</u>
Fixed Asset Purchases	<u>261,326</u>	<u>8,333</u>	<u>(252,993)</u>	<u>0</u>	<u>300,126</u>	<u>49,998</u>	<u>(250,128)</u>	<u>22,771</u>
Net Income (Loss) after Fixed Asset Purchases	<u><u>(682,481)</u></u>	<u><u>(294,346)</u></u>	<u><u>(388,135)</u></u>	<u><u>(452,341)</u></u>	<u><u>(2,587,795)</u></u>	<u><u>(2,833,066)</u></u>	<u><u>245,271</u></u>	<u><u>(1,032,587)</u></u>

Hawaii Convention Center
Facility
Income Statement
From 12/01/2021 Through 12/31/2021
(In Whole Numbers)

Current Month Variance Explanations over \$10,000

- A We continue to operate in a fluid environment due to COVID. We had budgeted for a city-wide offshore event, and other local pick-up business that did not materialize, however, on a positive note we picked up a Netflix production running from November 2021 - February 2022.
- B The Department of Labor and Industrial Relations (DLIR) use of the center during the pandemic ceased as of December 31, 2021 and along with that was the discontinuance of operational services (i.e. security, facilities, housekeeping, etc) resulting in these variances.
- C Timing difference and realization of rigging commission for Beyond Van Gogh event which was received during the month.
- D Due to staffing vacancies, freezing hires and over budgeted Benefits.
- E Timing differences.
- F Due to necessary repairs on our aging HVAC system.
- G Due to the pick up of Netflix production which is utilizing an exhibit hall for the month resulting in increased electricity costs.
- H Due to emergency repairs of meeting rooms, common, storage and work areas caused by severe rains on December 4-8, 2021. Remediation and repair of saturated materials, fireproofing, ceiling tile, ceiling tile framework and drywall were required. These repairs are pending State emergency CIP approval. If approved, this \$261k expense will be removed from our P&L.

Hawaii Convention Center
Event Income Statement
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	12,527	0	12,527
Event Days	118	0	118
Square Footage	4,070,026	0	4,070,026
Total Statistical Data	<u>4,082,671</u>	<u>0</u>	<u>4,082,671</u>
Rental Income			
Rent Income	1,004,125	749,559	254,566
Rental Discount-HCC	(720,080)	(568,510)	(151,570)
Rental Discount-F&B Credit	(1,150)	0	(1,150)
Total Rental Income	<u>282,895</u>	<u>181,049</u>	<u>101,846</u>
Service Income			
Labor Billed	14,014	26,250	(12,236)
Security Billed	(22,954)	80,000	(102,954)
On Call Security Billed	1,170	11,830	(10,660)
Changeover Setup Billed	350	750	(400)
Police/Fire Billed	0	200	(200)
First Aid Billed	2,450	3,830	(1,380)
Cleaning Billed	1,125	9,990	(8,865)
Event Service Charge	11,355	0	11,355
Equipment Rental Billed	4,581	5,650	(1,069)
Other Production Billed	555	0	555
Utilities Billed	12,295	10,750	1,545
Telephone Billed	0	800	(800)
Business Center Revenue	0	1,700	(1,700)
Other Services Billed	0	4,100	(4,100)
Facility Wages	(5,732)	(23,660)	17,928
Security Wages	(2,286)	(88,920)	86,634
Contracted Security Labor	(25,701)	(5,700)	(20,001)
HCC On-call Security Staffing	(887)	(8,190)	7,303
Contracted Facility Labor	(12,099)	(41,874)	29,775
Contracted First Aid	(2,132)	(3,319)	1,188
Janitorial Wages	(8,942)	(29,100)	20,158
Contracted Janitorial Wages	(11,108)	(15,800)	4,692
Other Production Expense	(555)	0	(555)
Allocated Utilities Expense	(3,824)	(3,938)	114
Engineering Wages	(9,187)	(16,300)	7,113
IT Wages	(6,756)	(5,500)	(1,256)
Other Service Expense	0	(2,200)	2,200
Total Service Income	<u>(64,269)</u>	<u>(88,651)</u>	<u>24,382</u>
Food and Beverage			
Concessions Food Sales	0	16,500	(16,500)
Concessions Bar NA Bev Sales	0	12,000	(12,000)
Concessions Bar Alcohol Sales	0	2,650	(2,650)
Kiosk Food Sales	1,151	0	1,151
Kiosk Bar NA Bev Sales	858	0	858
COS-Food	0	(3,135)	3,135
COS-Concessions Bar-NA Bev	0	(2,280)	2,280
COS-Alcohol	0	(504)	504
COS-Food	(388)	0	(388)
COS-Kiosk-NA Bev	(137)	0	(137)
Catering Food Sales	6,196	214,750	(208,554)
Catering Bar NA Beverage Sales	12,736	14,500	(1,764)
Catering Bar Alcohol Sales	532	22,500	(21,968)
Catering Other Sales	8,807	8,400	407

Hawaii Convention Center
Event Income Statement
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Catering Service Charge	4,302	57,903	(53,601)
COS-Food	(1,866)	(41,877)	40,011
COS Catering Bar-NA Bev	(2,200)	(2,755)	555
COS-Alcohol	(114)	(4,275)	4,161
Contracted Labor-F&B	(8,850)	(82,063)	73,213
Contracted Labor-Kiosk	(1,205)	0	(1,205)
Total Food and Beverage	<u>19,822</u>	<u>212,314</u>	<u>(192,492)</u>
Parking			
Self Parking Sales	23,814	50,520	(26,706)
Contracted Self Parking Labor	(3,521)	(6,400)	2,879
Total Parking	<u>20,294</u>	<u>44,120</u>	<u>(23,827)</u>
Electrical Services			
Gross Contracted Electrical Sales	5,000	7,000	(2,000)
Electrical Concessionaire Share	(3,000)	(4,200)	1,200
Total Electrical Services	<u>2,000</u>	<u>2,800</u>	<u>(800)</u>
Audio Visual			
Gross Contracted Audio Visual	17,007	165,000	(147,994)
Audio Visual Concessionaire Share	(13,096)	(132,000)	118,904
Total Audio Visual	<u>3,911</u>	<u>33,000</u>	<u>(29,089)</u>
Internet Services			
Gross Contracted Internet Sales	4,970	23,000	(18,030)
Internet Concessionaire Share	(4,970)	(23,000)	18,030
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Rigging Services			
Gross Contracted Rigging Sales	290,363	3,000	287,363
Rigging Concessionaire Share	(207,702)	(2,400)	(205,302)
Total Rigging Services	<u>82,661</u>	<u>600</u>	<u>82,061</u>
Total Event Income	<u>347,313</u>	<u>385,232</u>	<u>(37,919)</u>

Hawaii Convention Center
Event Income Statement
3784500 - Netflix Production MM2
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Event Days	31	0	31
Square Footage	<u>1,635,756</u>	<u>0</u>	<u>1,635,756</u>
Total Statistical Data	<u>1,635,787</u>	<u>0</u>	<u>1,635,787</u>
Rental Income			
Rent Income	423,000	0	423,000
Rental Discount-HCC	<u>(318,280)</u>	<u>0</u>	<u>(318,280)</u>
Total Rental Income	<u>104,720</u>	<u>0</u>	<u>104,720</u>
Service Income			
Cleaning Billed	1,400	0	1,400
Event Service Charge	1,475	0	1,475
Equipment Rental Billed	1,475	0	1,475
Utilities Billed	1,760	0	1,760
Facility Wages	(990)	0	(990)
Contracted Security Labor	(15,345)	0	(15,345)
Contracted Facility Labor	(3,909)	0	(3,909)
Janitorial Wages	(517)	0	(517)
Contracted Janitorial Wages	(1,960)	0	(1,960)
Allocated Utilities Expense	(440)	0	(440)
Engineering Wages	<u>(1,213)</u>	<u>0</u>	<u>(1,213)</u>
Total Service Income	<u>(18,264)</u>	<u>0</u>	<u>(18,264)</u>
Total Event Income	<u>86,456</u>	<u>0</u>	<u>86,456</u>

Hawaii Convention Center

Event Income Statement

3753400 - Beyond Van Gogh Honolulu - The Immersive Experience

From 12/1/2021 Through 12/31/2021

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Rigging Services			
Gross Contracted Rigging Sales	290,363	0	290,363
Rigging Concessionaire Share	<u>(207,702)</u>	<u>0</u>	<u>(207,702)</u>
Total Rigging Services	<u>82,661</u>	<u>0</u>	<u>82,661</u>
Total Event Income	<u>82,661</u>	<u>0</u>	<u>82,661</u>

Hawaii Convention Center
 Event Income Statement
 3721400 - DLIR - Unemployment Call Centers
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Square Footage	1,164,870	0	1,164,870
Total Statistical Data	<u>1,164,870</u>	<u>0</u>	<u>1,164,870</u>
Rental Income			
Rent Income	278,250	311,640	(33,390)
Rental Discount-HCC	<u>(212,625)</u>	<u>(241,640)</u>	<u>29,015</u>
Total Rental Income	<u>65,625</u>	<u>70,000</u>	<u>(4,375)</u>
Service Income			
Labor Billed	14,014	24,000	(9,986)
Security Billed	(25,114)	80,000	(105,114)
Cleaning Billed	(1,225)	8,840	(10,065)
Other Services Billed	0	2,800	(2,800)
Facility Wages	0	(5,200)	5,200
Security Wages	0	(62,400)	62,400
Janitorial Wages	(83)	(6,800)	6,717
Engineering Wages	(1,424)	(9,600)	8,176
IT Wages	(956)	(4,000)	3,044
Other Service Expense	<u>0</u>	<u>(2,200)</u>	<u>2,200</u>
Total Service Income	<u>(14,789)</u>	<u>25,440</u>	<u>(40,229)</u>
Total Event Income	<u>50,836</u>	<u>95,440</u>	<u>(44,604)</u>

Hawaii Convention Center
Event Income Statement
3749600 - Young At Heart Expo 2021
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	2,220	0	2,220
Event Days	4	0	4
Square Footage	255,193	0	255,193
Total Statistical Data	257,417	0	257,417
Rental Income			
Rent Income	33,610	0	33,610
Rental Discount-HCC	(11,298)	0	(11,298)
Total Rental Income	22,313	0	22,313
Service Income			
Security Billed	900	0	900
First Aid Billed	1,190	0	1,190
Cleaning Billed	700	0	700
Event Service Charge	3,000	0	3,000
Equipment Rental Billed	1,296	0	1,296
Utilities Billed	215	0	215
Facility Wages	(371)	0	(371)
Security Wages	(138)	0	(138)
Contracted Security Labor	(4,248)	0	(4,248)
Contracted Facility Labor	(558)	0	(558)
Contracted First Aid	(1,040)	0	(1,040)
Janitorial Wages	(1,325)	0	(1,325)
Contracted Janitorial Wages	(3,109)	0	(3,109)
Allocated Utilities Expense	(429)	0	(429)
Engineering Wages	(927)	0	(927)
IT Wages	(60)	0	(60)
Total Service Income	(4,904)	0	(4,904)
Food and Beverage			
Kiosk Food Sales	998	0	998
Kiosk Bar NA Bev Sales	541	0	541
COS-Food	(342)	0	(342)
COS-Kiosk-NA Bev	(82)	0	(82)
Contracted Labor-Kiosk	(1,056)	0	(1,056)
Total Food and Beverage	59	0	59
Parking			
Self Parking Sales	12,369	0	12,369
Contracted Self Parking Labor	(1,329)	0	(1,329)
Total Parking	11,040	0	11,040
Electrical Services			
Gross Contracted Electrical Sales	2,500	0	2,500
Electrical Concessionaire Share	(1,500)	0	(1,500)
Total Electrical Services	1,000	0	1,000
Audio Visual			
Gross Contracted Audio Visual	3,735	0	3,735
Audio Visual Concessionaire Share	(2,988)	0	(2,988)
Total Audio Visual	747	0	747
Total Event Income	30,255	0	30,255

Hawaii Convention Center

Event Income Statement

3783200 - NHI-Safety Inspection of In-Service Bridges

From 12/1/2021 Through 12/31/2021

(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	550	0	550
Event Days	17	0	17
Square Footage	76,536	0	76,536
Total Statistical Data	<u>77,103</u>	<u>0</u>	<u>77,103</u>
Rental Income			
Rent Income	24,390	0	24,390
Rental Discount-HCC	(12,195)	0	(12,195)
Total Rental Income	<u>12,195</u>	<u>0</u>	<u>12,195</u>
Service Income			
Event Service Charge	2,500	0	2,500
Equipment Rental Billed	900	0	900
Utilities Billed	2,620	0	2,620
Facility Wages	(179)	0	(179)
Security Wages	(804)	0	(804)
Contracted Facility Labor	(558)	0	(558)
Janitorial Wages	(1,242)	0	(1,242)
Contracted Janitorial Wages	(691)	0	(691)
Allocated Utilities Expense	(655)	0	(655)
Engineering Wages	(917)	0	(917)
Total Service Income	<u>974</u>	<u>0</u>	<u>974</u>
Food and Beverage			
Catering Bar NA Beverage Sales	10,967	0	10,967
Catering Other Sales	2,000	0	2,000
Catering Service Charge	2,522	0	2,522
COS Catering Bar-NA Bev	(1,631)	0	(1,631)
Contracted Labor-F&B	(369)	0	(369)
Total Food and Beverage	<u>13,489</u>	<u>0</u>	<u>13,489</u>
Parking			
Self Parking Sales	360	0	360
Total Parking	<u>360</u>	<u>0</u>	<u>360</u>
Audio Visual			
Gross Contracted Audio Visual	6,944	0	6,944
Audio Visual Concessionaire Share	(5,319)	0	(5,319)
Total Audio Visual	<u>1,625</u>	<u>0</u>	<u>1,625</u>
Internet Services			
Gross Contracted Internet Sales	544	0	544
Internet Concessionaire Share	(544)	0	(544)
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u>28,643</u>	<u>0</u>	<u>28,643</u>

Hawaii Convention Center
Event Income Statement
3736600 - HHFDC Rent Relief Program
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	120	0	120
Event Days	21	0	21
Square Footage	465,633	0	465,633
Total Statistical Data	<u>465,774</u>	<u>0</u>	<u>465,774</u>
Rental Income			
Rent Income	116,865	66,780	50,085
Rental Discount-HCC	(90,615)	(51,780)	(38,835)
Total Rental Income	<u>26,250</u>	<u>15,000</u>	<u>11,250</u>
Service Income			
Other Production Billed	555	0	555
Utilities Billed	3,300	2,200	1,100
Other Services Billed	0	1,300	(1,300)
Facility Wages	(831)	0	(831)
Security Wages	0	(1,950)	1,950
Contracted Facility Labor	(558)	0	(558)
Janitorial Wages	(1,035)	(2,400)	1,365
Other Production Expense	(555)	0	(555)
Allocated Utilities Expense	(825)	(550)	(275)
Engineering Wages	(1,002)	(1,000)	(2)
Total Service Income	<u>(951)</u>	<u>(2,400)</u>	<u>1,449</u>
Food and Beverage			
Catering Bar NA Beverage Sales	759	600	159
Catering Service Charge	0	138	(138)
COS Catering Bar-NA Bev	(45)	(114)	69
Contracted Labor-F&B	0	(173)	173
Total Food and Beverage	<u>714</u>	<u>451</u>	<u>263</u>
Total Event Income	<u>26,013</u>	<u>13,051</u>	<u>12,962</u>

Hawaii Convention Center
Event Income Statement
2164100 - 2021 Honolulu Marathon Expo
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	9,000	0	9,000
Event Days	5	0	5
Square Footage	243,220	0	243,220
Total Statistical Data	<u>252,225</u>	<u>0</u>	<u>252,225</u>
Rental Income			
Rent Income	43,090	62,667	(19,577)
Rental Discount-HCC	(21,545)	(16,000)	(5,545)
Total Rental Income	<u>21,545</u>	<u>46,667</u>	<u>(25,122)</u>
Service Income			
Labor Billed	0	1,000	(1,000)
Security Billed	1,260	0	1,260
On Call Security Billed	1,170	3,900	(2,730)
Changeover Setup Billed	350	0	350
Police/Fire Billed	0	200	(200)
First Aid Billed	1,260	825	435
Cleaning Billed	250	900	(650)
Event Service Charge	3,000	0	3,000
Equipment Rental Billed	250	3,400	(3,150)
Utilities Billed	0	1,150	(1,150)
Telephone Billed	0	300	(300)
Business Center Revenue	0	200	(200)
Facility Wages	(1,122)	(2,600)	1,478
Security Wages	(460)	(7,800)	7,340
Contracted Security Labor	(3,756)	(2,200)	(1,556)
HCC On-call Security Staffing	(887)	(2,700)	1,813
Contracted Facility Labor	(2,932)	(12,285)	9,353
Contracted First Aid	(1,092)	(715)	(377)
Janitorial Wages	(1,738)	(4,000)	2,262
Contracted Janitorial Wages	(4,050)	(4,300)	250
Allocated Utilities Expense	(375)	(1,188)	813
Engineering Wages	(381)	(1,200)	819
Total Service Income	<u>(9,252)</u>	<u>(27,113)</u>	<u>17,860</u>
Food and Beverage			
Concessions Food Sales	0	9,000	(9,000)
Concessions Bar NA Bev Sales	0	2,000	(2,000)
Concessions Bar Alcohol Sales	0	1,350	(1,350)
Kiosk Food Sales	153	0	153
Kiosk Bar NA Bev Sales	317	0	317
COS-Food	0	(1,710)	1,710
COS-Concessions Bar-NA Bev	0	(380)	380
COS-Alcohol	0	(257)	257
COS-Food	(46)	0	(46)
COS-Kiosk-NA Bev	(55)	0	(55)
Catering Food Sales	0	22,500	(22,500)
Catering Bar NA Beverage Sales	0	1,400	(1,400)
Catering Other Sales	0	4,900	(4,900)
Catering Service Charge	0	5,497	(5,497)
COS-Food	0	(4,388)	4,388
COS Catering Bar-NA Bev	0	(266)	266
Contracted Labor-F&B	0	(10,962)	10,962
Contracted Labor-Kiosk	(149)	0	(149)
Total Food and Beverage	<u>220</u>	<u>28,684</u>	<u>(28,464)</u>

Hawaii Convention Center
Event Income Statement
2164100 - 2021 Honolulu Marathon Expo
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Parking			
Self Parking Sales	7,569	31,500	(23,931)
Contracted Self Parking Labor	<u>(1,178)</u>	<u>(3,000)</u>	<u>1,822</u>
Total Parking	<u>6,391</u>	<u>28,500</u>	<u>(22,109)</u>
Electrical Services			
Gross Contracted Electrical Sales	2,500	5,500	(3,000)
Electrical Concessionaire Share	<u>(1,500)</u>	<u>(3,300)</u>	<u>1,800</u>
Total Electrical Services	<u>1,000</u>	<u>2,200</u>	<u>(1,200)</u>
Audio Visual			
Gross Contracted Audio Visual	0	5,000	(5,000)
Audio Visual Concessionaire Share	<u>0</u>	<u>(4,000)</u>	<u>4,000</u>
Total Audio Visual	<u>0</u>	<u>1,000</u>	<u>(1,000)</u>
Internet Services			
Gross Contracted Internet Sales	3,126	2,500	626
Internet Concessionaire Share	<u>(3,126)</u>	<u>(2,500)</u>	<u>(626)</u>
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Rigging Services			
Gross Contracted Rigging Sales	0	3,000	(3,000)
Rigging Concessionaire Share	<u>0</u>	<u>(2,400)</u>	<u>2,400</u>
Total Rigging Services	<u>0</u>	<u>600</u>	<u>(600)</u>
Total Event Income	<u>19,904</u>	<u>80,538</u>	<u>(60,634)</u>

Hawaii Convention Center

Event Income Statement

3730600 - Department of Health-Contact Tracing

From 12/1/2021 Through 12/31/2021

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	80	0	80
Event Days	27	0	27
Square Footage	<u>188,298</u>	<u>0</u>	<u>188,298</u>
Total Statistical Data	<u><u>188,405</u></u>	<u><u>0</u></u>	<u><u>188,405</u></u>
Rental Income			
Rent Income	74,175	66,780	7,395
Rental Discount-HCC	<u>(51,788)</u>	<u>(51,780)</u>	<u>(8)</u>
Total Rental Income	<u><u>22,388</u></u>	<u><u>15,000</u></u>	<u><u>7,388</u></u>
Service Income			
Utilities Billed	4,400	7,000	(2,600)
Facility Wages	(844)	(1,300)	456
Security Wages	0	(4,030)	4,030
Contracted Facility Labor	(1,861)	0	(1,861)
Janitorial Wages	(1,014)	(7,300)	6,286
Allocated Utilities Expense	(1,100)	(1,750)	650
Engineering Wages	(1,424)	(800)	(624)
IT Wages	<u>(5,740)</u>	<u>0</u>	<u>(5,740)</u>
Total Service Income	<u><u>(7,583)</u></u>	<u><u>(8,180)</u></u>	<u><u>597</u></u>
Total Event Income	<u><u>14,805</u></u>	<u><u>6,820</u></u>	<u><u>7,985</u></u>

Hawaii Convention Center
Event Income Statement
3571800 - HBR General Membership Mtg
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	48	0	48
Event Days	5	0	5
Square Footage	8,029	0	8,029
Total Statistical Data	<u>8,082</u>	<u>0</u>	<u>8,082</u>
Rental Income			
Rent Income	2,500	21,093	(18,593)
Rental Discount-HCC	<u>0</u>	<u>(10,210)</u>	<u>10,210</u>
Total Rental Income	<u>2,500</u>	<u>10,883</u>	<u>(8,383)</u>
Service Income			
On Call Security Billed	0	390	(390)
First Aid Billed	0	200	(200)
Event Service Charge	240	0	240
Equipment Rental Billed	265	350	(85)
Facility Wages	(179)	(650)	471
Security Wages	(138)	(910)	772
Contracted Security Labor	0	(500)	500
HCC On-call Security Staffing	0	(270)	270
Contracted Facility Labor	(372)	(2,499)	2,127
Contracted First Aid	0	(173)	173
Janitorial Wages	(249)	(300)	51
Contracted Janitorial Wages	0	(1,000)	1,000
Allocated Utilities Expense	0	(225)	225
Engineering Wages	<u>(211)</u>	<u>(400)</u>	<u>189</u>
Total Service Income	<u>(644)</u>	<u>(5,987)</u>	<u>5,343</u>
Food and Beverage			
Catering Food Sales	1,756	27,500	(25,744)
Catering Bar NA Beverage Sales	500	0	500
Catering Service Charge	519	6,325	(5,806)
COS-Food	(176)	(5,363)	5,187
COS Catering Bar-NA Bev	(89)	0	(89)
Contracted Labor-F&B	<u>(1,149)</u>	<u>(7,949)</u>	<u>6,800</u>
Total Food and Beverage	<u>1,361</u>	<u>20,513</u>	<u>(19,152)</u>
Parking			
Self Parking Sales	456	5,040	(4,584)
Contracted Self Parking Labor	<u>0</u>	<u>(300)</u>	<u>300</u>
Total Parking	<u>456</u>	<u>4,740</u>	<u>(4,284)</u>
Electrical Services			
Gross Contracted Electrical Sales	0	1,500	(1,500)
Electrical Concessionaire Share	<u>0</u>	<u>(900)</u>	<u>900</u>
Total Electrical Services	<u>0</u>	<u>600</u>	<u>(600)</u>
Audio Visual			
Gross Contracted Audio Visual	6,228	5,000	1,228
Audio Visual Concessionaire Share	<u>(4,729)</u>	<u>(4,000)</u>	<u>(729)</u>
Total Audio Visual	<u>1,499</u>	<u>1,000</u>	<u>499</u>
Internet Services			
Gross Contracted Internet Sales	1,300	500	800
Internet Concessionaire Share	<u>(1,300)</u>	<u>(500)</u>	<u>(800)</u>
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>

Hawaii Convention Center
Event Income Statement
3571800 - HBR General Membership Mtg
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Event Income	<u><u>5,172</u></u>	<u><u>31,748</u></u>	<u><u>(26,576)</u></u>

Hawaii Convention Center

Event Income Statement

3685000 - Hawaii Association of Public Accountants

From 12/1/2021 Through 12/31/2021

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Statistical Data			
Attendance-Actual/DropCnt	85	0	85
Event Days	1	0	1
Square Footage	3,600	0	3,600
Total Statistical Data	<u>3,686</u>	<u>0</u>	<u>3,686</u>
Rental Income			
Rent Income	1,150	0	1,150
Rental Discount-F&B Credit	<u>(1,150)</u>	<u>0</u>	<u>(1,150)</u>
Total Rental Income	<u>0</u>	<u>0</u>	<u>0</u>
Service Income			
Facility Wages	(179)	0	(179)
Security Wages	(69)	0	(69)
Contracted Facility Labor	(372)	0	(372)
Janitorial Wages	(249)	0	(249)
Engineering Wages	<u>(381)</u>	<u>0</u>	<u>(381)</u>
Total Service Income	<u>(1,250)</u>	<u>0</u>	<u>(1,250)</u>
Food and Beverage			
Catering Food Sales	4,440	0	4,440
Catering Bar NA Beverage Sales	510	0	510
Catering Bar Alcohol Sales	532	0	532
Catering Other Sales	300	0	300
Catering Service Charge	1,261	0	1,261
COS-Food	(595)	0	(595)
COS Catering Bar-NA Bev	(99)	0	(99)
COS-Alcohol	(114)	0	(114)
Contracted Labor-F&B	<u>(2,256)</u>	<u>0</u>	<u>(2,256)</u>
Total Food and Beverage	<u>3,979</u>	<u>0</u>	<u>3,979</u>
Parking			
Self Parking Sales	300	0	300
Contracted Self Parking Labor	<u>(131)</u>	<u>0</u>	<u>(131)</u>
Total Parking	<u>169</u>	<u>0</u>	<u>169</u>
Total Event Income	<u>2,898</u>	<u>0</u>	<u>2,898</u>

Hawaii Convention Center
 Event Income Statement
 3770100 - PSI Seminars
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	60	0	60
Event Days	3	0	3
Square Footage	11,703	0	11,703
Total Statistical Data	<u>11,766</u>	<u>0</u>	<u>11,766</u>
Rental Income			
Rent Income	3,270	0	3,270
Rental Discount-HCC	(1,090)	0	(1,090)
Total Rental Income	<u>2,180</u>	<u>0</u>	<u>2,180</u>
Service Income			
Event Service Charge	390	0	390
Facility Wages	(627)	0	(627)
Security Wages	(229)	0	(229)
Contracted Facility Labor	(279)	0	(279)
Janitorial Wages	(993)	0	(993)
Engineering Wages	(381)	0	(381)
Total Service Income	<u>(2,120)</u>	<u>0</u>	<u>(2,120)</u>
Parking			
Self Parking Sales	1,180	0	1,180
Total Parking	<u>1,180</u>	<u>0</u>	<u>1,180</u>
Total Event Income	<u>1,240</u>	<u>0</u>	<u>1,240</u>

Hawaii Convention Center
 Event Income Statement
 3784700 - PSI Seminars 12/08/21
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	60	0	60
Event Days	1	0	1
Square Footage	4,432	0	4,432
Total Statistical Data	<u>4,493</u>	<u>0</u>	<u>4,493</u>
Rental Income			
Rent Income	1,245	0	1,245
Total Rental Income	<u>1,245</u>	<u>0</u>	<u>1,245</u>
Service Income			
Facility Wages	(179)	0	(179)
Security Wages	(92)	0	(92)
Contracted Security Labor	(200)	0	(200)
Contracted Facility Labor	(326)	0	(326)
Janitorial Wages	(166)	0	(166)
Engineering Wages	(381)	0	(381)
Total Service Income	<u>(1,344)</u>	<u>0</u>	<u>(1,344)</u>
Parking			
Self Parking Sales	380	0	380
Contracted Self Parking Labor	(118)	0	(118)
Total Parking	<u>262</u>	<u>0</u>	<u>262</u>
Total Event Income	<u>164</u>	<u>0</u>	<u>164</u>

Hawaii Convention Center
Event Income Statement
3683000 - GeekCraft Expo Hawaii 2021
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Statistical Data			
Attendance-Actual/DropCnt	304	0	304
Event Days	3	0	3
Square Footage	12,756	0	12,756
Total Statistical Data	<u>13,063</u>	<u>0</u>	<u>13,063</u>
Rental Income			
Rent Income	2,580	0	2,580
Rental Discount-HCC	(645)	0	(645)
Total Rental Income	<u>1,935</u>	<u>0</u>	<u>1,935</u>
Service Income			
Event Service Charge	750	0	750
Equipment Rental Billed	395	0	395
Facility Wages	(229)	0	(229)
Security Wages	(356)	0	(356)
Contracted Security Labor	(2,154)	0	(2,154)
Contracted Facility Labor	(372)	0	(372)
Janitorial Wages	(331)	0	(331)
Contracted Janitorial Wages	(1,298)	0	(1,298)
Engineering Wages	(548)	0	(548)
Total Service Income	<u>(4,143)</u>	<u>0</u>	<u>(4,143)</u>
Parking			
Self Parking Sales	1,200	0	1,200
Contracted Self Parking Labor	(766)	0	(766)
Total Parking	<u>434</u>	<u>0</u>	<u>434</u>
Audio Visual			
Gross Contracted Audio Visual	100	0	100
Audio Visual Concessionaire Share	(60)	0	(60)
Total Audio Visual	<u>40</u>	<u>0</u>	<u>40</u>
Total Event Income	<u>(1,734)</u>	<u>0</u>	<u>(1,734)</u>

Hawaii Convention Center
 Event Income Statement
 2021012 - HTA December 2021 Functions
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Food and Beverage			
Catering Other Sales	2,912	0	2,912
COS-Food	(447)	0	(447)
COS Catering Bar-NA Bev	(135)	0	(135)
Contracted Labor-F&B	<u>(2,330)</u>	<u>0</u>	<u>(2,330)</u>
Total Food and Beverage	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

Hawaii Convention Center
 Event Income Statement
 2021120 - ASM December 2021 Functions
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Food and Beverage			
Catering Other Sales	3,595	0	3,595
COS-Food	(648)	0	(648)
COS Catering Bar-NA Bev	(201)	0	(201)
Contracted Labor-F&B	<u>(2,746)</u>	<u>0</u>	<u>(2,746)</u>
Total Food and Beverage	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>

Hawaii Convention Center
Event Income Statement
3726800 - 2021 Intl Chemical Congress of Pacific Basin Societies
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Rental Income			
Rent Income	0	173,600	(173,600)
Rental Discount-HCC	0	(173,600)	173,600
Total Rental Income	0	0	0
Service Income			
On Call Security Billed	0	7,280	(7,280)
Changeover Setup Billed	0	750	(750)
First Aid Billed	0	2,655	(2,655)
Cleaning Billed	0	250	(250)
Equipment Rental Billed	0	1,300	(1,300)
Utilities Billed	0	300	(300)
Telephone Billed	0	500	(500)
Business Center Revenue	0	1,500	(1,500)
Facility Wages	0	(10,400)	10,400
Security Wages	0	(8,450)	8,450
Contracted Security Labor	0	(2,100)	2,100
HCC On-call Security Staffing	0	(5,040)	5,040
Contracted Facility Labor	0	(20,013)	20,013
Contracted First Aid	0	(2,301)	2,301
Janitorial Wages	0	(6,900)	6,900
Contracted Janitorial Wages	0	(7,000)	7,000
Allocated Utilities Expense	0	(200)	200
Engineering Wages	0	(2,500)	2,500
IT Wages	0	(1,500)	1,500
Total Service Income	0	(51,869)	51,869
Food and Beverage			
Concessions Food Sales	0	7,500	(7,500)
Concessions Bar NA Bev Sales	0	10,000	(10,000)
Concessions Bar Alcohol Sales	0	1,300	(1,300)
COS-Food	0	(1,425)	1,425
COS-Concessions Bar-NA Bev	0	(1,900)	1,900
COS-Alcohol	0	(247)	247
Catering Food Sales	0	78,750	(78,750)
Catering Bar NA Beverage Sales	0	12,500	(12,500)
Catering Bar Alcohol Sales	0	22,500	(22,500)
Catering Other Sales	0	3,500	(3,500)
Catering Service Charge	0	26,163	(26,163)
COS-Food	0	(15,356)	15,356
COS Catering Bar-NA Bev	0	(2,375)	2,375
COS-Alcohol	0	(4,275)	4,275
Contracted Labor-F&B	0	(38,120)	38,120
Total Food and Beverage	0	98,515	(98,515)
Parking			
Self Parking Sales	0	7,200	(7,200)
Contracted Self Parking Labor	0	(2,000)	2,000
Total Parking	0	5,200	(5,200)
Audio Visual			
Gross Contracted Audio Visual	0	150,000	(150,000)
Audio Visual Concessionaire Share	0	(120,000)	120,000
Total Audio Visual	0	30,000	(30,000)
Internet Services			

Hawaii Convention Center

Event Income Statement

3726800 - 2021 Intl Chemical Congress of Pacific Basin Societies

From 12/1/2021 Through 12/31/2021

(In Whole Numbers)

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Gross Contracted Internet Sales	0	15,000	(15,000)
Internet Concessionaire Share	<u>0</u>	<u>(15,000)</u>	<u>15,000</u>
Total Internet Services	<u>0</u>	<u>0</u>	<u>0</u>
Total Event Income	<u>0</u>	<u>81,846</u>	<u>(81,846)</u>

Hawaii Convention Center
Event Income Statement
3733500 - JROTC Military Ball
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Actual	Budget	Variance
Rental Income			
Rent Income	0	7,000	(7,000)
Rental Discount-HCC	0	(3,500)	3,500
Total Rental Income	0	3,500	(3,500)
Service Income			
Labor Billed	0	1,250	(1,250)
On Call Security Billed	0	260	(260)
First Aid Billed	0	150	(150)
Equipment Rental Billed	0	300	(300)
Utilities Billed	0	100	(100)
Facility Wages	0	(650)	650
Security Wages	0	(1,040)	1,040
Contracted Security Labor	0	(300)	300
HCC On-call Security Staffing	0	(180)	180
Contracted Facility Labor	0	(2,352)	2,352
Contracted First Aid	0	(130)	130
Janitorial Wages	0	(200)	200
Contracted Janitorial Wages	0	(1,500)	1,500
Allocated Utilities Expense	0	(25)	25
Engineering Wages	0	(200)	200
Total Service Income	0	(4,517)	4,517
Food and Beverage			
Catering Food Sales	0	16,000	(16,000)
Catering Service Charge	0	3,680	(3,680)
COS-Food	0	(3,120)	3,120
Contracted Labor-F&B	0	(4,625)	4,625
Total Food and Beverage	0	11,935	(11,935)
Parking			
Self Parking Sales	0	3,000	(3,000)
Contracted Self Parking Labor	0	(500)	500
Total Parking	0	2,500	(2,500)
Total Event Income	0	13,418	(13,418)

Hawaii Convention Center
 Event Income Statement
 0000000 - Non Job ID Specific
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Actual	Budget	Variance
Rental Income			
Rent Income	0	40,000	(40,000)
Rental Discount-HCC	0	(20,000)	20,000
Total Rental Income	0	20,000	(20,000)
Service Income			
Equipment Rental Billed	0	300	(300)
Facility Wages	0	(2,860)	2,860
Security Wages	0	(2,340)	2,340
Contracted Security Labor	0	(600)	600
Contracted Facility Labor	0	(4,725)	4,725
Janitorial Wages	0	(1,200)	1,200
Contracted Janitorial Wages	0	(2,000)	2,000
Engineering Wages	0	(600)	600
Total Service Income	0	(14,025)	14,025
Food and Beverage			
Catering Food Sales	0	70,000	(70,000)
Catering Service Charge	0	16,100	(16,100)
COS-Food	0	(13,650)	13,650
Contracted Labor-F&B	0	(20,234)	20,234
Total Food and Beverage	0	52,216	(52,216)
Parking			
Self Parking Sales	0	3,780	(3,780)
Contracted Self Parking Labor	0	(600)	600
Total Parking	0	3,180	(3,180)
Audio Visual			
Gross Contracted Audio Visual	0	5,000	(5,000)
Audio Visual Concessionaire Share	0	(4,000)	4,000
Total Audio Visual	0	1,000	(1,000)
Internet Services			
Gross Contracted Internet Sales	0	5,000	(5,000)
Internet Concessionaire Share	0	(5,000)	5,000
Total Internet Services	0	0	0
Total Event Income	0	62,371	(62,371)

Hawaii Convention Center
 Indirect Expenses by Department
 500 - Executive
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	21,042	26,942	5,900	25,511	117,634	161,652	44,018	144,143
Wages-Nonexempt	3,687	3,575	(112)	0	21,506	21,450	(56)	1,731
OT-Nonexempt	451	0	(451)	0	3,064	0	(3,064)	6
Vacation Expense	<u>1,437</u>	<u>0</u>	<u>(1,437)</u>	<u>890</u>	<u>10,675</u>	<u>0</u>	<u>(10,675)</u>	<u>13,374</u>
Total Salaries & Wages	26,618	30,517	3,899	26,402	152,879	183,102	30,223	159,255
Payroll Taxes & Benefits								
Payroll Taxes	2,106	2,467	361	2,050	12,495	14,802	2,307	11,706
Benefits	1,710	3,508	1,798	1,926	9,426	21,048	11,622	11,747
401 (k)	904	917	13	792	5,872	5,502	(370)	8,024
Workers Compensat...	<u>348</u>	<u>750</u>	<u>402</u>	<u>537</u>	<u>2,284</u>	<u>4,500</u>	<u>2,216</u>	<u>2,982</u>
Total Payroll Taxes & ...	<u>5,067</u>	<u>7,642</u>	<u>2,575</u>	<u>5,307</u>	<u>30,077</u>	<u>45,852</u>	<u>15,775</u>	<u>34,458</u>
Total Net Salaries & Ben...	<u>31,685</u>	<u>38,159</u>	<u>6,474</u>	<u>31,708</u>	<u>182,956</u>	<u>228,954</u>	<u>45,998</u>	<u>193,713</u>
Other Indirect Expenses								
Meetings & Conventions								
Meetings & Convent...	0	0	0	0	279	1,000	721	0
Dues & Subscriptions	<u>0</u>	<u>700</u>	<u>700</u>	<u>754</u>	<u>2,991</u>	<u>4,200</u>	<u>1,209</u>	<u>2,864</u>
Total Meetings & Con...	0	700	700	754	3,270	5,200	1,930	2,864
General & Administrative								
Employee Training	0	0	0	0	492	0	(492)	0
Miscellaneous G & A	<u>0</u>	<u>17</u>	<u>17</u>	<u>0</u>	<u>0</u>	<u>102</u>	<u>102</u>	<u>0</u>
Total General & Admi...	0	17	17	0	492	102	(390)	0
Other								
FF & E Expense	<u>0</u>	<u>33</u>	<u>33</u>	<u>0</u>	<u>575</u>	<u>198</u>	<u>(377)</u>	<u>0</u>
Total Other	<u>0</u>	<u>33</u>	<u>33</u>	<u>0</u>	<u>575</u>	<u>198</u>	<u>(377)</u>	<u>0</u>
Total Other Indirect Exp...	<u>0</u>	<u>750</u>	<u>750</u>	<u>754</u>	<u>4,337</u>	<u>5,500</u>	<u>1,163</u>	<u>2,864</u>
Total Operating Expenses	<u><u>31,685</u></u>	<u><u>38,909</u></u>	<u><u>7,224</u></u>	<u><u>32,462</u></u>	<u><u>187,293</u></u>	<u><u>234,454</u></u>	<u><u>47,161</u></u>	<u><u>196,576</u></u>

Hawaii Convention Center
 Indirect Expenses by Department
 505 - Finance
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	16,304	15,150	(1,154)	16,938	99,909	90,900	(9,009)	97,754
Wages-Nonexempt	0	0	0	0	(2,390)	0	2,390	0
Vacation Expense	<u>1,643</u>	<u>0</u>	<u>(1,643)</u>	<u>1,643</u>	<u>10,681</u>	<u>0</u>	<u>(10,681)</u>	<u>14,123</u>
Total Salaries & Wages	17,947	15,150	(2,797)	18,581	108,200	90,900	(17,300)	111,877
Payroll Taxes & Benefits								
Payroll Taxes	1,371	1,358	(13)	1,381	7,240	8,148	908	7,163
Benefits	1,393	2,575	1,182	1,414	8,263	15,450	7,187	8,684
401 (k)	207	458	251	207	2,840	2,748	(92)	3,175
Workers Compensat...	<u>260</u>	<u>375</u>	<u>115</u>	<u>370</u>	<u>1,762</u>	<u>2,250</u>	<u>488</u>	<u>2,075</u>
Total Payroll Taxes & ...	<u>3,230</u>	<u>4,766</u>	<u>1,536</u>	<u>3,371</u>	<u>20,105</u>	<u>28,596</u>	<u>8,491</u>	<u>21,097</u>
Total Net Salaries & Ben...	<u>21,177</u>	<u>19,916</u>	<u>(1,261)</u>	<u>21,952</u>	<u>128,305</u>	<u>119,496</u>	<u>(8,809)</u>	<u>132,974</u>
Other Indirect Expenses								
Net Contracted Services								
Armored Car Service	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>308</u>	<u>0</u>	<u>(308)</u>	<u>0</u>
Total Net Contracted ...	0	0	0	0	308	0	(308)	0
General & Administrative								
Payroll Fees	<u>1,023</u>	<u>1,608</u>	<u>585</u>	<u>3,174</u>	<u>6,061</u>	<u>9,648</u>	<u>3,587</u>	<u>9,767</u>
Total General & Admi...	<u>1,023</u>	<u>1,608</u>	<u>585</u>	<u>3,174</u>	<u>6,061</u>	<u>9,648</u>	<u>3,587</u>	<u>9,767</u>
Total Other Indirect Exp...	<u>1,023</u>	<u>1,608</u>	<u>585</u>	<u>3,174</u>	<u>6,369</u>	<u>9,648</u>	<u>3,279</u>	<u>9,767</u>
Total Operating Expenses	<u><u>22,201</u></u>	<u><u>21,524</u></u>	<u><u>(677)</u></u>	<u><u>25,126</u></u>	<u><u>134,674</u></u>	<u><u>129,144</u></u>	<u><u>(5,530)</u></u>	<u><u>142,741</u></u>

Hawaii Convention Center
 Indirect Expenses by Department
 510 - Operations
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	15,733	22,667	6,934	17,000	86,514	136,002	49,488	95,584
Janitorial-Exempt	7,074	8,350	1,276	3,181	49,387	50,100	713	23,659
Janitorial-Nonexempt	17,020	19,000	1,980	20,706	94,300	114,000	19,700	110,294
Janitorial-Overtime	12	308	296	0	666	1,848	1,182	1,994
Maintenance-Exempt	14,596	13,750	(846)	7,962	81,942	82,500	558	73,105
Maintenance-Nonex...	21,470	32,900	11,430	12,664	144,219	197,400	53,181	114,304
Maintenance-OT	383	300	(83)	49	549	1,800	1,251	291
Landscaping-Exempt	4,230	4,308	78	3,833	25,410	25,848	438	24,019
Landscaping-Nonex...	6,040	8,567	2,527	2,955	23,596	51,402	27,806	16,538
IT/Telcom-Exempt	16,546	15,583	(963)	16,546	93,876	93,498	(378)	92,867
Vacation Expense	6,306	0	(6,306)	5,595	42,612	0	(42,612)	44,980
Total Salaries & Wages	109,411	125,733	16,322	90,491	643,072	754,398	111,326	597,633
Payroll Taxes & Benefits								
Payroll Taxes	8,823	12,092	3,269	7,564	50,952	72,552	21,600	46,214
Benefits	17,325	27,667	10,342	18,665	103,270	166,002	62,732	90,282
401 (k)	1,929	2,525	596	1,754	12,843	15,150	2,307	11,693
Workers Compensat...	2,472	9,317	6,845	2,096	15,436	55,902	40,466	110,922
Total Payroll Taxes & ...	30,548	51,601	21,053	30,080	182,501	309,606	127,105	259,111
Labor Allocations to Events								
Allocated Janitorial-...	(8,942)	(29,100)	(20,158)	(22,623)	(64,108)	(135,400)	(71,292)	(122,077)
Allocated Electrician...	0	0	0	0	0	0	0	(8,780)
Allocated Maintenanc...	(9,187)	(16,300)	(7,113)	(3,416)	(46,562)	(82,200)	(35,638)	(23,012)
Allocated IT/Telcom...	(6,756)	(4,983)	1,773	(13,726)	(14,888)	(29,898)	(15,010)	(91,512)
Total Labor Allocation...	(24,885)	(50,383)	(25,498)	(39,766)	(125,558)	(247,498)	(121,940)	(245,380)
Total Net Salaries & Ben...	115,074	126,951	11,877	80,805	700,016	816,506	116,490	611,365
Other Indirect Expenses								
Net Contracted Services								
Contracted Cleaning...	9,758	15,800	6,042	0	51,208	57,000	5,792	7,413
Contracted Cleaning...	1,758	2,750	992	0	3,810	16,500	12,690	0
Contracted Bldg Cle...	10,000	1,858	(8,142)	3,682	14,705	11,148	(3,557)	7,735
Contracted Landscap...	943	0	(943)	0	6,004	0	(6,004)	0
Other Contracted S...	15,426	68,892	53,466	9,365	91,449	413,352	321,903	79,177
Allocated Contract S...	(9,758)	(15,800)	(6,042)	0	(54,309)	(57,000)	(2,691)	(7,413)
Allocated Other Exp...	(555)	(52,200)	(51,645)	(2,137)	(14,202)	(313,200)	(298,998)	(32,030)
Total Net Contracted ...	27,573	21,300	(6,273)	10,911	98,665	127,800	29,135	54,882
Operations								
Trash Removal-Gre...	0	300	300	0	1,492	1,800	308	1,649
Trash Removal	3,093	5,000	1,907	12,763	14,942	30,000	15,058	35,284
Water Feature	279	250	(29)	152	977	1,500	523	3,019
Landscaping	14,643	2,742	(11,901)	1,520	26,780	16,452	(10,328)	24,420
Equipment Rental	0	500	500	0	0	3,000	3,000	0
Small Equipment	0	0	0	0	0	0	0	(97)
Vehicle Maintenance	666	200	(466)	0	1,589	1,200	(389)	387
Miscellaneous Oper...	0	0	0	0	0	0	0	(146)
Allocated Trash Re...	(1,350)	0	1,350	0	(1,725)	0	1,725	0
Total Operations	17,331	8,992	(8,339)	14,435	44,054	53,952	9,898	64,517
Repair & Maintenance								
Gen Bldg Repairs & ...	11,504	9,491	(2,013)	15,621	36,132	51,946	15,814	32,327
Elevator Escalator	32,582	31,508	(1,074)	(19,054)	183,190	189,048	5,858	109,990
HVAC Systems	21,241	10,650	(10,591)	7,994	76,924	63,900	(13,024)	41,242
Machinery & Equip...	995	2,667	1,672	436	3,684	16,002	12,318	7,365
Maintenance Agree...	9,263	9,925	662	13,316	54,579	59,550	4,971	46,203
Total Repair & Mainte...	75,585	64,241	(11,344)	18,313	354,509	380,446	25,937	237,127
Operational Supplies								
Telecom Equipment...	79	458	379	21	897	2,748	1,851	418
General Building Su...	3,338	2,000	(1,338)	245	9,678	12,000	2,322	(4,750)
Bulbs & Lamps	1,208	2,400	1,192	3,600	9,536	14,400	4,864	5,924
Electrical	3,890	1,200	(2,690)	175	11,711	7,200	(4,511)	1,263
Fuel Propane	416	400	(16)	255	1,607	2,400	793	3,213

Hawaii Convention Center
 Indirect Expenses by Department
 510 - Operations
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Plumbing	11,403	2,600	(8,803)	5,116	21,247	15,600	(5,647)	7,989
Bulding Chemicals	344	1,100	756	342	3,990	6,600	2,610	7,575
Small Tools	77	50	(27)	0	306	300	(6)	0
HVAC Supplies	0	3,250	3,250	41,992	0	19,500	19,500	41,992
Paint	0	300	300	0	904	1,800	896	0
Janitorial Supplies	10,071	7,000	(3,071)	0	22,379	42,000	19,621	25,560
Uniforms	129	817	688	1,148	348	4,902	4,554	2,414
COVID19 Expenses	0	0	0	0	0	0	0	562
COVID19-Re-openin...	0	833	833	1,145	1,361	4,998	3,637	12,558
Signage	0	750	750	0	0	4,500	4,500	0
Landscaping Supplies	<u>2,701</u>	<u>700</u>	<u>(2,001)</u>	<u>495</u>	<u>6,197</u>	<u>4,200</u>	<u>(1,997)</u>	<u>770</u>
Total Operational Sup...	33,655	23,858	(9,797)	54,533	90,161	143,148	52,987	105,488
Meetings & Conventions								
Dues & Subscriptions	<u>0</u>	<u>150</u>	<u>150</u>	<u>140</u>	<u>126</u>	<u>900</u>	<u>774</u>	<u>266</u>
Total Meetings & Con...	0	150	150	140	126	900	774	266
General & Administrative								
Computer Expense	121	1,000	879	121	804	6,000	5,196	844
Employee Training	0	0	0	0	1,702	125	(1,577)	146
Miscellaneous G & A	<u>0</u>	<u>142</u>	<u>142</u>	<u>0</u>	<u>0</u>	<u>852</u>	<u>852</u>	<u>0</u>
Total General & Admi...	121	1,142	1,021	121	2,506	6,977	4,471	990
Other								
FF & E Expense	<u>0</u>	<u>667</u>	<u>667</u>	<u>0</u>	<u>489</u>	<u>4,002</u>	<u>3,513</u>	<u>335</u>
Total Other	<u>0</u>	<u>667</u>	<u>667</u>	<u>0</u>	<u>489</u>	<u>4,002</u>	<u>3,513</u>	<u>335</u>
Total Other Indirect Exp...	<u>154,266</u>	<u>120,350</u>	<u>(33,916)</u>	<u>98,453</u>	<u>590,510</u>	<u>717,225</u>	<u>126,715</u>	<u>463,605</u>
Total Operating Expenses	<u>269,340</u>	<u>247,301</u>	<u>(22,039)</u>	<u>179,258</u>	<u>1,290,525</u>	<u>1,533,731</u>	<u>243,206</u>	<u>1,074,969</u>

Hawaii Convention Center
 Indirect Expenses by Department
 515 - Security
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Security-Exempt	26,268	30,883	4,615	31,438	170,173	185,298	15,125	181,440
Security-Nonexempt	39,680	65,082	25,402	48,573	233,689	369,452	135,763	336,584
Security-OT	6,092	0	(6,092)	318	26,079	0	(26,079)	2,698
Vacation Expense	4,090	0	(4,090)	4,786	29,215	0	(29,215)	32,472
Total Salaries & Wages	76,130	95,965	19,835	85,114	459,155	554,750	95,595	553,194
Payroll Taxes & Benefits								
Payroll Taxes	6,179	9,800	3,621	6,413	36,697	58,800	22,103	41,158
Benefits	13,979	19,308	5,329	21,184	83,604	115,848	32,244	106,090
401 (k)	1,394	792	(602)	1,397	8,930	4,752	(4,178)	8,883
Workers Compensat...	1,886	2,400	514	6,665	12,064	14,400	2,336	14,019
Total Payroll Taxes & ...	23,439	32,300	8,861	35,659	141,295	193,800	52,505	170,151
Labor Allocations to Events								
Allocated Security-E...	(2,286)	(88,920)	(86,634)	(124,074)	(303,577)	(463,700)	(160,123)	(723,810)
Allocated On-Call Se...	(887)	(8,190)	(7,303)	0	(2,070)	(28,100)	(26,030)	(28,136)
Total Labor Allocation...	(3,173)	(97,110)	(93,937)	(124,074)	(305,647)	(491,800)	(186,153)	(751,946)
Total Net Salaries & Ben...	96,396	31,155	(65,241)	(3,300)	294,803	256,750	(38,053)	(28,601)
Other Indirect Expenses								
Net Contracted Services								
Contracted Security	25,328	5,700	(19,628)	0	147,496	18,550	(128,946)	0
Other Contracted S...	3,758	0	(3,758)	0	44,201	0	(44,201)	350
Allocated Contract P...	0	0	0	0	(503)	0	503	0
Allocated Contracte...	(3,521)	0	3,521	0	(45,030)	0	45,030	0
Allocated Contract S...	(25,701)	(5,700)	20,001	0	(147,287)	(18,550)	128,737	0
Total Net Contracted ...	(136)	0	136	0	(1,124)	0	1,124	350
Repair & Maintenance								
Gen Bldg Repairs & ...	18,004	6,001	(12,003)	18,998	38,801	41,006	2,205	59,195
Total Repair & Mainte...	18,004	6,001	(12,003)	18,998	38,801	41,006	2,205	59,195
Operational Supplies								
First Aid	0	75	75	0	378	450	72	0
Uniforms	0	0	0	0	0	0	0	1,410
COVID19 Expenses	0	0	0	0	0	0	0	98
COVID19-Re-openin...	0	0	0	(403)	0	0	0	0
Security	0	400	400	208	311	2,400	2,089	1,435
Parking Supplies	0	417	417	0	157	2,502	2,345	0
Total Operational Sup...	0	892	892	(195)	846	5,352	4,506	2,942
General & Administrative								
Employee Training	0	0	0	0	0	0	0	399
Total General & Admi...	0	0	0	0	0	0	0	399
Total Other Indirect Exp...	17,868	6,893	(10,975)	18,803	38,523	46,358	7,835	62,886
Total Operating Expenses	114,264	38,048	(76,216)	15,503	333,326	303,108	(30,218)	34,285

Hawaii Convention Center
 Indirect Expenses by Department
 520 - Event Services
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	23,656	22,475	(1,181)	9,692	129,428	134,850	5,422	58,154
Wages-Nonexempt	2,400	0	(2,400)	0	2,400	0	(2,400)	464
Facility-Exempt	5,308	5,000	(308)	5,308	29,308	30,000	692	27,739
Facility-Nonexempt	3,067	9,675	6,608	2,861	16,426	58,050	41,624	17,656
Facility-OT	379	0	(379)	0	1,545	0	(1,545)	0
Vacation Expense	976	0	(976)	1,346	11,856	0	(11,856)	10,791
Total Salaries & Wages	35,786	37,150	1,364	19,207	190,962	222,900	31,938	114,803
Payroll Taxes & Benefits								
Payroll Taxes	2,677	3,492	815	1,398	14,131	20,952	6,821	7,856
Benefits	6,103	9,400	3,297	4,092	32,858	56,400	23,542	28,900
401 (k)	846	1,033	187	501	4,961	6,198	1,237	3,137
Workers Compensat...	780	917	137	740	4,946	5,502	556	4,221
Total Payroll Taxes & ...	10,406	14,842	4,436	6,731	56,896	89,052	32,156	44,113
Labor Allocations to Events								
Allocated Facility-Ev...	(5,732)	(23,660)	(17,928)	(10,665)	(53,432)	(103,460)	(50,028)	(76,648)
Total Labor Allocation...	(5,732)	(23,660)	(17,928)	(10,665)	(53,432)	(103,460)	(50,028)	(76,648)
Total Net Salaries & Ben...	40,459	28,332	(12,127)	15,273	194,425	208,492	14,067	82,267
Other Indirect Expenses								
Net Contracted Services								
Contracted Facility ...	12,169	41,874	29,705	0	30,725	140,091	109,366	5,696
Other Contracted S...	2,140	3,719	1,579	0	4,620	6,819	2,199	1,923
Allocated Contract P...	(2,132)	(1,500)	632	0	(4,052)	(9,000)	(4,948)	0
Allocated Contract S...	(12,099)	(41,874)	(29,775)	0	(30,302)	(140,091)	(109,789)	(2,587)
Total Net Contracted ...	79	2,219	2,140	0	990	(2,181)	(3,171)	5,032
Operations								
Equipment Rental	0	458	458	0	228	2,748	2,520	0
Total Operations	0	458	458	0	228	2,748	2,520	0
Operational Supplies								
Gen Building Suppli...	245	850	605	(939)	6,343	5,100	(1,243)	3,059
Laundry	0	4,167	4,167	15	0	25,002	25,002	340
Uniforms	0	500	500	0	0	500	500	0
COVID19 Expenses	0	0	0	0	0	0	0	153
COVID19-Re-openIn...	0	417	417	0	0	2,502	2,502	0
Total Operational Sup...	245	5,934	5,689	(924)	6,343	33,104	26,761	3,553
Meetings & Conventions								
Dues & Subscriptions	0	0	0	0	0	0	0	495
Total Meetings & Con...	0	0	0	0	0	0	0	495
General & Administrative								
Miscellaneous G & A	0	83	83	0	0	498	498	0
Total General & Admi...	0	83	83	0	0	498	498	0
Other								
FF & E Expense	3,524	83	(3,441)	0	3,524	498	(3,026)	0
Total Other	3,524	83	(3,441)	0	3,524	498	(3,026)	0
Total Other Indirect Exp...	3,847	8,777	4,930	(924)	11,085	34,667	23,582	9,080
Total Operating Expenses	44,306	37,109	(7,197)	14,349	205,510	243,159	37,649	91,347

Hawaii Convention Center
 Indirect Expenses by Department
 535 - Food & Beverage
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Salaries & Wages								
Salaries-Exempt	56,217	63,125	6,908	35,690	318,389	378,750	60,361	229,805
ERTC-CARES Act	0	0	0	0	7,245	0	(7,245)	(15,190)
Total Salaries & Wages	56,217	63,125	6,908	35,690	325,634	378,750	53,116	214,615
Payroll Taxes & Benefits								
Payroll Taxes	4,366	6,883	2,517	2,864	27,228	41,298	14,070	17,700
Benefits	(2,782)	5,367	8,149	3,155	20,394	32,202	11,808	20,315
Workers Compensat...	2,221	2,492	271	1,410	12,577	14,952	2,375	9,076
Total Payroll Taxes & ...	3,805	14,742	10,937	7,429	60,199	88,452	28,253	47,091
Total Net Salaries & Ben...	60,022	77,867	17,845	43,119	385,833	467,202	81,369	261,706
Other Indirect Expenses								
Net Contracted Services								
Armored Car Service	0	42	42	0	0	252	252	0
Other Contracted S...	733	2,425	1,692	733	4,398	14,550	10,152	4,272
Total Net Contracted ...	733	2,467	1,734	733	4,398	14,802	10,404	4,272
Operations								
Trash Removal	0	417	417	0	0	2,502	2,502	855
Equipment Rental	0	0	0	0	0	0	0	1,200
Small Equipment	153	667	514	0	2,125	4,002	1,877	0
Total Operations	153	1,084	931	0	2,125	6,504	4,379	2,055
Repair & Maintenance								
Gen Bldg Repairs & ...	5,417	1,667	(3,750)	16,350	27,701	10,002	(17,699)	21,883
Total Repair & Mainte...	5,417	1,667	(3,750)	16,350	27,701	10,002	(17,699)	21,883
Operational Supplies								
General Building Su...	3,027	6,635	3,608	378	23,305	17,221	(6,084)	8,947
Janitorial Supplies	489	1,746	1,257	0	5,593	4,531	(1,062)	169
Laundry	136	250	114	0	2,033	1,500	(533)	0
Uniforms	16	42	26	0	413	252	(161)	0
COVID19 Expenses	0	625	625	0	0	3,750	3,750	0
Total Operational Sup...	3,668	9,298	5,630	378	31,344	27,254	(4,090)	9,116
Insurance								
Insurance	211	2,855	2,644	88	2,055	7,373	5,318	1,064
Total Insurance	211	2,855	2,644	88	2,055	7,373	5,318	1,064
Utilities								
Telephone	327	200	(127)	180	1,422	1,200	(222)	1,655
Total Utilities	327	200	(127)	180	1,422	1,200	(222)	1,655
Meetings & Conventions								
Dues & Subscriptions	0	0	0	0	0	0	0	3,495
Total Meetings & Con...	0	0	0	0	0	0	0	3,495
Promotions & Communications								
Promotional	2,565	1,867	(698)	454	(98)	11,202	11,300	7,004
Total Promotions & Co...	2,565	1,867	(698)	454	(98)	11,202	11,300	7,004
General & Administrative								
Professional Fees-L...	0	0	0	0	0	0	0	970
Professional Fees-O...	32	0	(32)	0	32	0	(32)	0
Bank Service Charges	17	83	66	41	160	498	338	519
Payroll Fees	40	42	2	27	214	252	38	783
Postage	42	42	0	29	117	252	135	85
Rental Office Equip...	0	600	600	600	(2,544)	3,600	6,144	3,000
Office Supplies	0	83	83	0	998	498	(500)	1,889
Licenses & Fees	600	0	(600)	0	600	0	(600)	2,177
Credit Card Discounts	779	1,273	494	0	6,175	3,343	(2,832)	4
Computer Expense	4,217	3,333	(884)	2,610	22,686	19,998	(2,688)	15,217
Miscellaneous G & A	0	83	83	0	0	498	498	5,285
Total General & Admi...	5,727	5,539	(188)	3,307	28,438	28,939	501	29,929
Total Other Indirect Exp...	18,801	24,977	6,176	21,490	97,385	107,276	9,891	80,474
Total Operating Expenses	78,823	102,844	24,021	64,609	483,218	574,478	91,260	342,179

Hawaii Convention Center
 Indirect Expenses by Department
 555 - Overhead
 From 12/1/2021 Through 12/31/2021
 (In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Net Salaries & Benefits								
Labor Allocations to Events								
Allocated IT/Telcom...	0	(200)	(200)	0	0	(388)	(388)	0
Total Labor Allocation...	0	(200)	(200)	0	0	(388)	(388)	0
Total Net Salaries & Ben...	0	(200)	(200)	0	0	(388)	(388)	0
Other Indirect Expenses								
Operational Supplies								
COVID19-Re-openin...	0	0	0	0	0	0	0	5,102
Total Operational Sup...	0	0	0	0	0	0	0	5,102
Insurance								
Insurance	11,134	9,333	(1,801)	6,524	70,213	55,998	(14,215)	(1,307)
Allocated Insurance	0	0	0	0	(1,190)	0	1,190	0
Total Insurance	11,134	9,333	(1,801)	6,524	69,023	55,998	(13,025)	(1,307)
Utilities								
Electricity	156,980	129,724	(27,256)	62,382	868,235	692,022	(176,213)	715,162
Cable TV Services	0	217	217	220	1,100	1,302	202	1,312
Gas & Fuel	1,473	2,500	1,027	1,257	11,237	15,000	3,763	6,659
Telephone	3,382	3,400	18	2,951	18,059	20,400	2,341	20,554
Water & Sewage	20,378	19,100	(1,278)	21,718	126,681	112,600	(14,081)	130,462
Allocated Utilities	(3,824)	(3,738)	86	(1,760)	(22,007)	(24,308)	(2,301)	(16,013)
Total Utilities	178,389	151,204	(27,186)	86,768	1,003,305	817,017	(186,289)	858,136
Meetings & Conventions								
Dues & Subscriptions	0	0	0	0	0	0	0	89
Total Meetings & Con...	0	0	0	0	0	0	0	89
Promotions & Communications								
Promotional	0	433	433	0	0	2,598	2,598	0
Total Promotions & Co...	0	433	433	0	0	2,598	2,598	0
General & Administrative								
Professional Fees-L...	0	417	417	0	377	2,502	2,125	2,146
Professional Fees-O...	97	1,100	1,003	0	1,396	6,600	5,204	327
Bank Service Charges	1,078	900	(178)	2,084	4,586	5,400	814	5,978
Postage	0	83	83	0	1,555	498	(1,057)	55
Rental Office Equip...	247	542	295	833	3,039	3,252	213	6,172
Office Supplies	100	500	400	103	1,118	3,000	1,882	942
Printing & Stationary	0	208	208	0	0	1,248	1,248	0
Licenses & Fees	191	392	201	1,197	1,170	2,352	1,182	2,140
Sales & Use Tax	0	650	650	(507)	946	3,900	2,954	(404)
Credit Card Discounts	(813)	900	1,713	329	9,041	5,400	(3,641)	2,351
Employee Relations	4,600	417	(4,183)	1,096	4,652	2,502	(2,150)	1,096
Miscellaneous G & A	0	33	33	0	4,521	198	(4,323)	2,707
Total General & Admi...	5,501	6,142	641	5,136	32,401	36,852	4,451	23,511
Management Fees								
Management Fee Cl...	18,633	18,633	(0)	(91,162)	111,800	111,798	(2)	0
Total Management Fees	18,633	18,633	(0)	(91,162)	111,800	111,798	(2)	0
Other								
Community Relations	0	417	417	0	0	2,502	2,502	0
Expenses Prior to A...	2,819	133	(2,686)	200	7,906	798	(7,108)	800
Miscellaneous	0	833	833	0	0	4,998	4,998	0
Expenses - Reimb ...	0	0	0	6,495	0	0	0	(67,777)
Total Other	2,819	1,383	(1,436)	6,695	7,906	8,298	392	(66,977)
Total Other Indirect Exp...	216,476	187,128	(29,349)	13,961	1,224,435	1,032,561	(191,875)	818,554
Total Operating Expenses	216,476	186,928	(29,549)	13,961	1,224,435	1,032,173	(192,262)	818,554

Sales & Marketing

Hawaii Convention Center
Sales and Marketing
Reforecast
From 01/01/2021 Through 6/30/2022
(In Whole Numbers)

	YTD Actual	Projected Next Month to 6/30/22	Reforecast thru 6/30/22	7/01/21 - 6/30/22 Budget	Variance	7/01/20 - 6/30/21 Actual
Other Operating Income						
Other Income	0	0	0	0	0	1
Total Other Operating Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Total Gross Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Net Salaries & Benefits						
Salaries & Wages	141,208	143,929	285,135	295,900	10,765	185,873
Payroll Taxes & Benefits	35,065	38,893	73,958	83,600	9,642	51,424
Total Net Salaries & Benefits	<u>176,272</u>	<u>182,822</u>	<u>359,092</u>	<u>379,500</u>	<u>20,408</u>	<u>237,296</u>
Other Indirect Expenses						
Repair & Maintenance	33,129	34,102	67,231	68,200	969	66,334
Utilities	1,620	1,800	3,420	3,600	180	3,121
Meetings & Conventions	755	6,845	7,600	7,600	(0)	(5,775)
Promotions & Communications	13,860	44,430	58,290	38,000	(20,290)	51,827
General & Administrative	2,851	19,792	22,643	20,900	(1,743)	5,495
Other	6,932	7,790	14,722	15,200	478	12,565
Total Other Indirect Expenses	<u>59,148</u>	<u>114,759</u>	<u>173,907</u>	<u>153,500</u>	<u>(20,407)</u>	<u>133,567</u>
Net Income (Loss) from Operations	<u>(235,421)</u>	<u>(297,581)</u>	<u>(533,000)</u>	<u>(533,000)</u>	<u>0</u>	<u>(370,863)</u>
Fixed Asset Purchases	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>
Net Income (Loss) After Fixed Asset Purchases	<u><u>(235,421)</u></u>	<u><u>(297,581)</u></u>	<u><u>(533,000)</u></u>	<u><u>(533,000)</u></u>	<u><u>0</u></u>	<u><u>(370,863)</u></u>

Hawaii Convention Center
Sales and Marketing
Income Statement
From 12/1/2021 Through 12/31/2021
(In Whole Numbers)

	Current Month Actual	Current Month Budget	Variance	Current Month Prior Year	YTD Actual	YTD Budget	Variance	YTD Prior Year
Other Operating Income								
Other Income	0	0	0	0	0	0	0	1
Total Other Operating Income	0	0	0	0	0	0	0	1
Total Gross Income	0	0	0	0	0	0	0	1
Net Salaries & Benefits								
Salaries & Wages	25,964	22,492	(3,472)	14,552	141,208	134,952	(6,256)	81,597
Payroll Taxes & Benefits	5,995	6,759	764	3,729	35,065	40,554	5,489	27,154
Total Net Salaries & Benefits	31,958	29,251	(2,707)	18,281	176,272	175,506	(766)	108,752
Other Indirect Expenses								
Net Contracted Services	0	0	0	0	0	0	0	0
Repair & Maintenance	5,472	5,683	211	4,963	33,129	34,098	969	34,419
Utilities	440	300	(140)	253	1,620	1,800	180	1,603
Meetings & Conventions								
Mileage	0	0	0	0	0	0	0	0
Meals & Entertainment	0	208	208	0	69	1,248	1,179	0
Meetings & Conventions	0	0	0	0	687	3,500	2,813	(5,387)
Dues & Subscriptions	0	133	133	0	0	798	798	(448)
Total Meetings & Conventions	0	341	341	0	755	5,546	4,791	(5,836)
Promotions & Communications								
Site Visit	0	0	0	0	0	0	0	0
Photography	0	0	0	10	1,016	8,300	7,284	18,798
Advertising	2,726	0	(2,726)	0	5,451	0	(5,451)	2,000
Web Development & Maint	350	1,850	1,500	2,865	5,635	11,100	5,465	21,944
Market Research	0	0	0	0	0	0	0	0
Promotional	0	175	175	19,691	1,759	1,050	(709)	337
Attendance Promotion	0	0	0	0	0	0	0	0
Global Outreach	0	0	0	0	0	0	0	0
Total Promotions & Comm	3,076	2,025	(1,051)	22,567	13,860	20,450	6,590	43,079
Marketing Flexibility Fund	0	0	0	0	0	0	0	0
General & Administrative	23	608	585	1,382	2,851	16,248	13,397	3,047
Management Fees	0	0	0	0	0	0	0	0
Other	1,047	1,266	219	1,047	6,932	7,596	664	6,283
Total Other Indirect Expenses	10,058	10,223	165	30,213	59,148	85,738	26,590	82,595
Net Income (Loss) from Operations	(42,016)	(39,474)	(2,542)	(48,493)	(235,421)	(261,244)	25,823	(191,346)
Fixed Asset Purchases	0	0	0	0	0	0	0	0
Net Income (Loss) After Fixed Asset Purchases	(42,016)	(39,474)	(2,542)	(48,493)	(235,421)	(261,244)	25,823	(191,346)