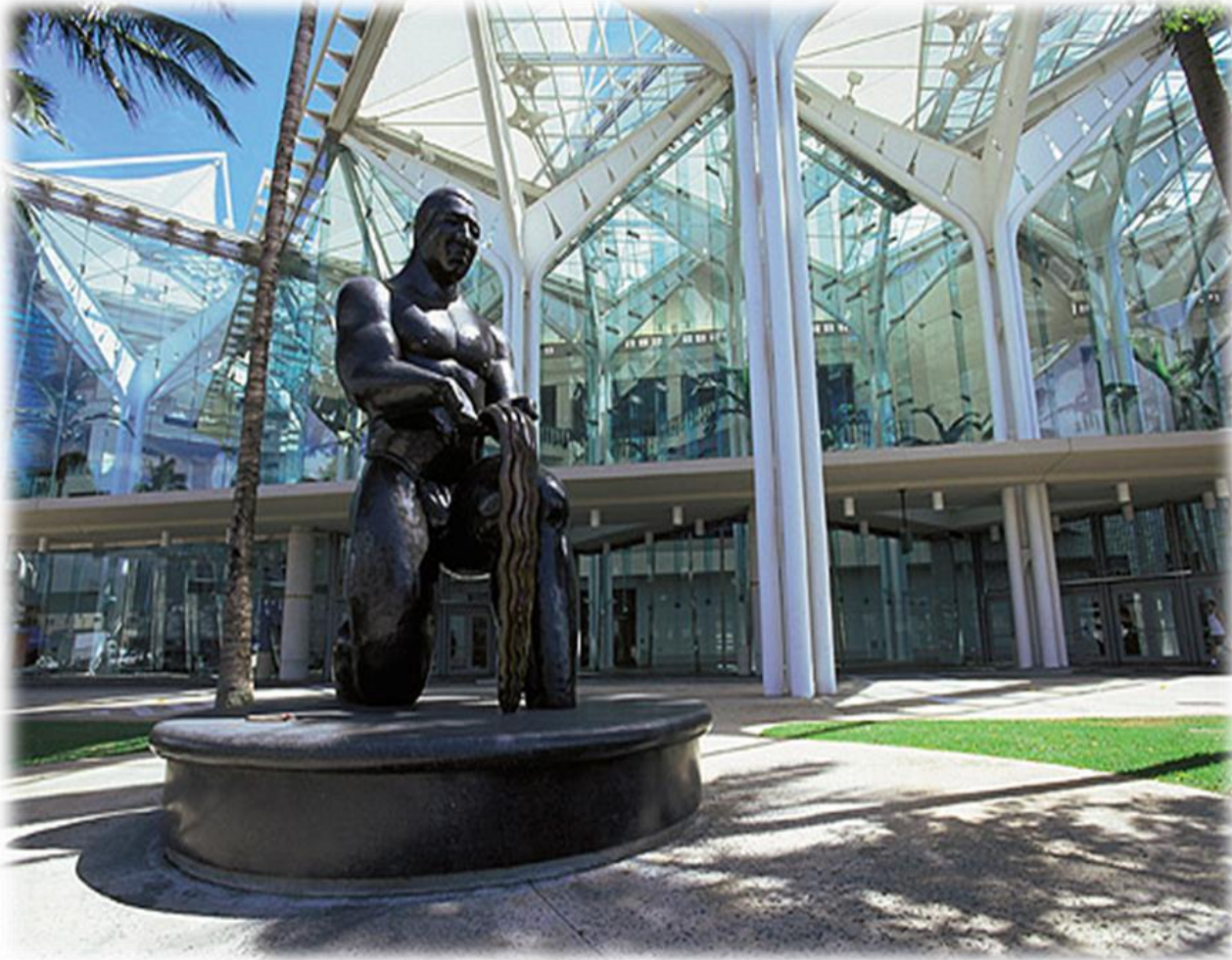


Hawai'i Convention Center HTA Board Meeting Update



*Update for
January 2025
For
(February 2025 meeting)*

Financial Update FY25

	Jan-25 Actual	FY 2025 Rereforecast	FY 2025 Budget	Variance	FY 2024 Actual	FY 2023 Actual
Facility Number of Events	18	240	237	3	262	273
Facility Operating Revenue	\$1,295,400	\$24,980,600	\$22,619,600	\$2,361,000	\$27,278,800	\$14,310,800
Facility Other Income	\$108,300	\$1,555,800	\$1,548,800	\$7,000	\$1,616,200	\$135,700
Facility Total Revenue	\$1,403,700	\$26,536,400	\$24,168,400	\$2,368,000	\$28,895,000	\$14,446,500
Facility Operating Expenses	-\$1,672,800	-\$28,554,600	-\$27,410,400	-\$1,144,200	-\$25,495,600	-\$18,412,200
Facility Net Income/(Subsidy)	-\$269,100	-\$2,018,200	-\$3,242,000	\$1,223,800	\$3,399,400	-\$3,965,700
Local S&M Operating Expenses	-\$96,800	-\$1,089,100	-\$1,603,300	\$514,200	-\$1,036,600	-\$959,400
HCC Net Income/(Subsidy)	-\$365,900	-\$3,107,300	-\$4,845,300	\$1,738,000	\$2,362,800	-\$4,925,100

ROI January 2025 FYTD

HCC Revenue + State Revenue
 +Tax Revenue
 = \$207.6 M

HCC Expense + HVCB MCI
 Expense = \$20.1 M

***ROI = For every dollar spent,
 \$10.33 returned to the State***

<u>FYTD 2025</u>	<u>ROI</u>	<u>CW's FYTD</u>
07.24	\$2.36	(1)
08.24	\$17.43	(3)
09.24	\$13.71	(4)
10.24	\$16.67	(7)
11.24	\$13.82	(7)
12.24	\$10.66	(8)
01.25	\$10.33	(9)

FY 2024 ROI
 07.23-06.24 \$14.64 (21)

FY 2023 ROI
 07.22-06.23 \$4.19 (7)

FY 2025 (July 2024 – June 2025) Citywide Events

REPORT - PACE - CW - DEFINITES ON THE BOOKS - FY

Created By: Test User
Created On: 01/01/2025

Fiscal Year: Contract Room Block Begin	Total Bookings	Total Contract Rooms	Total Attendees	Total EEI Value	Tax Generation
2025	18	113089	67050	\$379,574,197.62	\$44,410,181.12
2026	13	126413	47550	\$328,515,397.12	\$38,436,301.46
2027	8	88034	47700	\$285,030,767.47	\$33,348,599.79
2028	9	53989	29100	\$174,235,818.42	\$20,385,590.76
2029	3	18274	11200	\$81,287,236.19	\$9,510,606.63
2030	3	18710	11100	\$75,345,457.60	\$8,815,418.54
2031	5	86542	27700	\$171,336,614.82	\$20,046,383.93
2033	1	19550	6500	\$41,075,194.39	\$4,805,797.74
2036	1	40829	7000	\$53,244,980.15	\$6,229,662.68
Grand Totals	61	565430	254900	\$1,589,645,663.78	\$185,988,542.66

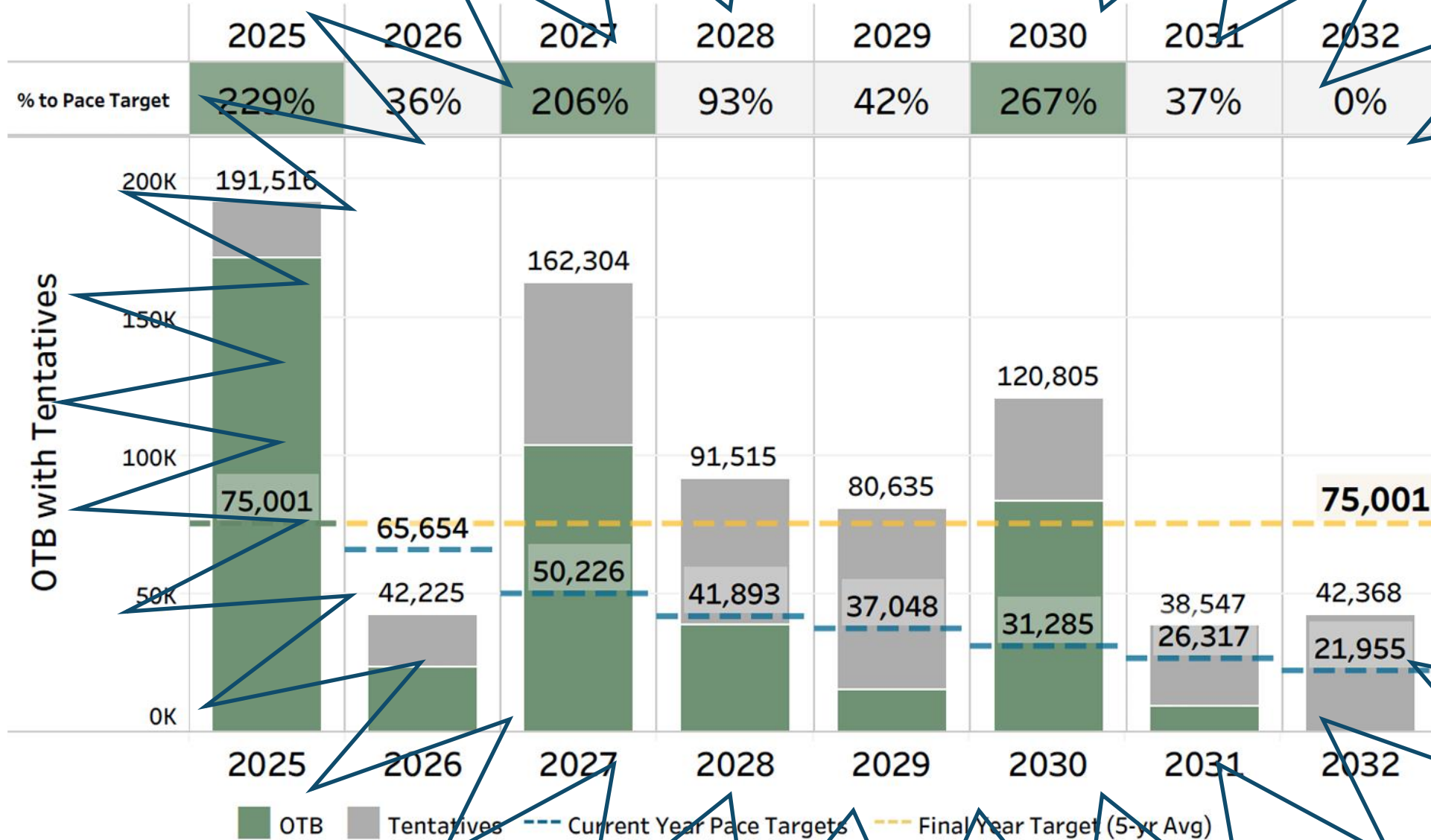
FY 25	
Total Bookings	18
Total Contract Rooms	111,434
Total Attendees	67,050
Total EEI Value	\$379,574,197.62
Total Tax Generation	\$44,410,181.12



Source: January 2025 Meet Hawai'i Pace "Definites on the Books FY" Report

CONSUMPTION

Table 1: FuturePace Report: Convention Center 8-year Pace (citywide only)



Citywide Business OTB's

Future Pace for Definite Bookings

	OTB Bookings	Pace Booking Target	Variance	% Variance	LTB	Tentative Bookings	Booking Pace Goal
2025	21	28	(7)	-25%	7	3	28
2026	4	14	(10)	-71%	24	3	28
2027	11	8	3	38%	17	11	28
2028	6	6	0	0%	22	11	28
2029	3	5	(2)	-40%	25	5	28
2030	5	4	1	25%	23	2	28
2031	1	3	(2)	-67%	27	4	28
2032	0	2	(2)	-100%	28	5	28

Recent Events @ Hawai'i Convention Center

- Hawaii Dental Association Convention 2025, Jan 30-31, 2,457 attendees
- Aloha Region President's Tournament 2025, Feb 1-2, 1,012 attendees
- 2025 Tandem Meetings | Transplantation & Cellular Therapy Meetings of ASTCT and CIBMTR, Feb 8-16, estimated 4,500 attendees(CW)



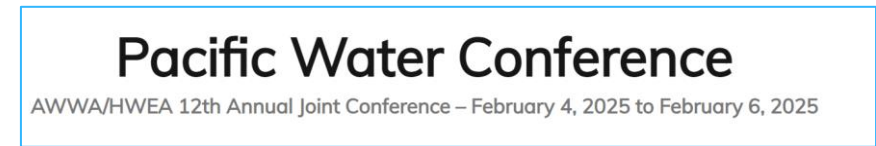
Upcoming Local/Citywide Events

- NDIA 2025 Pacific Operational Science and Technology Conference, March 3-6, estimated 1,700 attendees (CW)
- Honolulu Festival 2025, March 7-9, estimated 15,000 attendees
- Kawaii Kon 2025, March 14-16, estimated 20,000 attendees (CW)



Definite Local/CW Bookings for next 3 months

Month	Total # of Local Events	Total # of Citywides
February 2025	17	1
March 2025	21	3
April 2025	18	1



New Art Exhibit in 2025: The Journey of Hula



This exhibit is a collaboration between Kumu Hulu Nui Rick San Nicolas, Kumu Hula Chinky Mahoe, and Kumu Hula Kauila Kawelu Barber.

Visitors embark on a visual journey through the evolution of hula, from the sacred dances of the Royal Court to its modern expressions and competitive stage.

Carbon Offset Program

- This is a first-of-its-kind Carbon Offset Program that provides meeting organizers with the opportunity to offset the carbon footprint of their meeting.
- Participating events include:
 - 2024 Honolulu Marathon (10 trees)
 - 2024 & 2023 Okinawan Festival (11 trees/year)
 - 2024 Pokémon World Championships (51 trees)
 - 2024 Made in Hawaii Festival (17 trees)
 - Indoor Air 2024 (10 trees)
 - 2024 Honolulu Festival (17 trees)
 - 2024 Sony Open Gala Dinner (9 trees)
 - CHEST 2023 (42 trees)
 - 2023 International Conference on Machine Learning (36 trees)



As of December 2024

492

HCC CARBON OFFSET PROGRAM LEGACY TREES



12.43

MTCO_{2e}

NEW CARBON OFFSET

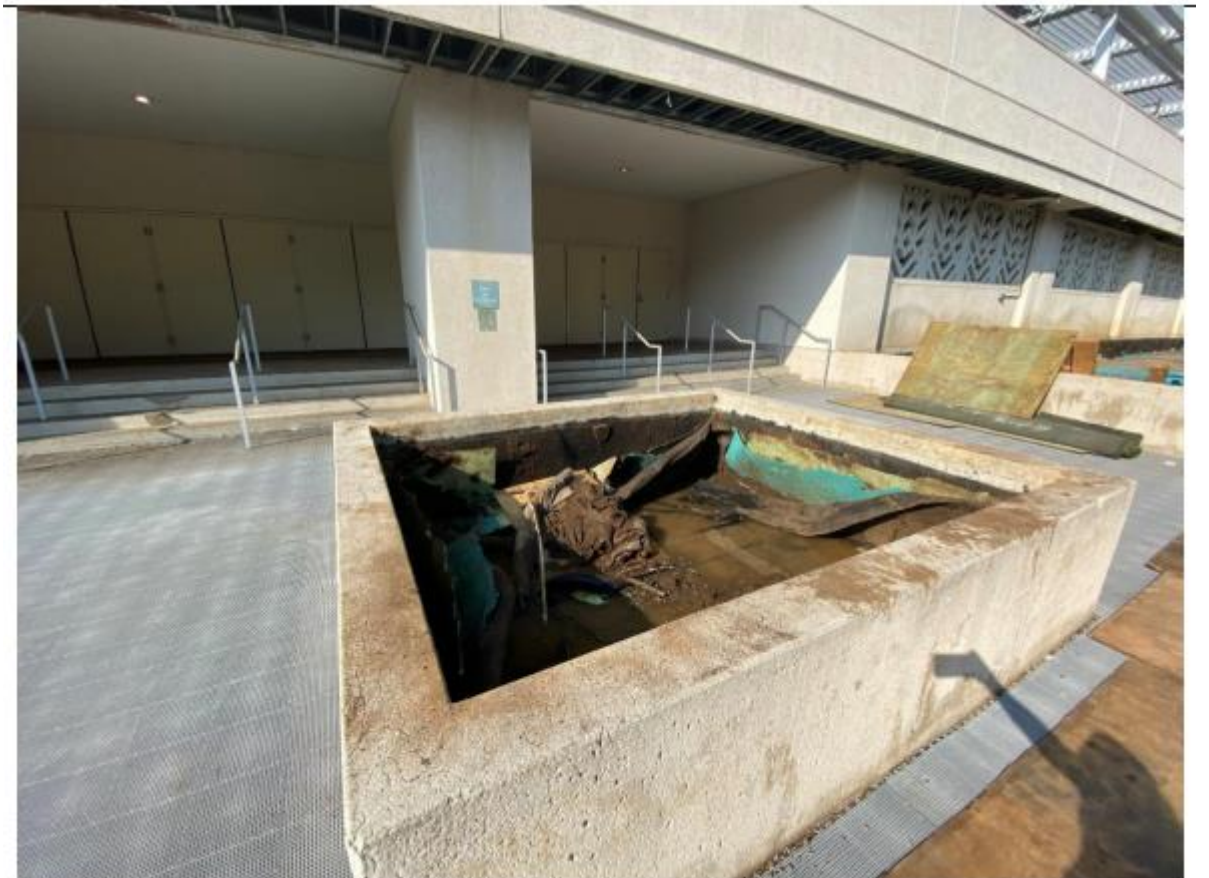


ICML
International Conference
On Machine Learning



Repair, Maintenance and Replacement Projects Update

3rd Fl and Exterior Planter Project



Excavation work continues on the Ala Wai Patio.

LED Lighting Project



Installation and commissioning completed in XHall I and II.
New ipad controls facilitate programming and changes.

Exterior Building Painting



Painting continues on the Ala Wai Promenade side.



CURRENT PROJECTS

IMPROVE GUEST EXPERIENCE

- New Speakers and Equipment to upgrade sound in meeting rooms
- Upgrade Screens and add Surround Sound in Theatres
- Replace all 12 Escalators
- Repair Meeting Room Air Walls
- New Wheelchair Lift in Theatre 320
- New Facilities Equipment
- New Retractable Bleacher Seating
- New Carpet for all meeting spaces, including Ballroom
- Address ADA Compliance Issues
- Replace Common Area Furniture Upholstery
- IT Network Cabling and Switch Upgrade
- Digital Signage Upgrade

IMPROVE OUR BUILDING

- Paint Entire Building Exterior and Interior
- Repair Leaks
 - Kalākaua Kitchen
 - Ballroom and other Parapet Roofs
 - Lobby and Ballroom Foyer Ceiling
 - Planters – 3rd floor, Grand Staircase, Intermediate level
- Install new Fire Alarm System
- Replace Green Slate Tile – 3rd floor and Ala Wai Patio
- Upgrade all Lighting to LED lights
- Install Solar PV panels for Energy Savings
- Seal Parking Garage floor and repainting
- Replace Exterior Exit Doors that have rusted
- Replace Main Kitchen Flooring

IMPROVE DEPARTMENT EFFICIENCY – New Equipment

- New Boilers in Kalākaua Kitchen
- New Parking System and Equipment
- Internal Phone System Upgrade to VOIP

Repair, Maintenance and Replacement Projects

Update of Major Projects

LED Lighting Upgrade

- New LED lighting has enhanced ambiance in the meeting spaces for events
- Controls are more accessible, making it easier for Event Managers to manage scenes for events
- Completed 70% of meeting rooms, Ballrooms and Exhibit Halls
- Ma kai meeting rooms will be completed after the Rooftop Terrace Repair project

Exterior Building Painting

- Contractors working in different areas, to work around busy event schedule
- Will be working on the Ala Wai Canal side and finishing the Front Entrance
- HCC has received many favorable comments from returning clients

3rd Floor and Other Exterior Planters

- Challenged with inclement weather and discovery of unforeseen conditions
- Working with contractor to expedite repair designs to complete work and close-up planter

Chiller Replacement

- New chillers were put into operation in October 2024
- Have completed several punch list items in January
- Tracking energy savings; challenging with multiple variables

Repair, Maintenance and Replacement Projects

6-Year Plan (page 1)

Project Number	Project Title	Estimated Project Cost	Est Complete	GOB/ CIP/OC	Prior Expenses Dec 2024	FY25	FY26	FY27	FY28	FY29	FY30	Total
003	Kalākaua Kitchen and Atkinson Drywell Renovation	\$ 7,245,452	CY 26	CIP	\$ 345,023	\$ 1,000,148	\$ 4,000,000	\$ 1,900,281				\$ 7,245,452
007	Kitchen Hood Control Panel Replacement	\$ 454,028	Q1 25	CIP	\$ 454,029							\$ 454,029
009	Slate Tile Repair	\$ 722,691	CY 26	CIP	\$ 214,309	\$ 55,217	\$ 453,165					\$ 722,691
010	Chiller Replacement	\$ 6,154,288	Q1 25	CIP	\$ 6,029,184	\$ 125,103						\$ 6,154,287
011	Ballroom Gutter, Foyer Transom Glass Roof Repair and Soffit R	\$ 21,564,945	CY 26	CIP	\$ 211,971	\$ 5,975,667	\$ 7,805,259	\$ 7,572,048				\$ 21,564,945
012	Parapet Roof Repairs	\$ 2,374,257	Q2 25	CIP	\$ 81,523	\$ 2,292,734						\$ 2,374,257
013	Ballroom Roof Repairs	\$ 1,575,688	Q2 25	CIP	\$ 236,421	\$ 1,339,267						\$ 1,575,688
014	Lobby Water Feature	\$ 1,086,810	FY 28	CIP	\$ 3,932				\$ 1,082,878			\$ 1,086,810
015	House Sound Audio System Upgrade	\$ 5,665,068	CY 26	OC	\$ 92,896	\$ 2,465,765		\$ 3,106,407				\$ 5,665,068
023	Air Wall Repairs	\$ 282,058	Q1 25	CIP	\$ 156,890	\$ 125,167						\$ 282,057
024	Roll-up Door Replacement	\$ 225,000	CY 26	CIP	\$ 23,656		\$ 201,344					\$ 225,000
026	IT Network Upgrades	\$ 300,000	Q2 25	OC	\$ -		\$ 300,000					\$ 300,000
027	Ice Machines Replacement	\$ 500,000	Q2 25	OC	\$ -	\$ 250,000	\$ 250,000					\$ 500,000
028	Theatre 310 and 320 Furnishings Upgrade	\$ 750,000	FY 28	OC	\$ -				\$ 375,000	\$ 375,000		\$ 750,000
029	Theatre 310 and 320 Seating Upgrade	\$ 500,000	FY 28	CIP	\$ 155				\$ 249,845	\$ 250,000		\$ 500,000
030	FB China and Equipment Upgrade - #2	\$ 6,094,591	Q1 25	OC	\$ 4,459,631	\$ 1,634,960						\$ 6,094,591
031	Ala Wai Waterfall Repair	\$ 1,081,501	FY 28	CIP	\$ 1,985				\$ 1,079,516			\$ 1,081,501
041	Exterior Building Door Replacement	\$ 170,152	Q1 25	OC	\$ -	\$ 170,152						\$ 170,152
044	Fire Sprinkler Line Refurbishment	\$ 353,394	Q3 25	CIP	\$ 25,984	\$ 199,016	\$ 128,394					\$ 353,394
045	Escalator Modernization	\$ 7,927,869	CY 26	CIP	\$ 64,143	\$ 3,570,520	\$ 2,520,000	\$ 1,773,205				\$ 7,927,868
046	LED Light Upgrade	\$ 6,510,416	CY 26	CIP	\$ 3,737,561	\$ 1,378,834		\$ 1,394,020				\$ 6,510,415
048	Electrical Harmonics Testing	\$ 100,000	FY 28	CIP	\$ -				\$ 100,000			\$ 100,000
050	Main Kitchen Flooring Replacement	\$ 648,881	Q1 25	CIP	\$ 202,936	\$ 445,945						\$ 648,881
051	Phone System Replacement	\$ 30,000	Q2 25	OC	\$ -	\$ 30,000						\$ 30,000
054	Boardroom Upgrade	\$ 1,099,549	CY 26	OC	\$ 115,802	\$ -	\$ 983,747					\$ 1,099,549
055	Elevator #2 Upgrade	\$ 250,000	FY 28	CIP	\$ -				\$ 250,000			\$ 250,000
058	Kitchen Hood Fire Suppression System Replacement	\$ 374,430	Q1 25	CIP	\$ 332,902	\$ 41,528						\$ 374,430
060	Lobby Sail Repair and Maintenance	\$ 179,000	Q3 25	CIP	\$ 41,196		\$ 137,804					\$ 179,000

Repair, Maintenance and Replacement Projects

Project Number	Project Title	Estimated Project Cost	Est Complete	GOB/ CIP/OC	Prior Expenses						Total	
					Dec 2024	FY25	FY26	FY27	FY28	FY29		FY30
061	ADA Lift (#320) Replacement	\$ 165,000	Q1 25	CIP	\$ 91,515	\$ 73,485						\$ 165,000
064	F&B Equipment - #1	\$ 1,364,759	Q1 25	OC	\$ 1,273,141	\$ 91,618						\$ 1,364,759
066	Kalākaua Kitchen Boiler Replacement	\$ 330,000	Q2 25	OC	\$ 16,817	\$ 313,183						\$ 330,000
068	3rd Floor Planter Repair and Exterior Planter Repair	\$ 12,402,236	Q2 26	CIP	\$ 975,165	\$ 2,189,916	\$ 9,237,155					\$ 12,402,236
069	Parking System Equipment Upgrade	\$ 1,083,753	Q2 25	CIP	\$ 70,569	\$ 30,000	\$ 983,184					\$ 1,083,753
070	Parking Garage Floor Sealing	\$ 5,285,230	Q2 25	CIP	\$ -	\$ 1,000,000	\$ 4,285,230					\$ 5,285,230
071	Access Control Upgrade	\$ 2,000,000	Q1 26	CIP	\$ -	\$ 1,000,000	\$ 1,000,000					\$ 2,000,000
073	Common Area Furniture Refirbishment	\$ 133,510	Q1 25	OC	\$ 89	\$ 133,421						\$ 133,510
074	Ice Rink and Equipment	\$ 1,000,000	Q2 25	CIP	\$ -	\$ 1,000,000						\$ 1,000,000
075	Exterior Building Painting	\$ 2,659,418	Q2 26	CIP	\$ 782,421	\$ 1,000,000	\$ 876,997					\$ 2,659,418
077	Interior Building Painting	\$ 3,872,039	CY 26	CIP	\$ 56,824	\$ 500,000	\$ 3,315,215					\$ 3,872,039
079	Digital Signage Upgrade	\$ 6,150,000	CY 26	CIP	\$ 20,390	\$ 3,000,000	\$ 3,129,610					\$ 6,150,000
081	Facility Equipment Replacement	\$ 1,000,000	Q2 25	OC	\$ 47,637	\$ 500,000	\$ 452,363					\$ 1,000,000
082	Escalator and Elevator Repairs	\$ 1,000,000	CY 26	CIP	\$ 430,737	\$ 237,033	\$ 332,230					\$ 1,000,000
083	Café 808 Renovation	\$ 3,000,000	Q2 25	CIP	\$ -	\$ 3,000,000						\$ 3,000,000
084	Frictionlist Concession	\$ 1,500,000	Q2 26	CIP	\$ -		\$ 1,500,000					\$ 1,500,000
085	1801 Renovation	\$ 2,000,000	Q2 25	CIP	\$ -	\$ 2,000,000						\$ 2,000,000
086	Water Remediation - Misc Repairs/Equipment	\$ 500,000	Q2 26	CIP	\$ 73,260	\$ 176,740	\$ 250,000					\$ 500,000
089	Cabling Infrastructure Upgrade	\$ 850,000	Q2 25	CIP	\$ 218,737		\$ 631,263					\$ 850,000
091	Loading Dock Supply Fans	\$ 225,000	Q2 25	OC	\$ -	\$ 225,000						\$ 225,000
093	ADA Compliance	\$ 1,500,000	Q2 25	CIP	\$ 6,902	\$ 100,000	\$ 1,393,098					\$ 1,500,000
094	Solar Photovoltaic System	\$ 7,089,400	Q2 26	CIP	\$ 30,552	\$ 3,479,948	\$ 3,578,900					\$ 7,089,400
097	Carpet Replacement	\$ 4,000,000	CY 26	CIP	\$ -		\$ 4,000,000					\$ 4,000,000
098	Sketch-up Revisions	\$ 30,000	Q1 25	OC	\$ 14,500	\$ 15,500						\$ 30,000
099	Fire Alarm System	\$ 1,500,000	Q2 25	CIP	\$ -	\$ 50,000	\$ 1,450,000					\$ 1,500,000
100	Retractable Seating	\$ 1,500,000	Q2 25	CIP	\$ 89	\$ 500,000	\$ 999,911					\$ 1,500,000
101	Lobby Door Replacement	\$ 500,000	Q3 25	CIP	\$ -	\$ 500,000						\$ 500,000
	Legal Retainer	\$ 251,094	on-going	CIP	\$ 162,337	\$ 20,000	\$ 68,757					\$ 251,094
GRAND TOTAL (not including Rooftop Terrace Deck)		\$137,111,507			\$21,103,811	\$42,235,867	\$ 54,263,626	\$15,745,961	\$ 3,137,239	\$ 625,000	\$ -	

Key to Color Codes	
Current project	
Cumming-managed project	
HCC-managed project	
RLB-managed project	



Repair, Maintenance and Replacement Projects

CUMMING GROUP Priority Projects

- *Slate Tile Repair*
- *Ballroom Roof Repairs*
- *House Sound Audio Upgrade*
- *Ballroom Gutter, Foyer Transom Glass and Soffit Repair*
- *3rd floor and Exterior Planters Repair*
- *LED Lighting Upgrade*
- *Main Kitchen Flooring Replacement*
- *Kalākaua Kitchen Wall Repair and Atkinson Drywell Replacement*
- *Exterior Building Painting*
- *Interior Building Painting*
- *Parking Garage Equipment Upgrade and Floor Sealing*
- *Fire Sprinkler Line Refurbishment*
- *Escalator Modernization*
- *Kalākaua Kitchen Boiler Replacement*
- *Exterior Door Replacement*
- *Solar Photovoltaic System*

Repair, Maintenance and Replacement Projects Completed (since 2020)

COMPLETED 2020

- Gutter Trough, Roof Repairs; \$8.3M
- Boiler Replacement; \$585k
- Ala Wai Waterfall Repairs; \$185k
- Chiller 4 Repairs; \$55k
- #320 Roof Repairs; \$1.4M
- Banquet Chairs/Tables Upgrade; \$2.25M

COMPLETED 2021

- Cooling Tower Replacement; \$3.2M
- Theatre LED Lighting Upgrade; \$77k
- Roof Overflow Drain Repairs; \$16k
- Jockey Chiller Repairs; \$28k
- ADA Lift Replacement; \$71.5k
- Emergency Generator Repairs; \$32k
- Window Repairs – Vandalism; \$177k

COMPLETED 2022

- Leak Repairs – 12/21-1/22; \$396k
- Chiller Repairs; \$69.3k
- Trellis Renovation; \$4.7M
- Lobby Glass Replacement; \$25k
- New Security Camera, Access Control; \$1.56M
- Kitchen AC Compressor Replacement; \$16.5k

COMPLETED 2023

- Exterior Sign Refurbishment; \$50k
- Event Stage ADA Ramp; \$41k
- Escalator #1 Handrail Replacement; \$64k
- Leak Repair Remediation; \$168k
- Forklift Replacement; \$175k

COMPLETED 2024

- Water Intrusion Remediation; \$400k
- Ballroom Wallcovering; \$200k
- Exterior Security Camera; \$225k
- Transformer Replacement; \$131k
- #348 Walk-in Refrigerator Replacement, \$123k
- Lobby Glass Repair, Vandalism, \$26k
- Ride-on Sweeper Replacement, \$50k
- Main Kitchen Dishwasher Replacement, \$425k
- Pot Wash and Glass Wash Machine Replacement, \$212k
- Chill Water Pipe Reinsulation, \$1.2M
- Sump Pump Replacement, \$58k
- Ride-on Scrubber Replacement, \$86k
- Pickleball Equipment, \$486k
- Immersive Experience Equipment, \$926k
- Holiday Light Displays, \$616k
- Kitchen Hood Control Panel Replacement, \$454k
- Kitchen Hood Fire Suppression System Replacement, \$374k
- Food and Beverage Equipment Upgrade #1, \$1.4M



Mahalo Nui Loa