



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

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

*Po'aluā, 28 o Iune, 2022, 9:30 kak.*  
**Tuesday, June 28, 2022 at 9:30 a.m.**

**HĀLĀWAI KIKOHO'E  
VIRTUAL MEETING**

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

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

<https://bit.ly/June2022BFCCMeeting>

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

*Papa Kumumana'o*  
**AGENDA**

1. *Ho'omaka A Pule*  
Call to Order and Opening Protocol
2. *E Mālama 'Ia Ana Ke Kikolā I Hiki Ke Ho'olauna 'Ia Nā Lālā Papa Luna Ho'okele A Me Nā  
Kānaka 'Ē A'e E Komo Pū Ana Ma Ka Hālāwai*  
Roll Call to Announce Name of Participating Board Members and to Identify Who Else is  
Present with Board Member if Location is Nonpublic
3. *'Āpono I Ka Mo'ō'ōlelo Hālāwai Mai Ka Hālāwai Kōmike o Mei 24, 2022*  
Approval of the Minutes of the May 24, 2022 Committee Meeting



4. *Ka Hō'ike'ike, Ke Kūkākūkā, A Me Ka Hana Ma Ka Palapala Hō'ike Waiwai A Ke Kikowaena Hālāwai o Hawai'i No Mei A Me Ka Nū Hou Ma Kā Ke Kikowaena Hālāwai o Hawai'i Papahana CIP He 6-Makahiki Ka Lō'ihi*  
Presentation, Discussion, and Action on the Hawaii Convention Center's May Financial Report and Update on the Hawaii Convention Center's 6-Year CIP Plan
5. *Ke Kūkākūkā A Me Ka Hana Pili I Ka Ho'okumu 'Ana I Hui Ho'okoloko Mo'ohelu Kālā I 'Āpono 'Ia Me Ka Mana'o E Ho'omōhala 'Ia Ka Mo'ohelu Kālā No Ka Makahiki 'Auhau 2023 No HTA*  
Presentation and Discussion on Recommended Changes to the HTA Fiscal Year 2023 Draft Budget
6. *Ka Hō'ike, Ke Kūkākūkā, A Me Ka Hana Ma Kā Ke Kikowaena Hālāwai Mo'ohelu Kālā No Ka Makahiki 'Auhau 2023*  
Presentation, Discussion, and Action on the Convention Center's Fiscal Year 2023 Budget
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](mailto: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](mailto: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](mailto:carole@gohta.net) or by postal mail to the Hawaii 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](mailto:carole@gohta.net)) no later than 3 days prior to the meeting so arrangements can be made.

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

In accordance with Act 220, the Hawaii Tourism Authority will establish a remote viewing area for members of the public and board members to view and participate in meetings held using interactive conference technology (ICT). The ICT audiovisual connection will be located on the 1st Floor in the Lobby area fronting the Hawaii Tourism Authority at the Hawaii Convention Center at 1801 Kalakaua Avenue, Honolulu, Hawaii, 96815.

# **3**

Approval of Minutes of the May 24, 2022  
Budget, Finance, and Convention Center Standing  
Committee Meeting



Hawai'i Convention Center  
1801 Kalākaua Avenue, Honolulu, Hawai'i 96815  
**kelepona** tel 808 973 2255  
**kelepa'i** fax 808 973 2253  
**kahua pa'a** web [hawaii-tourism-authority.org](http://hawaii-tourism-authority.org)

**David Y. Ige**  
*Governor*

**John De Fries**  
*President and Chief Executive Officer*

**BUDGET, FINANCE, AND CONVENTION CENTER STANDING COMMITTEE  
MEETING HAWAII TOURISM AUTHORITY  
Tuesday, May 24, 2022, at 9:00 a.m.**

**Virtual Meeting**

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

<b>MEMBERS PRESENT:</b>	Ben Rafter (Chair), Fred Atkins (Vice-Chair), Micah Alameda, David Arakawa, Kyoko Kimura
<b>MEMBER NOT PRESENT:</b>	Kimi Yuen
<b>HTA STAFF PRESENT:</b>	John De Fries, Keith Regan, Kalani Ka'anā'anā, Marc Togashi, Maka Casson- Fisher
<b>GUESTS:</b>	Representative Richard Onishi, Teri Orton, Mari Tait
<b>LEGAL COUNSEL:</b>	Gregg Kinkley

**1. Call to Order and Opening Protocol**

Mr. Casson-Fisher did the opening protocol. Chair Rafter called the meeting to order at 9:04 a.m.

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

Mr. Regan did the roll call. Everyone confirmed attendance and that they were alone, except for Mr. Alameda, who had his sister and son in the house, and Ms. Kimura, who had Mr. Glenn Yamasaki Kimura in the house.

### **3. Approval of the Minutes of the April 26, 2022, Committee Meeting**

Chair Rafter asked for a motion to approve the minutes. Mr. Alameda made a motion and Ms. Kimura seconded. Mr. Regan did the roll call, and the motion passed unanimously. Mr. Regan said nine voting Board members were in attendance and moved them over to the panelist side as per Chair Rafter's request. Mr. Ching and Mr. Kam joined on the panelist side. Chair Rafter recognized that Rep. Onishi was on the call.

### **4. Presentation, Discussion, and Action on the Hawai'i Tourism Authority's April Financial Report**

Mr. Togashi presented the April 2022 Financials. He said the financial packets have details of HTA's financial position and related transactions covered across multiple documents, including balance sheets, statements of revenue and expenditures, budget statement summary, budget detail, budget reallocations, and an executive summary capturing all, as of April 2022.

Mr. Togashi reported on the budget statement summary on page 48 of the meeting packet. There are four main funds, represented by the four quadrants. They anticipate the release of \$60 million in ARPA funds, of which \$44.2 million has already been released by BNF for availability and reported onto the financials. Over a series of meetings, the Board approved the fiscal year 2022 (FY2022) budget of \$48,850,000 through April, of which \$37.2 million has been encumbered. Approximately \$11.2 million of the budget has not been approved yet, including \$10.7 million that has been deferred and \$450,000 that is to be reprogrammed.

In April 2022, the primary activity is reporting encumbrances related to \$1 million for the rebranding of the Hawaiian Islands, \$250,000 for a creative agency, and almost \$100,000 for branding memberships and use \$75,000 for planning tools and assessments. In April 2022, BNF approved the re-classification of HTA's ARPA federal reporting categories, from negative economic impacts to revenue loss and replacement. There were no budget reallocations in April 2022. Budget reallocations for the year to date, as well as for the month, are included in the meeting packets under the budget reallocation summary on page 43.

Mr. Togashi spoke about the FY2022 activity for the Tourism Special Fund (TSF). Although the TSF sunset on January 1, 2022, the summary showed revenue receipts that came in before sunset. That may continue to see revenue such as interest and refunds until all prior encumbrances have been paid out. Through April 2022, HTA recorded \$293,000 in

miscellaneous revenue for this fund. He said for the ARPA Convention Center Federal Fund, a total of \$11 million had been released for BNF for the Convention Centers availability and approved by the Board for expenditure. This \$11 million will primarily be used toward funding significant repair and maintenance projects since there are already encumbered funds for the HCC FY2022 operations using FS 2021 TAT restart funds. They are currently working on drafting that contract to encumber those \$11 million of ARPA funds.

Mr. Togashi noted that in March 2022, the Board approved \$490,000 reallocation to fund necessary property insurance premiums for the HCC. As previously reported at the last Board meeting, they sought and received approval from BNF to extend the performance period for the use of \$11 million in ARPA funds, to June 2023. That was always the understanding with BNF that maintenance projects are longer in duration, take planning and procurement effort, and require more time.

Mr. Togashi reported that they received approval to provide ASM with the additional necessary time. He said for CCESF activity, for April 2022, they received the full \$11 million in CCESF TAT allocation and \$4.2 million in HCC and other revenue. At the March 2022 BFCC meeting, he recalled a slide he presented that showed the HCC's current sources of funding, the vehicles for expending those funds, the resulting types of expenditures, and its tie-in to the importance of the recently approved legislative request, which they are grateful for. For the financial position as of April 30, 2022, they have access to \$37.4 million in the Tourism Federal Fund, which represents a decrease of \$2.5 million from March 2022 due to disbursements related to operational and program expenditures. A summary of the funds released by BNF, compared with the amount of waterproof budget and related encumbrances, is in the meeting packet.

Item 3 of the Executive Summary provides a chronology of the budget's approval over six Board meetings. He spoke about the Tourism Special Fund (TSF). As of April 2022, they had \$38.5 million in cash investments, which represents an \$8 million decrease from March 2022. That was due to disbursements related to program expenses, including \$6.4 million in community program expenditures that include payments to support CEP and DMAP programs. He spoke about Mr. Arakawa mentioning earlier that they need to continue to show efforts in community programs. He pointed out that it is evident in the \$6 million payments he outlined. Mr. Togashi showed a slide with their downward trend of cash balance. He said it is consistent with the previous fiscal year, except they do not anticipate receiving an influx of funds as they did the last FY with the temporary activation of TAT distribution that came in June 2021. Of the \$38.5 million in cash, \$5 million is reserved as emergency funds, \$29.6 million is encumbered to contracts, and \$3.9 million is unencumbered. They anticipate that \$3.9 million of unencumbered funds will increase as they continue to see savings from certain encumbered

contracts, which are realized throughout the year. The TSF sunset on January 1, 2022, pursuant to Act 1 of the 2021 legislative special session, and left \$3.9 million available to return to the state's general fund, and the \$5 million in an emergency fund will remain as HTA's reserve. The \$3.9 that will be returned to the state general fund represents an almost \$1 million increase reported in the prior month. He highlighted that and said that \$900,000 of that increase related to encumbrances that they had disencumbered from Hawai'i Tourism Japan's 2021 contract, which were not spent. He said they had been asked to consider reducing market activity and have had numerous policy level discussions at the Board level on the amount they should be spending in the markets during the pandemic. The disencumbering of the \$900,000 is an example of staff and contractors working together to continuously monitor for appropriate investment levels, using discretion based on their understanding of the market, and adjusting spending as necessary to exercise prudence over their funds. Mr. Togashi said they are not just spending to spend.

\$11 million is available and budgeted for the ARPA Convention Center Federal Fund, primarily for maintenance and repair projects. CCEF has \$50.3 million in cash, representing a \$630,000 decrease from March 2022, primarily due to \$1.7 million in disbursements for Convention Center operations, which was partially offset by \$1.1 million in revenue receipts. Of that \$50 million, \$34.2 million is encumbered for contracts, which were initially encumbered at \$35.1 million. That represents funds they encumbered using FY2021 TAT restart funds and the CCEF reserves. The remaining \$16.1 million of unencumbered funds in the CCEF, including the \$11 million in TAT they received earlier in the year, includes the continued deposit of the HCC revenue and will primarily be stored as a recurring maintenance reserve for future deployment.

Mr. Togashi thanked the legislature for allowing them to deploy those much-needed funds for a similarly much-needed backlog of repair and maintenance projects they have at the Center.

At the beginning of the FY, the CCEF had reserves of \$870,000. They anticipate that balance to increase to approximately \$16.4 million by the end of the FY. That balance is currently \$16.1 million. The increase is due to a deposit of the HCC revenue and receiving the \$11 million in TAT. Of the \$16.4 million, approximately \$14 million is earmarked to support the 6-year repair maintenance plan.

Chair Rafter asked if there were any questions.

Mr. Atkins asked about the Center for Music and Dance, where they accrued \$6 million. He asked where that is accounted for.

Mr. Togashi said it is in item 19, in the footnote, mentioned that it was encumbered at the end of the FY2021 into the AEG ASM contract to help fund the Center for Music and Dance.

Ms. Kimura asked if the \$3.9 million going back to the general fund is going back at the end of June or December 2022.

Mr. Togashi said there is no specific timetable currently. Those funds will need to be called, but the funds are available when called. The number continues to grow as they realize savings and earn investment interest.

Chair Rafter asked how much of the \$3.9 million is of the HTJ savings. Mr. Togashi confirmed it was \$900,000.

There were no questions from the public or testimony.

Chair Rafter asked for a motion to recommend approval. Ms. Kimura made a motion and Mr. Alameda seconded. Mr. Regan did the roll call and the motion passed unanimously.

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

Ms. Orton did the presentation. She said it was a busy month for the HCC. She budgeted for 11 events which materialized into 21. There was a significant increase in the attendees to the building. They had budgeted for 13,000 attendees, but actualized just over 40,000 attendees. One notable event was Kawaii Kon. They budgeted for 4,000 attendees, but 18,000 attendees showed up. There was a line outside the building for people to get in and to be checked for vaccination cards.

In April 2022, there were two sporting events - volleyball & basketball, and they were expecting a little over 2,300 attendees, but 11,000 attendees materialized. Kawaii Kon was budgeted to generate \$24,000 in revenue, and it came in seven times over \$170,000 plus or minus. There were record sales and concessions. Lots of people showed up and wanted to eat and drink. The event organizer was happy with the turnout.

The sporting events generated \$72,000. They were unsure of the attendance before it happened, but it was a great turnout. Since the fiscal year began in July 2022, they experienced 37 cancelations, about \$2.2 million in lost revenue, but are busy closing that gap. The forecast for the remainder of the year is looking up, \$638,800 better than they budgeted. The definite city-wides they have serviced in May 2022 have generated tax revenue for the state - about \$3,7 million, and visitors spent about \$32 million for the first three events they serviced in the fiscal year. On average, the total revenue is roughly \$41.4 million, and with the expenses added to that, the ROI is approximately \$3 for every dollar spent at the HCC to date.



She spoke about the recent events: MRS Spring Meeting 2022 (May 6-13) with 4,000 forecast attendees and the Hawai'i Baptist Academy Commencement (June 4) with 2,000 attendees. For May, around 7 to 9 commencements took place at the HCC back-to-back. Monet Exhibit, The Immersive Experience, is coming up on June 13 to July 31, estimating 100,000 attendees. The attendance forecast is doubling or tripling in some cases. Also upcoming are the Joy of Sake (June 24) and Hawai'i Active Senior Expo 2022 (June 25 to 26).

She listed the definite city-wide bookings for the remainder of the year. They just finished MRS Spring Meeting 2022 with 4,000 attendees. She showed the numbers that the events bring in. For May 2022, there were 18 events. She showed the slide for June 2022 with 17 events. For July 2022, they have 13 events. The next three months coming up are very busy. Staff has been working 15 days straight, with little time off.

She spoke about tentative local bookings for the next three months that they are trying to make definite. Most of the list is now definite bookings. She highlighted some advertisement drops and pick-ups, letting everyone know that the HCC is open.

Ms. Orton asked if there were any questions.

Chair Rafter asked where the attendees for Kawaii Kon came from. She said she could get the breakdown, but it was primarily locals, mainly from the island of O'ahu. There were some visitors from neighbor islands. When Asia opens up, they will get Japanese visitors.

Ms. Kimura asked how they handled the parking with all the attendance. Ms. Orton said Ala Moana shopping center had hired someone to manage parking for offsite events to use the parking space. They have an app that can be downloaded to arrange parking. Six hundred stalls were stanchioned off on the lower parking of the garage. They give out flyers with scanning codes for the app. There is hourly, half-day, and full-day rates available. This partnership works well for them as it is right across the street from the HCC.

Ms. Orton turned the floor to Ms. Tait for an update on the repair and maintenance at the HCC.

Ms. Tait said they issued an RFQ RFP for PM and construction management services for construction projects at the HCC. They are new projects. They want to be transparent in the companies they will be using. They are busy with the bidding process to open up for other companies to bid on. They will be issuing the RFP for the kitchen hood control panel and the fire suppression project in the next few weeks. They are targeting the ARPA projects moving through the 6-year plan. They are finishing up the RFP for the chiller replacement and have hired a consultant to provide guidelines for the new system to address. The chill water pipe is also in the pipeline. She highlighted the ARPA-funded projects. She said some of the items on

the list would be assigned to the new project management company - the parapet roof repairs and the stairwell 5 & 6 repairs, which will be included in the temporary rooftop repair. She spoke about the HCC-managed projects - wallpaper replacement and the airwall repairs.

She showed a list of completed projects: leak repairs, and chiller repairs. She spoke about the trellis project with the challenges due to COVID. Many of the challenges were also related to ship-in materials from the mainland, but she said the trellis project is complete. They are fine-tuning the controls of the louvers and the lighting. They had a demo a few weeks back, and she shared some pictures. The louvers are located on three floors - the third-floor meeting room, the fourth floor rooftop and the parking level. With varied degrees, the louvers can go from full closure to full opening. The lighting has a range of colors. They selected 14 different colors. There will also be custom colors and designs based on what the event may need. With each color, they are working on varying degrees of dimming. This is all controlled by an app. Event managers will be using their cellphones to control these settings as needed. The first event where they will be using the colors on the rooftop is on Saturday, for the Nā Kūpuna Nights event.

There were no questions or testimony from the audience.

Chair Rafter asked for a motion to recommend approval to the full Board. Ms. Kimura made a motion, and Mr. Arakawa seconded. Mr. Regan did the roll call, and the motion passed unanimously.

#### **6. Presentation, Discussion, and Action on Proposal to Reallocate \$225,000 from BLI 702 (Community Product Capacity Building) to BLI 014 (Pono Travel Tips)**

Mr. Ka'anā'anā said they have been trying to reach visitors, and a significant touch point they identified is the airports. He said two pieces are important. First, HVCB has the current campaign running in the airports, launched April 18, and runs until the end of June 2022, when the HVCB contract ends. From June 2022, HTA will pick up the contracts with the two airport advertisement companies. There is one for all the neighbor island airports and one for Honolulu. The budget reallocation request would allow HTA to run those airport messages on the digital and fabric displays from June 2022 through June 2023. The vendors will present the locations at the Board Meeting. In preparation for the presentation and approval for the total budget of \$400,000 for airport advertising, it is to place all the messaging at the airports.

There were no questions or testimony from the public.

Chair Rafter asked for a motion. Ms. Kimura made a motion, and Mr. Atkins seconded. Mr. Regan did the roll call, and the motion passed unanimously.

#### **7. Presentation, Discussion, and Action on Proposal to Reallocate \$106,000 from BLI 702 (Community Product Capacity Building) to BLI 102 (Hawai'i Tourism Summit)**

Mr. Ka'anā'anā said they hosted several updates and events to keep the communication and outreach with the community and other stakeholders in the past. They are planning for an in-person HTA conference, the Fall Tourism update. The attention is on November 1 and November 2, 2022, and they will host the HTA conference in the fall of 2022 at the HCC. When they budgeted for this line item initially, they were not sure if they would be able to return to in-person. The cost has increased, so the reallocation request supports the return of these in-person events. He noted that the week before the public session is also the internal GMT meeting when all the GMTs come in person and meet with everyone.

Chair Rafter said the events are well attended by all industry members.

Ms. Kimura asked what the original budget was. Mr. Ka'anā'anā said it was \$125,000.

There were no questions or testimony from the attendees. Mr. Arakawa made a motion to recommend the approval of the reallocation, and Mr. Alameda seconded. Mr. Regan did the roll call, and the motion passed unanimously.

#### **8. Presentation, Discussion, and Action on the Revised Fiscal Year Budget Process**

Mr. Regan said they have a new process HTA needs to follow, which involves a lot of communication with the legislature regarding HTA's budget. They looked at the schedule to see how they could align with the legislative process to ensure the budget that is put forth is formally adopted and approved by the Board through a process. Included in the meeting packet is a revision of the Budget Process. He showed the slide with the process that starts in April 2022 and ends in July 2023. He recognized that they are in the process where they are working with the Board to go through what has been approved by the legislature and to incorporate it into HTA's official fiscal year budget. It will be the FY2023 budget they will be working on. He said the process the team worked on, is lining up well with the overall legislative process. He asked for the chair to adopt the process to have it as a formal path forward as it relates to HTA's development of the fiscal year budgets.

Chair Rafter asked if they had to approve the new budget by July 1, 2022. Mr. Regan confirmed that as correct. He said HTA would get the budget instructions from the governor's office or budget and finance and/or DBEDT around October or November 2022. He said they want their version approved by the Board in August or September 2022, understanding that it is a preliminary draft as they might have to make adjustments.

Ms. Kimura asked if they must recommend approval to the Board, or if the BFCC committee can adopt the process. Mr. Regan said it would be great if the Board could adopt the process, which is the recommendation.

Ms. Kimura made a motion to recommend to the Board the approval of the Budget Process. Mr. Alameda seconded. Mr. Regan did the roll call, and the motion passed unanimously.

## **9. Presentation and Discussion on the HTA's Fiscal Year 2023 Draft Budget**

Mr. Regan said the team worked hard to get the proposal for the fiscal year 2023 (FY2023) budget. Everyone received a copy. He said the intention is to accept it as being introduced to the committee, and requests the Board accepts the introduction, not approval of the budget, with the intent that it will go back to the BFCC in June 2022, with questions about the draft. The Board will make the final approval of the FY2023 in the June 2022 meeting.

Mr. Kinkley said there is no action to be taken, but it is important that in the BOD, there is an agenda item that says the Board is ready to accept the introduction.

Chair Rafter said Board members would be meeting in groups of two to go through the budget.

Mr. Arakawa asked if they recommend initiating the Budget Process, starting with the document based on the draft proposal that has been submitted. Mr. Arakawa made a motion to initiate the Budget Process for 2023, starting with introducing the proposed budget as described by Mr. Regan. Mr. Atkins seconded. Mr. Regan did the roll call and the motion passed unanimously.

## **10. Economic Development Administration FY 2021 American Rescue Plan Act Travel, Tourism, and Outdoor Recreation Grant Assigned to the Hawai'i Tourism Authority by Governor Ige**

Mr. Regan said that in August 2021, the Economic Development Administration (EDA) had a grant opportunity for the state of Hawai'i that related to tourism and outdoor recreation. HTA felt it was a great opportunity for them to consider getting involved. Gov. Ige assigned the project to HTA and communicated that with the EDA. Moving forward, there were discussions between all the departments, so it took some time to put the pieces together with the funding opportunity. They were informed that since it involves outdoor recreation, the DLNR will participate in the process, and a portion of the funding would be to support projects and programs that align with the funding opportunity. The HTA will be working closely with the EDA. Mr. Regan, Ms. Anderson, and Mr. Togashi have been working directly with EDA and the HTA team, including Mr. Ka'anā'anā and Mr. Masuda, first deputy director from DLNR. The meeting is the grant administration plan that they have all been putting together. They are asking that the BFCC approve the grant administration plan as presented so that it can be transmitted to the EDA, and then move forward with the projects included in the process. Mr. Regan spoke about the slide showing the grant information.

Total funding for the grant is a little more than \$14 million. There are specific requirements on how the funding can be used. Projects that would support the economic recovery of the travel, tourism, and outdoor recreation sectors include tourism marketing and promotion campaigns, workforce training, economic development planning, and coordination, technical assistance projects to assist regional economies to recover, upgrades/retrofits to existing travel, tourism, and outdoor recreation, infrastructure, infrastructure projects that lead to long-term increases in tourist activity, and their uses to support the travel, tourism, and outdoor recreation industries.

Mr. Regan noted that the other uses category requires an extensive amount of work and communication with the EDA to ensure what is outside the specific uses, is acceptable to the EDA. What is presented in the grant administration plan does not involve other uses to support travel, tourism and outdoor recreation. He felt it best to align the HTA with the specific eligible uses that were included in the NOFO.

Mr. Regan spoke about HTA's side of the grant. HTA is requesting to allocate a significant portion of the funds towards the Tourism Recovery Branding and Education Campaign. He asked if Mr. Ka'anā'anā wanted to share insights on how the funds will be utilized to support the activity approved through the EDA grant.

Mr. Ka'anā'anā reiterated that there were requirements and measures of success that the EDA outlined. He said the best course of action and recommendation to the committee is that the \$4 million should be allocated to HTA's Branding campaigns, \$3,250,000 would be for paid media campaigns, and \$750,000 would be for co-op programs and various wholesalers. He

noted that in the FY2023 budget, they proposed that the allocation for markets is there, which can help bolster and support those amounts.

Mr. Arakawa asked Mr. Ka'anā'anā if the Branding Committee had spoken about the program before. Mr. Ka'anā'anā said it is the first step and the first committee.

Mr. Regan spoke about another project, the Urban Trail. This is a trail where people can go from one historical site to another in downtown Honolulu. They felt this would be a great opportunity for visitors and residents to have an experience learning about the history of Honolulu and Hawai'i and interact and engage with businesses along the route. There is an opportunity to learn, support local businesses, and get exercise on the trail. With technology, people could incorporate augmented reality into the experience. HTA would intend to contract a vendor that would be able to build this, and they are asking \$750,000 to support the design implementation rollout of the trail experience.

Mr. Atkins asked if it would need to go out to RFP and Mr. Regan confirmed that as correct. He said there are innovative people in their community that could help. Mr. Regan said there could also be physical aspects to the project, like trail markers placed in different areas with QR codes. Although everyone does not have a cell phone, they may still be able to read a sign describing the part of the trail. It will also encourage businesses to be open for visitors along the trail.

Ms. Kimura asked how much was available in total. Mr. Regan confirmed that there is \$14 million. \$7 million is going to DLNR, and the balance is going to HTA projects.

Ms. Anderson spoke about the Community Tourism Collaborative project for the EDA. The purpose is to provide capacity-building technical assistance to communities interested in stewardship, destination management, or tourism project development. The second area is tourism product development, working with communities seeking to steward lands, provide them training and resources, or work with communities to develop strategies to shape the type of tourism they want for their communities. An example is Agriculture tourism. It provides building skills, provides for better resident visitor interaction, and creates new products for the destination.

Mr. Regan spoke about the DLNR projects that align with the DMAPs. He said every one of the proposals ties into one or multiple actions or sub-actions within the DMAP. He spoke about an exciting proposal that dealt with the development and restoration of the Waikīkī snorkel trail. In addition, managing the grant will require resources that HTA generally does not have, so part of the grant includes utilizing the funds to bring those resources on board. This is so that HTA complies with the EDA's requirements for using the federal funds. There is a lot of reporting

involved in the projects. He said there is sufficient time to complete the projects, and they need to be completed by May 2027. HTA's goal is to get the projects completed as quickly as possible. The monies will only be available until December 2026.

Mr. Atkins said two projects in Kaua'i stood out to him. He asked if they could expedite some of the trails they are busy with because the areas that are not improved are dangerous. Mr. Regan said the goal is to work closely with DLNR to get projects done soonest. He agreed that some need to move quicker than others. Once there is approval and acceptance by the committee and the Board, they can submit it formally to EDA and get through everything soonest. Mr. Atkins said it would be helpful to get updates every six months so that the community can be aware of the progress. Mr. Atkins commended everyone on their hard work. Mr. Regan praised the team for their work and thanked Mr. Atkins for his comment. He said Ms. Anderson has played a significant role in the EDA grant. He said his intent is to keep the Board updated. He said they will show the EDA that HTA are capable to make this a success.

Mr. Atkins said it also bodes well as why they came up with the four pillars, which will fit into their five-year plan. Chair Rafter left the call, and acting Chair Atkins took over.

Ms. Kimura asked if each proposed program goes out for the RFP and Mr. Regan said the partnerships HTA has with state agencies, through procurement laws, there is an exemption for that, so they will not have to procure, e.g., the DLNR relationships that they have, but for the others, the intent is to procure through 103D. That is something he had to inform the EDA of during the initial phases of the process.

Mr. Arakawa asked if there would be a committee monitoring the funds, programs, and progress. Mr. Regan said he would like to keep the updates in the BFCC because it is approving the grant administration plan so that they can provide updates to the other committees, as per his recommendation.

Acting Chair Atkins said they should have presentations on the progress going forward. Acting Chair Atkins asked for a motion to recommend approval. Mr. Arakawa motioned to recommend approval of the grant administration plan as presented. Mr. Alameda seconded. There were no questions from the community. Mr. Regan did the roll call, and the motion passed unanimously.

## **11. Adjournment**

Mr. Alameda made a motion to adjourn, and acting Chair Atkins seconded. The motion passed unanimously. Mr. Regan concluded the meeting. Acting Chair Atkins adjourned the meeting at 10:38 a.m.

Respectfully submitted,



---

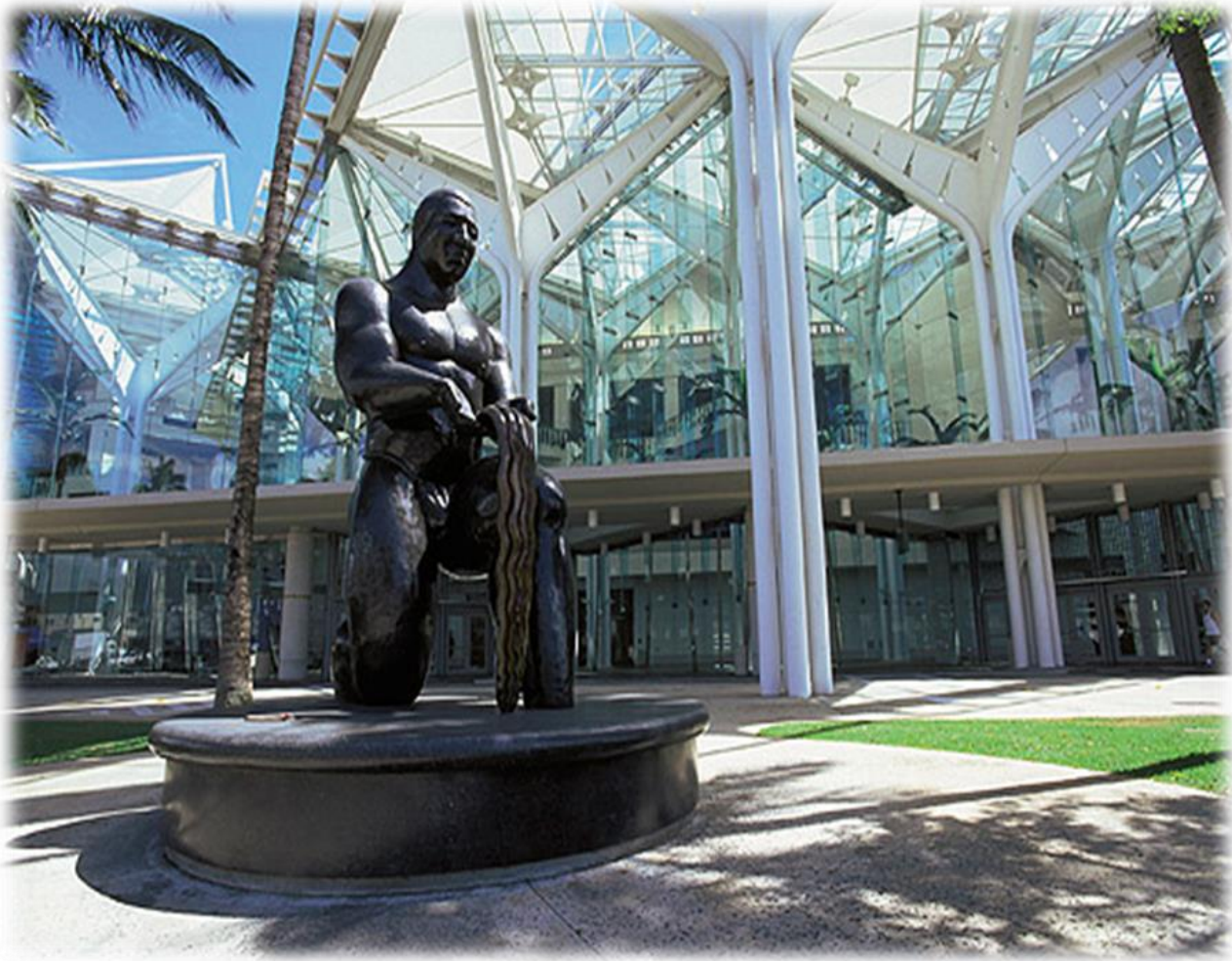
Sheillane Reyes  
Recorder



## **4**

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

# *Hawai'i Convention Center*



*Update for*  
***May 2022***  
*For*  
***(June 28, 2022 meeting)***

# Financial Update

	May FYTD Actual	FY 2022 Reforecast	FY 2022 Budget	Variance	CY 2019 Actual
Contracted Room Nights	<b>17,577</b>	<b>17,577</b>	<b>31,181*</b>	<b>(13,604)</b>	<b>132,104</b>
Facility Occupancy	<b>28%</b>	<b>28%</b>	<b>20%</b>	<b>8%</b>	<b>32%</b>
Facility Number of Events	195	213	100	113	238
Facility Gross Revenue	<b>\$6,289,800</b>	<b>\$7,012,600</b>	<b>\$7,701,500</b>	<b>(\$688,900)</b>	<b>\$16,866,900</b>
Facility Gross Expenses	\$10,376,500	\$11,825,200	\$13,218,900	\$1,393,700	\$17,649,200
Facility Net Loss	<b>(\$4,086,700)</b>	<b>(\$4,812,600)</b>	<b>(\$5,517,400)</b>	<b>\$704,800</b>	<b>(\$782,300)</b>
Local S&M Gross Expenses	<b>(\$441,100)</b>	<b>(\$510,400)</b>	<b>(\$533,000)</b>	<b>\$22,600</b>	<b>(\$5,315,000)</b>
HCC Net Loss	<b>(\$4,527,800)</b>	<b>(\$5,323,000)</b>	<b>(\$6,050,400)</b>	<b>\$727,400</b>	<b>(\$6,097,300)</b>

# Definite Citywides May 2022 FYTD

Start Date	End Date	Event Name	Actual Attendance	EEI Value	Tax Generation
01/06/22	01/08/22	2022 IDQ Expo (C)	1,450	\$13,429,710	\$1,571,276
1/15/22	1/17/22	TransPacific Volleyball Championships 2022	9,567	\$9,219,415	\$1,078,671
03/22/22	03/27/22	Association for Asian Studies (AAS) Annual Convention 2022	2,200	\$9,541,778	\$1,116,388
05/06/22	05/13/22	MRS Spring Meeting 2022	4,378	\$26,579,965	\$3,109,856
<b>Total</b>			<b>17,217</b>	<b>\$58,770,868</b>	<b>\$6,876,191</b>

# ROI-May 2022-FYTD

HCC Revenue + State Revenue + Tax Revenue  
= \$65.9M

HCC Expense + HVCB MCI Expense = \$15.7M

***ROI = For every dollar spent,  
\$4.19 returned to the State***

# Recent Events @ Hawai'i Convention Center

- Monet: The Immersive Experience (June 13-July 31), 100,000 forecast attendees (**ongoing**)
- The Joy of Sake (June 24), 1,000 attendees
- Hawaii's Active Senior Expo 2022 (June 25-26), 11,000 attendees

FREE ADMISSION!

HAWAII'S 1ST ANNUAL  
**ACTIVE SENIOR**  
EXPO 2022

*Servicing and Educating Families and their Kupunas™*

**Saturday, June 25 & Sunday, June 26, 2022**  
8:30am – 4pm • Hawaii Convention Center



# Upcoming Local/Citywide Events

- Pacific Rim Championship 2022, (July 1-3), 1,600 attendees (CW/Sports)
- Goldschmidt Conference 2022, (July 10-15), 2,500 attendees (CW)



Tournament & Poly Fest (July 21-23), 6,000

**GOLDSCHMIDT**<sup>®</sup>  
*Hawai'i 2022*



# Definite Citywide Bookings for Remainder CY2022

Start Date	End Date	Event Name	Forecast Attendance	EEI Value	Tax Generation
07/01/22	07/03/22	Pacific Rim Championship 2022 (Jam on It)	1,600	\$5,048,727	\$590,701
07/10/22	07/15/22	Goldschmidt Conference 2022	2,500	\$13,129,182	\$2,154,234
10/19/22	10/28/22	2022 Applied Superconductivity Conference	1,800	\$11,960,948	\$1,399,435
11/07/22	11/16/22	2022 AMA Interim Meeting of the House of Delegates (C)	3,500	\$23,728,741	\$2,776,263
<b>Total</b>			<b>9,400</b>	<b>\$53,867,598</b>	<b>\$6,920,633</b>



# Definite Local Bookings for next 3 months

		June 2022		
	Start Date	End Date	Description	Forecast Attendance
1	06/02/22	06/02/22	"Growing Up Local" Filming	15
2	06/04/22	06/04/22	Hawaii Baptist Academy Commencement	2,000
3	06/04/22	06/05/22	Punahou School Project Grad	400
4	06/04/22	06/04/22	WSB Trainer's Academy	450
5	06/06/22	06/10/22	SOH DOT Hawaiian Cultural Training	350
6	06/11/22	06/11/22	World Wide Dreambuilders Regional Rally	1,300
7	06/11/22	06/11/22	HMSA Kaimana Awards & Scholarship Luncheon	85
8	06/13/22	07/31/22	Monet: The Immersive Experience	100,000
9	06/14/22	06/15/22	AVID 2022	1,000
10	06/17/22	06/17/22	Honolulu Board of REALTORS General Membership Meeting	700
11	06/18/22	06/18/22	Jacinta and Jewel's Wedding	250
12	06/23/22	06/23/22	TKC 3RD STAGE AWARD TRIP	430
13	06/23/22	06/23/22	Dr. Richard Kelley - Celebration of Life	300
14	06/24/22	06/24/22	The Joy of Sake	1,000
15	06/24/22	06/25/22	Papa 'Ahu'ula	20
16	06/25/22	06/26/22	Hawaii's Active Senior Expo 2022	11,000
17	06/26/22	06/26/22	Na Kupuna Nights	400
18	06/28/22	06/30/22	2022 EWC International Media and EWC/EWCA International Conference	400

# Cont...

## Definite Local Bookings for next 3 months

		July 2022		
	<b>Start Date</b>	<b>End Date</b>	<b>Description</b>	<b>Forecast Attendance</b>
1	07/09/22	07/09/22	PFA Hawaii	425
2	07/09/22	07/09/22	Celebration of Life - Aunty Betty Jenkins	300
3	07/09/22	07/09/22	Leaders Forum	0
4	07/17/22	07/25/22	Hawaii Youth Symphony's Pacific Music Institute	250
5	07/19/22	07/19/22	2022 Educational Leadership Institute Conference	1,200
6	07/20/22	07/20/22	Tsuruda Organizational Open	350
7	07/20/22	07/20/22	Yadao Organizational Open	250
8	07/21/22	07/23/22	5-0 Volleyball Tournament & Poly Fest	6,000
9	07/21/22	07/24/22	American Youth Soccer Organization Section 7 Expo	200
10	07/23/22	07/23/22	Ma'ohi Nui - 20th Anniversary	2,500
11	07/25/22	07/26/22	Driver Education Classes	200
12	07/26/22	07/27/22	Hawaii State Judiciary Bar Exams	250
13	07/28/22	07/28/22	Merrill Lynch - Beyond Monet Reception	100
14	07/28/22	07/28/22	Hawaii Innovation Cloud Summit	200
15	07/30/22	07/30/22	Mrs. Philippines World	300
16	07/31/22	07/31/22	Na Kupuna Nights	400

# Cont...

## Definite Local Bookings for next 3 months

	August 2022			
	Start Date	End Date	Description	Forecast Attendance
1	08/03/22	08/03/22	Self Mastery – Playing to Win with Matt De La Cruz	450
2	08/04/22	08/05/22	Indo-Pacific Maritime Security Exchange	300
3	08/06/22	08/06/22	USAV Member Management Meeting	60
4	08/06/22	08/06/22	Tonga High School 75th Anniversary Ball	500
5	08/08/22	04/14/23	Conservation and Resources Enforcement Academy Program	50
6	08/10/22	08/10/22	Second Look Meeting	1,400
7	08/12/22	08/12/22	Lopez/Lee Wedding	150
8	08/12/22	08/13/22	Office on Language Access - Basic Orientation Workshop	100
9	08/13/22	08/13/22	Hawaii Home Buyers & Remodeling Expo 2022	1,000
10	08/13/22	08/13/22	HPH Summer Student Research Program - Scientific Presentation	100
11	08/17/22	08/17/22	2022 RNDC USA Holiday Tradeshow	900
12	08/19/22	08/20/22	2022 HSTA Summer Leadership Conference	400
13	08/20/22	08/20/22	Hawaii Stars Presents - After the Point	1,500
14	08/20/22	08/20/22	2nd Annual Hawaii Elite Basketball Showcase	500
15	08/25/22	08/26/22	Storm Water Quality Workshops	400
16	08/26/22	08/27/22	Collegiate Volleyball Tournament	500
17	08/27/22	09/01/22	International Society of Neurochemistry-APSN 2022 Meeting	400
18	08/27/22	08/27/22	NALC Branch 860 Retirement Party	220
19	08/31/22	09/15/22	US National Sake Appraisal	50

# **Repair and Maintenance Projects Update**

# Theatre #310 – New Carpet

**BEFORE:** Original carpet worn, backing separating from fibers, caused folds on surface and created safety hazard.



**AFTER:** Installed new carpet tiles on main level, provides flexibility in replacement and maintenance.



# Theatre #310 – New Carpet



# Theatre #310 – New Carpet



# Rooftop Terrace Planter Upgrade





# Rooftop Terrace Planter Upgrade





Mahalo Nui Loa

# Tentative

## Local Bookings for Next 3 Months

Start Date	End Date	Event Name	Forecast Attendance
08/03/22	08/07/22	ANG Regional Yellow Ribbon Event	400
08/22/22	09/02/22	NAVFAC Pacific Meeting	160
08/27/22	08/27/22	Na Kupuna Nights	400
08/27/22	08/27/22	Destiny MMA	1,000
09/25/22	09/25/22	Na Kupuna Nights	400

# Financial Update

	May FYTD Actual	FY 2022 Reforecast	FY 2022 Budget	Variance	CY 2019 Actual
Contracted Room Nights	17,577	17,577	31,181*	(13,604)	132,104
Facility Occupancy	28%	28%	20%	8%	32%
Facility Number of Events	195	213	100	113	238
Facility Gross Revenue	\$6,289,800	\$7,012,600	\$7,701,500	(\$688,900)	\$16,866,900
Facility Gross Expenses	\$10,376,500	\$11,825,200	\$13,218,900	\$1,393,700	\$17,649,200
Facility Net Loss	(\$4,086,700)	(\$4,812,600)	(\$5,517,400)	\$704,800	(\$782,300)
Local S&M Gross Expenses	(\$441,100)	(\$510,400)	(\$533,000)	\$22,600	(\$5,315,000)
HCC Net Loss	(\$4,527,800)	(\$5,323,000)	(\$6,050,400)	\$727,400	(\$6,097,300)
<b>HVCB MCI Expenses**</b>	(\$4,904,200)	(\$5,350,500)	(\$5,350,500)	\$0	\$0
<b>HCC Net Loss + HVCB MCI</b>	(\$9,432,000)	(\$10,673,500)	(\$11,400,900)	\$727,400	(\$6,097,300)

# *Hawai'i Convention Center*

- Impact to HCC in FY22, cancellations and lost revenue impact
  - 2 associations - \$238k in lost revenue, 30,806 lost room nights
  - 3 city-wide corporate event - \$373k in lost revenue, 3,830 lost room nights (Best Western moved to 2023, 7,110 room nights)
  - 32 local events - \$1.65M in lost revenue
- Positive note, business on the books in remainder of FY22 (thru June 30, 2022)
  - 35 Definite events
  - 1 First Option event

As of March 25<sup>th</sup>, all restrictions lifted (staff mask mandate in place until April 1<sup>st</sup>)

## **5**

# **Presentation, Discussion and Action on Changes to the HTA Fiscal Year 2023 Draft Budget**

Program Code	Budget Category	Program Title	ORIGINAL FY2023 - Draft Budget	CHANGE	CURRENT FY2023 - Draft Budget	Comments
717	Perpetuating Hawaiian Culture	Monthly Music Series	\$ -	\$ 150,000.00	\$150,000	Feedback from staff's discussions with Board members included a desire to bring back funding for this program. Sourced from funds that became available by reducing amounts previously budgeted for HTA staff fringe benefits.
<b>Subtotal</b>	<b>Hawaiian Culture</b>			<b>\$ 150,000.00</b>		
731	Community	Community-Based Tourism - Oahu	\$ 250,000	\$ 60,000.00	\$310,000	Moved \$40,000 from CBT Oahu to CBT Maui County to fund additional support for Molokai DMAPs. Also increased funding for all CBT programs. See above explanation regarding sourcing funds from amounts previously budgeted for fringe.
732	Community	Community-Based Tourism - Maui County	\$ 250,000	\$ 140,000.00	\$390,000	
733	Community	Community-Based Tourism - Hawaii Island	\$ 150,000	\$ 100,000.00	\$250,000	
734	Community	Community-Based Tourism - Kauai	\$ 150,000	\$ 100,000.00	\$250,000	
<b>Subtotal</b>	<b>Community</b>			<b>\$ 400,000.00</b>		
322	Branding	Canada	\$ 750,000	\$ 50,000.00	\$800,000	Staff recommends reducing the proposed budget for the China MMA and increasing funding for Canada, Korea and Oceania MMAs.
324	Branding	Korea	\$ 500,000	\$ 130,000.00	\$630,000	
325	Branding	Oceania	\$ 750,000	\$ 200,000.00	\$950,000	
329	Branding	China	\$ 500,000	\$ (380,000.00)	\$120,000	
<b>Subtotal</b>	<b>Branding</b>			<b>\$ -</b>		
603	Safety and Security	Lifeguard Program	\$ -	\$ 200,000.00	\$200,000	Staff recommends restoring funding for this program as a result of discussions in our meetings with Board members. See above explanation regarding sourcing funds from amounts previously budgeted for fringe.
<b>Subtotal</b>	<b>Safety and</b>			<b>\$ 200,000.00</b>		
101	Administrative	Community-Industry Outreach & Public Relations Services	\$ 200,000	\$ 150,000.00	\$350,000	Staff recommends increasing funds to support messaging and other communications program needs. See above explanation regarding sourcing funds from amounts previously budgeted for fringe.
<b>Subtotal</b>	<b>Administrative</b>			<b>\$ 150,000.00</b>		
931	Payroll	State Employees Fringe	\$ 1,010,340	\$ (1,010,340.00)	\$0	Based on our discussions with B&F, we do not need to budget for fringe.
TBD-5	Payroll	State Employee Salaries - All	\$ 2,523,577	\$ 110,340.00	\$2,633,917	Additional funds required for payroll. See above explanation regarding sourcing funds from amounts previously budgeted for fringe.
<b>Subtotal</b>	<b>Payroll</b>			<b>\$ (900,000.00)</b>		
<b>Total</b>				<b>\$0</b>		

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
201	Perpetuating Hawaiian Culture	Kūkulu Ola: Living Hawaiian Cultural Program	\$1,750,000	\$1,500,000	2	§201B-3(20) §201B-7(b)(5)(C)	YES	Support for community initiated projects that preserve the Native Hawaiian culture into the future. Funding will be awarded through an RFP process to support community projects that align with the HTA Strategic Plan to support long term cultural preservation efforts that enhance, strengthen, and perpetuate Hawaiian culture.	FY22 RFP Released 9/15/21 # of Proposals Received:84 # of Proposals Reviewed: 72 # of Reviewers:12 Avg Score:80 Total Amount Requested: \$5,243,465.75 Total Funds Available: \$1,575,000.00 Hawaii County: 4 funded; \$267,000.00 O'ahu: 14 funded; \$705,000.00 Maui Nui: 5 funded; \$231,000.00 Kauai: 1 funded; \$25,000.00 Statewide: 7 funded; \$347,000.00	Support of community initiated programs identified in the DMAPs as well as those programmatic actions called for in the HTA strategic plan. These programs should support the perpetuation of Hawaiian cultural knowledge, assets and world view. These programs should also work to bridge Hawaiian community with the visitor industry.	Hawai'i Community Foundation (HCF) to Administer 2021 Kūkulu Ola (KO) & Aloha 'Āina (AA) Programs start (6/22/21) and end (6/30/2023) date of existing contract Options info (four (4) one-year options to extend, with a possible end date of May 31, 2026 Original method of procurement: Sole Source as board of FY23 HCF to continue to administer	Maka Casson- Fisher
202	Perpetuating Hawaiian Culture	Hawaiian Culture Initiative	\$1,302,620	\$475,000	2	§201B-3(22) §201B-7(b)(5)(A) §201B-7(b)(5)(C)	YES	In accordance with HRS 201B, HTA's Strategic Plan and collective ambition to integrate authentic cultural practices into the visitor industry to perpetuate Hawaii's unique cultural heritage. Programs supported under this area will provide structural change in the industry to increase the authenticity and frequency of Hawaiian culture in the visitor industry. These programs will also help to bridge the visitor industry and the Hawaiian community. Examples of programs are the Native Hawaiian Hospitality Association, Hawaiian Language projects, support for various community and other state agency projects that support the continued integration of Hawaiian culture and the visitor industry and other similar programs.	FY22 NaHHA's 2021-22 work plan (\$1,849,530.00) is organized into the following buckets: Training & Education, Product & Business Development, Conferences & Convenings, and Misc Support Service (including but not limited to Translation, support for tourism updates/conferences, fielding general inquiries related to the NH tourism industry. Final Report due to HTA 6/30/22 FY21 (\$450,000) From July1, 2020 to June 30, 2021 NaHHA has placed our various training curriculums in front of 4,219 participants, triple previous year's numbers for the entire Fiscal Year (1,222 participants in FY2019/2020) and our largest number of participants to date.	Long term partnerships with organizations that align with HTA's strategic plan who will have a direct impact in bridging the Hawaiian community and the visitor industry.	Contractor: Native Hawaiian Hospitality Association (NaHHA) original start (6/07/18) and end (6/30/2022) date of existing S3 contract Options info (four (4) one-year options to extend, with a possible end date of 6/30/2023 Original method of procurement: Sole Source FY23: Exercise Option 4 To continue & complete Professional Congress Organizer, buildout of Hawaiian music & media microsite w/in gohawaii.com to extend our reach,	Maka Casson- Fisher
203	Perpetuating Hawaiian Culture	Ma'ema'e Program	\$50,000	\$50,000	2	§201B-7(b)(5)(A)	YES	Use of modern technology and engaging tools to uphold the cultural elements of HTA's brand management (marketing) activities. Inclusive of the toolkit, consulting support and ongoing improvement strategies, this area assures that HTA is promoting Hawai'i in a way that is consistent with our brand identity. It includes educational programs for HTA contractors, media and travel trade in all markets to assure that Hawai'i is being represented and shared in a way that is authentic, appropriate, and consistent with our Hawaiian Islands brand.	FY22: HTA met with NaHHA and key stakeholders to review the current content against new trends and needs associated with our community and industry needs. These needs were presented at trade shows, workshops/meetings and throughout the DMAP journey via concerns that led to action items and sub action items for each county (see DMAP Impl Initiative). In addition to these workshops and industry meetings, Ma'ema'e Toolkit continues to be shared by our partners like NaHHA and GMT. The pageviews and unique pageviews are still low at 78 and 67 counts respectively, with an average time on page of 2 minutes and 21 seconds. FY21: Update the Ma'ema'e Toolkit to reflect the latest trends and issues, including updated instructions to access Hawaiian language tools on computers and devices.	Increase pageviews by optimizing technology to update the toolkit and its resources so that it's more engaging and easily accessible for users, which will hopefully increase the number of pageviews and therefore, use of the toolkit and its resources.	One example considered is using ISSU - an online magazine platform that companies like Olukai and Hawaiian Airlines uses for their cataloging. This platform allows for embedding video files and hyperlinks within the digital flip-through magazine which would give us an opportunity to leverage our community partners and experts for topics highlighted in each section.	Maka Casson- Fisher



Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
204	Perpetuating Hawaiian Culture	Market Support	\$50,000	\$50,000	2	§201B- 7(b)(5)(A)	YES	Providing for cultural representation in the markets for trade shows, missions, promotional events and other activities that showcase Hawai'i's unique people, place and culture. This is a key pillar to our strategy to incorporate Hawaiian culture in all we do.	No in market activations have occurred in this calendar year. Several events are planned in Q3/Q4 2022.	Authentic representation of Hawai'i in international markets. Entertainers/musicians and practitioners representing Hawai'i, carrying the brand message in these developing markets. Develop lasting relationships with the Hawaiian Islands and loyalty with the destination  * Include formalized process/form/checklist for MMAs	The cultural practitioners for these in market activations are coordinate and organized by NaHHA on our behalf as part of their existing scope and contract.	Maka Casson- Fisher
206	Perpetuating Hawaiian Culture	Kāheha Program - Harbors	\$110,000	\$0	2	§201B- 7(b)(5)(A)	YES	Continue to create a sense of place through programs that highlight the host culture at Hawai'i cruise ship piers. This is accomplished through incorporation of the Hawaiian language, Hawaiian cultural content, greeting programs that share Hawaiian music and hula at the entry and exit points to the State, and other educational programs to enhance the arrival experience for visitors. Also to execute improvements to the entertainment area and upgrading of signage and decor, as well as pursuance of harbor access cards for volunteers and entertainers, all with which is to enhance the arrival experience of Hawai'i's visitors to the harbors.	FY2019/2020 and the largest number of participants to date.	Increase visitor satisfaction  maintain/increase # of entertainers supported through this program  Decrease paper maps/pamphlets	Original procurement method for this current contract was a procurement exemption.  Kona - 6/25/21 - 3/31/23 (3 options) Hilo - 6/25/21 - 3/31/23 (3 options) Nāwiliwili (MOA) - 6/29/21 - 12/31/22 (3 options)  FY23 See Ho'okipa Malihini Initiative	Irina De La Torre
207	Perpetuating Hawaiian Culture	Kāheha Program - Airport	\$534,828	\$0	2	§201B- 7(b)(5)(A)	YES	Continue to create a sense of place through programs that highlight the host culture at Hawai'i airports. This is accomplished through incorporation of the Hawaiian language, Hawaiian cultural content, greeting programs that share Hawaiian music and hula at the entry and exit points to the State, and other educational programs to enhance the pre- and post-arrival experience for visitors. Continued work on providing Hawaiian language greeting, signage, arrival information, and increased safety information. Also support for a pilot program of enhanced VIP ambassadors who can educate visitors of local COVID protocols.	FY21 (as of April 2022):  HNL: 6 performances/week + 1 Anniversary event OGG: 4 performances/week KOA: 3 performances/week LIH: 2 performances/week ITO: 2 performances/week, with strategic timing of performances during Merrie Monarch  FY20 performance data is not available (COVID-19)  FY19 Hawaiian music and hula at all major airports. Honolulu: 312 performances (6 per week). Hilo: 104 performances (2 per week). Kona: 104 performances (2 per week). Lihue: 104 performances (2 per week). Kahului: 208 performances (3 per week). Support for inaugural flights and new routes. New Program: Airports (HNL, KOA, LIH, OGG) Ocean Safety PSAs starting on July 1, 2018	Maintain/increase # of supported performers  # of training for airport staff for ho'okipa at airport facilities  Updated overhead announcements to also include 'ōlelo Hawai'i  Updated landscaping to add to the Hawaiian sense of place	Original procurement method for this current contract was a procurement exemption. Moving forward it will be a sole source to HIDOT-Airports. The program is administered by the VIP Program of HIDOT-Airports.  Airports (MOA) - 7/1/21 - 9/30/22 (4 options)  FY23 See Ho'okipa Malihini Initiative	Irina De La Torre

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
208	Perpetuating Hawaiian Culture	Center for Hawaiian Music & Dance	\$5,948,568	\$0	2	§201B- 3(a)(20) §201B- 7(a)(3) §201B- 7(b)(5)(C) §237D- 6.5(b)(3)(B)(i)	YES	Budget reduced due to pandemic. The CHMD allocation is to explore the development of a virtual concept that would make Hawaiian music, dance, related histories and cultural storytelling available to the world on-line. Essentially, this approach takes HMDC into the digital world and would complement a "bricks and mortar" concept – as envisioned, originally (location and final concept: TBD).	No past performance data is available. No expenditures have been made to this program since 2016.	A virtual Center for Hawaiian Music and Dance (CHMD) to create mixed space, contribute to cultural preservation and enhance resident/visitor experiences.	Encumbered \$5.948M in ASM's contract with FY21 funds.	'Iwalani Kūali'i Kaho'ohano hano
214	Perpetuating Hawaiian Culture	HTA Legacy Program	\$25,000	\$50,000	2	§201B- 7(b)(5)(C)	YES	Awards program held at the annual HTA Global Tourism Summit to recognize individuals, organizations and businesses who demonstrate a long term commitment towards the perpetuation of Hawaiian culture for the long term.	FY22: Not available due to program being held in November 2022  FY21: Not held due to COVID-19 pandemic  Previous Year HTA hosted the Legacy awards luncheon with over 2,000 guests at the Hawai'i Convention Center. The award is a resounding success year over year and highlights the accomplishments of those individuals and organizations which showcase best practices of cultural preservation.	Qualified recognized individual(s)  # of local vendors at the event, including decorations  # of participants (relative to COVID-19 pandemic restrictions)	This program in CY22 will be administered by the vendor to be selected via IFB which is in process. The event will be a part of the schedule of the Hawai'i Tourism Conference tentatively scheduled for November 2022.	'Iwalani Kūali'i Kaho'ohano hano
215	Perpetuating Hawaiian Culture	Hawaiian Culture Opportunity Fund	\$1,384,995	\$100,000	2	§201B- 3(a)(20) §201B- 7(b)(5)	YES	Development of a digital content platform and ongoing content to feature local made products, performances, and information/content that is a compliment to the GoHawaii platform.	FY22: CON 21026, CNHA Pop Up Mākeke Season 3 Estimated dollar value of marketing program including any media coverage: \$138,000.00 Hours of event coverage: 12 hours TV; 12 hours streaming Number of Orders: 4,503 Number of Units sold: 38,266 Number of visits to Popupmakeke.com: 465,668 (412,689 unique visitors) Customer Base Breakdown: Hawai'i: 78.2% Continent: 20.9% International: 0.4%  FY22: CON18200S3 (in collaboration w/ DBEDT/CID/BDSD) 1) JPN Stream Brdcast - NaHHA partnered with (HARA) to sponsor Hōkū Nights. 2)Variety & Billboard/Artist Den This 4 episode series will air nationally. 3) HITI Concert Production in June 2022 4) HITI Concert Broadcast in later 2022.	Strengthen the Hawaii product and provide a medium to showcase its depth.	PO, RFP/Various	Kalani Kaanaana

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
216	Perpetuating Hawaiian Culture	'Ōlelo Hawai'i	\$600,000	\$700,000	2	§201B- 7(b)(5)(B)	YES	Programs that work towards revitalizing and normalizing Hawaiian Language as a foundation of the Hawaiian culture which educates and invites visitors to Hawai'i as well as encourage appropriate use of the language.	<p>FY22: He Aupuni Palapala data: End of Phase I - Total number of pages inventoried 56,760</p> <p>'Ōiwi TV helped to produce (through NaHHA contract) five (5) videos for us to post to our Social Media channels for Mahina 'Ōlelo Hawai'i that highlight our efforts and support for 'Ōlelo Hawai'i, including an intro of our staff who speak it. Below are the videos and views for each:</p> <p>FY21: CONs executed to support the continued perpetuation of Hawaiian Language was put on hold. We have programs that are ready to go and are awaiting the green light to execute them.</p>	<p>Increase # of impressions on Social Media platforms during Mahina 'Ōlelo Hawai'i/overall</p> <p>Increase # of followers on Social Media platforms during Mahina 'Ōlelo Hawai'i/overall</p> <p>Completed # of scanned/updated pages on Papakilo database</p> <p># of Hawaiian words added to Ulukau.org</p> <p>Increase # of translators/resources for translation for formal documents</p> <p>Formalized Ho'okipa Ceremony for tourism Industry and # of industry partners trained</p>	<p>Examples of programs are the Native Hawaiian Hospitality Association, Hawaiian Language projects, support for various community and other state agency projects that support the continued integration of the Hawaiian culture/language and the visitor industry and other similar programs. Examples of programs that are being explored by staff include Awaiaulu, He Aupuni Palapala Phase 2, 'ŌiwiTV and 'Aha Pūnana Leo.</p>	Maka Casson- Fisher
217	Perpetuating Hawaiian Culture	FestPAC	\$250,000	\$250,000	2	§201B- 3(a)(20) §201B- 7(a)(3) §201B- 7(b)(5)(C)	YES	Funding to support costs associated with the planning for the FestPAC. This is inclusive of website domain costs, server and other costs (planning, meetings, etc).	<p>FY22 No past performance data is available as no funds were expended.</p>	<p>Economic Impact</p> <p>Media Value</p> <p>Exposure</p> <p>Highlight Host Culture</p> <p>Community Integration</p>	<p>Note: State provided \$1.5m in general funds. Work covered by NaHHA Scope of Work - 3A.1 - Provide logistical support to HTA for FestPAC Commission mtgs; to include planning, execution, and meeting management &amp; support</p> <p>Contractor: Native Hawaiian Hospitality Association (NaHHA) CON18200 original start (6/07/18) and end (6/30/2022) date of existing S3 contract Options info (four (4) one-year options to extend, with a possible end date of 6/30/2023</p> <p>Original method of procurement: Sole Source</p> <p>FY23: Exercise Option 4 To continue &amp; complete Professional Congress Organizer, buildout of Hawaiian music &amp; media microsite w/in gohawaii.com to extend our reach, and FestPAC support</p>	Maka Casson- Fisher
297	Perpetuating Hawaiian Culture	Memberships and Dues - Hawaiian Culture	\$500	\$1,000	2	N/A	YES	Funds for membership to organizations that amplify our learning and community outreach efforts in the Hawaiian and native communities.	<p>Dues for AIANTA membership were paid.</p>	<p>Membership in these organizations allows HTA to foster deeper understanding of current issues, trends and other opportunities. This helps us better administer our programs.</p>	<p>Funds for CY2023 AIANTA &amp; Native Hawaiian Chambers of Commerce</p>	Todd Toguchi
298	Perpetuating Hawaiian Culture	Travel - Hawaiian Culture	\$15,000	\$19,000	2	N/A	YES	Funds to support staff travel as needed and necessary to support our community work and contractors.	<p>Due to the COVID-19 pandemic, staff did not travel during fiscal year 2021.</p>	<p>N/A</p>	<p>N/A</p>	Kalani Kaanaana

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
717	Perpetuating Hawaiian Culture	Monthly Music Series	\$250,000	\$150,000	2	§201B-3(a)(20) §201B-7(a)(3) §201B-7(b)(5)(C)	YES	Creating a monthly event at various venues that would showcase Hawai'i's musicians. These events would lead up to May Day and Mele Mei in the month of May. Bringing attention to Hawaiian music year round it would be used to market Hawaiian Music Month.	FY21 performance data is not available.  FY19: 12 concerts were held and conducted with leading Hawaiian musicians and local venues throughout the island of Oahu include Waimea Valley, Sea Life Park, Windward Mall, Iolani Palace, Ward Center, Kakaako and others.	Bringing attention to Hawaiian music year round to maintain cultural integrity, provide awareness of high quality Hawaiian music performances and raise the demand for Hawaiian Music. Supports Convention Center and other venues. Increase the # of performances.	This program will be restarted in FY23	Maka Casson-Fisher
718	Perpetuating Hawaiian Culture	Resort Area Hawaiian Culture Initiative	\$400,000	\$0	2	§201B-3(20) §201B-7(b)(5)(A)	YES	The purpose of these programs is to enhance the visitor experience and resident-visitor interaction. This includes cultural programs and entertainment in various resort and visitor areas state wide that support Hawaiian programs and cultural practitioners, craftsmen, musicians, linguists and/or other artists to help preserve and perpetuate Hawaiian culture in a way that is respectful and accurate, inviting and educational.	FY21 performance data is not available since the program was eliminated due to budget constraints arising from COVID-19 and the Governor's Sixth Emergency Proclamation in April 2020.	Hula/music, cultural apractitioners, craftsmen, musicians, linguists and/or other artists and other activities statewide in resort areas like Waikiki, Hilo, Kona, Lahaina, Pō'ipū. Enhances visitor experience and resident-visitor interaction. We also ensure representation on all islands. Increase the # of performances, practitioners, workshops, frequency,	FY23 See Ho'okipa Malihini Initiative	Irina De La Torre
932	Perpetuating Hawaiian Culture	Salaries - Hawaiian Culture	\$13,471	\$0	2	§201B-2	N/A	Salaries and wages.	N/A	Efficiently and effectively executing on programs.	Salaries for programl staff are included in the Payroll area in FY23.	N/A
TBD-1	Perpetuating Hawaiian Culture	Ho'okipa Malihini Initiative	\$0	\$1,625,000	2	§201B-3(20) §201B-7(b)(5)(A)	YES	The purpose of these programs are to enhance the visitor experience and resident-visitor interaction. This includes cultural programs and entertainment in various resort and visitor areas state wide that support Hawaiian programs and cultural practitioners, craftsmen, musicians, linguists and/or other artists to help preserve and perpetuate Hawaiian culture in a way that is respectful and accurate, inviting and educational.	New program, no past performance data is available. (see RAHCI and Kāhea Greetings Program - Harbors and Airports)	Hula/music, cultural apractitioners, craftsmen, musicians, linguists and/or other artists and other activities statewide in resort areas like Waikiki, Hilo, Kona, Lahaina, Pō'ipū. Enhances visitor experience and resident-visitor interaction. We also ensure representation on all islands. Increase the # of performances, practitioners, workshops, frequency,	FY23 RFP  For this program, we're hoping to group together programs that provide a Hawaiian sense of place to our visitors in visitor locations/areas across the islands, this would include programs like Kāhea Greetings Program - Harbors and Airport, the original RAHCI program, etc.	Irina De La Torre
TBD-2	Perpetuating Hawaiian Culture	Hawaiian Culture Festivals & Events	\$0	\$780,000	2	§201B-3(20) §201B-7(b)(5)(A) §201B-3(a)(20) §201B-7(a)(3)	YES	Support for larger Hawaiian Cultural Festivals & Events	N/A For Exmample Past Performance/Data, see previous festivals & events (including, but not limited to): - Merrie Monarch - Aloha Festivals - Prince Kuhio Festival - Prince Lot Hula Festival	Economic Impact Media Value Exposure Highlight Hawaiian Culture Community Integration	New RFP for FY23	Maka Casson-Fisher
<b>Subtotal</b>	<b>Perpetuating Hawaiian Culture</b>		<b>\$12,684,982</b>	<b>\$5,750,000</b>								

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
402	Natural Resources	Aloha Aina (formerly NR and Leg Prov NR)	\$1,750,000	\$1,500,000	1	§201B-11(c)(2)	Yes	Support for community initiated programs to manage, improve and protect Hawai'i's natural environment. Funding will be awarded through an RFP process to support community projects that align with the HTA Strategic Plan and island DMAP actions to address impacts on natural resources.	FY22 RFP Released 9/15/21 # of Proposals Received:95 # of Proposals Reviewed: 84 # of Reviewers:13 Avg Score:77 Total Amount Requested: \$6,129,388.35 Total Funds Available: \$1,575,000.00 Hawai'i County: 6 funded; \$398,000.00 O'ahu: 12 funded; \$590,000.00 Maui Nui: 8 funded; \$417,750.00 Kaua'i: 2 funded; \$46,400.00 Statewide: 3 funded; \$122,850.00	Support of community initiated programs that help towards the long term survival of our destination's environment into the future. A key factor in visitor's decision to visit. Also identified as an action by the community DMAP.  increased # of community programs supported  increased # of visitor participation  etc.	NOTE: Hawai'i Community Foundation (HCF) to Administer 2021 Kūkulu Ola (KO) & Aloha 'Āina (AA) Programs start (6/22/21) and end (6/30/2023) date of existing contract Options info (four (4) one-year options to extend, with a possible end date of May 31, 2026 Original method of procurement: Sole Source  FY23 HCF to continue to administer	Maka Casson-Fisher
406	Natural Resources	Visitor Impact Program	\$1,886,910	\$285,000	1	§201B-11(c)(2)	Yes	To support/partner with other state agencies and organizations to implement programs and projects, that mitigate visitor (footprint) impact on the Hawai'i environment.	FY22 In 2022, HTA plans to fund Hawaii Green Business Program through a sole source contract. Additionally, HTA plans to release an RFP for a Sustainable Toursim Forum. FY21 FY20 FY19	To establish a Sustainable Tourism Forum to enable islands to learn from one another. This group would consist of island stakeholders with the support of island experts to implement programs, projects, and solutions that mitigate visitor impacts. This forum would promote visitor industry alignment with the Aloha+ Challenge, Hawai'i's recognized model to achieve the United Nations Sustainable Development Goals.	FY23: Sole Source - Hawai'i Green Business Program - Government Entity HRS procurement exemption  FY23: RFP for a Sustainable Toursim Forum	Irina De La Torre
407	Natural Resources	Sustainable Tourism Association of Hawai'i (Hawaii Ecotouism Association)	\$100,000	\$50,000	1	§201B-11(c)(2)	Yes	Support for Sustainable Tourism certification for attractions and other visitor industry products that have an environmental impact on Hawai'i.	FY 22 STAH will been focusing on three areas: 1) Sustainable Tour Operator Certification Program, 2) Tour Operator/Tour Guide Training Program, and 3) Educational Outreach/Partnership Development. STAH continues to re-certify 35 companies as they certify five new companies and transition training to a new online platform called Travelife. This platform is robust and ties into the UN Sustainable Development Goals (SDGs) network. Lastly, STAH is also still working on a 10- step program to begin engagement for new companies to create easier access to starting the certification process for 2022-2023.	Continue and expand HEA's Sustainable Tourism Associaiton of Hawaii's (STAH): 1) Sustainable Tour Operator Certification Program; 2) Tour Operator/Tour Guide Training Program; 3) Educational Outreach/Partnership Development	This program is different from TBD-3	Irina De La Torre

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
416	Natural Resources	Wahi Pana Series	\$250,000	\$0	1	\$201B-7 \$201B-14	Yes	A continuation of Kulāiwi Seires - a seven-part video seires that will feature a local company/community program that we support on each island as a means to connect travelers to place through compelling storytelling about those who are from here - providing an authentic experience that entices viewers to support local through a call to action toward an e-commerce site. Each chapter will follow a host in their hometown and while at work as they lead our viewers through the importance of becoming a part of the community.  Outputs: - 5-7 minute pieces - Social Media cutdowns - Photos * Other (3-5 minute intro video the series and push for ecommerce site)  Platforms: - Airline IFEs - Social Media - GoHawaii Website - community program sites/platforms	No past performance as Kulāiwi series was a new program in FY22.	positive/increased economic impact toward regenerative tourism  Highlight host and local culture through authentic experience and bridge visitors to kama'āina  Increased resident sentiment and trust toward tourism industry  Collaboration with other state entities, including	This program was cancelled due to lack of staff capacity. It will not be moved forward in FY23.	'Iwalani Kūali'i Kaho'ohano hano
498	Natural Resources	Travel - Natural Resources	\$15,000	\$15,000	1	N/A	Yes	To support projects or organizations that work to mitigate and regenerate areas that have a significant visitor (footprint) impact on the environment.	Due to the COVID-19 pandemic, staff did not travel during fiscal year 2021.	N/A	N/A	Kalani Kaanaana
936	Natural Resources	State Employee Salaries - Natural Resources	\$5,000	\$0	1	\$201B-2	N/A	Salaries and wages.	N/A	Efficiently and effectively executing on programs.	Salaries for programl staff are included in the Payroll area in FY23.	N/A
TBD-3	Natural Resources	Tour Guide Certification/Licensure Program	\$0	\$150,000	1	\$201B-3 (a)(20) \$201B-7 (a) (3)	Yes	Building on the findings/recommendations from the Landscape Analysis conducted by UH TIM	New program, no past performance data (Data will be available after close out in FY22 with current study, etc.)	Centralized certification/licensure program for the State of Hawai'i	N/A	Maka Casson-Fisher
<b>Subtotal</b>	<b>Natural Resources</b>		<b>\$4,006,910</b>	<b>\$2,000,000</b>								
700	Community	Signature Events	\$500,000	\$1,700,000	3	\$201B-3 (a)(20); \$201B-7 (a) (3)	No	These are typically world-class events, larger in scale than those in the CEP and serve the purpose of attracting attendees and participants from outside of the state of Hawai'i through the use of extensive national and international marketing and media exposure.	In FY 2021, 86 projects were awarded \$2,913,305 for CY 2022 projects. The Community Enrichment Program and Signature Events program were combined into 1 RFP and selection process.	N/A	FY21 Community Enrichment budget: \$1,950,000 FY21 Signature Events budget: \$1,000,000  CONTRACTOR: Hawai'i Visitors & Convention Bureau (HVCB) to Administer CY 2022 Community Enrichment Program (CEP) (CON 21038) Contract Expiration date: 5/31/23 with option to extend	Irina De La Torre

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
701	Community	Community Enrichment Program	\$2,000,000	\$1,700,000	3	§201B-3 (a)(20); §201B-7 (a) (3)	Kauai (C4 and C6), Maui (D3, E1 and E2), Molokai (B3, D1, D2, D4, D5, D6), Lanai (I1 and I2), and Hawaii Island (C1, C2, C4,D5, G1, H2).	Program to support the development of projects and events in CY 2023 in the following areas: Agritourism, cultural tourism, nature tourism, edutourism, community sports, health and wellness, and voluntourism. Development of a database to connect community organizations/projects with travel and tourism companies.	FY22: No funds were issued for this program. CY22 programs were funded from FY21 funds.  FY21: Funded 86 projects that were awarded \$2,913,305 for CY22 projects. The Community Enrichment Program and Signature Events program were merged into a single program for CY22. HVCB administered this program via CON 21038.  FY20: Funded 92 projects prior to COVID -19. During COVID-19, contractors were asked to stop and submit receipts so they could get reimbursed for their expenses. In the end, only 12 projects and events were fully funded.	New and enhanced projects in the area of agritourism, cultural tourism, edutourism, nature tourism, health and wellness, community sports, and voluntourism on each island for increased resident/visitor interaction and growth of economic activity; development of community-led tourism efforts, and an active database to be used by tourism activity suppliers (target audience community and nonprofit) and buyers (wholesalers, tour operators, receptive).	FY21 Community Enrichment budget: \$1,950,000 FY21 Signature Events budget: \$1,000,000  FY23 CEP & Signature Events to be separate programs.  CONTRACTOR: Hawai'i Visitors & Convention Bureau (HVCB) to Administer CY 2022 Community Enrichment Program (CEP) CON 21038 (procurement exemption) Start date: 6/30/21 End date: 5/31/23 Contract options: 2 15month options to extend	Dede Howa
702	Community	Community Capacity Building	\$169,000	\$300,000	3	§201B-3 (a)(20); §201B-7 (a) (3)	O'ahu: G.4 Kaua'i: G.1, I.1 Maui: E.1, G.2 Hawai'i Island: D.4,D.8,G.1,G.3,H.1 Molokai: B.2,B.3,D.1 Lanai:I.2	Training and capacity building program targeted at organizations and individuals in the areas of agritourism and voluntourism activities and products; market/tourism readiness; and festivals and events management. Includes costs for trainers and development of materials.	FY21: In 2022 HTA funded the 'Growing Success' IFEA Webinar series. IFEA held a week long webinars with 130 registrations. FY20 In 2020, HTA funded the Agritourism Summer Webinar Series whereby over 300 people across the state attended. HTA funded 2 webinars with Hawai'i Alliance for Nonprofit Organizations in the areas of fundraising and nonprofit financial management -- over 250 people attended these webinars.	Investing in Hawai'i's tourism product for new and enhanced projects with a focus on agritourism and voluntourism products, capacity building and training. Addresses action items for DMAPS and will be complemented by the Local Business Support program for Branding.	FY17,18,19,21 IFEA Wokrshops 'Growing Success Series' In-person and Virtual. FY 21 Universtiy of Hawai'i - Hawai'i AgTourism Initiative. Others include Volunteer Product Development, EDA impact/collab, etc. FY23 RFP for Capacity Workshops	Irina De La Torre
731	Community	Community-Based Tourism - Oahu	\$1,693,796	\$310,000	3	§201B-3 (a)(14); §201B-3 (a)(20); §201B-3 (a)(21); §201B-7 (9) (a) (2)	YES	Implementation of Oahu's Destination Management Action Plan (DMAP) - specifically govt/community collaboration on managing and stewarding sites through a pilot project(s) - action C.	Funds used to move O'ahu DMAP actions, including Destination Manager position. O'ahu Phase 1 report: <a href="https://www.hawaiiauthority.org/media/9286/oa-hu-dmap-progress_winter-2022_ada-checked.pdf">https://www.hawaiiauthority.org/media/9286/oa-hu-dmap-progress_winter-2022_ada-checked.pdf</a>	Implemented projects which address the DMAP subactions in Phase 2.	See past Performance/Data for examples of projects. Funds for DMAP implmenetation with the Island Chapters goes through May 31, 2023. Some of HTA's other programs (i.e. Community Enrichment, Kūkulu Ola, Aloha 'āina, Ho'okipa Malihini) are also moving DMAP actions forward.  RFP or HRS Governmental entity exemption	Caroline Anderson
732	Community	Community-Based Tourism - Maui County	\$1,070,000	\$390,000	3	§201B-3 (a)(14); §201B-3 (a)(20); §201B-3 (a)(21); §201B-7 (9) (a) (2)	YES	Implementation of Maui Nui's Destination Management Action Plan (DMAP) ,  On Maui - specifically creation and implementation of communications plan and supporting.  On Lanai - support for work group to develop sustainable tourism practices  On Molokai - communicatin materials - action a, resource guide for event organizers to Molokai; Moloka'i community town hall meetings and collateral development - action d.	Funds used to move Maui Nui DMAP actions, including Destination Manager position.  Maui Phase 1 report: <a href="https://www.hawaiiauthority.org/media/9285/maui-dmap-updates_winter-2022_ada-checked.pdf">https://www.hawaiiauthority.org/media/9285/maui-dmap-updates_winter-2022_ada-checked.pdf</a>  Lāna'i Phase 1 report: <a href="https://www.hawaiiauthority.org/media/9283/lanai-dmap-updates_winter-2022_ada-checked.pdf">https://www.hawaiiauthority.org/media/9283/lanai-dmap-updates_winter-2022_ada-checked.pdf</a>  Molokai Phase 1 report: <a href="https://www.hawaiiauthority.org/media/9284/molokai-dmap-updates_winter-2022_ada-checked.pdf">https://www.hawaiiauthority.org/media/9284/molokai-dmap-updates_winter-2022_ada-checked.pdf</a>	Implemented projects which address the DMAP subactions in Phase 2 and partial Phase 3.	See past Performance/Data for examples of projects. Funds for DMAP implmenetation with the Island Chapters goes through May 31, 2023. Some of HTA's other programs (i.e. Community Enrichment, Kūkulu Ola, Aloha 'āina, Ho'okipa Malihini) are also moving DMAP actions forward.  RFP or HRS Governmental entity exemption	Caroline Anderson

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
733	Community	Community-Based Tourism - Hawaii Island	\$846,204	\$250,000	3	§201B-3 (a)(14); §201B-3 (a)(20); §201B-3 (a)(21); §201B-7 (9) (a) (2)	YES	Implementation of Hawai'i Island's Destination Management Action Plan (DMAP) , specifically development and implementation of a community communications campaign - action E, and development of program to encourage visitor industry to buy local. - action G.	Funds used to move Hawai'i Island DMAP actions, including Destination Manager position. Hawai'i Island Phase 1 report: <a href="https://www.hawaiitourismauthority.org/media/9282/hawaii-island-dmap-updates_winter-2022_ada-checked.pdf">https://www.hawaiitourismauthority.org/media/9282/hawaii-island-dmap-updates_winter-2022_ada-checked.pdf</a>	Implemented projects which address the DMAP subactions in Phase 2 and partial Phase 3.	See past Performance/Data for examples of projects. Funds for DMAP implementation with the Island Chapters goes through May 2023. Some of HTA's other programs (i.e. Community Enrichment, Kūkulu Ola, Aloha 'āina, Ho'okipa Malihini) are also moving DMAP actions forward.  RFP or HRS Governmental entity exemption	Caroline Anderson
734	Community	Community-Based Tourism - Kauai	\$840,000	\$250,000	3	§201B-3 (a)(14); §201B-3 (a)(20); §201B-3 (a)(21); §201B-7 (9) (a) (2)	YES	Implementation of Kauai's Destination Management Action Plan (DMAP), support for project to manage movement of visitors around the island - action d, specifically developing a community communications plan- action f, and supporting buy local - action H.	Funds used to move Kauai DMAP, including Destination Manager position. Kauai Phase 1 Report: <a href="https://www.hawaiitourismauthority.org/media/9281/kauai-dmap-updates_winter-2022_ada-checked.pdf">https://www.hawaiitourismauthority.org/media/9281/kauai-dmap-updates_winter-2022_ada-checked.pdf</a>	Implemented projects which address the DMAP subactions in Phase 2 and partial Phase 3.	See past Performance/Data for examples of projects. Funds for DMAP implementation with the Island Chapters goes through May 31, 2023. Some of HTA's other programs (i.e. Community Enrichment, Kūkulu Ola, Aloha 'āina, Ho'okipa Malihini) are also moving DMAP actions forward.  RFP or HRS Governmental entity exemption	Caroline Anderson
797	Community	Memberships and Dues - Community	\$500	\$500	3	N/A	N/A	Annual membership for International Festivals & Events Association (IFEA).	Member of IFEA - ability to use resources and network.	Member of IFEA - ability to use resources and network.	N/A	Todd Toguchi
798	Community	Travel - Community	\$15,000	\$13,500	3	N/A	N/A	The program anticipates travel needs to support community outreach and inspection of activities to ensure proper utilization of program funds.	Due to the COVID-19 pandemic, staff did not travel during fiscal year 2021. -Number of trips by program staff during fiscal 2020: 18	Engagement and outreach with community organizations, county agencies visitor industry, and evaluation of projects.	N/A	Kalani Kaanaana
802	Community	Current Workforce	\$100,000	\$250,000	3	§201B-3 (a)(22)	NO	Funds to be used to address current and future workforce needs identified in the Workforce Needs Assessment (WFNA).	In FY21, there were 113 individuals trained with 93% received their certification for Hawaii's professional tour guides and 88% received their certificate of professional development for customer service training. Due to timing of the WFNA, FY22 funds were carried over to FY23.	More knowledgeable and skilled industry workforce.	Contractor for WFNA: Anthology Contract Period: 3/12/20-8/31/22 with no option.  A new RFP to be issued for new WF projects in FY23.	Jadie Goo
803	Community	Future Workforce	\$120,000	\$150,000	3	§201B-3 (a)(22)	YES	Funds to be used to support the annual L.E.I. program.	In 2021, over 1,000 students participated in the L.E.I. program and approx. 1,000 students will receive a certificate in service excellence.	More students seeking to pursue a career in the hospitality/tourism industry.	2021 LEI: virtual event 2022 LEI: in-person event FY23: a new RFP to be issued for FW program	Irina De La Torre
933	Community	State Employee Salaries - Community	\$12,608	\$0	3	§201B-2	N/A	Salaries and wages.	N/A	Efficiently and effectively executing on programs.	Salaries for program staff are included in the Payroll area in FY23.	N/A



Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
TBD-4	Community	Local Business Support Program	\$0	\$200,000	3	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Kaua'i H.1; O'ahu H; Maui Nui G.2	<p>\$50,000 to go toward a list of resources to be shared with industry partners to utilize and support local (Maui Nui DMAP Action Item G.2)</p> <p>A continuation of Kulāiwi video series that highlights local companies/community programs that we support on each island as a means to connect travelers to place through compelling storytelling about those who are from here - providing an authentic experience that entices viewers to support local through a call to action toward an e-commerce site. Each chapter will follow a host in their hometown and while at work as they lead our viewers through the importance of becoming a part of the community.</p> <p>Outputs: - 5-7 minute pieces - Social Media cutdowns - Photos * Other (3-5 minute intro video the series and push for ecommerce site)</p> <p>Platforms: - Airline IFEs - Social Media - GoHawaii Website - community program sites/platforms</p>	N/A this is a new project	<p>A list of local resources for industry partners</p> <p># of people visiting e-commerce site</p> <p># of increased purchases on e-commerce site/vendor</p> <p>#of views/impressions on social media</p> <p>Collaboration with other state entities, especially on Made in Hawai'i</p>	<p>We'll be issuing an RFP(s) for this program in FY23.</p> <p>Holoholo Stories (Toyota Hawai'i)</p> <p><a href="https://www.bing.com/videos/search?q=hohoholo+stories+toyota+hawaii&amp;qpv=holoholo+stories+toyota+hawaii&amp;FORM=VDR">https://www.bing.com/videos/search?q=hohoholo+stories+toyota+hawaii&amp;qpv=holoholo+stories+toyota+hawaii&amp;FORM=VDR</a></p> <p>No current contract. This is a new project that will follow the structure of Kulāiwi Series from FY22.</p>	Dede Howa
<b>Subtotal</b>	<b>Community</b>		<b>\$7,367,108</b>	<b>\$5,514,000</b>								
4	Branding	Cruise Industry Consultant Services	\$100,000	\$100,000	4	201B-3(a)(10)	Yes	<p>Cruise consulting services to the HTA which includes coordination and communication with the cruise industry and local stakeholders on initiatives to ensure a superior guest arrival experience. Additionally, the consultant coordinates and communicates with local government agencies (DOT, DLNR, CLIA &amp; HVCB and Island Visitor Bureaus) on all Hawai'i specific cruise industry matters.</p>	<p>2019: Cruise \$490.1M (+2.9%) Expenditures \$240.00 (-5.1%) PPPD\$ 277,093 (+8.5%) Arrivals</p> <p>2020: Cruise \$93.9M (-80.8%) Expenditures \$244.1 (+1.7%) PPPD\$ 53,098 (-80.8%) Arrivals</p> <p>2021: Cruise No cruise ship activities in 2021.</p>	<p>Satisfactory execution of the cruise industry consultant services in alignment with HTA's 4 pillars, targeting mindful visitors and recovering travel demand in a safe, responsible, and regenerative manner and meeting annual performance targets.</p>	<p>Contractor: Access Cruise, Inc. Contract Period: 11/16/20-9/30/23 with 2 one-year or 1 two-year options.</p>	Jadie Goo
010	Branding	HTUSA/HTJ Campaign Effectiveness Study	\$270,000	\$260,000	ALL	§201B-7(a)(8) (A) §201B-7(a)(8)(C)	No	<p>Studies to evaluate campaign effectiveness for the USA and Japan major market areas, including the incremental trips generated, visitor spending per trip, incremental spending generated, and the taxes generated on spending.</p>	N/A	<p>Having a third party assessment to HTA funded major marketing campaigns in order to evaluate the return on investment.</p>	<p>RFP in process. Initial contract ending on 6/30/24 with 3 one-year options.</p> <p>CY2023 is the first year of the study with final reports due to HTA by June 2024.</p>	Jadie Goo

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
012	Branding	Rebranding of the Hawaiian Islands	\$1,000,000	\$0	4	HRS 201B-7(a)(1)	Yes	A full rebranding/refresh of the Hawaiian Islands and HTA so that it aligns with our vision and Strategic Plan and each Island's DMAP. Contractor is to come up with our brand identity and strategy based on research of current market conditions, resident sentiment and is inclusive of discovery and research, competitive analysis, brand positioning and key messages, logo and visual identity system update, brand standard guidelines, communications/brand audit, and rollout plan.	FY22: Performance & Data will be available after contract ends in June 2023.  Last refresh was done in 2017.	Stronger brand and positioning for Hawai'i that is better aligned to current market conditions and resident sentiment, and is consistent across our efforts, internally and external of HTA.	Last refresh was done in 2017.	'Iwalani Kūali'i Kaho'ohano hano
013	Branding	Creative Agency	\$250,000	\$0	4	201B-3(a)(10)	Yes	An updated creative suite of multi-media assets and resources including presentation and stationary templates, as well as one-off requests for builds like infographics, short videos, etc. To help better communicate HTA's position on important issues and help us to address resident sentiment concerns and visitory industry partnerships.	This is scheduled to go out for RFP in FY22	Satisfactory delivery of high-quality creatives that are aligned with HTA's 4 pillars (Strategic Plan) and Hawai'i's brand.	N/A	'Iwalani Kūali'i Kaho'ohano hano
014	Branding	Pono Travel Education	\$400,000	\$0	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	Consistent messaging throughout our airports statewide via digital and static banners that educate our traveling public (malihini and kama'āina) how to visit Hawai'i respectfully, responsibly and safely.	FY22: Pono Travel Education is currently up and running at all major airports in Hawai'i via Pacific Radio Group, Inc. For neighbor islands and InTerSpace Services, Inc. (dba Clear Channel Airports).  NI: 4/18/2022 - 08/2023 HNL: 4/18/2022 - 10/18/2022  # of banners at NI Airports # of digital screens at NI Airports Visibility: 14 million annual passangers  OGG: 5 banners; 14 digital LIH: 9 banners; 8 digital KOA: 5 banners; 8 digital ITO: 3 banners; 4 digital  # of banners at HNL: 7 # of digital screens at HNL: 24 Visibility: 21,735,558 annual passangers  The digital messaging is on rotation with other messaging and we've increased frequency for them during summer period, while also adding more static banners throughout the neighbor island airports.	Permanent spots throughout the airports  increased frequency per message, especially during peak travel periods	Sole Source  4 options  6/27/2022 - 6/30/2023	'Iwalani Kūali'i Kaho'ohano hano

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
102	Branding	HTA Tourism Updates	\$231,000	\$300,000	4	HRS201B-3(b)(1) HRS201B-7(b)(2)	Yes	Funds to be used for Winter/Spring/Fall tourism updates, island roundtables, industry partners group meetings, and GMT FAMs to bring together community members, thought leaders, visionaries, suppliers, operators, policy makers and the media in a format that fosters networking and sharing.	2019 Fall Tourism Update: Hilton Waikoloa Village November 18-19, 2019 77% attendee satisfaction  2021 Mālama Ku'u Home Update (virtual): October 1, 2021 81% attendee satisfaction  2022 Winter Tourism Update (virtual): February 9, 2022 85% attendee satisfaction	Satisfactory execution of periodic tourism events to update the public of HTA's efforts as they relate to the 4 pillars.	RFP  2019 Contractor: Pacific Rim Concepts  A new IFB to be issued for a conference services provider in FY22 for CY2022 HTA Tourism Conference in November.	'Iwalani Kūali'i Kaho'ohano hano
317	Branding	Convention Center Sales & Marketing - City Wide	\$2,600,000	\$2,600,000	4	HRS201B-6(a)(5) HRS201B-7(a)(1) HRS201B-7(a)(5) HRS201B-7(a)(7)	Yes	CCESF fund for MCI sales and marketing is transferred into this line item.	2019: HCC Citywide Sales Production 88,537 Definite Room Nights 31,888 New to Hawaii Room Nights 237,017 Tentative Room Nights  2020: Citywide Sales Production 10,016 Definite Room Nights 2,654 New to Hawai'i Room Nights 220,639 Tentative Room Nights  2021: Citywide Sales Production 4,211 Definite Room Nights 300 New to Hawai'i Room Nights 101,558 Tentative Room Nights *** In CY 2021, HCC Sales & Marketing was funded entirely from the Meetings, Conventions & Incentives line item (#331).	Satisfactory execution of the 2023 global MCI marketing and management plan including brand consistency, cultural authenticity, targeting mindful visitors/groups and high profile global events that are aligned with Hawaii's culture, natural resources and community. Recover travel demand in a safe, responsible, and regenerative manner and meet annual performance targets.	Contractor: Hawai'i Visitors & Convention Bureau  Contract Term: 3/21/22 - 12/31/2025  No Options  Method or Procurement: RFP	Ross Willkom
318	Branding	gohawaii.com	\$1,790,000	\$310,000	4	HRS201B-7(a)(1) HRS201B-7(b)(2)	Yes	Development and maintenance for the GoHawaii website. This includes the English, Japanese, Chinese, Korean, German, French, and Spanish sites in support of the Global Marketing Team. Funds also pay for hosting, licensing, analytics, search engine optimization, ADA/browser compliance, and event listings support.	Page Views 2019: 16.6M 2020: 12.2M 2021: 24M	Services for website development, hosting & maintenance.	Contractor: Hawai'i Visitors & Convention Bureau (Support Services) Contract expiration date: 06/29/2022  A new RFP for USA MMA which incl. gohawaii.com was issued in FY22 with initial contract ending on 12/31/2024.	'Iwalani Kūali'i Kaho'ohano hano
319	Branding	MCI MFF	\$850,000	\$550,000	4	HRS201B-6(a)(5) HRS201B-7(a)(1) HRS201B-7(a)(5) HRS201B-7(a)(7)	Yes	MFF is an incentive fund used to attract and secure citywide events that use the HCC and it is committed at the time of agreement negotiation and paid upon fulfillment of contract deliverables for each event. Funding for 2022 has been committed by HTA previously for 2022 definite and tentative citywide businesses on the books.	2021 MFF: \$174,500 / 12 events (preliminary)  2022 MFF: \$55,000 / 2 events	Satisfactory execution of the 2023 global MCI marketing and management plan including brand consistency, cultural authenticity, targeting mindful visitors/groups and high profile global events that are aligned with Hawaii's culture, natural resources and community. Recover travel demand in a safe, responsible, and regenerative manner and meet annual performance targets.	Contractor: Hawai'i Visitors & Convention Bureau  Contract Term: 3/21/22 - 12/31/2025  No Options  Method or Procurement: RFP	Ross Willkom

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
320	Branding	Island Destination Marketing & Management Services	\$2,400,000	\$2,400,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS 201B-7(b)(2)	Yes	The contractor will provide representation for each island, especially as it relates to the DMAPs, and work closely with HTA, its Global Marketing Teams and the numerous tourism industry partners to showcase each island's unique accommodations and activities. In the past, it's been the Island Chapters, which are staffed by Hawaii Visitors and Convention Bureau (HVCB) employees.	Completed services/deliverables in support of HTA's Global Marketing Team. Demonstrated good communication with HTA.	Services & staffing for Leisure & MCI marketing assistance with on-island execution & in-market programs; provide oversight of the island brands.	FY22 Contractor: Hawaii Visitors & Convention Bureau (Island Chapter Support Services) CON 21030 (Sole Source) Start date: 12/24/2021 End date: 12/31/2022 No contract options  FY23 will go out for an RFP	Dede Howa
321	Branding	US	\$22,500,000	\$17,000,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS 201B-7(b)(2)	Yes	<p>The Hawai'i Visitors and Convention Bureau (HVCB) is contracted by the HTA for CY22 Jan-June brand marketing management services for the United States major market area.</p> <p>The U.S. West and U.S. East are Hawai'i's two largest source markets for visitors. The U.S. West market includes visitors who travel to Hawai'i from the 12 states west of the Rockies, and the U.S. East includes all other states.</p> <p>HVCB's COVID-19 recovery plan continues to focus on welcoming visitors who want to mālama (take care of) Hawai'i during their visit. The Mālama Hawai'i campaign, a partnership with visitor industry partners and volunteer organizations that invites visitors to stay in a new way – to take the time to really know the island, form a deeper connection with Hawai'i's culture, travel mindfully and mālama Hawai'i.</p>	<p>2019: USA \$11.63B (+5.0%) Expenditures \$188.70 (+0.2%) PPPD\$ 6,871,839 (+7.9%) Arrivals</p> <p>2020: USA Expenditures - NA PPPD\$ - NA 1,987,326 (-71%) Arrivals</p> <p>2021: USA \$12.22B Expenditures \$199.70 PPPD\$ 6,465,360 (+225.3%) Arrivals</p> <p>2022: USA (as of April 2022) \$4,076.5M (+121.4%) Expenditures \$228.90 PPPD\$ 2,463,763 Arrivals</p>	Satisfactory execution of 2023 brand marketing plan, which encompasses the Destination Management Support Plan and Global support services Management Plan) as well as brand consistency, cultural authenticity, alignment with HTA's 4 pillars, targeting mindful visitors with emphasis on lifetime trip expenditures, raising awareness of Mālama Hawai'i, maintaining travel demand in a safe, responsible, and regenerative manner, and meeting annual performance targets.	<p>RFP</p> <p>This contract was executed in 2017, exercised 18 supplementals and this will close 6/30/2022.</p> <p>Contractor: Hawaii Visitors &amp; Convention Bureau Contract expiration date: 06/29/2022</p> <p>A new RFP was issued in FY22 with initial contract ending on 12/31/2024 with one (1) two-year extension - in/around September 2024.</p>	'Iwalani Kūali'i Kaho'ohano hano

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
322	Branding	Canada	\$800,000	\$800,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	Canada is the second largest international market for the Hawaiian Islands and has an important relationship with Hawai'i, specifically the western provinces of British Columbia and Alberta. Canadian Snowbirds spend a great amount of time in Hawai'i during the winter months and many Canadians own real estate throughout the islands. In 2022, the HTCAN continues to focus on promoting the Hawaiian Culture and Hawaiian values as the differentiator to other destinations and training the Canadian travel trade to become brand ambassadors who can educate and attract the mindful responsible travelers to Hawai'i.	2019: Canada \$1,081.5 (-2.4%) Expenditures \$165 (+0.4%) PPPD\$ 540,103 (-1.6%) Arrivals  2020: Canada Expenditures - NA PPPD\$ - NA 164,393 (-69.5%) Arrivals  2021: Canada \$238.4M Expenditures \$178.1 PPPD\$ 86,491 (-47.4%) Arrivals	Satisfactory execution of 2023 brand marketing and management plan including brand consistency, cultural authenticity, alignment with HTA's 4 pillars, targeting mindful travelers with emphasis on lifetime trip expenditures, raising awareness of Mālama Hawai'i, recovering travel demand in a safe, responsible, and regenerative manner, and meeting annual performance targets.	Contractor: VOX International Inc. Contract Period: 1/1/22-12/31/22 with no option  A new RFP to be issued in FY23.	Jadie Goo
323	Branding	Japan	\$9,000,000	\$6,500,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	Japan has long been Hawai'i's largest source of international visitors. While the coronavirus pandemic significantly reduced the number of Japanese arrivals, HTJ continues to leverage the regions' longstanding ties to advance tourism recovery efforts in 2022. HTJ's sustainable tourism framework aims to inspire the values of <i>aloha</i> and <i>mālama</i> with travelers and industry partners while developing consumer, public relations, and travel trade programs to educate and connect visitors with the local community.	2019: Japan \$2,25B (+4.8%) Expenditures \$242 (+0.2%) PPPD\$ 1,576,205 (+5.8%) Arrivals  2020: Japan Expenditures - NA PPPD\$ - NA 289,137 (-81.7%) Arrivals  2021: Japan 82.9M Expenditures 218.9 PPPD\$ 24,232 (-91.6%) Arrivals	Satisfactory execution of 2023 brand marketing and management plan including brand consistency, cultural authenticity, alignment with HTA's 4 pillars, targeting mindful travelers with emphasis on lifetime trip expenditures, raising awareness of Mālama Hawai'i, recovering travel demand in a safe, responsible, and regenerative manner, and meeting annual performance targets.	Contractor: a.Link LLC Contract Period: 1/1/22-12/31/22 with no option  A new RFP to be issued in FY23.	Jadie Goo
324	Branding	Korea	\$1,400,000	\$630,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	Korea is an important source market from Asia for Hawai'i. Affluent travelers from high-end market segments are primarily from the Seoul and Busan regions. Hawai'i continues to be a favored romance destination for Koreans. In 2022, the core branding message is Mālama Hawai'i and the marketing strategy is to revitalize travel demand in collaboration with industry partners, accelerate booking pace in partnership with online booking platforms, and develop marketing co-ops with key airlines to stimulate resumption and growth in air services to Hawai'i.	2019: Korea \$497.9M (+0.3%) Expenditures \$285.2 (-2.4%) PPPD\$ 229,056 (+0.3%) Arrivals  2020: Korea Expenditures - NA PPPD\$ - NA 46,884 (-79.5%) Arrivals  2021: Korea \$49.1M Expenditures \$267.8 PPPD\$ 12,217 (-73.9%) Arrivals	Satisfactory execution of 2023 brand marketing and management plan including brand consistency, cultural authenticity, alignment with HTA's 4 pillars, targeting mindful travelers with emphasis on lifetime trip expenditures, raising awareness of Mālama Hawai'i, recovering travel demand in a safe, responsible, and regenerative manner, and meeting annual performance targets.	Contractor: AVIAREPS Marketing Garden Holdings Ltd. Contract Period: 1/1/20-12/31/22 with 2 one-year options.  A new RFP to be issued in FY23.	Jadie Goo

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
325	Branding	Oceania	\$1,900,000	\$950,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	The Oceania market is Hawaii's third largest international visitor market and over the past several years has been one of the fastest growing market in terms of arrivals. Through its Request For Proposals process, HTA selected The Walshe Group Pty Ltd to represent the Hawaiian Islands in Australia and New Zealand. The Hawaii Tourism Oceania Team will focus on travel trade training and continue to generate awareness and demand through cost effective digital and consumer direct marketing programs. HTO will also increase PR activities and utilize its robust digital media channels. HTO will renew its attempts to bring more Meetings and Incentive Groups from the Oceania market to Hawaii.	2019: Oceania \$895.1M (-14.4%) Expenditures \$261.70 (+0.5%) PPPD\$ 363,551 (-12.6%) Arrivals  2020: Oceania Expenditures - NA PPPD\$ - NA 50,710 (-86.1%) Arrivals  2021: Oceania \$16.6M Expenditures \$192.7 PPPD\$ 6,544 (-87.1%) Arrivals	Satisfactory execution of 2023 brand marketing and management plan including brand consistency, cultural authenticity, alignment with HTA's 4 pillars, targeting mindful travelers with emphasis on lifetime trip expenditures, raising awareness of Mālama Hawai'i, recovering travel demand in a safe, responsible, and regenerative manner, and meeting annual performance targets.	Contractor: The Walshe Group Pty Ltd Contract expiration date: 12/31/2023  A new RFP will be issued FY23	Maka Casson-Fisher
329	Branding	China	\$1,800,000	\$120,000	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS201B-7(b)(2)	Yes	The China market continues to lead in per person per day spending among all major source markets for Hawai'i. In 2022, HTC focuses on market education with Mālama Hawai'i messaging. An integrated digital marketing strategy is deployed to elevate Hawai'i's image and brand awareness by using Chinese consumer preferred social and digital media platforms highlighting Hawai'i's culture, natural resources, community and regenerative tourism.	2019: China \$242.8M (-26.5%) Expenditures \$329 (-5.8%) PPPD\$ 92,082 (-25.3%) Arrivals  2020: China Expenditures - NA PPPD\$ - NA 10,736 (-88.3%) Arrivals  2021: China \$18.2M Expenditures \$288.5 PPPD\$ 6,348 (-41%) Arrivals	Based on a review of current marketing conditions, reduced overall budget availability a determination was made to reduce our presence in the China market until market conditions improve. Staff are in the process of determining wind down costs of the existing contract and exploring a partnership with DBEDT to maintain a small presence in the market. Those plans will be taken to the BSCM and Full Board when ready.	Current Contractor: ITRAVLOCAL Limited Contract Period: 1/1/22 - 12/31/22 with no option.  FY23 will need to be RFP and will be based on the outcomes of the planning being done by staff now.	Jadie Goo
331	Branding	Meetings, Convention & Incentives - Single Property	\$1,900,000	\$1,900,000	4	HRS201B-6(a)(5) HRS201B-7(a)(1) HRS201B-7(a)(5) HRS201B-7(a)(7)	Yes	The Meet Hawaii plan focuses on direct customer activities including FAMs, while also reevaluating and reprioritizing trade shows. Meet Hawaii remains nimble and has increased direct sales activities in MCI market segments that are producing lead opportunities for Hawaii now. Meet Hawaii will continue its ongoing communication and consultation with HTA to adjust as further appropriate.	2019: Global MCI \$904.7M Expenditures \$218.4 PPPD\$ 459,171 Arrivals  2020: Global MCI Expenditures - NA PPPD\$ - NA 132,442 Arrivals  2021: Global MCI Expenditures - TBD PPPD\$ - TBD 97,896 Arrivals	Satisfactory execution of the 2023 global MCI marketing and management plan including brand consistency, cultural authenticity, targeting mindful visitors/groups and high profile global events that are aligned with Hawaii's culture, natural resources and community. Recover travel demand in a safe, responsible, and regenerative manner and meet annual performance targets.	Contractor: Hawai'i Visitors & Convention Bureau  Contract Term: 3/21/22 - 12/31/2025  No Options  Method or Procurement: RFP	Ross Willkom

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
339	Branding	Global Digital Marketing Strategy	\$713,000	\$0	4	HRS 201B-6(a)(5) HRS 201B-7(a)(1) HRS 201B-7(b)(2)	Yes	Supports the efforts of HTA's Global Marketing Team in digital marketing, including the intellectual property data bank/digital assets library (Knowledge Bank) software licensing and consulting and staffing. Continuous improvements and maintenance and hosting of the Knowledge Bank.	Completed services/deliverables in support of HTA's Global Marketing Team Demonstrated good communication with HTA	Development services for data bank software licensing, consulting and staffing.	FY22 Contractor: Hawai'i Visitors & Convention Bureau (Support Services) Contract expiration date: 6/29/2022 FY23: This was include in RFP in 22-01	'Iwalani Kūali'i Kaho'ohano hano
350	Branding	Global Market Shared Resources	\$787,000	\$1,500,000	4	HRS 201B-7(a)(1) HRS201B-7(a)(2) HRS201B-7(a)(8) HRS201B-7(b)(2)	Yes	Funds will support the efforts of HTA's Global Marketing Team in digital marketing and project management services for platforms and programs, including the intellectual property data bank/digital assets library, destination website development; destination app development, maintenance and hosting; social media content management and reporting in collaboration; as well as crisis communication.	2022: Still in progress Completed services/deliverables in support of HTA's Global Marketing Team. Demonstrated good communication with HTA. PR/Media Site: 2021: 32,783 Total Users / 35,382 Sessions / 47,552 Page Views 2020: 5,211 Total Users / 6,201 Sessions / 82,242 Page Views 2019: 36,046 Total Users / 42,519 Sessions / 140,652 Page Views	Development services for online marketing, social media and staffing.	Contractor: Hawai'i Visitors & Convention Bureau (Support Services) Contract expiration date: 6/29/2022 A new RFP for USA MMA which incl. Global Market Shared Resources was issued in FY22 with initial contract ending on 12/31/2024. Combined Global Digital Marketing Strategy FY23: This was include in RFP in 22-01	'Iwalani Kūali'i Kaho'ohano hano
380	Branding	Marketing Opportunity Fund	\$293,000	\$0	4	HRS 201B-7(a)(1) HRS201B-7(a)(2) HRS201B-	Yes	Funds to support brand marketing and management efforts based on market conditions and opportunities.	In FY22, funds were used for Market Allocation Platform and IPW.	Stronger branding statement for Hawai'i	Contractor for MAP: Tourism Economics MAP Project Period: March - May 2022	Kalani Kaanaana
397	Branding	Memberships and Dues - Branding	\$160,000	\$160,000	4	HRS 201B-7(a)(1) HRS 201B-7(a)(2) HRS 201B-7(a)(8) HRS 201B-7(b)(2)	Yes	US Travel Assn: \$125,000 PATA Int'l: \$3,035 PATA HI Chapter: \$275 Destination Int'l: \$26,530	In FY22, HTA staff was able to participate in various networking events, educational seminars, and B2B meetings, hosted by USTA, PATA, and Destination Int'l.	Continue to receive market intelligence and training & networking opportunities	N/A	Kalani Ka'anā'anā & Todd Toguchi
398	Branding	Travel - Branding	\$50,000	\$53,000	4	HRS 201B-7(a)(1) HRS 201B-7(a)(2) HRS 201B-7(a)(8)	Yes	Travel cost for the Brand Team. To monitor and evaluate the GMT events. Sales calls to the markets.	In FY22, HTA staff traveled to D.C., Japan, IPW, ESTO, Route Dev Conference, etc.	Contractor oversight and evaluation; relationship building with in-market partners.	Examples of Past Trips: travel for media blitz, trade missions, and sales calls in mainland US, Japan, Canada, Oceania, Korean, China, Taiwan, SE Asia, and Europe.	Kalani Kaanaana
934	Branding	State Employee Salaries - Branding	\$959,162	\$0	4	§201B-2	N/A	Salaries and wages.	N/A	Efficiently and effectively executing on programs.	Salaries for program staff are included in the Payroll area in FY23.	N/A
<b>Subtotal</b>	<b>Branding</b>		<b>\$52,153,162</b>	<b>\$36,133,000</b>								

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
312	Sports	PGA Tour Contracts	\$2,177,889	\$1,800,000	4	201B-3(a)(19)	No	Contract with the PGA Tour through 2022 to host golf tournaments and execute a marketing program. Through the Aloha Season program, the focus is to increase exposure and generate interest in golf as an activity while visiting Hawai'i. In addition, three professional golf events on three different islands (O'ahu, Maui and Hawai'i) will be supported. Additional funds include a PGA Season-long promotion of The Hawaiian Islands showcasing each event winner's invitation to play in Hawaii at the Sentry Tournament of Champions Event. Term: 2019 - 2022	2020 Results Attendance: 88,500 Economic Impact: \$10.05M Marketing Value: \$21.3M Charitable Donations: \$1,599,870  2021 Results Attendance: 1,833 Economic Impact: \$6.8M Marketing Value: \$19.1M Charitable Donations: \$2,011,760  2022 Results Attendance: 44,000 Economic Impact: \$9M Marketing Value: \$20M Charitable Donations: \$2,500,000	Three professional golf tournaments in Hawaii and marketing throughout the year on Golf Channel and PGAtour.com. Additionally, this contract allows HTA to build the foundation for a long-term relationship with the Tour and its lead sponsors Sony, Sentry and Mitsubishi.	Contractor: PGA Tour, Inc.  Contract term: 1/9/18 - 12/31/2022  No Options  Sole Source	Ross Willkom
343	Sports	Lotte LPGA Championship	\$500,000	\$0	4	201B-3(a)(19)	No	Contract with 141 Premiere to sponsor the Lotte Ladies Professional Golf Association Championship held in KoOlina, Oahu. Funding would help cover the broadcast of the event to a national and international audience as many LPGA stars are from countries that are Hawai'i's existing and emerging markets. Youth clinics and community engagement is also part of the festivities.	2019 Results Attendance: 16,816 Economic Impact: \$7.1M Marketing Value: \$17.9M	N/A	N/A	Ross Willkom
378	Sports	UH Athletics Branding Partnership	\$267,000	\$167,000	4	201B-3(a)(19)	No	Partnership with the University of Hawaii Athletics Department to promote visitation to the Hawaiian Islands by highlighting UH Sporting Events and UH Athletes as Hawaii's Ambassadors. Includes sponsorship of the Big West Conference Basketball and Men's Volleyball Tournaments. Previous partnerships revolved around UH Football and Men's Volleyball games.	N/A	Presenting Sponsor of the 2023 Big West Conference Men's and Women's Basketball and Men's Volleyball Tournaments and marketing assets throughout these events. Also included will be television and radio advertising.	Contractor: Big West Conference  Contract term: 6/30/20 - 8/31/2023  No Options  Sole Source	Ross Willkom
379	Sports	Sports Programs - Unallocated	\$1,500,000	\$2,000,000	4	201B-3(a)(19)	No	FY23 funds available to sponsor sporting events that submit proposals to HTA for funding and meet HTA's sports marketing criteria. Example prior events include the Maui Invitational, Hawaii Bowl, LPGA Lotte Championship.	FY23 will be the first to make awards from this BLI.	Funds allocated through this BLI will allow HTA to extend its marketing and branding efforts across events and programs both large and small. Criteria for applicants seeking to obtain funding will include both a community impact and economic impact component.	Contract Term: 7/1/22 - TBD  Options available  Method of Procurement: RFP	Ross Willkom
<b>Subtotal</b>	<b>Sports</b>		<b>\$4,444,889</b>	<b>\$3,967,000</b>								



Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
601	Safety and Security	Visitor Assistance Programs	\$1,150,000	\$500,000	4	§201B-3(21) §201B-3(24)	No	Support of the Visitor Assistance Programs in the four counties. These programs provide a vital service that supports our visitors in crisis. The VAPs had been supporting the State's COVID-19 response in many ways including the flight assistance program through the end of the Safe Travels program in March 2022 in addition to their normal daily operations.	CY2021 Hawaii Island: 218 Cases / 590 People Served CY2021 Maui : 120 Cases / 234 People Served CY2021 Oahu: 511 Cases / 1250 People Served CY2021 Kauai: 96 Cases / 242 People Served	The Visitor Assistance Programs serve as an insurance policy to provide assistance to visitors in distress. Taking a negative experience and transforming it into a more positive one for a visitor directly impacts the brand. Continuing to fund these programs will add a layer of protection to the brand at a nominal cost for the incredible services rendered by the existing partners.	Contract Term: 6/25/21 - 12/31/22 Four (4) one-year options Soul Source	Ross Willkom
602	Safety and Security	Crisis Management	\$100,000	\$100,000	4	§201B-3(24)	No	Funding will support crisis-related expenditures during the fiscal year. This funding will primarily be utilized to support ongoing COVID-related missions as assigned to the HTA through HI-EMA.	Funding went to support COVID-19 related missions in support of the Governor, HI-EMA, and the industry. This included operating a call center and supporting the airport contractors that were managed by DOT-Airports.	In the event a crisis occurs in Hawaii, having these funds available to react quickly and provide support is critical. HTA's ability to be flexible and nimble, especially in a moment of crisis, combined with the ability to fund an action, will allow us to continue to support and protect the Hawaii brand.	Per HRS §201B-3 (24), HTA is required to develop and implement emergency measures to respond to any adverse effects on the tourism industry.	Keith Regan
603	Safety and Security	Lifeguard Program	\$200,000	\$200,000	3	§201B-3(21)	No	This program provided much needed support to the Junior Lifeguard program.	In 2019, the JR Lifeguard program had 2,870 participants and was active in all four counties. The City and County of Honolulu had 1,800 participants, Kauai County had 600 participants, Maui County had 270 participants, and Hawaii County had 200.	This program provided much needed support to the Junior Lifeguard program.	Ongoing discussions are happening with island Jr. Lifeguard programs for our youth.	Ross Willkom
604	Safety and Security	Preventative Programs	\$100,000	\$0	3	§201B-3(21)	Yes	This program engaged DOT-Airport's advertising concessionaires to place PSAs in the baggage claim at all major airports throughout Hawaii. The primary message was focused on ocean safety for arriving visitors.	Clear Channel - DKI Int Airport - ran ocean safety videos on 20 screens in baggage claim, 1 spot per 6 minute cycle, 10 showings per hour or 240 spots per day. Pacific Media Group showed Ocean Safety Videos, provided by HTA, in Kahului, Līhu'e, and Kona Airports. In Kahului: Two (2) video screens (minimum 65") located in the baggage claim area visible to all arriving passengers; two 30-second spots played consecutively and exclusively with no other ads in rotation. In addition, four static message boards and six brochure racks were provided to complement the two video screens. In Kona: Eight (8) walls on baggage claim carousels; two 30-second spots played consecutively, one spot per 3-minute cycle and then repeated in sequence 24/7. 480 spots per day. In Līhu'e, Kaua'i: Eight (8) video walls on baggage claim carousels, two 30-second spots played consecutively; one spot per 3-minute cycle and then repeated in sequence 24/7. 480 spots per day.	The ability to display PSAs that help educate visitors while they are waiting at the baggage claim may result in saving the life of that visitor. These additional funds help to support an increased frequency of ocean safety videos throughout all of Hawaii's major airports. Saving a life through education equates to tremendous positive benefits.	N/A	Ross Willkom
<b>Subtotal</b>	<b>Safety and Security</b>		<b>\$1,550,000</b>	<b>\$800,000</b>								

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
506	Tourism Research	Infrastructure Research (Accommodations and Airseats)	\$60,000	\$65,000	ALL	§201B-7 Tourism-related activities. (a) (8) Tourism research and statistics (C) Provide tourism information (ii) The number of transient accommodation units available, occupancy rates, and room rates; (iii) Airline-related data	Yes	Hotel performance data	Monthly Hotel performance report (12)	The data is used to monitor hotel industry performance.	Hotel performance data: STR, Inc., annual subscription. Additional data were ordered during the pandemic. \$60,000 budgeted for FY22  Sole Source / Exemption	Caroline Anderson
935	Tourism Research	State Employee Salaries - Research	\$33,119	\$0	ALL	§201B-2	N/A	Salaries and wages.	N/A	N/A	N/A	N/A
<b>Subtotal</b>	<b>Tourism Research</b>		<b>\$93,119</b>	<b>\$65,000</b>								
652	Planning	Planning Tools and Assessments	\$410,000	\$50,000	ALL	§201B-3(a)(14)(17)(20)	Yes	Planning tools to help communicate information to the public.	Past funds were used for a destination assessment, creation of a DMAP microsite to share activities of DMAPS, and creation of infographics. The destination assessment report will be issued in June 2022, DMAP microsite expected to be completed in Q3 2022, and creation of infographics will start in June 2022.	Increased understanding by residents of HTA's activities and value of tourism.	See past Performance/Data  Small purchase	Caroline Anderson
653	Planning	Hotspot Mitigation	\$500,000	\$1,000,000	3	§201B-3(a)(14)(17)	Yes	Planning and mitigation of hot spots/issues as identified in the DMAPs. Includes facilitation services.	In FY 22, HTA is working with the County of Kaua'i to conduct a mobility hub plan and County of Hawai'i for a Keaukaha pilot stewardship program.	Hotspot mitigation/resolutions per DMAP	RFP or HRS Governmental entity exemption	Caroline Anderson
654	Planning	Program Evaluation	\$500,000	\$50,000	ALL	§201B-3(a)(14)(17)	Yes	Evaluation of HTA's programs, including events evaluation, development of measures, dashboards and KPI tracking of HTA's programs outcomes and results.	HTA's contract with PlayFly LLC, the company who was selected for the Festivals & Events Evaluation will begin in June 2022. No evaluation reports done yet. Funds to be used for continued dashboard creation of program data.	Measured activities that are easily digestible and available to the public. Creation of report cards and dashboards.	Not requesting funds for FY 23 for events/festivals evaluation as the FY 22 funds will last through FY 23 projects.  Small Purchase RFQ for FY23 dashboards	Caroline Anderson

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
655	Planning	Community Engagement	\$175,000	\$0	ALL	§201B-3(a)(14)(17)	Yes	Engagement meetings/forums with community/industry on tourism development decisions, including industry and community input and feedback on identified topics. Includes development of materials to communicate information. There is remaining ARPA FY 22 funds that will be put towards FY23 activities. No FY 23 funds are required.	DMAP community engagement meetings were held in late 2021 on Maui and Lāna'i which did not require HTA.	Continued engagement and collaborative with community and industry per DMAPs	See past Performance/Data	Caroline Anderson
656	Planning	Community Tourism Collaborative	\$400,000	\$400,000	ALL	§201B-3(a)(20); §201B-7(a)(3), 7(a)(9)(b)(4)	Yes	Assist organizations through trainings and providing resources to develop community management/stewardship plans and tourism product projects for their communities.	Collaboratives will take place in July 2022.	Community Management Action Plans and Tourism Projects to that provide for jobs, economic development, and improved visitor experiences.	Pohoiki Community Tourism Collaborative partnership with the County anticipated to begin in July 2022.  RFQ or HRS Exemption (Counties/Government entity and/or trainor/speaker)	Caroline Anderson
697	Planning	Memberships and Dues - Planning	\$3,200	\$1,000	ALL	N/A	Yes	Annual membership to Travel & Tourism Research Association and TTRA Chapter and the American Planning Association - Hawai'i Chapter	Travel and tourism research and data to understand the tourism landscape and markets, and	Networking and relationship building, travel and tourism research and data.	Travel and Tourism Research Association and TTRA Hawai'i Chapter: \$690 annual dues American Planning Association - Hawai'i Chapter - \$350	Caroline Anderson
698	Planning	Travel - Planning	\$17,000	\$20,000	ALL	N/A	Yes	The program anticipates travel needs to support community and industry outreach and inspection of DMAP activities and conference registration fees.	N/A	Engagement and outreach with community organizations, DMAP steering committees, county agencies, visitor industry, and evaluation of projects.	N/A	Caroline Anderson
<b>Subtotal</b>	<b>Planning</b>		<b>\$2,005,200</b>	<b>\$1,521,000</b>								
101	Administrative	Community-Industry Outreach & Public Relations Services	\$600,000	\$350,000	ALL	§201B-3(a)(17) §201B-3(a)(21) §201B-3(a)(22) §201B-3(a)(23) §201B-3(a)(24) §201B-7(9b)(1-5) §201B-16	YES	Provides communications support to HTA's PAO, including a contract with HTA's current vendor (Anthology Media Group), as well as support for digital assets and other communications-related costs.	1. Keeping HTA's online resources up to date, including crisis communications (COVID-19 alert pages, adding HTA's daily briefer to the alerts page, etc.)  2. Supporting, coordinating, and maintaining continuity of external communications (events, appearances, announcements, distribution lists, community relations, social media, etc.)  3. Helping to maintain Government relations, inter-agency, and county connectivity via communications, as well as keeping up to date with industry news as it relates to HTA in the Media and policies, and facilitating conversations and events around tourism  4. Assisting with the development of a strategic communications plan	The HTA's 2020-2025 Strategic Plan includes milestones to (a) grow reach and engagement on all HTA social media platforms, and (b) increase numbers of news stories about HTA-sponsored events and programs. While the second milestone was created prior to the pandemic - when the Aloha Aina, Kukulu Ola and Community Enrichment Programs were active - Anthology will continue to help create and boost HTA's original social media posts to help promote projects that HTA is taking initiative with to align tourism with its strategic plan.	Social media postings for the Community-Based Tourism and the Destination Management Action Plans (DMAPs) and resources like the Maemae Tool Kit. Anthology is also helping to create the structure for a speakers bureau to help promote the DMAPs.	Ilihia Gionson

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
103	Administrative	Hawaiitourismauthori ty.org	\$100,000	\$75,000	ALL	\$201B-3 (a)(21)	YES	Ongoing design, support, maintenance, and hosting of the HTA's primary website.	<p>Anthology helped to create the HTA website, and provides ongoing maintenance and support. The team has been responsive when HTA's staff reached out for help and they met the expectations that were set forth in the contract. HTA's website did not experience any outages during 2020 and has handled the increased traffic throughout the COVID-19 pandemic.</p> <p>Currently, most people are visiting hawaiiauthority.org for COVID-related information along with research data. Our website has been a useful tool for many visitors and residents during the pandemic.</p> <p>covid-19-novel-coronavirus page traffic: - January 1 - December 31, 2020 (total of 4,396,302 views of which 3,760,452 views were unique).</p> <p>covid-19-updates page traffic: - January 1 - December 31, 2020 (total of 1,153,010 views of which 852,449 views were unique). - January 1 and October 24, 2021 (total of 1,682,212 views of which 1,223,749 were unique).</p> <p>research/monthly-visitor-statistics page traffic: - January 1 - December 31, 2019 (total of 17,789 views of which 14,535 views were unique). - January 1 - December 31, 2020 (total of 33,244 views of which 28,139 views were unique).</p>	<p>Using Google Analytics, we can gauge the traffic to our HTA website. Post-pandemic, we expect more website traffic driven to the community pages.</p> <p>With the reopen of our RFP, we've seen a total of 7,965 views. 7,073 of which were unique between January 1 and October 25, 2021.</p>	<p>The scope was reduced for 2021, and Anthology Marketing Group reduced their retainer fee from \$2,100/month to \$1,000/month for 2021. Monthly subscription fees remain the same for hosting (\$500/month), Swifttype (\$299/month), and Cloudflare (\$210/month). Additional requests beyond the scope will be charged on a per project basis. We intend to go out to bid on this once the current contract ends on 12/31/2021.</p>	Keith Regan
901	Administrative	General and Administrative	\$648,700	\$648,700	ALL	\$201B-2 \$201B-11	YES	Administrative support costs include: 1) \$58,000 Computer Programs/Software; 2) \$35,000 Telephone; 3) \$35,000 Rental of Copy Machines; 4) \$80,000 IT Consultant, related purchases and miscellaneous IT expenses; 5) \$315,000 Audit and Federal Support.	<p>Operated with efficiency. Volume attributed to Finance and/or Contracts team includes: 2020 Contracts/supplemental contracts executed or notifications: 411 2019 Contracts/supplemental contracts executed or notifications: 334 2020 Payments processed: 1884 2021 Payments processed: 950</p>	<p>Admin team will continue to support all programs throughout HTA in their execution, through processing of contract and non-contract encumbrances, processing payments, reporting financial information, working with the Department of the Attorney General, providing guidance to staff, federal compliance. Functions also include monitoring and responding to draft legislation, supporting the HTA Board and leadership, supporting and responding to preparation of information and requests from external parties that include legislative matters and State departments.</p> <p>FY23 procurements through Small Purchase and RFP.</p>	<p>Expenditures based on historical spend in this BLI.</p>	Keith Regan
930	Administrative	State Employee Salaries - Admin	\$1,451,993	\$0	ALL	\$201B-2 \$201B-11	N/A	Salaries and wages.	N/A	Efficiently and effectively executing on programs.	Salaries for program staff are included in the Payroll area in FY23.	N/A
998	Administrative	Travel - Admin	\$50,411	\$70,000	ALL	\$201B-2 \$201B-11	YES	Funding to support possible travel during the fiscal year by members of the administrative team.	<p>Due to the COVID-19 pandemic, staff did not travel during fiscal year 2021. -Number of trips by admin staff during fiscal 2020: 32</p>	<p>Travel by admin team, including CEO, to support program efforts and meet with stakeholders.</p> <p>FY23 procurements will follow State travel procedures.</p>	<p>Travel budget increased due to anticipated increase in travel. In the prior year, travel budget was decreased due to COVID travel restrictions.</p>	Keith Regan
<b>Subtotal</b>	<b>Administrative</b>		<b>\$2,851,104</b>	<b>\$1,143,700</b>								
915	Governance and Organization-Wide	Organization-Wide	\$230,000	\$250,583	ALL	\$201B-2	YES	Costs include: 1) \$150,583 Legal & Audit; 2) \$100,000 Support Contracts (Support in developing RFPs/Contracts)	N/A	Support of Board governance and oversight.	<p>Expenditures based on historical spend in this BLI. Includes: -Office of the Auditor contract will increase to approximately \$130,000 beginning FY 2023, for the annual financial and federal compliance audit.</p>	Keith Regan / Marc Togashi

Program Code	Budget Category	Program Title	FY2022 Budget (a/o May 31, 2022; see Note 2)	FY2023 - Draft Budget	Strat Plan Pillar	HRS Reference	DMAP Impl Initiative	Description	Past Performance & Data	Expected Future Benefits	Notes (includes examples of projects)	Staff Lead
919	Governance and Organization-Wide	Governance - Gen Board/Others	\$121,800	\$221,800	ALL	\$201B-2	YES	Costs associated with the Board's strategic oversight of the HTA, including: 1) \$123,000 for Board and Commission expenses (including meeting minutes); 2) \$40,000 for D&O insurance coverage; 3) \$40,000 Board travel	Meeting minutes have been produced on schedule for all board and committee meetings.  Typically, there are four board members requiring travel support once per month.	Support of Board governance and oversight.	Expenditures based on historical spend in this BLI. -Aloha Data Services for Board meeting minutes (\$576/meeting) -Increase in Board costs relating to AV support of Board meetings	Keith Regan
<b>Subtotal</b>	<b>Governance and Organization-Wide</b>		<b>\$351,800</b>	<b>\$472,383</b>								
931	Payroll	State Employees Fringe	\$1,191,493	\$0	ALL	\$201B-2	YES	Fringe benefit costs for all HTA State employees	Please see past performance and data for program 901 above.	Fringe benefits for staff. Efficient operations.	Expenditures based on salary/fringe calculations as provided for by the State.	Keith Regan
TBD-5	Payroll	State Employee Salaries - All	\$0	\$2,633,917	ALL	\$201B-2	YES	Salaries and wages.	Please see past performance and data for program 901 above.	Please see expected future benefits for program 901 above.	Expenditures based on salary schedule.	Keith Regan
<b>Subtotal</b>	<b>Payroll</b>		<b>\$1,191,493</b>	<b>\$2,633,917</b>								
<b>Total</b>			<b>\$88,699,767</b>	<b>\$60,000,000</b>								

**Note 1:** HTA's FY23 budget will be sourced from an appropriation of the State's General Funds. General Funds are typically subject to a restriction imposed by the Governor and B&F. In FY22, other General Fund-funded departments were subject to a restriction that required B&F approval to release up to 7% of the Department's appropriation. HTA staff will work with B&F to minimize the impact of the FY23 restriction, whose percentage has not yet been determined.

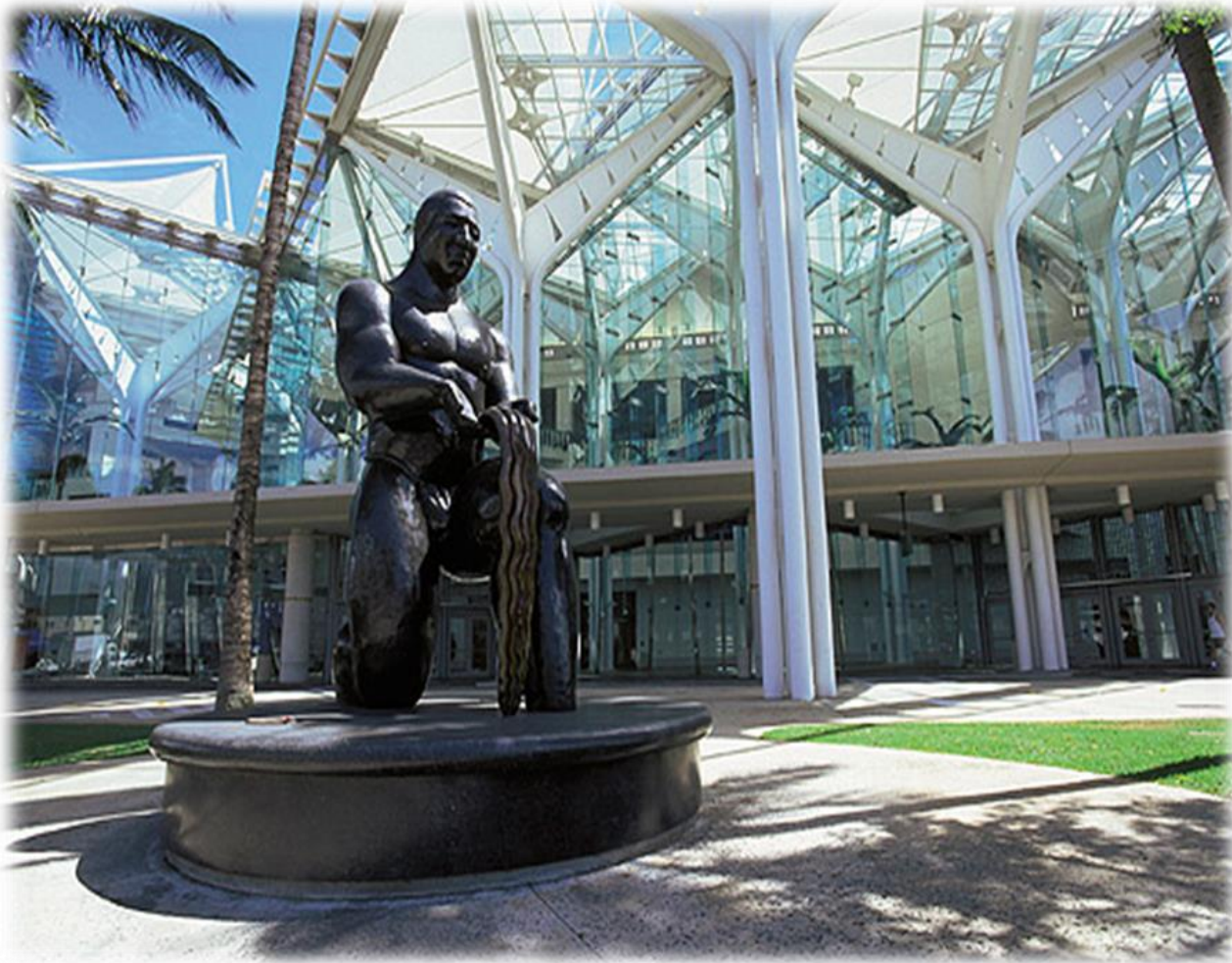
**Note 2:** FY 2022 budget includes FY21 Board reso and TAT restart funds.

**6**

Presentation, Discussion and Action on the  
Convention Center's Fiscal Year 2023 Budget

**6.1**  
HCC Local Sales and Facility Budget FY2023  
Presentation

# *Hawai'i Convention Center*



## *FY 2023 Local Sales & Marketing Budget*

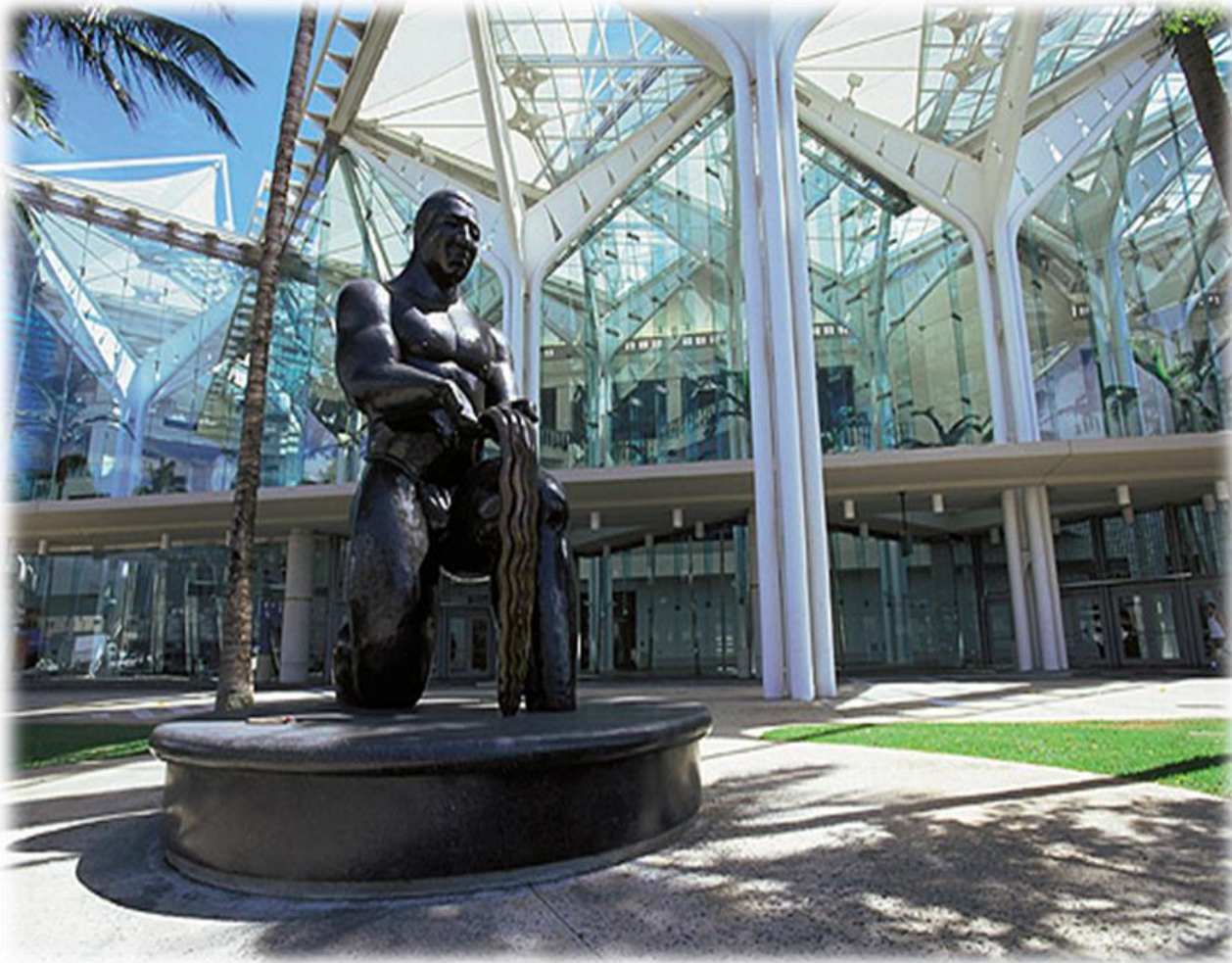
*(BFCC Mtg June 28, 2022)*



# FY 2023 Local Sales & Marketing

Expenses	FY 2023 Budget		FY 2022 Budget		Variance	CY 2020 Actual	CY 2020 Original Budget
Salaries & Benefits	58%	\$557,300	71%	\$379,500	\$177,800	\$357,800	\$707,200
Promotions, Advertising & Marketing	29%	\$282,600	10%	\$51,200	\$231,400	\$69,100	\$207,800
Maintenance Agreements	8%	\$83,800	13%	\$68,200	\$15,600	\$69,100	\$66,200
General & Administrative	2%	\$19,800	2%	\$22,500	(\$2,700)	\$5,100	\$23,300
Other	<u>3%</u>	<u>\$24,800</u>	<u>1%</u>	<u>\$11,600</u>	<u>\$13,200</u>	<u>(\$800)</u>	<u>\$8,000</u>
<b>Total</b>	<b>100%</b>	<b>\$968,300</b>	<b>100%</b>	<b>\$533,000</b>	<b>\$435,300</b>	<b>\$500,300</b>	<b>\$1,012,500</b>

# *Hawai'i Convention Center*



*FY 2023  
Facility  
Budget*

# FY 2022 Facility Budget

Budget Summary	FY 2023 Budget	FY 2022 Budget	Variance	CY 2020 Actual	CY 2019 Actual
Number of Events	200	100	100	55	238
Gross Revenue	\$13,041,400	\$7,701,500	\$5,339,900	\$7,785,800	\$16,866,900
Gross Expenses	<u>\$18,448,300</u>	<u>\$13,218,900</u>	<u>\$5,229,400</u>	<u>\$9,934,000</u>	<u>\$17,649,200</u>
Net Loss	(\$5,406,900)	(\$5,517,400)	\$110,500	(\$2,148,200)	(\$782,300)

# Facility Revenue

Revenue	FY 2023 Budget	FY 2022 Budget	Variance	CY 2020 Actual	CY 2019 Actual
Rent	\$3,076,000	\$2,093,800	\$982,200	\$2,786,600	\$2,692,100
Food & Beverage	\$7,849,500	\$3,291,100	\$4,558,400	\$2,507,400	\$11,059,000
Event	\$2,050,400	\$2,299,600	(\$249,200)	\$2,407,700	\$2,880,100
Other	<u>\$65,500</u>	<u>\$17,000</u>	<u>\$48,500</u>	<u>\$84,000</u>	<u>\$235,700</u>
Total Revenue	\$13,041,400	\$7,701,500	\$5,339,900	\$7,785,700	\$16,866,900

# Facility Expenses

Expenses	FY 2023 Budget	FY 2022 Budget	Variance	CY 2020 Actual	CY 2019 Actual
Salaries & Benefits, OPS	\$5,959,300	\$5,001,300	\$958,000	\$4,231,100	\$5,034,300
Contracted Labor, OPS	\$1,924,800	\$1,645,700	\$279,100	\$578,100	\$1,806,400
F&B Direct & Indirect	\$5,006,300	\$2,532,500	\$2,473,800	\$1,973,500	\$6,750,100
Utilities	\$2,611,900	\$1,894,700	\$717,200	\$1,811,300	\$2,575,900
R&M, OPS Supplies	\$1,685,200	\$1,319,000	\$366,200	\$912,900	\$1,027,700
Other (Mgmt Fee; Insurance, G&A, Fixed Assets)	<u>\$1,260,800</u>	<u>\$825,700</u>	<u>\$435,100</u>	<u>\$427,100</u>	<u>\$454,800</u>
Total Expenses	\$18,448,300	\$13,218,900	\$5,229,400	\$9,934,000	\$17,649,200

# Breakdown of Salaries and Wages Increase YOY

1. Wage adjustments: Increase 34 hourly employees (housekeeping, landscaping, facilities and security) to market rates
2. Increase in facility staffing to service events

Year	FTE's Budgeted	FTE's Actual at EOY
FY 2023	87	TBD
FY 2022	78	63
CY 2021	55	52
CY 2020	90/25	55
CY 2019	86	78

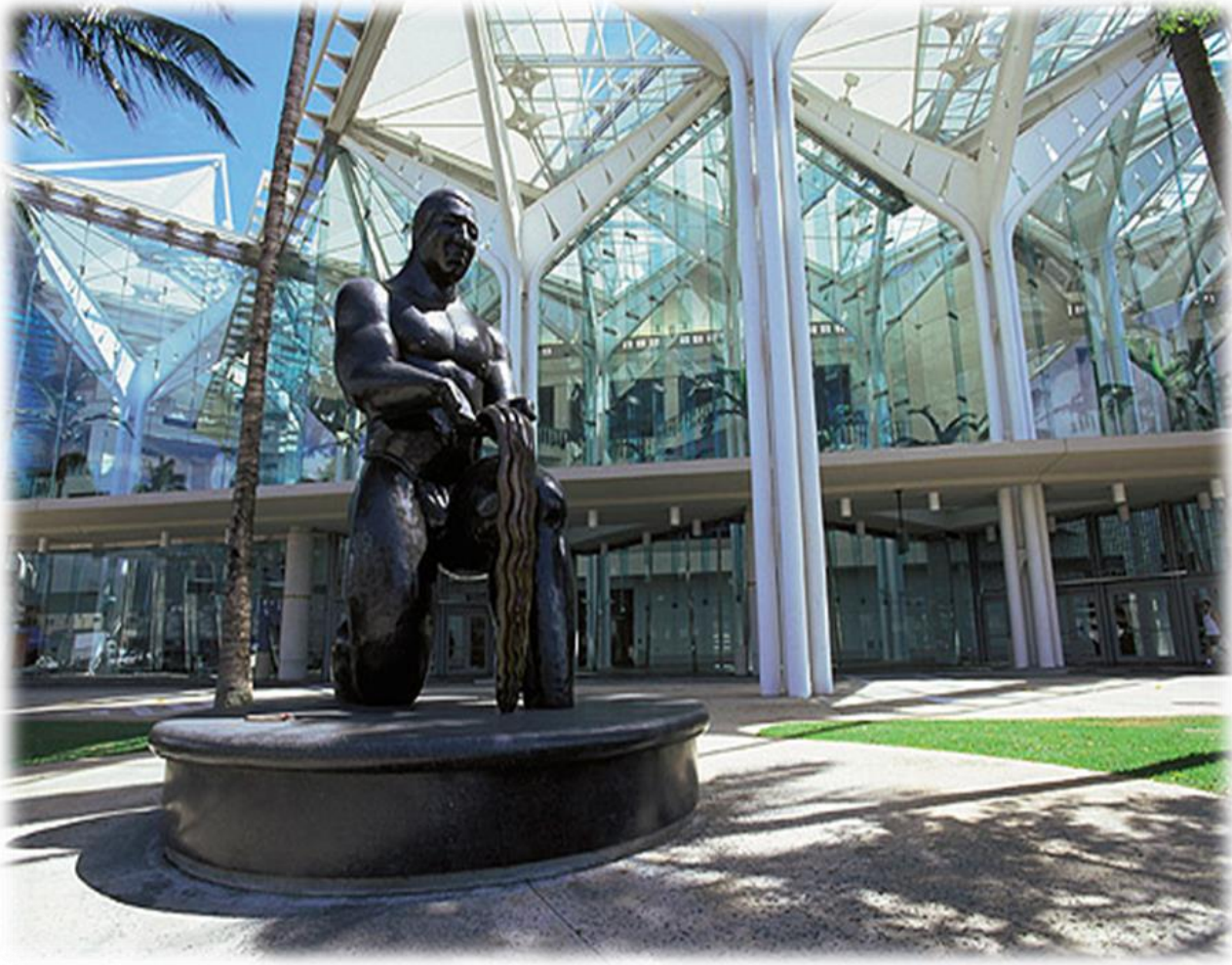
3. 4% **cost of living adjustment**, no adjustments since April 2019, below 8.6% inflationary rate
4. Reinststate **performance-based compensation, at 50% reduction of pre-COVID %'s**
  - %'s range from 2.5% to 10%

# FY 2023 Budget Recap

<b>Revenue:</b>			
TAT Revenue		11,000,000	
		<b>11,000,000</b>	
<b>Expenses:</b>			
Local Sales & Marketing		968,300	
Facility Operations:			
Revenue	13,041,400		
Expense - Non-F&B	(13,442,000)		
Expense - F&B	(5,006,300)		
Subtotal	<b>(5,406,900)</b>	5,406,900	
Major Repairs & Maintenance		3,974,800	
HTA Allocation (Property Insurance, Studies)		650,000	
		<b>11,000,000</b>	

Note: Contract will shift from a payout basis of HTA reimbursing ASM for gross expenses to expenses net of revenues.

# *Hawai'i Convention Center*



*FY 2023  
Major R&M*



# Repair & Maintenance Projects

## 6-Year Plan (page 1)

Project #	Project Title	Estimated Project Cost	Prior Fiscal, incl FY22 to date	Remaining FY22	FY23	FY24	FY25	FY26	FY27	Total
001	Rooftop Terrace Deck Repair	\$ 64,000,000	\$ -	\$ -	\$ 64,000,000					\$ 64,000,000
002	Rooftop Terrace Deck Repair, Planning - 2018, 2020	\$ 340,208	\$ 328,880	\$ 11,328						\$ 340,208
003	Building Envelope Repairs (Kalākaua Kitchen, 3rd fl planters, planters, exterior paint)	\$ 18,631,604	\$ 251,158	\$ 8,189,126	\$ 10,191,320					\$ 18,631,604
007	Kitchen Hood Control Panel and Fire Suppression	\$ 1,102,366	\$ 36,284	\$ 557,944	\$ 508,138					\$ 1,102,366
008	F&B Refrigerator, 3rd floor (#348) Replacement	\$ 319,004	\$ 14,047	\$ -	\$ -	\$ -	\$ 304,957			\$ 319,004
009	Slate Tile Repair	\$ 2,142,108	\$ 12,963	\$ 1,065,256	\$ 1,063,888					\$ 2,142,107
010	Chiller Replacement	\$ 4,363,870	\$ 18,586	\$ 30,000	\$ 4,315,284					\$ 4,363,870
	Chiller Replacement Repairs	\$ 275,000	\$ 86,429	\$ 188,571						\$ 275,000
011	Ballroom Gutter, Foyer Transom Glass Repair and Soffit Repair	\$ 10,635,599	\$ 25,873	\$ 2,605,661	\$ 8,004,065					\$ 10,635,599
012	Parapet Roof Repairs	\$ 2,959,559	\$ -	\$ -	\$ 2,959,559					\$ 2,959,559
	Parapet Roof Repairs	\$ 45,000	\$ 10,404	\$ 34,596						\$ 45,000
013	Ballroom Roof Repairs	\$ 2,143,187	\$ 6,712	\$ 1,330,429	\$ 806,046					\$ 2,143,187
014	Lobby Water Feature	\$ 1,035,800	\$ 1,985	\$ -	\$ -	\$ 253,946	\$ 779,869			\$ 1,035,800
015	House Sound Audio System Upgrade	\$ 1,344,650	\$ 9,183	\$ -	\$ 1,335,467					\$ 1,344,650
016	Camera, NVR and Access Control	\$ 1,998,341	\$ 1,558,783	\$ 439,558						\$ 1,998,341
017	Trellis Replacement	\$ 5,000,000	\$ 4,147,239	\$ 852,761						\$ 5,000,000
022	Chill Water Pipe Reinsulation	\$ 250,000	\$ -	\$ 250,000						\$ 250,000
023	Air Wall Repairs	\$ 380,655	\$ -	\$ -	\$ 380,655					\$ 380,655
024	Roll-up Door Replacement	\$ 225,000	\$ 23,656	\$ 201,344						\$ 225,000
025	Ballroom and Meeting Room Wallpaper Replacement	\$ 450,000	\$ -	\$ 450,000						\$ 450,000
026	IT Network Upgrades	\$ 125,000	\$ -	\$ -	\$ -	\$ 125,000				\$ 125,000
027	Ice Machines Replacement	\$ 500,000	\$ -	\$ -	\$ -	\$ 500,000				\$ 500,000
028	Theatre 310 and 320 Furnishings Upgrade	\$ 750,000	\$ -	\$ -	\$ -	\$ -	\$ 375,000	\$ 375,000		\$ 750,000
029	Theatre 310 and 320 Seating Upgrade	\$ 500,000	\$ 155	\$ -	\$ -	\$ -	\$ 249,845	\$ 250,000		\$ 500,000

# Repair & Maintenance Projects

## 6-Year Plan (page 2)

Project #	Project Title	Estimated Project Cost	Prior Fiscal, incl FY22 to date	Remaining FY22	FY23	FY24	FY25	FY26	FY27	Total
030	FB China and Equipment Upgrade	\$ 3,500,000	\$ -	\$ -	\$ -	\$ -	\$ 3,500,000			\$ 3,500,000
031	Ala Wai Waterfall Repair	\$ 1,013,271	\$ 1,985	\$ -	\$ -	\$ 1,011,286				\$ 1,013,271
035	Stairwell 5 and 6 Repair, Temporary Repair	\$ 1,189,205	\$ 15,930	\$ 25,000	\$ 1,148,275					\$ 1,189,205
036	Water Intrusion Remediation	\$ 400,000	\$ 10,106	\$ 389,894						\$ 400,000
037	Exterior Security Camera Upgrade	\$ 150,000	\$ -	\$ 150,000						\$ 150,000
040	Exterior Planter Repair	\$ 2,313,660	\$ -	\$ -		\$ 2,313,660				\$ 2,313,660
041	Children's Courtyard Repair	\$ 250,000	\$ -	\$ -		\$ 250,000				\$ 250,000
042	Kahakai/Atkins Drywell Rehabilitation	\$ 250,000	\$ -	\$ -				\$ 250,000		\$ 250,000
043	Air Handler Unit 9 and 10 Replacement	\$ 300,000	\$ -	\$ -				\$ 300,000		\$ 300,000
044	Fire Sprinkler Line Refurbishment	\$ 270,000	\$ -	\$ -				\$ 70,000	\$ 100,000	\$ 170,000
045	Escalator and Elevator Refurbishment	\$ 1,000,000	\$ -	\$ -				\$ 200,000	\$ 200,000	\$ 400,000
046	LED Light Upgrade	\$ 1,700,000	\$ -	\$ -		\$ 500,000	\$ 200,000	\$ 500,000	\$ 500,000	\$ 1,700,000
047	Lighting Control System Replacement	\$ 200,000	\$ -	\$ -	\$ 200,000					\$ 200,000
048	Electrical Harmonics Testing	\$ 100,000	\$ -	\$ -				\$ 100,000		\$ 100,000
049	Main Kitchen Dishwasher Replacement	\$ 300,000	\$ -	\$ -	\$ 300,000					\$ 300,000
050	Main Kitchen Flooring Replacement	\$ 2,000,000	\$ -	\$ -					\$ 2,000,000	\$ 2,000,000
051	PBX System Replacement	\$ 50,000	\$ -	\$ -				\$ 50,000		\$ 50,000
052	Ride-on Sweeper Replacement	\$ 55,000	\$ -	\$ -	\$ 55,000					\$ 55,000
053	Forklift	\$ 25,000	\$ -	\$ -		\$ 25,000				\$ 25,000
054	Boardroom Upgrade	\$ 1,000,000	\$ -	\$ -			\$ 1,000,000			\$ 1,000,000
055	Elevator #2 Upgrade	\$ 250,000	\$ -	\$ -		\$ 250,000				\$ 250,000
056	Lobby Glass Panels	\$ 170,000	\$ -	\$ 16,000	\$ 154,000					\$ 170,000
	GRAND TOTAL	\$ 136,003,087	\$ 6,560,358	\$ 16,787,468	\$ 95,421,697	\$ 5,228,892	\$ 6,409,671	\$ 2,095,000	\$ 2,800,000	\$ 135,303,086

# Repair & 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*
- *Air Wall Repairs; \$380,655, Qtr end Dec 2022*
  
- *TOTAL: \$9,995,655*

# Major Repairs & Maintenance

## Current and Priority Projects

- **CUMMING managed projects**

- Building Envelope Repairs – Kalakaua Kitchen Wall, 3rd fl Planters, Exterior Building Painting; \$18.7M, FY22
- Kitchen Fire Suppression System, \$684k, FY22
- Kitchen Hood Control Panels Replacement; \$390k, FY22
- Slate Tile Repairs; \$2.2M, FY22
- Chiller Replacement; \$4.4M, FY23
- F&B Refrigerator Replacement; \$320k, FY25

- **New PM/CM managed projects**

- Rooftop Terrace Deck Temporary Repair, \$15M, FY22
- Ballroom Gutter, Foyer Transom Glass and Soffit Repair and Upgrade, \$10.6M, FY23
- Ballroom Roof Repairs, \$3.2M, FY23
- House Sound Audio System Upgrade, \$1.4M, FY23
- Main Kitchen Dishwasher Replacement, \$300k, FY23

- **New PM/CM managed projects (cont.)**

- Parapet Roof Repairs, \$3M, FY23
- LED Lighting and Control System Upgrade, \$1.9M, FY24
- Lobby Water Feature, \$1.1M, FY24
- Ala Wai Waterfall Repair, \$1.1M, FY24
- Exterior Planter Repair, \$4M, FY24
- Children’s Courtyard Repair, \$250k, FY24
- Replace Air Handler Unit 9 and 10, \$300k, FY25
- Kahakai/Atkinson Drywell Rehabilitation, \$250k, FY26
- Fire Sprinkler Line Refurbishment, \$370k, FY26
- Boardroom Upgrade, \$1M, FY26
- Escalator and Elevator Refurbishment, \$1.6M, FY26
- Main Kitchen Flooring Replacement, \$2M, FY27

# Major Repairs & Maintenance

## Current and Priority Projects

- ***HCC managed projects***

- *Exterior Security Camera System; \$150k, FY22*
- *Chill Water Pipe Re-insulation; \$250k, FY22*
- *Air Wall Repairs; \$400k, FY22*
- *Ballroom and Meeting Room Wallpaper Replacement; \$450k, FY23*
- *Water Intrusion Remediation; \$400k, FY23*
- *Forklift Replacement; \$25k, FY23*
- *Roll-up Door Replacement; \$225k, FY24*
- *Elevator #2 Upgrade; \$250k, FY24*

- *Ice Machine Replacement; \$500k, FY24*
- *IT Network Upgrades; \$125k, FY24*
- *Ride-on Sweeper Replacement; \$55k, FY24*
- *Theatre 310 and 320 Furnishing and Seating Upgrade; \$1.25M, FY25*
- *F&B China and Equipment Upgrade; \$3.5M, FY25*
- *Electrical Harmonics Testing and Repair; \$100k, FY26*
- *PBX System Replacement; \$200k, FY26*

# Repair & Maintenance Projects In Process

## *Issued Request for Qualifications (RFQ) and Request for Proposals (RFP):*

- **Construction Management Project Management Services for HCC construction projects**
  - *Target award end July 2022*
- **Exterior Security Camera System, \$150,000**
  - *Target award August 2022*
- **Kitchen Fire Suppression System Replacement, \$684,000**
  - *Target award end July 2022*
- **Kitchen Hood Control Panels Replacement, \$390,000**
  - *Target award end July 2022*

# Repair & Maintenance Projects Completed

- *Boiler Replacement; \$585k, completed 2020*
- *Ala Wai Waterfall Repairs; \$185k, completed 2020*
- *Chiller 4 Repairs; \$55k, completed 2020*
- *#320 Roof Repairs; \$1.4M, completed 2020*
- *Banquet Chairs and Facility Equipment Upgrade; \$2.25M, completed 2020*
- *Cooling Tower Replacement; \$3.2M, completed 2021*
- *Theatre LED Lighting Upgrade; \$77k, completed 2021*
- *Roof Overflow Drain Repairs; \$16k, completed 2021*
- *Jockey Chiller Repairs; \$28k, completed 2021*
- *ADA Lift Replacement, \$71.5k, completed 2021*
- *Emergency Generator Repairs, \$32k, completed 2021*
- *Window Repairs – Vandalism, \$177k, completed 2021*
- *Leak Repairs – December 2021 / January 2022, \$396k, completed 2022*
- *Chiller Repairs – \$69.3k, completed 2022*
- *Trellis Renovation - \$4.65M, completed 2022*

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



# FY 2023 HCC Budget Summary

	FY 2023 Budget	FY 2022 Budget	Variance	CY 2020 Actual	CY 2019 Actual
Definite Room Nights	22,985	31,181*	?	0	132,104
Facility Occupancy	29%	20%	9%		32%
Facility # of Events	200	100	100	55	238
Facility Gross Revenue	\$13,041,400	\$7,701,500	\$5,339,900	\$7,785,700	\$16,866,900
Facility Gross Expenses	\$18,448,300	\$13,218,900	\$5,229,400	\$9,824,600	\$17,649,200
Facility Net Loss	(\$5,406,900)	(\$5,517,400)	\$110,500	(\$2,038,900)	(\$782,300)
Local S&M Gross Expenses	(\$968,300)	(\$533,000)	(\$435,300)	(\$500,000)	(\$5,315,000)
HCC Net Loss	(\$6,375,200)	(\$6,050,400)	(\$324,800)	(\$2,538,900)	(\$6,097,300)

## **6.2**

### **HCC Local Sales & Marketing Budget FY2023**



1801 Kalākau Avenue, Honolulu, Hawai'i 96815  
kelepona tel (808) 943-3500  
kelepa'i fax (808) 943-3599  
kahua pa'a web hawaiiiconvention.com

**ASM**  
**HAWAI'I CONVENTION CENTER**  
**LOCAL SALES & MARKETING BUDGET**  
**FY23**

June 20, 2022

Hawai'i Convention Center  
Local Sales and Marketing Budget  
FY23  
06.20.22

Two years post the start of the pandemic, the Hawaii Convention Center (HCC) is excited to be working on events with no restrictions since March 26, 2022. Since January 2022 we have been experiencing the momentum of the return of events to the HCC. During the fiscal year ending June 30, 2023 (FY23), we are budgeting for 200 events, including 12 offshore citywide and 188 local, which equates to close to pre-pandemic levels. The 12 offshore events include associations, corporate and sporting citywide events. The return of the Japanese international market remains missing in the FY23 budget.

Local sales include small local meetings, banquets, concerts, festivals, tradeshow and sporting events. Historically local events have generated approximately \$7 million in revenue, or 42% of normal year (pre-pandemic) gross revenues. Post pandemic, the short-term local market will be key to restoring operations and revenue growth at HCC until we see the return of increased offshore citywide and international markets. We will work collaboratively with the Hawai'i Tourism Authority and its partners to assist us in marketing to the local market.

Our FY23 budget is \$968,300 which is \$435,300 (82%) more than the FY22 reforecast and budget of 533,000. The year over year increase in the budget is primarily due to the following:

1. Salaries, Wages and Benefits, \$177,800 increase.
  - a. Addition two FTEs
    - i. Contracting Manager whose primary responsibility will be to assist the local sales managers and HVCB Meetings, Conventions and Incentives team drafting license agreements, contract execution, space changes freeing up sellers time to sell.
    - ii. Administrative Assistant to assist the entire local sales team.
  - b. After going more than three years without any pay increases, we have included a 4% cost of living increase.
  - c. After going more than three years without any bonuses, we have reinstated bonuses for Managers and up at a 50% reduction of prior percentages.
2. Marketing, \$206,400 increase. HCC will be creating 3 special event promotions (Holiday Concert, Mother's Day, and Hawaiian Music Festival) and seeking \$50,000 to market/start-up these events which are expected to generate an overall positive event return on investment and involve the local community.

3. Maintenance Agreements, \$15,600 increase. Due to ASM Global Insights, customer engagement survey tool and Microsoft license fees.
4. Meetings & Conventions, \$12,700 increase. Travel to ASAE, IAEE and PCMA as requested by and to support HVCB.

HAWAII CONVENTION CENTER  
LOCAL SALES & MARKETING  
JULY 1, 2022 TO JUNE 30, 2023  
Lead Income Statement

Budget
--------

Operating Expenses	
Employee Salaries and Wages	443,100
Benefits	114,200
Net Employee Wages and Benefits	<u>557,300</u>
Marketing	257,600
Advertising	25,000
Maintenance Agreements	83,800
General and Administrative	19,800
Meetings & Conventions	18,700
Utilities	3,600
Other	2,500
Marketing Flexibility Fund	-
Total Operating Expenses	<u>968,300</u>

HAWAII CONVENTION CENTER  
 LOCAL SALES & MARKETING  
 JULY 1, 2022 TO JUNE 30, 2023

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries-Exempt	See Facility Salary Detail \$ 355,700	\$ 355,700
70006	Wages-Nonexempt	See Facility Salary Detail \$ 50,000	\$ 50,000
70008	OT-Nonexempt	See Facility Salary Detail \$ 900	\$ 900
70205	Bonus-Performance	See Facility Salary Detail \$ 36,500	\$ 36,500
71005	Payroll Taxes	See Facility Salary Detail \$ 38,900	\$ 38,900
71105	Benefits	See Facility Salary Detail \$ 56,900	\$ 56,900
71205	401 (k)	See Facility Salary Detail \$ 8,400	\$ 8,400
71505	Workers Compensation	See Facility Salary Detail \$ 10,000	\$ 10,000
73010	Professional Fees-Legal	Contract Related Legal Fees \$ 1,200	\$ 1,200
73050	Payroll Fees	ADP Payroll Processing (ASM) \$ 1,100 Workday (ASM) \$ 1,500	\$ 2,600
73055	Meals & Entertainment	\$500/mo \$ 6,000	\$ 6,000
73060	Meetings & Conventions	IAVM-July \$ 2,000 ASAE-Aug \$ 3,300 IAEE-Dec \$ 3,300 PCMA-Jan \$ 4,100	\$ 12,700
73065	Dues & Subscriptions	Exec Women Intl (1) \$ 300 HI Japanese Chamber Of Commerce \$ 400 IAEE \$ 900 Local Memberships (TN & HE) \$ 300	\$ 1,900
73095	Rental Office Equipment	Toshiba Copier Lease & Usage @ \$250/month \$ 3,000	\$ 3,000
73100	Office Supplies	Office Supplies \$ 1,000	\$ 1,000
73105	Printing & Stationary	Posters/Signage \$ 3,000 Business Cards \$ 2,000 Keyboard Calendar \$ 800 Other \$ 1,000	\$ 6,800
73125	Photography	Carbon Offset Sizzle video \$ 5,000 Event Photography (5 events @ \$600/fee) \$ 3,000 Food Photography \$ 2,000 Headshots for staff \$ 1,000 Shutterstock - stock photos \$ 300 Other \$ 2,300	\$ 13,600
73130	Advertising & Marketing	Local Advertising & Marketing \$ 25,000	\$ 25,000

HAWAII CONVENTION CENTER  
 LOCAL SALES & MARKETING  
 JULY 1, 2022 TO JUNE 30, 2023

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
73140	Web Development & Maintenance	MeetHawaii.com (HCC portion of website) \$ 12,000 HCC Microsite - Asian \$ 3,800 HCC Microsite - Event Calendar \$ 300 Holiday e-Card \$ 2,550 DropBox Business \$ 900 Sketch-Up license \$ 600 Adobe Software \$ 630 SSL Wildcard Certificate \$ 400 HCC Blog Site Domain Renewal \$ 400 Flipbook Software \$25/mo \$ 300 ZOOM Pro license \$ 300 Vimeo subscription \$ 100 Blog Spam Blocker-Akismet @ \$10/mo \$ 120	\$ 22,400
73215	Promotional	Sponsorships May Day \$ 2,500 Na Hoku Gala \$ 2,500 Joy of Sake \$ 1,000 Hawaii Food & Wine Festival \$ 10,000 Chopsticks & Wine Festival \$ 2,500 Amenities @ \$175/mo \$ 2,100 Carbon Offset Promotion \$ 2,000 Client Mahalo/New Business Reception \$ 25,000 New Business Promos-Holiday Concert, 12/22 \$ 50,000 New Business Promos-Mother's Day, 5/23 \$ 50,000 New Business Promos-Hawaiian Music Festival, 9/23 \$ 50,000	\$ 197,600
73275	Computer Expense	Computer Exepenses \$ 1,000	\$ 1,000
73295	Employee Training	USI Training \$ 2,000 Litmos On-line Training (ASM) \$ 300	\$ 2,300
75105	Maintenance Agreements	Concept 3D On-line map hosting fee \$ 36,000 Concept 3D Panoramic hosting fee \$ 1,500 USI Software License, Hosting, Maintenance and Packages \$ 30,700 ASM Global Insights \$ 7,800 Regional Corporate Marketing Support \$ 4,700 Microsoft License (ASM) @\$625/user, 5 users \$ 3,100	\$ 83,800
78205	Telephone	Cell / iPad Service, AT&T @ \$300/mo \$ 3,600	\$ 3,600
79005	Community Relations	Limtiaco @ \$2,000/mo \$ 24,000	\$ 24,000
79905	Miscellaneous Expenses	Miscellaneous Expenses \$ 1,500	\$ 1,500
90090	FF & E Expense	FF & E \$ 1,000	\$ 1,000
	550	JULY 1, 2022 TO JUNE 30, 2023	\$ 968,300



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

	Budget	One Year Prior FY 2022 Reforecast	Variance More / (Less)	Percentage Change Increase (Decrease)	One Year Prior FY 2022 Budget	Variance More / (Less)	Percentage Change Increase (Decrease)
Employee Salaries and Wages	443,100	269,064	174,036	65%	295,900	147,200	50%
Benefits	114,200	77,339	36,861	48%	83,600	30,600	37%
Net Employee Wages and Benefits	557,300	346,403	210,897	61%	379,500	177,800	47%
Marketing	257,600	55,226	202,374	366%	51,200	206,400	403%
Advertising	25,000	28,719	(3,719)	-13%	-	25,000	0%
Maintenance Agreements	83,800	67,800	16,000	24%	68,200	15,600	23%
General & Administrative	19,800	25,949	(6,149)	-24%	22,500	(2,700)	-12%
Meetings & Conventions	18,700	3,430	15,270	445%	6,000	12,700	212%
Utilities	3,600	3,806	(206)	-5%	3,600	-	0%
Other	2,500	1,667	833	50%	2,000	500	25%
Total Operating Expenses	968,300	533,000	435,300	82%	533,000	435,300	82%

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

	Budget	Three Years Prior CY 2020 Actual	Variance More / (Less)	Percentage Change Increase (Decrease)	Four Years Prior CY 2019 Actual	Variance More / (Less)	Percentage Change Increase (Decrease)
Employee Salaries and Wages	443,100	270,487	172,613	64%	1,399,583	(956,483)	-68.34%
Benefits	114,200	87,279	26,921	31%	405,418	(291,218)	-71.83%
Net Employee Wages and Benefits	557,300	357,766	199,534	56%	1,805,001	(1,247,701)	-69.12%
Marketing	257,600	66,085	191,515	290%	918,984	(661,384)	-71.97%
Advertising	25,000	3,047	21,953	720%	306,890	(281,890)	-91.85%
Maintenance Agreements	83,800	69,107	14,693	21%	73,559	10,241	13.92%
General & Administrative	19,800	5,110	14,690	287%	70,429	(50,629)	-71.89%
Meetings & Conventions	18,700	(4,824)	23,524	-488%	563,755	(545,055)	-96.68%
Utilities	3,600	3,970	(370)	-9%	7,047	(3,447)	-48.91%
Other	2,500	-	2,500	0%	7,608	(5,108)	-67.14%
Total Operating Expenses	968,300	500,261	468,039	94%	5,251,866	(4,283,566)	-81.56%

HAWAII CONVENTION CENTER  
 LOCAL SALES & MARKETING  
 JULY 1, 2022 TO JUNE 30, 2023

Acct#	Account Title	Budget
70005	Salaries-Exempt	\$ 355,700
70006	Wages-Nonexempt	\$ 50,000
70008	OT-Nonexempt	\$ 900
70205	Bonus-Performance	\$ 36,500
71005	Payroll Taxes	\$ 38,900
71105	Benefits	\$ 56,900
71205	401 (k)	\$ 8,400
71505	Workers Compensation	\$ 10,000
71705	Vacation Expense	\$ -
73010	Professional Fees-Legal	\$ 1,200
73015	Professional Fees-Other	\$ -
73050	Payroll Fees	\$ 2,600
73055	Meals & Entertainment	\$ 6,000
73060	Meetings & Conventions	\$ 12,700
73065	Dues & Subscriptions	\$ 1,900
73070	Postage	\$ -
73095	Rental Office Equipment	\$ 3,000
73100	Office Supplies	\$ 1,000
73105	Printing & Stationary	\$ 6,800
73125	Photography	\$ 13,600
73130	Advertising & Marketing	\$ 25,000
73140	Web Development & Maintenance	\$ 22,400
73215	Promotional	\$ 197,600
73220	Attendance Promotion	\$ -
73255	Sales & Use Tax	\$ -
73275	Computer Expense	\$ 1,000
75105	Maintenance Agreements	\$ 83,800
78205	Telephone	\$ 3,600
79005	Community Relations	\$ 24,000
79905	Miscellaneous Expenses	\$ 1,500
90090	FF & E Expense	\$ 1,000

Total	\$ 968,300
-------	------------

One Year Prior FY 2022 Reforecast	Variance More / (Less)	Percentage Change Increase (Decrease)
255,064	100,636	39%
-	50,000	-
-	900	-
14,000	22,500	161%
18,236	20,664	113%
32,463	24,437	75%
4,996	3,404	68%
10,080	(80)	-1%
11,564	(11,564)	-100%
100	1,100	1100%
963	(963)	-100%
355	2,245	632%
277	5,723	2066%
3,153	9,547	303%
703	1,197	170%
-	-	-
1,870	1,130	60%
197	803	408%
17,356	(10,556)	-61%
3,189	10,411	326%
28,719	(3,719)	-13%
9,237	13,163	143%
30,236	167,364	554%
-	-	-
3,405	(3,405)	-100%
1,000	-	-
67,800	16,000	24%
3,806	(206)	-5%
12,564	11,436	91%
-	1,500	-
1,667	(667)	-40%

\$ 533,000	\$ 435,300	82%
------------	------------	-----

One Year Prior FY 2022 Budget	Variance More / (Less)	Percentage Change Increase (Decrease)
269,900	85,800	32%
-	50,000	-
-	900	-
26,000	10,500	40%
28,400	10,500	37%
40,500	16,400	40%
8,100	300	4%
6,600	3,400	52%
-	-	-
1,200	-	-
-	-	-
1,100	1,500	136%
2,500	3,500	140%
3,500	9,200	263%
1,600	300	19%
-	-	-
3,000	-	-
1,000	-	-
13,600	(6,800)	-50%
8,700	4,900	56%
-	25,000	-
22,200	200	1%
7,100	190,500	2683%
-	-	-
-	-	-
1,000	-	-
68,200	15,600	23%
3,600	-	-
13,200	10,800	82%
1,000	500	50%
1,000	-	-

\$ 533,000	\$ 435,300	82%
------------	------------	-----

HAWAII CONVENTION CENTER  
 LOCAL SALES & MARKETING  
 JULY 1, 2022 TO JUNE 30, 2023

Acct#	Account Title	Budget	Three Years Prior CY 2020 Actual	Variance More / (Less)	Percentage Change Increase (Decrease)
70005	Salaries-Exempt	\$ 355,700	265,890	89,810	34%
70006	Wages-Nonexempt	\$ 50,000	4,106	45,894	1118%
70008	OT-Nonexempt	\$ 900	18	882	4900%
70205	Bonus-Performance	\$ 36,500	473	36,027	7617%
71005	Payroll Taxes	\$ 38,900	12,482	26,418	212%
71105	Benefits	\$ 56,900	45,524	11,376	25%
71205	401 (k)	\$ 8,400	6,900	1,500	22%
71505	Workers Compensation	\$ 10,000	9,813	187	2%
71705	Vacation Expense	\$ -	12,560	(12,560)	-100%
73010	Professional Fees-Legal	\$ 1,200	209	991	474%
73015	Professional Fees-Other	\$ -	18	(18)	-100%
73050	Payroll Fees	\$ 2,600	765	1,835	240%
73055	Meals & Entertainment	\$ 6,000	326	5,674	1740%
73060	Meetings & Conventions	\$ 12,700	(5,150)	17,850	-347%
73065	Dues & Subscriptions	\$ 1,900	(32)	1,932	-6038%
73070	Postage	\$ -	17	(17)	-100%
73095	Rental Office Equipment	\$ 3,000	3,000	-	-
73100	Office Supplies	\$ 1,000	41	959	2339%
73105	Printing & Stationary	\$ 6,800	237	6,563	2769%
73125	Photography	\$ 13,600	18,877	(5,277)	-28%
73130	Advertising & Marketing	\$ 25,000	3,047	21,953	720%
73140	Web Development & Maintenance	\$ 22,400	31,909	(9,509)	-30%
73215	Promotional	\$ 197,600	(927)	198,527	-21416%
73220	Attendance Promotion	\$ -	(528)	528	-100%
73255	Sales & Use Tax	\$ -	855	(855)	-100%
73275	Computer Expense	\$ 1,000	-	1,000	-
75105	Maintenance Agreements	\$ 83,800	69,107	14,693	21%
78205	Telephone	\$ 3,600	3,970	(370)	-9%
79005	Community Relations	\$ 24,000	16,754	7,246	43%
79905	Miscellaneous Expenses	\$ 1,500	-	1,500	-
90090	FF & E Expense	\$ 1,000	-	1,000	-
Total		\$ 968,300	\$ 500,261	\$ 468,039	94%

Four Years Prior CY 2019	Variance More / (Less)	Percentage Change Increase (Decrease)
1,094,619	(738,919)	-68%
228,991	(178,991)	-78%
2,908	(2,008)	-69%
73,065	(36,565)	-50%
135,629	(96,729)	-71%
153,799	(96,899)	-63%
27,077	(18,677)	-69%
12,813	(2,813)	-22%
76,100	(76,100)	-100%
-	1,200	-
1,130	(1,130)	-100%
4,455	(1,855)	-42%
7,112	(1,112)	-16%
556,643	(543,943)	-98%
13,949	(12,049)	-86%
1,209	(1,209)	-100%
2,400	600	25%
906	94	10%
20,651	(13,851)	-67%
28,411	(14,811)	-52%
306,890	(281,890)	-92%
91,905	(69,505)	-76%
628,032	(430,432)	-69%
54,444	(54,444)	-100%
16,255	(16,255)	-100%
2,902	(1,902)	-66%
73,559	10,241	14%
7,047	(3,447)	-49%
50,576	(26,576)	-53%
7,608	(6,108)	-80%
-	1,000	-
\$ 5,251,866	\$ (4,283,566)	-82%

## **6.2**

### **HCC Facility Budget FY2023**



1801 Kalākaua Avenue, Honolulu, Hawai'i 96815  
**kelepona** tel (808) 943-3500  
**kelepa'i** fax (808) 943-3599  
**kahua pa'a** web [hawaiiconvention.com](http://hawaiiconvention.com)

# **ASM HAWAI'I CONVENTION CENTER FACILITY BUDGET FY23**

June 20, 2022

Two years post the start of the pandemic, the Hawaii Convention Center (HCC) is excited to be working on events with no restrictions since March 26, 2022.

#### Net Loss

Since the start of 2022 we have been experiencing the momentum of the return of local events to HCC, but it will take time to reach pre-pandemic financial results due to softer sales from all other markets during the pandemic. The fiscal year ending June 30, 2023 (FY23) will be a transitional year with no international events in FY23. Pre-pandemic the international market brought in approximately \$2M in gross revenues. The budgeted total net loss for FY23 amounts to \$5.4M which is \$594k more than the FY22 reforecast and \$111k less than FY22 budget.

#### Revenue

During FY23 we are budgeting for 200 events, including 12 offshore citywide and 188 local events, which equates to close to pre-pandemic levels. The 12 offshore citywide events include associations, corporate and sporting events and amounts to \$3.8M in gross revenues and represents 30% of total FY23 gross revenues.

Local sales include small local meetings, banquets, concerts, festivals, tradeshow, and sporting events. Post pandemic, the short-term local market will be key to restoring operations and revenue growth at HCC until we see the return of increased offshore citywide and international events. Historically local events have generated approximately \$7 million in revenue, or 42% of normal year (pre-pandemic) gross revenues. The 188 local events budgeted in FY23 amounts to \$8.9M in gross revenues which now represents 69% of total gross revenues. We anticipate an increase in local events due to the lack of citywide events we normally have on the calendar. This allows our local sales team to book more short-term business by having more available dates to select from.

The return of the high revenue yielding Japanese international market remains missing in the FY23 budget. We currently have no tentative events on the books during this period with this market slowly reopening.

Total gross revenues for FY23 is \$13M compared to the FY22 reforecast of \$7M and the FY22 budget of \$7.7M.

#### Expenses

Total operating expenses amounts to \$12.4M in FY23 compared to the FY22 reforecast of \$8.8M and the FY22 budget of \$8.6M.

The increase in the FY23 budget vs FY22 reforecast is primarily due to the following:

1. Salaries, Wages & Benefits, a net \$1.8M increase compared to FY22 reforecast and \$1.9M compared to the FY22 budget. As business increases to close to pre-pandemic levels it is

necessary to restore positions to service events while maintaining increased sanitation standards.

- a. FTE count increases by 9.55 to 87.35 in FY23 budget from 77.80 in FY22 budget for new positions, see Salaries detail schedule. As we have done historically, we will only move to hire new staff as warranted by business needs.
  - b. Pay adjustments to market levels for 34 hourly Utility Cleaners, Landscapers and Security Officers, positions that often remain vacant because we are unable to pay a competitive wage. This situation only worsens by incurring overtime pay, paying more for contract labor to fill the vacant positions and dealing with operational issues of training and retraining revolving contract labor.
  - c. After going three years without any pay raises since 2019 we have included a cost of living adjustment of 4% which is still less than the current year inflationary rate of 8.6%
  - d. After going three years without any bonuses, we have reinstated bonuses for Managers and up at a 50% reduction of pre-COVID bonus percentages.
2. Contracted Services, a \$474k increase compared to FY22 reforecast and \$186k increase compared to the FY22 budget.
    - a. Rates increases expected ranging from 3 – 12% based upon market research and soon to be issued Request for Proposal (RFP). RFP last issued in 2014.
    - b. Directly commensurate with the increase in business.
  3. Repairs & Maintenance (R&M), a \$269k increase compared to FY22 reforecast and \$252k increase compared to the FY22 budget.
    - a. Fire alarm system repairs including a tamper value relocation and duct removal, \$20k.
    - b. Generator, Main Air Compressor and Boiler maintenance new services, \$13k
    - c. State internal audit expected for escalator/elevators, \$67k and Liftnet elevator software, \$6k.
    - d. Security camera/access control maintenance software, \$60k.
    - e. Upgrades to Cloud for USI, event management system, \$6k.
    - f. Upgrade to Clouse for reader boards, \$30k.
    - g. Overall product and labor price increases
  4. Supplies, a \$171k increase compared to FY22 reforecast and \$103k increase compared to the FY22 budget.
    - a. \$71k for necessary HVAC filters
    - b. Directly commensurate with the increase in business.
    - c. Overall product price increases.
  5. Utilities, a \$342k increase compared to FY22 reforecast and \$717k increase compared to the FY22 budget. The increase is directly commensurate with the increase in business and increase in rates due to increased price of oil and war in Ukraine.
-



6. Other, a \$113k compared to FY22 reforecast and \$105k increase compared to the FY22 budget. The \$105k increase is curating services for 3 museum cases we plan to change out and enhance in FY23.
7. Management fees, a \$144k increase compared to FY22 reforecast and \$10k increase compared to the FY22 budget. HCC is not expecting to make certain performance incentive goals during FY22.
8. F&B Overhead, a \$584k increase compared to FY22 reforecast and \$469k increase compared to the FY22 budget.
  - a. FTE count increases by 1. 12 in FY23 budget compared to 11 in FY22 budget. As we have done historically, we will only move to hire new staff as warranted by business needs.
  - b. Also, directly commensurate with the increase in business.
9. Fixed Asset Purchases, a \$233k increase compared to FY22 reforecast and \$200k increase compared to the FY22 budget to cover increased needs due to aging, leaking facility and unexpected emergency repairs.

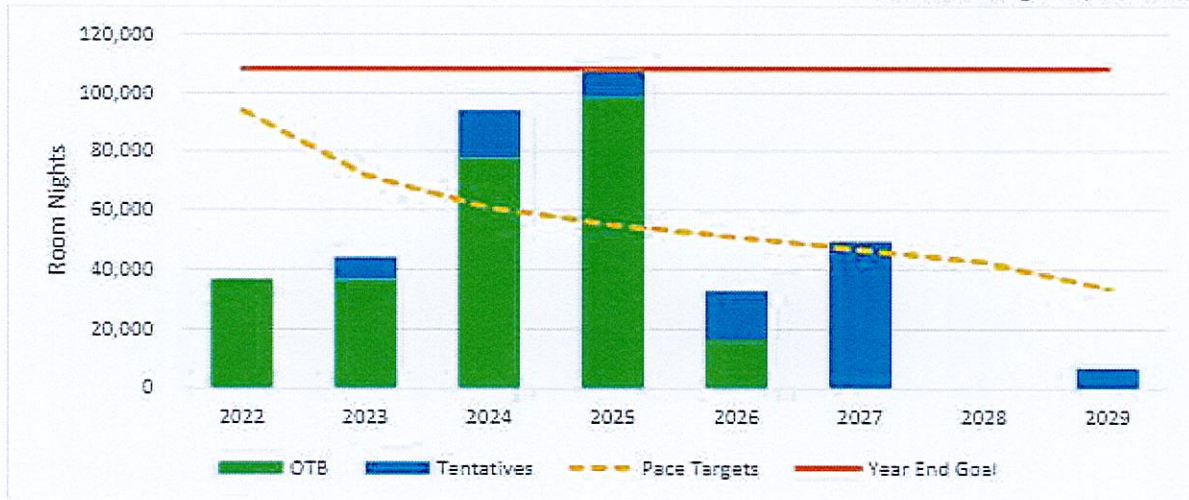
#### Beyond FY23

Beyond FY23 we do expect our financial picture to improve due to the increased number of citywide events in 2024 and 2025 coupled with the return of the international market.

---

**Table 2: FuturePace Report: Convention Center 8-year Pace (citywide only)**

Period Ending: May 31, 2022



**Room Nights**

Year	OTB	Pace Targets	Variance	Variance %	LTB	Tentatives	Year End Goal
2022	36,718	93,970	(57,252)	-61%	71,405	0	108,123
2023	36,743	71,864	(35,121)	-49%	71,380	7,395	108,123
2024	77,837	60,870	16,967	28%	30,286	16,110	108,123
2025	98,382	55,143	43,240	78%	9,741	9,459	108,123
2026	16,310	50,883	(34,573)	-68%	91,813	16,545	108,123
2027	0	46,582	(46,582)	-100%	108,123	49,410	108,123
2028	0	42,506	(42,506)	-100%	108,123	0	108,123
2029	0	33,721	(33,721)	-100%	108,123	7,097	108,123

**Events**

Year	OTB	Pace Targets	Variance	Variance %	LTB	Tentatives	Year End Goal
2022	9	24	(15)	-62%	21	0	30
2023	7	10	(3)	-30%	23	2	30
2024	8	7	1	15%	22	3	30
2025	6	6	0	6%	24	3	30
2026	1	5	(4)	-78%	29	2	30
2027	0	4	(4)	-100%	30	2	30
2028	0	3	(3)	-100%	30	0	30
2029	0	2	(2)	-100%	30	1	30

The number of events reported in FuturePace is slightly higher than the actual number of events due to a number of overflow programs and the splitting of some bookings into two in order to track shared credit.

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

Budget

Event Income	
Direct Event Income	
Rental Income	3,076,000
Service Income	725,600
Service Expenses	<u>(2,218,600)</u>
Total Direct Event Income	<u>1,583,000</u>
Ancillary Income	
Gross F&B Revenue	7,849,500
Direct F&B Expenses	<u>(3,328,600)</u>
Gross Parking	1,007,000
Parking Expense	<u>(144,100)</u>
Electrical Service	88,800
A/V Service	152,400
Rigging Service	<u>76,600</u>
Total Ancillary Income	<u>5,701,601</u>
Total Event Income	<u>7,284,600</u>
Other Income	
Net Parking	7,000
Interest	6,000
Miscellaneous Income	<u>52,500</u>
Total Other Income	<u>65,500</u>
Adjusted Gross Income	<u>7,350,100</u>
Operating Expenses	
Employee Salaries and Wages	4,478,200
Benefits	1,481,100
Less: Event Labor Allocations	<u>(745,425)</u>
Net Employee Wages and Benefits	5,213,875
Contracted Services	1,780,700
General and Administrative Operations	124,400
Repair & Maintenance	1,100,400
Supplies	460,400
Insurance	171,000
Utilities	2,611,900
Other	122,400
Management Fees	456,800
F&B Overhead Expense	1,677,700
Less: Expenses Allocated	<u>(1,473,175)</u>
Total Operating Expenses	<u>12,447,200</u>
Net Income (Loss) From Operations	<u>(5,097,100)</u>
Other Income (Expenses)	<u>(9,800)</u>
Net Income (Loss) After Other Income (Expenses)	<u>(5,106,900)</u>
Fixed Asset Purchases	<u>(300,000)</u>
Net Income (Loss) after Fixed Asset Purchases	<u>(5,406,900)</u>
Gross Building Revenues	5,191,900
Gross Building Expenses	<u>13,442,000</u>
Building Net Income (Loss)	<u>(8,250,100)</u>
Gross F&B Revenues	7,849,500
Gross F&B Expenses	<u>5,006,300</u>
F&B Net Income (Loss)	<u>2,843,200</u>
Facility Net Cash Flow	<u>(5,406,900)</u>
Total Gross Revenues	13,041,400
Total Gross Expenses	<u>18,448,300</u>
Total Facility Net Cash Flow	<u>(5,406,900)</u>

HAWAII CONVENTION CENTER  
JULY 1, 2022 TO JUNE 30, 2023

Lead Income Statement - Comparison

	Prior Year				Prior Year		
	Total	FY 2022 Reforecast	Variance More / (Less)	Percentage Change Increase (Decrease)	FY 2022 Budget	Variance More / (Less)	Percentage Change Increase (Decrease)
<b>Event Income</b>							
<b>Direct Event Income</b>							
Rental Income	3,076,000	2,347,501	728,499	31%	2,093,800	982,200	47%
Service Income	725,600	1,190,276	(464,676)	-39%	1,826,700	(1,101,100)	-60%
Service Expenses	(2,218,600)	(1,686,267)	(532,333)	32%	(3,114,300)	(895,700)	29%
<b>Total Direct Event Income</b>	<b>1,583,000</b>	<b>1,851,510</b>	<b>(268,511)</b>	<b>-15%</b>	<b>806,200</b>	<b>776,800</b>	<b>96%</b>
<b>Ancillary Income</b>							
Gross F&B Revenue	7,849,500	2,284,464	5,565,036	244%	3,291,100	4,558,400	139%
Direct F&B Expenses	(3,328,600)	(1,109,420)	(2,219,180)	200%	(1,324,100)	2,004,500	-151%
Gross Parking	1,007,000	820,260	186,740	23%	326,600	680,400	208%
Parking Expense	(144,100)	(107,326)	(36,774)	34%	(51,000)	93,100	-183%
Electrical Service	88,800	36,253	52,547	145%	47,600	41,200	87%
A/V Service	152,400	132,840	19,560	15%	87,200	65,200	75%
Internet Service	-	-	-	0%	-	-	0%
Rigging Service	76,600	122,900	(46,300)	-38%	11,500	65,100	566%
Event Security Service	-	-	-	0%	-	-	0%
Event First Aid Service	-	-	-	0%	-	-	0%
<b>Total Ancillary Income</b>	<b>5,701,601</b>	<b>2,179,971</b>	<b>3,521,630</b>	<b>162%</b>	<b>2,388,900</b>	<b>3,312,701</b>	<b>139%</b>
<b>Total Event Income</b>	<b>7,284,600</b>	<b>4,031,481</b>	<b>3,253,118</b>	<b>81%</b>	<b>3,195,100</b>	<b>4,089,500</b>	<b>128%</b>
<b>Other Income</b>							
Parking, Non-Event	7,000	6,348	652	10%	-	7,000	0%
Interest	6,000	6,523	(523)	-8%	12,000	(6,000)	-50%
Miscellaneous Income	52,500	65,215	(12,715)	-19%	5,000	47,500	950%
<b>Total Other Income</b>	<b>65,500</b>	<b>78,086</b>	<b>(12,586)</b>	<b>-16%</b>	<b>17,000</b>	<b>48,500</b>	<b>285%</b>
<b>Adjusted Gross Income</b>	<b>7,350,100</b>	<b>4,109,567</b>	<b>3,240,532</b>	<b>79%</b>	<b>3,212,100</b>	<b>4,138,000</b>	<b>129%</b>
<b>Operating Expenses</b>							
Facility Salaries & Wages	4,478,200	2,969,431	1,508,769	51%	3,668,210	809,990	22%
Benefits	1,481,100	1,149,720	331,380	29%	1,333,100	148,000	11%
Less: Event Labor Allocations	(745,425)	(728,043)	(17,382)	2%	(1,747,185)	1,001,760	-57%
Net Employee Wages & Benefit	5,213,875	3,391,108	1,822,767	54%	3,254,125	1,959,750	60%
Contracted Services	1,780,700	1,306,803	473,897	36%	1,594,691	186,009	12%
General & Administrative	200,800	121,001	79,799	66%	140,100	60,700	43%
Operations	124,400	106,339	18,061	17%	113,400	11,000	10%
Repair & Maintenance	1,100,400	831,042	269,358	32%	848,400	252,000	30%
Supplies	460,400	289,015	171,385	59%	357,200	103,200	29%
Insurance	171,000	143,837	27,163	19%	112,000	59,000	53%
Utilities	2,611,900	2,269,643	342,257	15%	1,894,700	717,200	38%
Other	122,400	9,169	113,231	1235%	16,600	105,800	637%
Management Fees	456,800	313,040	143,760	46%	447,200	9,600	2%
F&B Overhead Expense	1,677,700	1,093,608	584,092	53%	1,208,400	469,300	39%
Less: Expenses Allocated	(1,473,175)	(1,062,155)	(411,020)	39%	(1,367,116)	(106,059)	8%
<b>Total Operating Expenses</b>	<b>12,447,200</b>	<b>8,812,450</b>	<b>3,634,750</b>	<b>41%</b>	<b>8,619,700</b>	<b>3,827,500</b>	<b>44%</b>
<b>Net Income (Loss) From Operations</b>	<b>(5,097,100)</b>	<b>(4,702,883)</b>	<b>394,217</b>	<b>-8%</b>	<b>(5,407,600)</b>	<b>(310,500)</b>	<b>6%</b>
<b>Other Income (Expenses)</b>	<b>(9,800)</b>	<b>(42,992)</b>	<b>(33,192)</b>	<b>77%</b>	<b>(9,800)</b>	<b>-</b>	<b>0%</b>
<b>Net Income After Other Income (E)</b>	<b>(5,106,900)</b>	<b>(4,745,875)</b>	<b>361,025</b>	<b>-8%</b>	<b>(5,417,400)</b>	<b>(310,500)</b>	<b>6%</b>
<b>Fixed Asset Purchases</b>	<b>(300,000)</b>	<b>(66,728)</b>	<b>233,272</b>	<b>350%</b>	<b>(100,000)</b>	<b>200,000</b>	<b>200%</b>
<b>Net Income (Loss) after Fixed Asse</b>	<b>(5,406,900)</b>	<b>(4,812,603)</b>	<b>594,297</b>	<b>-12%</b>	<b>(5,517,400)</b>	<b>(110,500)</b>	<b>-2%</b>
<b>Building Revenues &amp; Expenses</b>							
Gross Building Revenues	5,191,900	4,728,116	463,784	10%	4,410,400	781,500	18%
Gross Building Expenses	13,442,000	9,622,155	3,819,845	40%	10,686,400	2,755,600	26%
<b>Building Net Income (Loss)</b>	<b>(8,250,100)</b>	<b>(4,894,039)</b>	<b>3,356,062</b>	<b>69%</b>	<b>(6,276,000)</b>	<b>1,974,101</b>	<b>31%</b>
<b>F&amp;B Revenues &amp; Expenses</b>							
Gross F&B Revenues	7,849,500	2,284,464	5,565,036	244%	3,291,100	4,558,400	139%
Gross F&B Expenses	5,006,300	2,203,028	2,803,272	127%	2,532,500	2,473,800	98%
<b>F&amp;B Net Income (Loss)</b>	<b>2,843,200</b>	<b>81,436</b>	<b>2,761,764</b>	<b>3391%</b>	<b>758,600</b>	<b>2,084,600</b>	<b>275%</b>
<b>Facility Net Cash Flow</b>	<b>(5,406,900)</b>	<b>(4,812,603)</b>	<b>594,297</b>	<b>-12%</b>	<b>(5,517,400)</b>	<b>(110,500)</b>	<b>2%</b>
<b>Total Facility Revenues &amp; Expenses</b>							
Total Gross Revenues	13,041,400	7,012,580	6,028,820	86%	7,701,500	5,339,900	69%
Total Gross Expenses	18,448,300	11,825,183	6,623,117	56%	13,218,900	5,229,400	40%
<b>Total Facility Net Cash Flow</b>	<b>(5,406,900)</b>	<b>(4,812,603)</b>	<b>594,297</b>	<b>-12%</b>	<b>(5,517,400)</b>	<b>(110,500)</b>	<b>2%</b>

HAWAII CONVENTION CENTER  
JULY 1, 2022 TO JUNE 30, 2023

Lead Income Statement - Comparison

	Two Years Prior CY 2020				Three Years Prior CY 2019		
	Total	Actual	Variance More / (Less)	Percentage Change Increase (Decrease)	Actual	Variance More / (Less)	Percentage Change Increase (Decrease)
Event Income							
Direct Event Income							
Rental Income	3,076,000	2,786,559	289,441	10%	2,692,054	383,946	14.26%
Service Income	725,600	2,030,006	(1,304,406)	-64%	1,420,608	(695,008)	-48.92%
Service Expenses	(2,218,600)	(2,037,625)	180,975	-9%	(2,128,704)	89,896	-4.22%
Total Direct Event Income	1,583,000	2,778,940	(1,195,940)	-43%	1,983,958	(400,958)	-20.21%
Ancillary Income							
Gross F&B Revenue	7,849,500	2,507,398	5,342,102	213%	11,058,969	(3,209,469)	-29.02%
Direct F&B Expenses	(3,328,600)	(1,030,342)	2,298,258	-223%	(4,905,194)	(1,576,595)	32.14%
Gross Parking	1,007,000	274,148	732,852	267%	961,409	45,591	4.74%
Parking Expense	(144,100)	(24,144)	119,956	-497%	(119,533)	24,567	-20.55%
Electrical Service	88,800	33,001	55,799	169%	135,825	(47,025)	-34.62%
A/V Service	152,400	47,895	104,505	218%	274,229	(121,829)	-44.43%
Internet Service	-	-	-	0%	26,220	(26,220)	-100.00%
Rigging Service	76,600	22,502	54,098	240%	61,849	14,751	23.85%
Event Security Service	-	-	-	0%	-	-	0.00%
Event First Aid Service	-	-	-	0%	-	-	0.00%
Total Ancillary Income	5,701,601	1,830,458	3,871,143	211%	7,493,774	(1,792,174)	-23.92%
Total Event Income	7,284,600	4,609,398	2,675,202	58%	9,477,732	(2,193,132)	-23.14%
Other Income							
Parking, Non-Event	7,000	11,978	(4,978)	-42%	52,575	(45,575)	-86.69%
Interest	6,000	35,247	(29,247)	-83%	140,611	(134,611)	-95.73%
Miscellaneous Income	52,500	37,005	15,495	42%	42,505	9,995	23.51%
Total Other Income	65,500	84,230	(18,730)	-22%	235,691	(170,191)	-72.21%
Adjusted Gross Income	7,350,100	4,693,628	2,656,472	57%	9,713,423	(2,363,323)	-24.33%
Operating Expenses							
Facility Salaries & Wages	4,478,200	2,965,815	1,512,385	51%	3,697,789	780,411	21.10%
Benefits	1,481,100	1,265,253	215,847	17%	1,336,487	144,613	10.82%
Less: Event Labor Allocations	(745,425)	(1,660,071)	914,646	-55%	(690,059)	(55,366)	8.02%
Net Employee Wages & Benefit	5,213,875	2,570,997	2,642,878	103%	4,344,217	869,658	20.02%
Contracted Services	1,780,700	552,967	1,227,733	222%	1,686,906	93,794	5.56%
General & Administrative	200,800	120,951	79,849	66%	217,046	(16,246)	-7.49%
Operations	124,400	104,482	19,918	19%	95,476	28,924	30.29%
Repair & Maintenance	1,100,400	576,829	523,571	91%	638,316	462,084	72.39%
Supplies	460,400	231,551	228,849	99%	293,929	166,471	56.64%
Insurance	171,000	52,001	118,999	229%	(635)	171,635	-27029.13%
Utilities	2,611,900	1,811,326	800,574	44%	2,575,900	36,000	1.40%
Other	122,400	1,400	121,000	8643%	15,605	106,795	684.36%
Management Fees	456,800	218,800	238,000	109%	290,400	166,400	57.30%
F&B Overhead Expense	1,677,700	943,120	734,580	78%	1,844,879	(167,179)	-9.06%
Less: Expenses Allocated	(1,473,175)	(401,221)	(1,071,954)	267%	(1,521,926)	48,751	-3.20%
Total Operating Expenses	12,447,200	6,783,203	5,663,997	84%	10,480,113	1,967,087	18.77%
Net Income (Loss) From Operations:	(5,097,100)	(2,089,575)	3,007,525	-144%	(766,690)	4,330,410	-564.82%
Other Income (Expenses)	(9,800)	(1,174)	8,626	-735%	(18,120)	(8,320)	45.92%
Net Income After Other Income (E)	(5,106,900)	(2,090,749)	3,016,151	-144%	(784,810)	4,322,090	-550.72%
Fixed Asset Purchases	(300,000)	(57,474)	242,526	422%	(47,068)	252,932	537.38%
Net Income (Loss) after Fixed Asse	(5,406,900)	(2,148,223)	3,258,677	-152%	(831,878)	4,575,022	-549.96%
Gross Building Revenues	5,191,900	5,278,341	(86,441)	-2%	5,807,885	(615,985)	-10.61%
Gross Building Expenses	13,442,000	7,960,500	5,481,500	69%	10,948,659	2,493,341	22.77%
Building Net Income (Loss)	(8,250,100)	(2,682,159)	5,567,942	208%	(5,140,774)	3,109,327	60.48%
Gross F&B Revenues	7,849,500	2,507,398	5,342,102	213%	11,058,969	(3,209,469)	-29.02%
Gross F&B Expenses	5,006,300	1,973,462	3,032,838	154%	6,750,073	(1,743,773)	-25.83%
F&B Net Income (Loss)	2,843,200	533,936	2,309,264	432%	4,308,896	(1,465,696)	-34.02%
Facility Net Cash Flow	(5,406,900)	(2,148,223)	3,258,677	-152%	(831,878)	4,575,022	-549.96%
Total Gross Revenues	13,041,400	7,785,739	5,255,661	68%	16,866,854	(3,825,454)	-22.68%
Total Gross Expenses	18,448,300	9,933,962	8,514,338	86%	17,698,732	749,568	4.24%
Total Facility Net Cash Flow	(5,406,900)	(2,148,223)	3,258,677	-152%	(831,878)	4,575,022	-549.96%

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 Net Cash Flow

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Gross Facility Revenues	\$ 1,006,970	\$ 329,260	\$ 445,217	\$ 470,552	\$ 397,053	\$ 326,488	\$ 248,413	\$ 319,418	\$ 481,456	\$ 641,166	\$ 318,784	\$ 207,125	\$ 5,191,900
Gross F&B Revenues	\$ 947,733	\$ 440,268	\$ 278,955	\$ 1,147,375	\$ 803,075	\$ 481,655	\$ 1,212,015	\$ 417,920	\$ 390,868	\$ 920,210	\$ 556,165	\$ 253,261	\$ 7,849,500
Total Gross Revenues	\$ 1,954,703	\$ 769,528	\$ 724,172	\$ 1,617,927	\$ 1,200,128	\$ 808,143	\$ 1,460,428	\$ 737,338	\$ 872,324	\$ 1,561,376	\$ 874,949	\$ 460,386	\$ 13,041,400
Total Gross Revenues Calendar Y-T-D)	\$ 1,954,703	\$ 2,724,230	\$ 3,448,402	\$ 5,066,329	\$ 6,266,456	\$ 7,074,599	\$ 8,535,027	\$ 9,272,365	\$ 10,144,689	\$ 11,706,065	\$ 12,581,014	\$ 13,041,400	
Gross Facility Expenditures	\$ 1,182,843	\$ 1,017,813	\$ 1,065,700	\$ 1,077,829	\$ 1,106,372	\$ 1,010,705	\$ 1,048,802	\$ 954,395	\$ 1,078,005	\$ 1,151,435	\$ 1,037,556	\$ 1,410,547	\$ 13,142,000
Gross F&B Expenditures	\$ 556,370	\$ 315,231	\$ 238,136	\$ 634,209	\$ 481,679	\$ 336,229	\$ 702,400	\$ 306,808	\$ 296,139	\$ 532,773	\$ 370,069	\$ 236,256	\$ 5,006,300
Fixed Asset Purchases	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 300,000
Total Gross Expenditures	\$ 1,764,213	\$ 1,358,045	\$ 1,328,836	\$ 1,737,037	\$ 1,613,051	\$ 1,371,934	\$ 1,776,201	\$ 1,286,203	\$ 1,399,144	\$ 1,709,208	\$ 1,432,625	\$ 1,671,803	\$ 18,448,300
Working Capital	\$ -										0		\$ -
Total Reimbursement to be Received From State (Monthly)	\$ 1,764,213	\$ 1,358,045	\$ 1,328,836	\$ 1,737,037	\$ 1,613,051	\$ 1,371,934	\$ 1,776,201	\$ 1,286,203	\$ 1,399,144	\$ 1,709,208	\$ 1,432,625	\$ 1,671,803	\$ 18,448,300
Total Reimbursement to be Received From State (Calendar Y-T-D)	\$ 1,764,213	\$ 3,122,257	\$ 4,451,093	\$ 6,188,131	\$ 7,801,182	\$ 9,173,115	\$ 10,949,317	\$ 12,235,520	\$ 13,634,663	\$ 15,343,872	\$ 16,776,497	\$ 18,448,300	
Total Net Cash Flow (Monthly)	\$ 190,490	\$ (588,517)	\$ (604,664)	\$ (119,111)	\$ (412,923)	\$ (563,791)	\$ (315,773)	\$ (548,865)	\$ (526,820)	\$ (147,832)	\$ (557,676)	\$ (1,211,418)	\$ (5,406,900)
Total Net Cash Flow (Calendar Y-T-D)	\$ 190,490	\$ (398,027)	\$ (1,002,691)	\$ (1,121,802)	\$ (1,534,725)	\$ (2,098,516)	\$ (2,414,290)	\$ (2,963,155)	\$ (3,489,974)	\$ (3,637,807)	\$ (4,195,482)	\$ (5,406,900)	

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 HTA Cash Flow

	July	August	September	October	November	December	January	February	March	April	May	June	Total
Gross Facility Expenditures	\$ 1,182,843	\$ 1,017,813	\$ 1,065,700	\$ 1,077,829	\$ 1,106,372	\$ 1,010,705	\$ 1,048,802	\$ 954,395	\$ 1,078,005	\$ 1,151,435	\$ 1,037,556	\$ 1,410,547	\$ 13,142,000
Gross F&B Expenditures	\$ 556,370	\$ 315,231	\$ 238,136	\$ 634,209	\$ 481,679	\$ 336,229	\$ 702,400	\$ 306,808	\$ 296,139	\$ 532,773	\$ 370,069	\$ 236,256	\$ 5,006,300
Total Gross Expenditures	\$ 1,739,213	\$ 1,333,045	\$ 1,303,836	\$ 1,712,037	\$ 1,588,051	\$ 1,346,934	\$ 1,751,201	\$ 1,261,203	\$ 1,374,144	\$ 1,684,208	\$ 1,407,625	\$ 1,646,804	\$ 18,148,300
Facility Fixed Asset Purchases	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 25,000	\$ 300,000
Total Expenditures	\$ 1,764,213	\$ 1,358,045	\$ 1,328,836	\$ 1,737,037	\$ 1,613,051	\$ 1,371,934	\$ 1,776,201	\$ 1,286,203	\$ 1,399,144	\$ 1,709,208	\$ 1,432,625	\$ 1,671,804	\$ 18,448,300
Working Capital	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Net Cash Flow Monthly	\$ 1,764,213	\$ 1,358,045	\$ 1,328,836	\$ 1,737,037	\$ 1,613,051	\$ 1,371,934	\$ 1,776,201	\$ 1,286,203	\$ 1,399,144	\$ 1,709,208	\$ 1,432,625	\$ 1,671,804	\$ 18,448,300
Year to Date	\$ 1,764,213	\$ 3,122,257	\$ 4,451,093	\$ 6,188,131	\$ 7,801,182	\$ 9,173,115	\$ 10,949,317	\$ 12,235,520	\$ 13,634,663	\$ 15,343,872	\$ 16,776,497	\$ 18,448,300	

License LOC  
 Pending 1st Option  
 Definite

Event Name	Event #	Attendance	31005	31090	32007	32013	32015	32020	32028	32030	32034	32045	32049	32050	32100	32125	32140	32150	Total Service Income	
			Rent Income	Rent Discount-HCC	Net Rental Income	Labor Billed	Security Billed	Security OC Billed	Changeover Setup Billed	Police/Fire Billed	First Aid Billed	Cleaning Billed	Equipment Rental Billed	Other Production Billed	Utilities Billed	Insurance Billed	Telephone Billed	Business Center Revenue		Other Services Billed
Goldschmidt Conference	37251	2,500	380,205	(380,205)	-	-	28,000	2,000	-	3,600	4,461	5,000	-	6,000	-	-	500	-	49,561	
Monet	37891	60,000	1,051,875	(867,375)	184,500	-	-	-	-	-	300	600	-	5,000	-	-	-	-	6,400	
Hawai'i Youth Symphony	36646	250	44,065	-	44,065	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Summer Bash	36694	2,500	26,870	(10,552)	16,318	-	-	-	-	490	-	1,600	-	600	-	-	-	-	2,690	
Mrs. Philippines World	38108	300	2,290	-	2,290	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Pacific Rim Championships	37635	1,200	102,255	(52,255)	50,000	5,000	-	6,500	-	1,800	-	3,800	-	6,500	-	-	-	-	23,600	
Annual Native Hawaiian Conventior	38109	1,000	62,075	(31,038)	31,038	-	-	4,500	-	2,100	-	-	-	-	-	-	-	-	6,600	
Educational Leadership Institute	38066	1,000	30,930	(15,465)	15,465	-	-	650	-	600	-	1,100	-	200	-	-	1,300	-	3,850	
5-0 Volleyball Tournament	36694	1,200	75,250	(45,312)	29,938	7,200	-	3,200	-	2,160	-	-	-	-	-	-	-	-	12,560	
Hawai'i State Judiciary Bar Exams	37388	250	35,510	(17,755)	17,755	-	-	-	-	-	-	400	-	2,600	-	-	-	-	3,000	
Na Kupuna Nights	38078	400	10,530	(9,030)	1,500	-	-	-	-	-	-	100	-	100	275	-	-	-	475	
PSI Seminars	37851	100	5,920	-	5,920	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Hawaii Home Buyers & Remodeling	36480	1,000	8,510	-	8,510	-	-	350	-	360	1,800	700	-	-	-	-	-	-	3,210	
Aloha Region Friendship Tournamei	38123	800	70,000	(35,000)	35,000	2,200	-	1,690	-	1,300	-	1,650	-	-	-	-	-	-	6,840	
Na Hoku Hanohano Awards	35690	1,000	-	-	-	-	-	780	-	400	-	4,000	-	-	-	-	-	-	5,180	
Conservation & Resources Enforcen	38170	50	14,385	(7,193)	7,193	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175	
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
<b>Total July</b>		<b>74,150</b>	<b>1,950,670</b>	<b>(1,486,179)</b>	<b>464,491</b>	<b>14,900</b>	-	<b>45,670</b>	<b>2,000</b>	-	<b>12,810</b>	<b>6,561</b>	<b>19,850</b>	-	<b>21,400</b>	<b>550</b>	-	<b>1,800</b>	-	<b>125,541</b>
Second Look Meeting	37846	1,400	13,935	-	13,935	500	-	700	-	350	-	300	-	-	-	-	-	-	1,850	
HPH Summer Student	37486	100	3,340	-	3,340	-	-	-	-	-	-	300	-	-	-	-	-	-	300	
RNDC USA Holiday Tradeshow	37896	900	15,970	(7,985)	7,985	800	-	780	-	-	300	5,000	-	400	-	-	-	-	7,280	
Storm Quality Workshops	37722	400	11,140	(5,570)	5,570	-	-	3,900	-	-	-	600	-	-	-	-	-	-	4,500	
Indo-Pacific Maritime Security Exch	38056	300	9,850	-	9,850	-	-	-	-	-	-	300	-	-	-	-	-	-	300	
Office on Language Access	38141	100	2,660	(1,330)	1,330	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Lopez/Lee Wedding	38036	150	5,000	(2,500)	2,500	-	-	-	-	-	-	300	-	-	-	-	-	-	300	
Fire Fighter Recruit Test	38146	750	11,065	(5,533)	5,533	-	200	-	-	300	-	-	-	-	-	-	-	-	500	
Comic Con Honolulu	37568	8,000	129,370	(12,937)	116,433	-	-	9,300	-	2,160	1,800	3,500	-	3,400	-	-	-	-	20,160	
College Tournaments Hawaii - Volle	38016	500	33,990	(25,493)	8,498	1,200	-	1,040	-	960	-	1,500	-	-	-	-	-	-	4,700	
Na Kupuna Nights	38079	400	10,530	(9,030)	1,500	-	-	-	-	-	-	100	-	100	275	-	-	-	475	
Intl Society of Neurochemistry	38116	400	85,670	(75,670)	10,000	500	-	-	-	-	4,461	2,000	-	-	-	250	-	-	7,211	
Conservation & Resources Enforcen	38170	50	21,235	(10,618)	10,618	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175	
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
<b>Total August</b>		<b>14,050</b>	<b>383,755</b>	<b>(171,665)</b>	<b>212,091</b>	<b>3,000</b>	<b>200</b>	<b>15,720</b>	-	-	<b>3,770</b>	<b>6,561</b>	<b>14,800</b>	-	<b>4,300</b>	<b>550</b>	<b>250</b>	-	-	<b>49,151</b>
Hula Halau O Kamuela 20th Annivei	37622	1,200	19,845	(14,845)	5,000	-	-	-	-	-	125	2,000	-	-	-	-	-	-	2,125	
Worldwide Dreambuilders Rally	38044	1,300	11,065	-	11,065	500	-	700	-	350	350	300	-	-	-	-	-	-	2,200	
Aloha Festivals - Float Building	38088	200	66,780	(51,780)	15,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Hawai'i World Class Wedding Expo	37680	3,150	10,990	(2,748)	8,242	-	-	-	-	-	600	-	-	-	-	-	-	-	600	
Jurassic Adventure	37260	5,000	36,900	-	36,900	200	200	-	-	-	125	1,200	-	3,000	-	-	-	-	4,725	
Miss American Scholar Competition	37598	500	3,155	-	3,155	-	-	-	-	-	-	300	-	-	-	-	-	-	300	
Hawaii Agriculture Conference	37612	400	9,530	(4,765)	4,765	3,800	-	-	400	-	-	4,300	-	-	-	-	-	-	8,500	
US National Sake Appraisal	38143	50	3,800	-	3,800	-	-	-	-	-	150	225	-	-	-	-	-	-	375	
Okinawan Festival	35781	50,000	150,000	(40,000)	110,000	8,000	-	4,550	-	3,300	4,461	11,000	-	-	-	250	-	-	31,561	
Professional Community Day Sessio	38172	150	2,000	(1,000)	1,000	-	-	-	-	-	-	50	-	-	-	-	-	-	50	
Young At Heart Expo 2022	36324	4,000	34,000	(12,000)	22,000	-	900	-	-	1,200	4,461	1,300	-	200	-	-	-	-	8,061	
Hawaii Health Workforce Summit	38142	400	7,540	(3,770)	3,770	-	-	-	-	-	-	400	-	-	-	-	-	-	400	
Na Kupuna Nights	38080	400	10,530	(9,030)	1,500	-	-	-	-	-	-	100	-	100	275	-	-	-	475	
Conservation & Resources Enforcen	38170	50	20,550	(10,275)	10,275	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175	
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	-	-	-	-	-	500	
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200	
<b>Total September</b>		<b>67,900</b>	<b>446,685</b>	<b>(180,213)</b>	<b>266,472</b>	<b>12,500</b>	<b>1,100</b>	<b>5,250</b>	<b>400</b>	-	<b>4,850</b>	<b>10,272</b>	<b>22,975</b>	-	<b>3,700</b>	<b>550</b>	<b>250</b>	-	-	<b>61,847</b>



Event Name	Event #	Attendance	31005	31090	32007	32013	32015	32020	32028	32030	32034	32045	32049	32050	32100	32125	32140	32150	Total Service Income
			Rent Income	Rent Discount-HCC	Net Rental Income	Labor Billed	Security Billed	Security OC Billed	Changeover Setup Billed	Police/Fire Billed	First Aid Billed	Cleaning Billed	Equipment Rental Billed	Other Production Billed	Utilities Billed	Insurance Billed	Telephone Billed	Business Center Revenue	
Stars of Oceania	38028	300	10,550	(5,275)	5,275	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Global Breadfruit Summit	38030	300	2,500	(1,250)	1,250	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Applied Superconductivity Conferen	33676	1,800	322,035	(167,995)	154,040	1,000	-	2,000	-	3,600	4,461	5,000	-	6,000	-	-	500	-	22,561
Universal Show Queen Pageant	38054	1,000	16,860	(2,750)	14,110	500	-	780	1,000	450	300	125	4,000	1,800	-	-	-	-	8,955
Schools of the Future Conference	37576	1,500	83,590	(41,795)	41,795	-	-	3,250	600	-	1,200	250	-	-	-	-	-	-	5,300
Honolulu Board Of Realtors 100th A	37842	1,000	23,375	-	23,375	-	-	390	-	-	-	700	-	-	-	-	-	-	1,450
Water Resilience in Hawaii	38120	200	3,820	(1,910)	1,910	-	-	-	-	-	-	300	-	-	-	-	-	-	300
United Nations World Habitat Day	38006	800	15,000	(7,500)	7,500	-	-	-	-	-	-	800	-	-	-	-	-	-	800
Gay Bowl XXI Closing Reception	37200	800	10,530	-	10,530	2,500	-	325	-	-	-	300	-	200	-	-	-	-	3,625
Professional Community Day - Sessi	38173	150	2,000	(1,000)	1,000	-	-	-	-	-	-	50	-	-	-	-	-	-	50
Unspecified	00000	500	50,000	(25,000)	25,000	1,200	-	1,040	-	960	-	1,500	-	-	-	-	-	-	4,700
Na Kupuna Nights - Malio Concert	38082	400	10,530	(9,030)	1,500	-	-	-	-	-	-	100	-	100	275	-	-	-	475
Conservation & Resources Enforcen	38170	50	21,235	(10,618)	10,618	-	-	-	-	-	-	-	-	-	-	-	-	-	-
University of Phoenix Graduation	00000	1,000	16,200	(8,100)	8,100	-	1,900	1,560	-	280	-	3,800	-	600	-	300	-	-	8,440
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	300	10,000	(5,000)	5,000	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
<b>Total October</b>		<b>11,500</b>	<b>663,225</b>	<b>(319,723)</b>	<b>343,503</b>	<b>5,200</b>	<b>1,900</b>	<b>9,345</b>	<b>1,600</b>	<b>450</b>	<b>7,000</b>	<b>4,836</b>	<b>19,750</b>	<b>9,100</b>	<b>550</b>	<b>-</b>	<b>800</b>	<b>-</b>	<b>60,531</b>
American Medical Assn	26577	3,500	472,215	(472,215)	-	1,000	-	7,300	-	-	4,461	6,300	-	-	-	2,000	500	-	21,561
PBX-22	37813	2,000	25,575	-	25,575	-	2,400	4,000	-	720	1,800	1,900	-	-	-	-	100	-	10,920
Shawn Ray Hawaiian Classic	38023	1,000	11,065	-	11,065	-	300	-	200	-	-	2,300	-	-	-	-	-	-	2,800
HMSA Annual Meeting	37810	1,000	3,505	-	3,505	-	-	-	-	-	-	700	-	300	-	-	-	-	1,000
TRY Group 2022	37858	100	10,600	-	10,600	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	1,000	70,000	(35,000)	35,000	2,200	-	1,690	-	1,300	-	1,650	-	-	-	-	-	-	6,840
Hawaii Food & Wine Festival	37900	500	25,565	-	25,565	9,500	-	1,300	-	240	1,300	4,200	-	4,000	-	-	-	-	20,540
Coin Show Expo	37334	1,000	7,395	-	7,395	-	-	-	-	1,050	-	2,700	-	600	-	-	-	-	4,350
Governor's Emergency Education R	38132	400	10,000	(5,000)	5,000	-	-	-	-	-	-	300	-	-	-	-	-	-	300
Miss Hawaii Teen USA & Miss Hawa	38104	1,000	25,030	-	25,030	-	-	325	-	300	125	4,800	-	1,800	-	-	-	-	7,350
Aloha Region Thanksgiving Tourna	38124	500	50,000	(25,000)	25,000	1,200	-	1,040	-	960	-	1,500	-	-	-	-	-	-	4,700
College Hoops 2022	34540	1,000	50,985	(38,239)	12,746	-	-	1,040	-	1,120	-	-	-	-	-	-	-	-	1,120
Conservation & Resources Enforcen	38170	50	15,755	(7,878)	7,878	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	275	-	-	-	-	775
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
<b>Total November</b>		<b>14,050</b>	<b>832,690</b>	<b>(610,831)</b>	<b>221,859</b>	<b>13,900</b>	<b>2,700</b>	<b>8,355</b>	<b>7,300</b>	<b>200</b>	<b>5,690</b>	<b>7,686</b>	<b>27,950</b>	<b>6,700</b>	<b>275</b>	<b>2,000</b>	<b>600</b>	<b>-</b>	<b>83,356</b>
Central Pacific Bank Holiday Party	37840	1,000	16,740	-	16,740	1,000	200	300	-	420	-	1,000	-	-	-	-	-	-	2,920
Honolulu Board Of Realtors General	37606	1,200	23,685	(11,340)	12,345	-	-	440	-	420	-	700	-	-	-	-	-	-	1,560
Honolulu Marathon Expo	21642	20,000	38,690	(19,345)	19,345	-	1,300	1,170	400	-	1,260	1,800	250	-	-	-	-	-	6,180
JROTC Military Ball	37335	1,000	15,000	(7,500)	7,500	2,500	-	325	-	300	-	300	-	200	-	-	-	-	3,625
College Hoops 2022	34541	1,000	50,985	(38,239)	12,746	-	-	600	-	-	-	-	-	-	-	-	-	-	600
MabuHI Pacific Expo & Summit	37997	10,000	59,955	29,978	89,933	-	-	1,040	-	960	4,461	300	-	600	-	-	-	-	7,361
Aloha Region Christmas Festival	38125	500	50,000	(25,000)	25,000	1,200	-	1,040	-	960	-	1,500	-	-	-	-	-	-	4,700
Conservation & Resources Enforcen	38170	50	20,210	(10,105)	10,105	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Holiday Concert with Na Leo (HCC E	38098	500	-	-	-	-	-	1,560	-	700	750	-	-	-	-	-	-	-	3,010
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	400	-	-	-	-	900
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	200	-	-	-	-	-	-	200
<b>Total December</b>		<b>36,250</b>	<b>330,265</b>	<b>(109,051)</b>	<b>221,214</b>	<b>4,700</b>	<b>1,500</b>	<b>6,475</b>	<b>400</b>	<b>-</b>	<b>5,020</b>	<b>7,011</b>	<b>5,650</b>	<b>1,200</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,956</b>

Event Name	Event #	Attendance	License LOC																	
			31005	31090	32007	32013	32015	32020	32028	32030	32034	32045	32049	32050	32100	32125	32140	32150		
Event Name	Event #	Attendance	Rent Income	Rent Discount-HCC	Net Rental Income	Labor Billed	Security Billed	Security OC Billed	Changeover Setup Billed	Police/Fire Billed	First Aid Billed	Cleaning Billed	Equipment Rental Billed	Other Production Billed	Utilities Billed	Insurance Billed	Telephone Billed	Business Center Revenue	Other Services Billed	Total Service Income
Hawaii Dental Assn	36672	3,000	34,780	-	34,780	-	-	2,145	200	-	-	1,800	300	-	-	-	-	250	-	4,695
The IAFOR International Conferenc	37909	180	12,060	-	12,060	-	-	-	-	-	-	-	300	-	-	275	-	-	-	575
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	-	-	-	275	-	-	-	275
Navy Exchange Pearl Harbor Holida	38140	500	4,015	-	4,015	500	-	-	-	-	700	-	-	-	-	-	-	-	-	1,200
Unspecified	00000	200	10,000	(5,000)	5,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Community Day - Sessi	38174	150	2,100	(1,050)	1,050	-	-	-	-	-	-	-	50	-	-	-	-	-	-	50
Conservation & Resources Enforcen	38170	50	20,880	(10,440)	10,440	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Zendes	38216	3,000	500,000	(500,000)	-	1,000	-	7,800	6,000	1,800	2,100	-	7,000	-	-	-	1,000	-	-	26,700
EssilorLuxottica-North America Sale	38122	1,500	200,000	(200,000)	-	500	-	7,800	2,000	1,800	2,100	-	2,500	-	-	-	500	-	-	17,200
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
<b>Total January</b>		<b>9,680</b>	<b>838,835</b>	<b>(743,990)</b>	<b>94,845</b>	<b>2,000</b>	<b>-</b>	<b>17,745</b>	<b>8,200</b>	<b>3,600</b>	<b>4,900</b>	<b>1,800</b>	<b>11,050</b>	<b>-</b>	<b>400</b>	<b>825</b>	<b>1,500</b>	<b>250</b>	<b>-</b>	<b>52,270</b>
Pacific Water Conference	37603	800	58,520	-	58,520	200	-	4,420	300	-	-	900	900	-	-	-	-	-	-	6,720
AAU Volleyball Hawai'i Grand Prix	33417	2,500	160,065	(95,065)	65,000	-	9,200	6,825	-	-	2,700	-	1,000	-	-	-	-	-	-	19,725
Hawai'i State Judiciary Bar Exams	37554	250	33,790	(16,895)	16,895	-	-	-	-	-	-	-	-	-	1,600	-	-	-	-	1,600
HPD Promotional Exams	38154	800	56,450	(28,225)	28,225	-	200	-	-	-	300	-	-	-	-	-	-	-	-	500
Conservation & Resources Enforcen	38170	50	16,560	(8,280)	8,280	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	-	200	-	-	-	-	-	-	200
<b>Total February</b>		<b>6,000</b>	<b>420,385</b>	<b>(195,965)</b>	<b>224,420</b>	<b>200</b>	<b>9,400</b>	<b>11,245</b>	<b>300</b>	<b>-</b>	<b>3,000</b>	<b>900</b>	<b>3,900</b>	<b>-</b>	<b>2,000</b>	<b>275</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,220</b>
Hawaiian Island Ministries	32939	4,500	104,070	(26,017)	78,053	300	-	5,000	-	-	-	125	5,000	-	-	-	-	-	-	10,425
Varsity Spirit Championships	34358	1,677	54,160	(40,620)	13,540	-	-	-	-	-	720	-	13,000	-	-	-	-	-	-	13,720
Woman's Expo 2023	36658	8,000	20,000	(10,000)	10,000	-	-	1,040	-	-	960	1,800	300	-	600	-	-	-	-	4,700
Hickam FCU	37169	1,000	6,000	(800)	5,200	700	-	-	150	-	360	-	300	-	-	-	-	-	-	1,510
Honolulu Festival	23504	15,000	170,000	(56,000)	114,000	-	-	13,000	-	800	1,080	1,500	18,000	-	8,300	-	-	50	-	42,730
Spring Break Madness	36683	1,000	44,520	(22,260)	22,260	1,800	-	2,535	-	-	1,200	-	1,650	-	-	-	-	-	-	7,185
Conservation & Resources Enforcen	38170	50	20,160	(10,080)	10,080	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	400	275	-	-	-	1,175
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	500	-	-	-	-	-	-	500
Unspecified	00000	300	20,000	(10,000)	10,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	5,000	(2,500)	2,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	5,000	(2,500)	2,500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total March</b>		<b>33,027</b>	<b>518,910</b>	<b>(215,777)</b>	<b>303,133</b>	<b>2,800</b>	<b>-</b>	<b>21,575</b>	<b>150</b>	<b>800</b>	<b>4,320</b>	<b>3,425</b>	<b>39,750</b>	<b>-</b>	<b>9,300</b>	<b>275</b>	<b>-</b>	<b>50</b>	<b>-</b>	<b>82,445</b>



Event Name	Event #	Attendance	33007		33013		33014		33015		33016		33028		33030		33034		33035		33052		33075		33080		33100	
			Facility Wages	Facility P/R taxes benefits	Security Wages	Security P/R taxes benefits	Contracted Security Labor	Event Security Wages	Contracted Facility Labor	Police/Fire Expense	First Aid Expense	Janitorial Wages	Contracted Janitorial Labor	Allocated Utilities Expense	Engineering Wages	IT Wages	Insurance Expense	Total Service Expenses	Direct Event Income									
<b>Goldschmidt Conference</b>	37251	2,500	(2,000)	(590)	(3,500)	(1,080)	(560)	(19,385)	(8,699)	-	(3,100)	(2,000)	(20,828)	(1,875)	(800)	(1,400)	-	(65,817)	(16,256)									
<b>Monet</b>	37891	60,000	(1,500)	(450)	(5,000)	(1,500)	(2,240)	-	(2,956)	-	-	(5,000)	(9,006)	(1,250)	(1,200)	-	-	(30,102)	160,798									
<b>Hawai'i Youth Symphony</b>	36646	250	(300)	(90)	(400)	(120)	-	-	(872)	-	-	(300)	(3,797)	-	(500)	-	-	(6,379)	37,686									
<b>Summer Bash</b>	36694	2,500	(500)	(150)	(500)	(130)	(560)	-	(2,616)	-	(425)	(500)	(5,150)	(150)	(300)	-	-	(10,981)	8,027									
<b>Mrs. Philippines World</b>	38108	300	(300)	(90)	(1,300)	(390)	-	-	(545)	-	-	(300)	(2,060)	-	(100)	-	-	(5,085)	(2,795)									
<b>Pacific Rim Championships</b>	37635	1,200	(2,500)	(750)	(2,000)	(600)	(2,016)	(4,500)	(11,663)	-	(1,560)	(800)	(7,531)	(1,625)	(1,000)	-	-	(36,545)	37,055									
<b>Annual Native Hawaiian Conventio</b>	38109	1,000	(500)	(150)	(600)	(180)	(336)	(3,115)	(2,289)	-	(1,820)	(600)	(2,381)	-	(300)	-	-	(12,271)	25,366									
<b>Educational Leadership Institute</b>	38066	1,000	(300)	(90)	(700)	(210)	(560)	(450)	(3,924)	-	(520)	(350)	(2,511)	(50)	(300)	-	-	(9,965)	9,350									
<b>5-0 Volleyball Tournament</b>	36694	1,200	(1,500)	(450)	(900)	(270)	(3,024)	(2,215)	(6,540)	-	(1,872)	(800)	(7,531)	-	(1,200)	-	-	(26,303)	16,195									
<b>Hawai'i State Judiciary Bar Exams</b>	37388	250	(250)	(75)	(100)	(30)	-	-	(654)	-	-	(700)	(247)	(650)	(300)	-	-	(3,006)	17,749									
<b>Na Kupuna Nights</b>	38078	400	(800)	(240)	(100)	(30)	(896)	-	(273)	-	-	(500)	(247)	(25)	(800)	-	(250)	(4,161)	(2,186)									
<b>PSI Seminars</b>	37851	100	(200)	(60)	(100)	(30)	(672)	-	(262)	-	-	(200)	(1,030)	(90)	(200)	-	-	(2,844)	3,076									
<b>Hawaii Home Buyers &amp; Remodeling</b>	36480	1,000	(150)	(45)	(500)	(150)	(672)	(242)	(654)	-	(312)	(200)	(2,961)	-	(200)	-	-	(6,087)	5,633									
<b>Aloha Region Friendship Tourname</b>	38123	800	(1,000)	(300)	(1,500)	(450)	(2,016)	(1,170)	(3,815)	-	(1,127)	(800)	(7,531)	-	(800)	-	-	(20,509)	21,331									
<b>Na Hoku Hanohano Awards</b>	35690	1,000	(1,200)	(360)	(800)	(240)	(336)	(540)	(5,450)	-	(347)	(1,000)	(1,030)	-	(500)	-	-	(11,803)	(6,623)									
<b>Conservation &amp; Resources Enforcen</b>	38170	50	(200)	(60)	(200)	(60)	-	-	(1,145)	-	-	(100)	(824)	-	(100)	-	-	(2,689)	4,504									
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	(100)	(200)	-	(250)	(5,775)	5,400									
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
<b>Total July</b>	<b>74,150</b>	<b>(14,400)</b>	<b>(4,310)</b>	<b>(19,700)</b>	<b>(5,920)</b>	<b>(14,896)</b>	<b>(31,618)</b>	<b>(59,223)</b>	<b>(11,082)</b>	<b>(15,350)</b>	<b>(77,344)</b>	<b>(5,815)</b>	<b>(9,200)</b>	<b>(1,400)</b>	<b>(500)</b>	<b>(270,758)</b>	<b>319,274</b>											
<b>Second Look Meeting</b>	37846	1,400	(1,200)	(360)	(800)	(240)	(1,680)	(485)	(1,308)	-	(303)	(600)	(1,481)	-	(400)	-	-	(8,857)	6,928									
<b>HPH Summer Student</b>	37486	100	(500)	(150)	(1,000)	(300)	(336)	-	(4,578)	-	-	(500)	(1,481)	-	(200)	-	-	(9,045)	(5,405)									
<b>RNDC USA Holiday Tradeshow</b>	37896	900	(500)	(150)	(1,000)	(300)	(448)	(540)	(2,180)	-	-	(300)	(1,030)	(100)	(500)	-	-	(7,048)	8,217									
<b>Storm Quality Workshops</b>	37722	400	(500)	(150)	(1,500)	(450)	(1,344)	(2,700)	(4,687)	-	-	(600)	(1,481)	-	(300)	-	-	(13,712)	(3,642)									
<b>Indo-Pacific Maritime Security Exch</b>	38056	300	(500)	(150)	(500)	(150)	(336)	-	(2,725)	-	-	(600)	(1,545)	-	(300)	-	-	(6,806)	3,344									
<b>Office on Language Access</b>	38141	100	(200)	(60)	(200)	(60)	(672)	-	(523)	-	-	(200)	(1,030)	-	(200)	-	-	(3,145)	(1,815)									
<b>Lopez/Lee Wedding</b>	38036	150	(100)	(30)	(200)	(60)	(280)	-	(1,090)	-	-	(400)	(2,060)	-	(300)	-	-	(4,520)	(1,720)									
<b>Fire Fighter Recruit Test</b>	38146	750	(600)	(180)	(1,200)	(360)	-	-	(1,417)	-	(260)	(300)	(1,236)	-	(500)	-	-	(6,053)	(21)									
<b>Comic Con Honolulu</b>	37568	8,000	(1,200)	(360)	(2,500)	(750)	(3,808)	(6,438)	(7,194)	-	(1,872)	(3,000)	(8,561)	(1,150)	(800)	-	-	(37,634)	98,959									
<b>College Tournaments Hawaii - Volle</b>	38016	500	(1,000)	(300)	(1,200)	(360)	(1,680)	(720)	(3,052)	-	(832)	(500)	(7,531)	-	(700)	-	-	(17,875)	(4,678)									
<b>Na Kupuna Nights</b>	38079	400	(800)	(240)	(100)	(30)	(896)	-	(273)	-	-	(500)	(247)	(25)	(800)	-	(250)	(4,161)	(2,186)									
<b>Intl Society of Neurochemistry</b>	38116	400	(1,000)	(300)	(600)	(180)	(336)	-	(2,289)	-	-	(600)	(5,150)	(63)	(600)	(1,000)	-	(12,118)	5,094									
<b>Conservation &amp; Resources Enforcen</b>	38170	50	(300)	(90)	(200)	(60)	-	-	(1,145)	-	-	(100)	(824)	-	(100)	-	-	(2,819)	7,799									
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	(100)	(200)	-	(250)	(5,775)	5,400									
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
<b>Total August</b>	<b>14,050</b>	<b>(9,600)</b>	<b>(2,880)</b>	<b>(12,500)</b>	<b>(3,750)</b>	<b>(12,824)</b>	<b>(10,883)</b>	<b>(39,327)</b>	<b>(3,267)</b>	<b>(9,400)</b>	<b>(36,336)</b>	<b>(1,438)</b>	<b>(6,300)</b>	<b>(1,000)</b>	<b>(500)</b>	<b>(150,005)</b>	<b>111,236</b>											
<b>Hula Halau O Kamuela 20th Annive</b>	37622	1,200	(500)	(150)	(350)	(105)	(448)	-	(2,834)	-	-	(400)	(2,884)	-	(300)	-	-	(7,971)	(846)									
<b>Worldwide Dreambuilders Rally</b>	38044	1,300	(1,000)	(300)	(800)	(240)	(1,680)	(485)	(1,308)	-	(303)	(600)	(2,884)	-	(400)	-	-	(10,000)	3,265									
<b>Aloha Festivals - Float Building</b>	38088	200	(500)	(150)	(800)	(240)	(336)	-	(1,090)	-	-	(300)	(2,060)	-	(500)	-	-	(5,976)	9,024									
<b>Hawai'i World Class Wedding Expo</b>	37680	3,150	(600)	(180)	(1,400)	(420)	(1,008)	-	(1,635)	-	-	(600)	(3,991)	(750)	(500)	-	-	(11,084)	(2,242)									
<b>Jurassic Adventure</b>	37260	5,000	(500)	(150)	(1,100)	(330)	(2,016)	-	(2,725)	-	-	(1,500)	(5,150)	(750)	(700)	-	-	(14,921)	26,704									
<b>Miss American Scholar Competition</b>	37598	500	(500)	(150)	(800)	(240)	(784)	-	(1,090)	-	-	(600)	(1,545)	-	(400)	-	-	(6,109)	(2,654)									
<b>Hawaii Agriculture Conference</b>	37612	400	(200)	(60)	(800)	(240)	(784)	-	(1,090)	-	-	(700)	(1,481)	-	(400)	-	-	(5,755)	7,510									
<b>US National Sake Appraisal</b>	38143	50	(600)	(180)	(50)	(15)	(112)	-	(1,570)	-	-	(100)	(1,545)	-	(100)	-	-	(4,272)	(97)									
<b>Okinawan Festival</b>	35781	50,000	(2,500)	(750)	(4,000)	(1,200)	(3,360)	(3,150)	(14,606)	-	(2,860)	(5,000)	(16,801)	(888)	(1,400)	-	-	(56,515)	85,046									
<b>Professional Community Day Sessio</b>	38172	150	(100)	(30)	(200)	(60)	(336)	-	(763)	-	-	(100)	(1,030)	-	(100)	-	-	(2,719)	(1,669)									
<b>Young At Heart Expo 2022</b>	36324	4,000	(1,000)	(300)	(150)	(45)	(4,704)	-	(654)	-	(1,040)	(1,500)	(6,180)	(425)	(900)	-	-	(16,898)	13,163									
<b>Hawaii Health Workforce Summit</b>	38142	400	(300)	(90)	(300)	(90)	(2,464)	-	(2,725)	-	-	(400)	(1,481)	-	(600)	-	-	(8,450)	(4,280)									
<b>Na Kupuna Nights</b>	38080	400	(800)	(240)	(100)	(30)	(896)	-	(273)	-	-	(500)	(247)	(25)	(800)	-	(250)	(4,161)	(2,186)									
<b>Conservation &amp; Resources Enforcen</b>	38170	50	(200)	(60)	(200)	(60)	-	-	(1,145)	-	-	(100)	(824)	-	(100)	-	-	(2,689)	7,587									
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	(100)	(200)	-	(250)	(5,775)	5,400									
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	5,075									
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	(2,725)									
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)									
<b>Total September</b>	<b>67,900</b>	<b>(11,700)</b>	<b>(3,510)</b>	<b>(14,050)</b>	<b>(4,215)</b>	<b>(20,944)</b>	<b>(3,635)</b>	<b>(47,241)</b>	<b>(4,203)</b>	<b>(14,800)</b>	<b>(53,666)</b>	<b>(2,938)</b>	<b>(8,400)</b>	<b>-</b>	<b>(500)</b>	<b>(189,801)</b>	<b>138,518</b>											



**CHANGE 33000 SERIES TO POSITIVE NUMBER ON BUDGET INPUT (EVENT ALLOC) WORKSHEET**

		33007	33007	33013	33013	33014	33015	33016	33028	33030	33034	33035	33052	33075	33080	33100			
Event Name	Event #	Attendance	Facility Wages	Facility P/R taxes benefits	Security Wages	Security P/R taxes benefits	Contracted Security Labor	Event Security Wages	Contracted Facility Labor	Police/Fire Expense	First Aid Expense	Janitorial Wages	Contracted Janitorial Labor	Allocated Utilities Expense	Engineering Wages	IT Wages	Insurance Expense	Total Service Expenses	Direct Event Income
Hawaii Dental Assn	36672	3,000	(1,200)	(360)	(3,600)	(1,080)	(2,464)	(1,485)	(5,450)	-	-	(2,000)	(6,180)	(4,500)	(600)	-	-	(28,919)	10,556
The IAFOR International Conferenc	37909	180	(500)	(150)	(100)	(30)	-	-	(3,488)	-	-	(250)	(2,575)	-	(100)	-	(250)	(7,443)	5,192
Unspecified	00000	300	(500)	(150)	(600)	(180)	(336)	-	(2,289)	-	-	(500)	(1,030)	-	(300)	-	(250)	(6,135)	4,140
Navy Exchange Pearl Harbor Holida	38140	500	(500)	(150)	(500)	(150)	(1,232)	-	(2,861)	-	(607)	(300)	(2,060)	-	(100)	-	-	(8,460)	(3,245)
Unspecified	00000	200	(500)	(150)	(600)	(180)	(336)	-	(2,289)	-	-	(500)	(1,030)	-	(300)	-	-	(5,885)	(885)
Unspecified	00000	100	(500)	(150)	(600)	(180)	(336)	-	(2,289)	-	-	(500)	(824)	-	(300)	-	-	(5,679)	(3,179)
Professional Community Day - Sessi	38174	150	(100)	(30)	(200)	(60)	(336)	-	(763)	-	-	(100)	(1,030)	-	(100)	-	-	(2,719)	(1,619)
Conservation & Resources Enforcen	38170	50	(200)	(60)	(200)	(60)	-	-	(1,145)	-	-	(100)	(1,030)	-	(100)	-	-	(2,895)	7,546
Zendesk	38216	3,000	(2,500)	(750)	(4,000)	(1,200)	(336)	(5,400)	(10,900)	(1,710)	(1,820)	(1,300)	(9,270)	(1,750)	(800)	(1,000)	-	(42,736)	(16,036)
EssilorLuxottica-North America Sale	38122	1,500	(1,000)	(300)	(2,000)	(600)	(300)	(5,400)	(6,000)	(1,710)	(1,820)	(500)	(7,000)	(1,625)	(800)	-	-	(29,091)	(11,891)
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	(100)	(200)	-	(250)	(5,775)	5,400
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,519)
<b>Total January</b>		<b>9,680</b>	<b>(8,700)</b>	<b>(2,610)</b>	<b>(13,900)</b>	<b>(4,170)</b>	<b>(6,720)</b>	<b>(12,285)</b>	<b>(44,341)</b>	<b>(3,420)</b>	<b>(4,247)</b>	<b>(7,250)</b>	<b>(34,707)</b>	<b>(7,975)</b>	<b>(4,100)</b>	<b>(1,000)</b>	<b>(750)</b>	<b>(156,174)</b>	<b>(9,059)</b>
Pacific Water Conference	37603	800	(500)	(150)	(1,700)	(510)	(1,232)	(3,060)	(2,725)	-	-	(300)	(6,180)	(1,800)	(400)	-	-	(18,557)	46,683
AAU Volleyball Hawai'i Grand Prix	33417	2,500	(2,000)	(600)	(2,000)	(600)	(2,016)	(4,725)	(8,829)	-	(2,340)	(1,500)	(2,575)	-	(1,000)	-	-	(28,185)	56,540
Hawai'i State Judiciary Bar Exams	37554	250	(800)	(240)	(200)	(60)	-	-	(2,953)	-	-	(700)	(1,030)	(400)	(300)	-	-	(6,683)	11,812
HPD Promotional Exams	38154	800	(600)	(180)	(1,000)	(300)	-	-	(1,417)	-	(260)	(300)	(2,060)	-	(500)	-	-	(6,617)	22,108
Conservation & Resources Enforcen	38170	50	(200)	(60)	(200)	(60)	-	-	(1,145)	-	-	(100)	(1,030)	-	(100)	-	-	(2,895)	5,386
Unspecified	00000	300	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	(100)	(200)	-	(250)	(5,699)	5,476
Unspecified	00000	300	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,555)	4,945
Unspecified	00000	300	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,555)	4,645
Unspecified	00000	300	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(9,270)	-	(200)	-	-	(13,795)	(3,595)
Unspecified	00000	200	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,555)	(2,855)
Unspecified	00000	100	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,555)	(2,855)
Unspecified	00000	100	(500)	(150)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,555)	(2,855)
<b>Total February</b>		<b>6,000</b>	<b>(7,600)</b>	<b>(2,280)</b>	<b>(8,600)</b>	<b>(2,580)</b>	<b>(5,600)</b>	<b>(7,785)</b>	<b>(33,091)</b>	<b>(2,600)</b>	<b>(5,700)</b>	<b>(28,119)</b>	<b>(2,300)</b>	<b>(3,700)</b>	<b>(250)</b>	<b>(110,205)</b>	<b>145,435</b>		
Hawaiian Island Ministries	32939	4,500	(1,000)	(300)	(3,000)	(900)	(2,800)	(3,462)	(8,175)	-	-	(2,000)	(8,240)	(300)	(600)	-	-	(30,777)	57,701
Varsity Spirit Championships	34358	1,677	(500)	(150)	(1,500)	(450)	(560)	-	(2,616)	-	(624)	(600)	(5,150)	-	(200)	-	-	(12,350)	14,910
Woman's Expo 2023	36658	8,000	(1,000)	(300)	(3,000)	(900)	(3,920)	(720)	(4,316)	-	(832)	(2,000)	(15,450)	(270)	(600)	-	-	(33,308)	(18,608)
Hickam FCU	37169	1,000	(400)	(120)	(500)	(150)	(560)	-	(1,090)	-	(312)	(500)	(1,751)	-	(100)	-	-	(5,483)	1,227
Honolulu Festival	23504	15,000	(1,500)	(450)	(3,500)	(1,050)	(2,016)	(9,000)	(11,990)	(760)	(936)	(3,000)	(10,300)	(2,600)	(800)	-	-	(47,902)	108,828
Spring Break Madness	36683	1,000	(1,500)	(450)	(1,500)	(450)	(2,800)	(1,755)	(4,796)	-	(1,040)	(800)	(8,240)	-	(1,000)	-	-	(24,331)	5,114
Conservation & Resources Enforcen	38170	50	(200)	(60)	(200)	(60)	-	-	(1,145)	-	-	(100)	(824)	-	(100)	-	-	(2,689)	7,392
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	(100)	(200)	-	(250)	(5,775)	5,400
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	5,075
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	5,075
Unspecified	00000	300	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	5,075
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	(2,925)
Unspecified	00000	200	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(1,030)	-	(200)	-	-	(5,425)	(2,925)
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,719)
Unspecified	00000	100	(400)	(120)	(500)	(150)	(336)	-	(2,289)	-	-	(400)	(824)	-	(200)	-	-	(5,219)	(2,719)
<b>Total March</b>		<b>33,027</b>	<b>(9,300)</b>	<b>(2,790)</b>	<b>(17,200)</b>	<b>(5,160)</b>	<b>(15,344)</b>	<b>(14,937)</b>	<b>(52,440)</b>	<b>(760)</b>	<b>(3,744)</b>	<b>(12,200)</b>	<b>(57,783)</b>	<b>(3,270)</b>	<b>(5,000)</b>	<b>(250)</b>	<b>(200,177)</b>	<b>185,401</b>	







Event Name	Event #	Attendance	40810	40921	Net Parking	41805	41990	Net Electrical	42060	42070	Net A/V	42205	42390	Net Internet	42605	42790	Net Rigging
			Self Parking Sales	Contracted Self Parking Labor		Contracted Electrical Sales	Electrical Concessionaire Share		Gross Contracted A/V	A/V Concessionaire Share		Gross Contracted Internet Sales	Internet Concessionaire Share		Gross Contracted Rigging Sales	Rigging Concessionaire Share	
Stars of Oceania	38028	300	1,200	700	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Global Breadfruit Summit	38030	300	1,200	700	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Applied Superconductivity Conferen	33676	1,800	500	-	500	2,500	1,500	1,000	10,000	8,000	2,000	30,000	30,000	-	-	-	-
Universal Show Queen Pageant	38054	1,000	5,000	1,000	4,000	-	-	-	-	-	-	-	-	-	-	-	-
Schools of the Future Conference	37576	1,500	14,000	2,000	12,000	5,000	3,000	2,000	5,000	4,000	1,000	5,000	5,000	-	-	-	-
Honolulu Board Of Realtors 100th A	37842	1,000	5,000	700	4,300	1,500	900	600	5,000	4,000	1,000	500	500	-	-	-	-
Water Resilience in Hawaii	38120	200	3,000	600	2,400	-	-	-	-	-	-	-	-	-	-	-	-
United Nations World Habitat Day	38006	800	3,000	600	2,400	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-
Gay Bowl XXI Closing Reception	37200	800	3,000	600	2,400	-	-	-	-	-	-	-	-	-	-	-	-
Professional Community Day - Sessi	38173	150	1,000	-	1,000	-	-	-	500	400	100	-	-	-	-	-	-
Unspecified	00000	500	3,600	300	3,300	-	-	-	-	-	-	-	-	-	-	-	-
Na Kupuna Nights - Malio Concert	38082	400	500	500	-	-	-	-	-	-	-	-	-	-	-	-	-
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
University of Phoenix Graduation	00000	1,000	1,200	300	900	-	-	-	-	-	1,500	1,500	-	5,800	4,640	1,160	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	2,000	1,600	400	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total October</b>		<b>11,500</b>	<b>48,000</b>	<b>8,000</b>	<b>40,000</b>	<b>9,000</b>	<b>5,400</b>	<b>3,600</b>	<b>41,500</b>	<b>33,200</b>	<b>8,300</b>	<b>39,000</b>	<b>39,000</b>	<b>-</b>	<b>5,800</b>	<b>4,640</b>	<b>1,160</b>
American Medical Assn	26577	3,500	2,300	1,300	1,000	21,000	12,600	8,400	70,000	56,000	14,000	75,000	75,000	-	11,000	8,800	2,200
PBX-22	37813	2,000	7,000	800	6,200	9,000	5,400	3,600	10,000	8,000	2,000	1,200	1,200	-	-	-	-
Shawn Ray Hawaiian Classic	38023	1,000	5,000	1,000	4,000	-	-	-	-	-	-	-	-	-	-	-	-
HMSA Annual Meeting	37810	1,000	5,000	800	4,200	-	-	-	-	-	-	-	-	-	7,000	5,600	1,400
TRY Group 2022	37858	100	500	-	500	-	-	-	2,000	1,600	400	5,000	5,000	-	-	-	-
Unspecified	00000	1,000	7,200	3,300	3,900	-	-	-	500	400	100	-	-	-	-	-	-
Hawaii Food & Wine Festival	37900	500	4,800	700	4,100	-	-	-	-	-	-	-	-	-	-	-	-
Coin Show Expo	37334	1,000	3,500	900	2,600	-	-	-	-	-	-	-	-	-	-	-	-
Governor's Emergency Education R	38132	400	3,000	500	2,500	-	-	-	2,000	1,600	400	-	-	-	-	-	-
Miss Hawaii Teen USA & Miss Hawa	38104	1,000	4,000	600	3,400	-	-	-	1,500	1,200	300	-	-	-	-	-	-
Aloha Region Thanksgiving Tournar	38124	500	3,600	300	3,300	-	-	-	-	-	-	-	-	-	-	-	-
College Hoops 2022	34540	1,000	2,000	800	1,200	-	-	-	200	160	40	-	-	-	1,200	960	240
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	2,000	1,600	400	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total November</b>		<b>14,050</b>	<b>51,700</b>	<b>11,000</b>	<b>40,700</b>	<b>30,000</b>	<b>18,000</b>	<b>12,000</b>	<b>94,200</b>	<b>75,360</b>	<b>18,840</b>	<b>82,200</b>	<b>82,200</b>	<b>-</b>	<b>19,200</b>	<b>15,360</b>	<b>3,840</b>
Central Pacific Bank Holiday Party	37840	1,000	2,500	500	2,000	-	-	-	10,000	8,000	2,000	-	-	-	-	-	-
Honolulu Board Of Realtors General	37606	1,200	5,000	600	4,400	1,500	900	600	4,800	3,840	960	500	500	-	-	-	-
Honolulu Marathon Expo	21642	20,000	10,000	1,500	8,500	2,500	1,500	1,000	-	-	-	3,200	3,200	-	-	-	-
JROTC Military Ball	37335	1,000	3,000	600	2,400	-	-	-	-	-	-	-	-	-	-	-	-
College Hoops 2022	34541	1,000	2,000	800	1,200	-	-	-	200	160	40	-	-	-	1,200	960	240
MabuHI Pacific Expo & Summit	37997	10,000	24,000	4,000	20,000	800	480	320	2,000	1,600	400	500	500	-	-	-	-
Aloha Region Christmas Festival	38125	500	3,600	300	3,300	-	-	-	-	-	-	-	-	-	-	-	-
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Holiday Concert with Na Leo (HCC E	38098	500	6,000	1,000	5,000	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	2,000	1,600	400	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total December</b>		<b>36,250</b>	<b>59,900</b>	<b>9,300</b>	<b>50,600</b>	<b>4,800</b>	<b>2,880</b>	<b>1,920</b>	<b>29,000</b>	<b>23,200</b>	<b>5,800</b>	<b>6,200</b>	<b>6,200</b>	<b>-</b>	<b>1,200</b>	<b>960</b>	<b>240</b>

Event Name	Event #	Attendance	40810	40921	Net Parking	41805	41990	Net Electrical	42060	42070	Net A/V	42205	42390	Net Internet	42605	42790	Net Rigging
			Self Parking Sales	Contracted Self Parking Labor		Contracted Electrical Sales	Electrical Concessionaire Share		Gross Contracted A/V	A/V Concessionaire Share		Gross Contracted Internet Sales	Internet Concessionaire Share		Gross Contracted Rigging Sales	Rigging Concessionaire Share	
Hawaii Dental Assn	36672	3,000	13,500	2,000	11,500	30,000	18,000	12,000	12,000	9,600	2,400	4,000	4,000	-	-	-	-
The IAFOR International Conferenc	37909	180	700	-	700	-	-	-	3,200	2,560	640	-	-	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Navy Exchange Pearl Harbor Holid	38140	500	2,500	500	2,000	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Professional Community Day - Sessi	38174	150	1,000	-	1,000	-	-	-	500	400	100	-	-	-	-	-	-
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Zendes	38216	3,000	3,000	800	2,200	10,000	6,000	4,000	120,000	96,000	24,000	25,000	25,000	-	-	-	-
EssilorLuxottica-North America Sale	38122	1,500	2,000	600	1,400	10,000	6,000	4,000	100,000	80,000	20,000	20,000	20,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total January</b>		<b>9,680</b>	<b>26,500</b>	<b>3,900</b>	<b>22,600</b>	<b>50,000</b>	<b>30,000</b>	<b>20,000</b>	<b>246,700</b>	<b>197,360</b>	<b>49,340</b>	<b>50,000</b>	<b>50,000</b>	-	-	-	-
Pacific Water Conference	37603	800	15,000	1,500	13,500	12,000	7,200	4,800	3,000	2,400	600	1,200	1,200	-	-	-	-
AAU Volleyball Hawai'i Grand Prix	33417	2,500	25,000	4,000	21,000	-	-	-	400	320	80	-	-	-	-	-	-
Hawai'i State Judiciary Bar Exams	37554	250	1,800	450	1,350	-	-	-	200	160	40	-	-	-	-	-	-
HPD Promotional Exams	38154	800	3,000	500	2,500	-	-	-	-	-	-	-	-	-	-	-	-
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total February</b>		<b>6,000</b>	<b>49,600</b>	<b>6,450</b>	<b>43,150</b>	<b>12,000</b>	<b>7,200</b>	<b>4,800</b>	<b>19,600</b>	<b>15,680</b>	<b>3,920</b>	<b>3,200</b>	<b>3,200</b>	-	-	-	-
Hawaiian Island Ministries	32939	4,500	15,000	2,500	12,500	2,000	1,200	800	11,000	8,800	2,200	500	500	-	-	-	-
Varsity Spirit Championships	34358	1,677	3,000	1,200	1,800	-	-	-	-	-	-	-	-	-	-	-	-
Woman's Expo 2023	36658	8,000	19,200	3,700	15,500	800	480	320	2,000	1,600	400	500	500	-	-	-	-
Hickam FCU	37169	1,000	3,000	500	2,500	-	-	-	1,500	1,200	300	-	-	-	-	-	-
Honolulu Festival	23504	15,000	21,000	4,000	17,000	3,500	2,100	1,400	11,000	8,800	2,200	-	-	-	24,000	19,200	4,800
Spring Break Madness	36683	1,000	8,000	2,000	6,000	-	-	-	500	400	100	500	500	-	-	-	-
Conservation & Resources Enforcen	38170	50	300	-	300	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total March</b>		<b>33,027</b>	<b>73,500</b>	<b>13,900</b>	<b>59,600</b>	<b>6,300</b>	<b>3,780</b>	<b>2,520</b>	<b>48,000</b>	<b>38,400</b>	<b>9,600</b>	<b>3,500</b>	<b>3,500</b>	-	<b>24,000</b>	<b>19,200</b>	<b>4,800</b>

Event Name	Event #	Attendance	40810		40921		41805		41990		42060		42070		42205		42390		42605		42790		
			Self Parking Sales	Contracted Self Parking Labor	Net Parking	Contracted Electrical Sales	Electrical Concessionaire Share	Net Electrical	Gross Contracted A/V	Concessionaire Share	Net A/V	Gross Contracted Internet Sales	Internet Concessionaire Share	Net Internet	Gross Contracted Rigging Sales	Rigging Concessionaire Share	Net Rigging						
American Roentgen Ray Society	37648	2,500	2,000	1,500	500	3,500	2,100	1,400	60,000	48,000	12,000	105,000	105,000	-	-	-	-	-	-	-	-	-	-
Preventing Trauma, Violence	37581	700	8,400	3,100	5,300	-	-	-	11,500	9,200	2,300	-	-	-	-	-	-	-	-	-	-	-	-
Hapalua Marathon	29116	5,000	3,000	430	2,570	-	-	-	400	320	80	-	-	-	-	-	-	-	-	-	-	-	
First Hawaiian International Auto Show	32945	45,000	60,000	3,000	57,000	85,000	51,000	34,000	4,000	3,200	800	-	-	-	-	-	-	-	-	-	-	-	
Aloha Region Regionals	37225	750	5,400	1,500	3,900	-	-	-	500	400	100	500	500	-	-	-	-	-	-	-	-	-	
Professional Community Day - Sessu	38175	150	1,000	-	1,000	-	-	-	500	400	100	-	-	-	-	-	-	-	-	-	-	-	
Chopsticks and Wine	37872	1,000	8,000	900	7,100	-	-	-	3,000	2,400	600	-	-	-	-	-	-	-	-	-	-	-	
Hawai'i District Championships	38165	1,000	3,600	300	3,300	-	-	-	200	160	40	-	-	-	-	-	-	-	-	-	-	-	
Kawaii Kon	00000	4,000	9,600	1,600	8,000	800	480	320	2,000	1,600	400	500	500	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	500	-	500	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total April</b>		<b>62,700</b>	<b>108,000</b>	<b>12,330</b>	<b>95,670</b>	<b>89,300</b>	<b>53,580</b>	<b>35,720</b>	<b>106,100</b>	<b>84,880</b>	<b>21,220</b>	<b>108,000</b>	<b>108,000</b>	-	-	-	-	-	-	-	-	-	
<b>Intl Symposium on Radiopharmaceutics</b>	34986	500	1,000	900	100	-	-	-	10,000	8,000	2,000	-	-	-	-	-	-	-	-	-	-	-	
<b>Shinnyo-En Hawai'i</b>	28707	2,000	8,000	1,000	7,000	-	-	-	-	-	-	-	-	-	-	-	2,400	1,920	480	-	-	-	
<b>May Day 2023</b>	36771	1,600	5,000	800	4,200	-	-	-	-	-	-	-	-	-	-	-	15,000	12,000	3,000	-	-	-	
<b>Mothers Day Concert w/ Na Leo (Hawaii)</b>	37563	500	5,000	1,000	4,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Na Hōkū Hanohano Awards</b>	35689	1,000	4,800	300	4,500	-	-	-	-	-	-	-	-	-	-	-	5,000	4,000	1,000	-	-	-	
<b>Aloha Region Summer Volleyball</b>	37767	1,000	7,200	3,600	3,600	-	-	-	250	200	50	-	-	-	-	-	-	-	-	-	-	-	
<b>Jump Dance Convention</b>	38045	1,500	4,500	3,000	1,500	-	-	-	-	-	-	1,750	1,750	-	-	-	-	-	-	-	-	-	
Myron B. Thompson Graduation	00000	400	3,360	500	2,860	-	-	-	-	-	-	-	-	-	-	-	2,500	2,000	500	-	-	-	
Hawaii Baptist Academy Graduation	00000	2,000	2,000	500	1,500	-	-	-	-	-	-	-	-	-	-	-	2,500	2,000	500	-	-	-	
Hawaii Technology Academy	00000	150	1,280	280	1,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	400	320	80	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total May</b>		<b>12,850</b>	<b>48,640</b>	<b>11,880</b>	<b>36,760</b>	-	-	-	<b>27,250</b>	<b>21,800</b>	<b>5,450</b>	<b>2,750</b>	<b>2,750</b>	-	-	-	<b>27,800</b>	<b>22,240</b>	<b>5,560</b>	-	-	-	
<b>The Luau Volleyball</b>	37398	3,000	14,400	3,400	11,000	-	-	-	250	200	50	2,550	2,550	-	-	-	-	-	-	-	-	-	
<b>HPMG Professional Development Dinner</b>	38094	3,000	12,000	2,000	10,000	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Hawai'i Hotel &amp; Restaurant Show</b>	35828	3,500	18,000	3,000	15,000	2,500	1,500	1,000	2,500	2,000	500	2,000	2,000	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	1,000	1,000	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	1,000	-	1,000	-	-	-	5,000	4,000	1,000	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	500	-	500	-	-	-	1,000	800	200	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	500	-	500	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
<b>Total June</b>		<b>11,100</b>	<b>49,900</b>	<b>8,400</b>	<b>41,500</b>	<b>2,500</b>	<b>1,500</b>	<b>1,000</b>	<b>19,750</b>	<b>15,800</b>	<b>3,950</b>	<b>6,550</b>	<b>6,550</b>	-	-	-	-	-	-	-	-	-	
<b>Grand Total</b>		<b>353,257</b>	<b>1,007,000</b>	<b>144,100</b>	<b>862,900</b>	<b>222,000</b>	<b>133,200</b>	<b>88,800</b>	<b>762,000</b>	<b>609,600</b>	<b>152,400</b>	<b>350,000</b>	<b>350,000</b>	-	-	-	<b>383,000</b>	<b>306,400</b>	<b>76,600</b>	-	-	-	

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 EXECUTIVE DEPARTMENT  
 500

Acct#	Account Title		Budget
70005	Salaries-Exempt	See Facility Salary Detail	\$ 372,200
70006	Wages-Nonexempt	See Facility Salary Detail	\$ 43,300
70008	OT-Nonexempt	See Facility Salary Detail	\$ 1,500
70205	Bonus-Performance	See Facility Salary Detail	\$ 24,800
71005	Payroll Taxes	See Facility Salary Detail	\$ 32,300
71105	Benefits	See Facility Salary Detail	\$ 41,600
71205	401 (k)	See Facility Salary Detail	\$ 12,500
71505	Workers Compensation	See Facility Salary Detail	\$ 10,200
73060	Meetings & Conventions	IAVM (TO)	\$ -
		Hawaii Tourism & Lodging Assn (TO)	\$ 500
		Miscellaneous	\$ 500
73065	Dues & Subscriptions	Waikiki Improvement Member	\$ 1,300
		HVCB Corporate Dues	\$ 1,500
		Chamber of Commerce	\$ 1,000
		PCMA	\$ 500
		ASAE	\$ 500
		Hawaii Lodging & Tourism Association	\$ 500
		Native Hawaiian Hospitality	\$ 300
		PBN	\$ 300
		IAAM	\$ 500
		IAVM	\$ 500
		MPI	\$ 400
		PATA	\$ 300
		SHRM Federal and State	\$ 300
		Venue Management	\$ 200
		AMEX (2)	\$ 200
		Other Trade Publications/Journals	\$ 100
73295	Employee Training	Employee Training-Continuing Education, Speakers, Training	\$ 5,000
		Litmos On-line Training (ASM)	\$ 3,900
73905	Miscellaneous G & A	Other Miscellaneous Expense	\$ 200
90090	FF & E Expense		\$ 400
	500	JULY 1, 2022 TO JUNE 30, 2023	\$ 557,300

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 EXECUTIVE DEPARTMENT  
 500

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
70005	Salaries-Exempt	\$ 372,200	251,856	120,344	47.8%	323,300	48,900	15.1%	292,582	79,618	27.2%	180,864	191,336	105.8%
70006	Wages-Nonexempt	\$ 43,300	41,570	1,730	4.2%	42,900	400	0.9%	11,324	31,976	282.4%	39,458	3,842	9.7%
70008	OT-Nonexempt	\$ 1,500	4,824	(3,324)	-68.9%	-	1,500	-	6	1,494	24900.0%	15	1,485	9900.0%
70205	Bonus-Performance	\$ 24,800	-	24,800	-	-	24,800	-	(2,647)	27,447	-1036.9%	26,369	(1,569)	-6.0%
71005	Payroll Taxes	\$ 32,300	27,260	5,040	18.5%	29,600	2,700	9.1%	22,274	10,026	45.0%	17,034	15,266	89.6%
71105	Benefits	\$ 41,600	20,554	21,046	102.4%	42,100	(500)	-1.2%	29,061	12,539	43.1%	36,884	4,716	12.8%
71205	401 (k)	\$ 12,500	11,356	1,144	10.1%	11,000	1,500	13.6%	14,044	(1,544)	-11.0%	12,216	284	2.3%
71505	Workers Compensation	\$ 10,200	4,610	5,590	121.3%	9,000	1,200	13.3%	4,805	5,395	112.3%	1,664	8,536	513.0%
71705	Vacation Expense	\$ -	13,548	(13,548)	-100.0%	-	-	-	22,096	(22,096)	-100.0%	19,056	(19,056)	-100.0%
73055	Meals & Entertainment	\$ -	-	-	-	-	-	-	-	-	-	2,948	(2,948)	-100.0%
73060	Meetings & Conventions	\$ 1,000	1,000	-	-	2,000	(1,000)	-50.0%	1,356	(356)	-26.3%	15,377	(14,377)	-93.5%
73065	Dues & Subscriptions	\$ 8,400	8,400	-	-	8,400	-	-	5,208	3,192	61.3%	7,517	883	11.7%
73295	Employee Training	\$ 8,900	2,992	5,908	197.5%	5,000	3,900	78.0%	177	8,723	4928.2%	3,238	5,662	174.9%
73905	Miscellaneous G & A	\$ 200	100	100	100.0%	200	-	-	-	200	-	-	200	-
76145/6	COVID Expenses	\$ -	-	-	-	-	-	-	38	(38)	-100.0%	-	-	-
76140	Uniforms	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
90090	FF & E Expense	\$ 400	730	(330)	-45.2%	400	-	-	-	400	-	-	400	-
	Total	\$ 557,300	\$ 388,800	\$ 168,500	43.3%	\$ 473,900	\$ 83,400	17.6%	\$ 400,324	\$ 156,976	39.2%	\$ 362,640	\$ 194,660	53.7%

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 FINANCE DEPARTMENT  
 505

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries-Exempt	See Facility Salary Detail \$ 189,100	\$ 189,100
70205	Bonus-Performance	See Facility Salary Detail \$ 7,700	\$ 7,700
71005	Payroll Taxes	See Facility Salary Detail \$ 16,500	\$ 16,500
71105	Benefits	See Facility Salary Detail \$ 18,900	\$ 18,900
71205	401 (k)	See Facility Salary Detail \$ 5,700	\$ 5,700
71505	Workers Compensation	See Facility Salary Detail \$ 4,700	\$ 4,700
73050	Payroll Fees	ADP Payroll @ \$800/mo \$ 9,600 ADP Unemployment Cost Management \$1,000/yr \$ 1,200 ABIMM Timeclocks @ \$375/mo \$ 4,500 Affordable Care Act @ \$350/mo \$ 4,500 Workday \$ 25,800	\$ 45,600
73065	Dues & Subscriptions	CPA (NL) \$ 300 AMEX \$ 100	\$ 400
90090	FF & E Expense	\$ 400	\$ 400
505		JULY 1, 2022 TO JUNE 30, 2023	\$ 289,000

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 FINANCE DEPARTMENT  
 505

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Rerecast	More / (Less)	Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
70005	Salaries-Exempt	\$ 189,100	192,277	(3,177)	-1.7%	181,800	7,300	4.0%	191,318	(2,218)	-1.2%	187,198	1,902	1.0%
70006	Wages-Nonexempt	\$ -	(2,390)	2,390	-100.0%	-	-	-	15,658	(15,658)	-100.0%	72,167	(72,167)	-100.0%
70008	OT-Nonexempt	\$ -	-	-	-	-	-	-	119	(119)	-100.0%	672	(672)	-100.0%
70205	Bonus-Performance	\$ 7,700	-	7,700	-	-	7,700	-	-	7,700	-	18,559	(10,859)	-58.5%
71005	Payroll Taxes	\$ 16,500	15,421	1,079	7.0%	16,300	200	1.2%	13,557	2,943	21.7%	21,087	(4,587)	-21.8%
71105	Benefits	\$ 18,900	16,762	2,138	12.8%	30,900	(12,000)	-38.8%	26,759	(7,859)	-29.4%	42,523	(23,623)	-55.6%
71205	401 (k)	\$ 5,700	5,613	87	1.5%	5,500	200	3.6%	6,905	(1,205)	-17.5%	8,092	(2,392)	-29.6%
71505	Workers Compensation	\$ 4,700	3,502	1,198	34.2%	4,500	200	4.4%	4,419	281	6.4%	2,656	2,044	77.0%
71705	Vacation Expense	\$ -	13,797	(13,797)	-100.0%	-	-	-	22,050	(22,050)	-100.0%	20,417	(20,417)	-100.0%
72410	Armored Car Service	\$ -	308	(308)	-100.0%	-	-	-	84	(84)	-100.0%	813	(813)	-100.0%
72905	Other Contracted Services	\$ -	-	-	-	-	-	-	1,362	(1,362)	-100.0%	6,197	(6,197)	-100.0%
73050	Payroll Fees	\$ 45,600	14,708	30,892	210.0%	19,300	26,300	136.3%	15,728	29,872	189.9%	14,221	31,379	220.7%
73060	Meetings & Conventions	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73065	Dues & Subscriptions	\$ 400	400	-	-	400	-	-	-	400	-	206	194	94.2%
73295	Employee Training	\$ -	-	-	-	-	-	-	-	-	-	23	(23)	-100.0%
73905	Miscellaneous G & A	\$ -	-	-	-	-	-	-	-	-	-	16	(16)	-100.0%
76140	Uniforms	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
79020	Expenses Prior to AEG Contract	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
90090	FF & E Expense	\$ 400	402	(2)	-0.5%	400	-	-	-	400	-	993	(593)	-59.7%
	Total	\$ 289,000	\$ 260,800	\$ 28,200	10.8%	\$ 259,100	\$ 29,900	11.5%	\$ 297,959	\$ (8,959)	-3.0%	\$ 395,840	\$ (106,840)	-27.0%

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries-Exempt	See Facility Salary Detail	\$ 389,900
70025	Janitorial-Exempt	See Facility Salary Detail	\$ 108,400
70026	Janitorial-Nonexempt	See Facility Salary Detail	\$ 320,800
70027	Janitorial-Overtime	See Facility Salary Detail	\$ 5,200
70035	Maintenance-Exempt	See Facility Salary Detail	\$ 171,600
70036	Maintenance-Nonexempt	See Facility Salary Detail	\$ 400,900
70037	Maintenance-OT	See Facility Salary Detail	\$ 3,600
70050	Landscaping-Exempt	See Facility Salary Detail	\$ 58,000
70051	Landscaping-Nonexempt	See Facility Salary Detail	\$ 157,300
70080	Security-Exempt	See Facility Salary Detail	\$ 385,400
70081	Security-Nonexempt	See Facility Salary Detail	\$ 780,300
		See Facility Salary Detail - Event Security OC	\$ 123,700
70091	IT/Telcom-Exempt	See Facility Salary Detail	\$ 194,500
70205	Bonus-Performance	See Facility Salary Detail	\$ 35,300
71005	Payroll Taxes	See Facility Salary Detail	\$ 278,900
71105	Benefits	See Facility Salary Detail	\$ 580,300
71205	401 (k)	See Facility Salary Detail	\$ 46,100
71505	Workers Compensation	See Facility Salary Detail	\$ 76,000
		Reserve for WC Claims (3) Prior to ASM, \$11k/month	\$ 132,000
72005	Contracted Security	Contracted Security Labor for Events	\$ 169,300
72025	Contracted Cleaning Labor-Event	Contracted Cleaning Labor for Events	\$ 607,500
72026	Contracted Cleaning Labor-HCC	Contracted Labor Cleaning for Special Projects-Bldg	\$ 27,300
72027	Contracted Bldg Cleaning Svc	Glass Cleaning, HBM (3x yr)	\$ 17,000
		Lobby Steel Tree Cleaning & Interior Glass, HBM annually	\$ 17,000
		Pressure Wash, HBM selective exterior areas	\$ 6,000
72905	Other Contracted Services	Contracted Parking Labor for Events	\$ 144,100
		Pest Control Services (\$1,100/mo)	\$ 13,200
		Other pest services (ferel animal trapping)	\$ 1,000
		Envision Mitel Phone Switch (main phone system)	\$ 2,000
		Utility Bill Management, Cass @ \$50/mo + \$4.50 processing	\$ 700
		ASM Allocation for Services (IT, Payroll, Encore)	\$ 131,200



HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
73060	Meetings & Conventions	IAVM (MT & MFK) \$ 4,000 Landscaping Industry Council of HI Conference (MI) \$ 200	\$ 4,200
73065	Dues & Subscriptions	Intl Assn of Venue Mgrs-June (MT & MFK) \$ 1,000 HI Hotel Visitor Industry Security Assn-Dec (MF) \$ 150 Landscape Industry Council of HI - Jan (MI) \$ 50 Natl Assn Landscape Prof PLANET - Dec (MI), e/o yr \$ 200 HLTA - Housekeeping Council - (IV, CL) \$ 150 HLTA - Engineering Council (GC) \$ 150 Electrician's License, (MD, JB), e/3rd yr \$ 612 Miscellaneous \$ 188	\$ 2,500
73275	Computer Expense	Network Cabling, Jacks, Switches \$ 1,000 Battery Back-ups \$ 2,000 Network Switches \$ 2,000 New computers; end of life replacement \$ 10,000 Liftnet Upgrade - new server \$ 2,000 Reader Board Repairs \$ 1,000 Miscellaneous \$ 2,000	\$ 20,000
73295	Employee Training	Forklift, Boomlift, Scissors Lift \$ - --Fork lift, 10 pax @ \$157.50 \$ 1,600 --Scissors lift, 15 pax @ \$247.50 \$ 3,720 --Boom Lift, 15 pax @ \$247.50 \$ 3,750 Reachmaster Lift FS121, \$1500/session, 7 pax \$ 1,500 Fall Protection - Competent User, 4 pax \$ 4,200 Building Operator Certification, Engin 1 pax \$ 1,600 Refrigeration Training, Engin 1 pax \$ 1,500 Fall Protection - End User, 16 pax \$ 2,730 Respirator Fit Test/Medical - 1 pax \$ 200 CPR, First Aid, AED, \$35/pax, 5 pax \$ 200 Security - Active Shooter Training \$ 1,000	\$ 22,000
73905	Miscellaneous G & A	Miscellaneous @ \$150 mthly \$ 1,200 Business Center - retail product inventory \$ 1,500	\$ 2,700
74005	Trash Removal-Green Waste	Trash Removal-Green Waste@ \$333 mthly \$ 4,000	\$ 4,000
74010	Trash Removal	Trash Removal @ \$5,000 mthly \$ 60,000	\$ 60,000
74030	Water Feature	Water Feature Supplies @ \$250 mthly \$ 3,000	\$ 3,000

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
74035	Landscaping	Coconut Tree Trimming-3x/yr Mar, July, Oct \$ 9,900 Other Tree Trimming \$ 16,000 Removal plumeria trees - I-level \$ 10,000 Plant Rotation \$ 3,000 Landscaping equipment repairs, \$250/mo \$ 3,000	\$ 41,900
74055	Equipment Rental	Parking Ticket Dispenser, \$550/mo \$ 6,600 Miscellaenous \$ 1,000	\$ 7,600
74105	Vehicle Maintenance	Vehicle Maintenance \$ 2,400	\$ 2,400
75005	Gen Bldg Repairs & Maintenance	General Building Repairs @ \$8,000/mo \$ 90,000 Fire Alarm Maintenance & Testing \$ 72,000 Fire Alam System Repairs \$ 25,000 Fire Extinguisher Testing, annually \$ 4,500 Fire Sprinkler Pump Inspection, annually \$ 2,000 Fire Sprinkler IT Server Room Halon, annually \$ 600 Wet Sprinkler Testing, annual \$ 1,600 LEED - Air Quality Test, annual \$ 5,000 Generator maintenance; 2x year \$ 8,500 Main Air Compressor maintenance, annual \$ 3,000 Boiler maintenance, quarterly \$430/qtr \$ 1,700	\$ 213,900
75065	Telecom Equipment and Supplies	Equipment replacement \$ 5,000 Telephone Repars and Supplies \$ 2,000	\$ 7,000
75070	Elevator Escalator	Elevator/Escalator Maintenance @ \$25,715/mo; \$26,744/mo \$ 314,800 Repairs @ \$5,000/mo \$ 60,000 Wheelchair lift, #320, PM and repairs, annual \$ 1,000 Liftnet Upgrade - TKE labor, \$5500 \$ 5,500 TKE expense to assist with State Internal Audit \$ 67,000 Inspection Fees - St of HI, annual \$ 4,900	\$ 453,200
75095	HVAC Systems	York International HVAC @ \$5,754/mo \$ 70,800 Repairs @ \$4,000/mo \$ 48,000 Replacement Parts @ \$2,500/mo \$ 30,000	\$ 148,800
75100	Machinery & Equipment	Machinery & Equipment Repair, \$2,000/mo \$ 24,000 Hskp Ride-on Machine maintenance, annual \$ 500 Reachmaster Inspection \$ 5,000 Reachmaster Repair \$ 15,000	\$ 44,500

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
75105	Maintenance Agreements	Question Pro, survey, annual \$ 12,000 Postage \$ 700 Firewall-software/maintenance (PaloAlto) \$ 2,500 Abila Cloud License \$ 8,200 MIP Accounting License \$ 6,700 Microix Accounting License \$ 2,100 USI Software License (Ungerboeck) - License, Hosting, Maint \$ 32,000 Blade Server, Smart Array, Blade Server-MA,hardware support \$ 2,000 Reader Board License (4 Winds) \$ 11,000 Engineering Maint Tracking software (Altum) \$ 5,100 Microsoft License (ASM) @\$625/user \$ 43,800 Go To Meeting \$ 1,500 RFP Software \$ 5,000 AutoCAD \$ 500 Nitro PDF \$ 700 Floorplan Program License (Sketch-up) \$ 1,700 Security Camera/Access Control maintenance, \$5,000/mo \$ 60,000 Upgrade to Cloud: USI cost \$ 6,000 Upgrade to Cloud: 4 Winds cost \$ 30,000 House Sound (HI Sound System) \$ 1,500	\$ 233,000
76005	General Building Supplies	General Building @ \$2,000 mthly \$ 24,000 Trash Can Covers \$ 2,500 Restroom Caddies \$ 4,000	\$ 30,500
76030	Bulbs & Lamps	Bulbs & Lamps @ \$2,400 mthly \$ 28,800	\$ 28,800
76040	Electrical	Electrical @ \$1,800 mthly \$ 21,600	\$ 21,600
76045	Fuel Propane	Fuel Propane @ \$400 mthly \$ 4,800	\$ 4,800
76065	Plumbing	Plumbing @ \$2,600 mthly \$ 31,200 Large diameter pipe replacement @ \$333/mo \$ 4,000 Water valve replacement @ \$500/mo \$ 6,000	\$ 41,200
76070	Building Chemicals	Chemicals @ \$1,500 mthly \$ 18,000	\$ 18,000
76075	Small Tools	Small Tools @ \$50 mthly \$ 600	\$ 600
76080	First Aid	First Aid @ \$50 mthly \$ 600 AED replacements; pads, batteries \$ 300	\$ 900
76090	HVAC Supplies	HVAC Filters @ \$200 mthly \$ 2,400 MERV 13 filters \$ 27,800 MERV 15 bag \$ 36,100 TRISORB filters \$ 43,500	\$ 109,800

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
76110	Paint	Paint @ \$300 mthly \$ 3,600	\$ 3,600
76115	Janitorial Supplies	Janitorial @ \$7,900 mthly \$ 94,800	\$ 94,800
76140	Uniforms	Replacement @ \$450 mthly \$ 5,400	\$ 5,400
76150	Security	Security @ \$400 mthly \$ 4,800	\$ 4,800
76155	Signage	Signage @ \$750 mthly \$ 9,000	\$ 9,000
76160	Landscaping Supplies	Landscaping Supplies, \$825 mthly \$ 9,900	\$ 9,900
76165	Parking Supplies	Parking Supplies @ \$200 mthly \$ 2,400 Parking Tickets \$ 2,600	\$ 5,000
81025	Allocated Janitorial-Event	\$ (130,400)	\$ (130,400)
81035	Allocated Maintenance-Event	\$ (74,900)	\$ (74,900)
81080	Allocated Security-Event	\$ (233,100)	\$ (233,100)
81082	Allocated Security-Event OC	\$ (123,700)	\$ (123,700)
81090	Allocated IT/Telcom-Event	\$ (9,700)	\$ (9,700)
81405	Allocated Contract Svc Janitorial	\$ (607,500)	\$ (607,500)
81605	Allocated Contract Security	\$ (169,300)	\$ (169,300)
90090	FF & E Expense	\$ 8,000	\$ 8,000
510		JULY 1, 2022 TO JUNE 30, 2023	\$ 5,703,300

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
70005	Salaries-Exempt	\$ 389,900	182,251	207,649	113.9%	272,000	117,900	43.3%	186,667	203,233	108.9%	180,104	209,796	116.5%
70006	Wages-Nonexempt	\$ -	-	-	-	-	-	-	-	-	-	31,970	(31,970)	-100.0%
70008	OT-Nonexempt	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
70025	Janitorial-Exempt	\$ 108,400	97,523	10,877	11.2%	100,200	8,200	8.2%	50,912	57,488	112.9%	45,848	62,552	136.4%
70026	Janitorial-Nonexempt	\$ 320,800	193,966	126,834	65.4%	228,000	92,800	40.7%	208,440	112,360	53.9%	193,374	127,426	65.9%
70027	Janitorial-Overtime	\$ 5,200	2,332	2,868	123.0%	3,700	1,500	40.5%	2,741	2,459	89.7%	3,522	1,678	47.6%
70035	Maintenance-Exempt	\$ 171,600	162,135	9,465	5.8%	165,000	6,600	4.0%	147,157	24,443	16.6%	147,797	23,803	16.1%
70036	Maintenance-Nonexempt	\$ 400,900	295,118	105,782	35.8%	394,800	6,100	1.5%	283,519	117,381	41.4%	545,274	(144,374)	-26.5%
70037	Maintenance-OT	\$ 3,600	1,460	2,140	146.6%	3,600	-	-	760	2,840	373.7%	9,715	(6,115)	-62.9%
70050	Landscaping-Exempt	\$ 58,000	50,668	7,332	14.5%	51,700	6,300	12.2%	49,627	8,373	16.9%	49,923	8,077	16.2%
70051	Landscaping-Nonexempt	\$ 157,300	59,336	97,964	165.1%	102,800	54,500	53.0%	45,882	111,418	242.8%	91,322	65,978	72.2%
70052	Landscaping-OT	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
70080	Security-Exempt	\$ 385,400	350,154	35,246	10.1%	370,600	14,800	4.0%	350,039	35,361	10.1%	331,850	53,550	16.1%
70081	Security-Nonexempt	\$ 904,000	551,784	352,216	63.8%	795,010	108,990	13.7%	625,541	278,459	44.5%	606,661	297,339	49.0%
70082	Security-OT	\$ -	47,332	(47,332)	-100.0%	-	-	-	9,126	(9,126)	-100.0%	16,106	(16,106)	-100.0%
70091	IT/Telcom-Exempt	\$ 194,500	185,805	8,695	4.7%	187,000	7,500	4.0%	183,852	10,648	5.8%	181,512	12,988	7.2%
70092	IT/Telcom-Nonexempt	\$ -	-	-	-	-	-	-	-	-	-	3,686	(3,686)	-100.0%
70093	IT/Telcom-OT	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
70205	Bonus-Performance	\$ 35,300	-	35,300	-	-	35,300	-	(1)	35,301	-3530100.0%	58,769	(23,469)	-39.9%
71005	Payroll Taxes	\$ 278,900	207,231	71,669	34.6%	262,000	16,900	6.5%	178,188	100,712	56.5%	213,517	65,383	30.6%
71105	Benefits	\$ 580,300	415,555	164,745	39.6%	563,700	16,600	2.9%	413,921	166,379	40.2%	465,791	114,509	24.6%
71205	401 (k)	\$ 46,100	41,824	4,276	10.2%	39,800	6,300	15.8%	40,638	5,462	13.4%	36,200	9,900	27.3%
71505	Workers Compensation	\$ 208,000	187,934	20,066	10.7%	140,600	67,400	47.9%	179,418	28,582	15.9%	88,540	119,460	134.9%
71705	Vacation Expense	\$ -	93,104	(93,104)	-100.0%	-	-	-	140,913	(140,913)	-100.0%	143,019	(143,019)	-100.0%
72005	Contracted Security	\$ 169,300	374,632	(205,332)	-54.8%	59,600	109,700	184.1%	33,268	136,032	408.9%	142,941	26,359	18.4%
72025	Contracted Cleaning Labor-Event	\$ 607,500	376,851	230,649	61.2%	194,000	413,500	213.1%	110,631	496,869	449.1%	542,791	64,709	11.9%
72026	Contracted Cleaning Labor-HCC	\$ 27,300	7,894	19,406	245.8%	33,000	(5,700)	-17.3%	10,794	16,506	152.9%	37,210	(9,910)	-26.6%
72027	Contracted Bldg Cleaning Svc	\$ 40,000	22,100	17,900	81.0%	34,700	5,300	15.3%	8,280	31,720	383.1%	16,024	23,976	149.6%
72205	Contracted Landscaping	\$ -	9,257	(9,257)	-100.0%	-	-	-	-	-	-	-	-	-
72905	Other Contracted Services	\$ 299,100	213,589	85,511	40.0%	826,700	(527,600)	-63.8%	233,844	65,256	27.9%	288,948	10,152	3.5%
73045	Mileage	\$ -	-	-	-	-	-	-	-	-	-	67	(67)	-100.0%
73055	Meals & Entertainment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73060	Meetings & Conventions	\$ 4,200	-	4,200	-	300	3,900	1300.0%	223	3,977	1783.4%	5,001	(801)	-16.0%
73065	Dues & Subscriptions	\$ 2,500	1,476	1,024	69.4%	1,800	700	38.9%	1,523	977	64.1%	864	1,636	189.4%
73230	Licenses & Fees	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73275	Computer Expense	\$ 20,000	1,993	18,007	903.5%	12,000	8,000	66.7%	6,075	13,925	229.2%	5,709	14,291	250.3%
73295	Employee Training	\$ 22,000	2,707	19,293	712.7%	6,000	16,000	266.7%	10,987	11,013	100.2%	5,962	16,038	269.0%
73905	Miscellaneous G & A	\$ 2,700	500	2,200	440.0%	1,700	1,000	58.8%	40	2,660	6650.0%	305	2,395	785.2%
74005	Trash Removal-Green Waste	\$ 4,000	4,130	(130)	-3.1%	3,600	400	11.1%	3,298	702	21.3%	8,210	(4,210)	-51.3%
74010	Trash Removal	\$ 60,000	54,412	5,588	10.3%	60,000	-	-	64,954	(4,954)	-7.6%	67,849	(7,849)	-11.6%
74030	Water Feature	\$ 3,000	1,977	1,023	51.7%	3,000	-	-	3,730	(730)	-19.6%	2,627	373	14.2%
74035	Landscaping	\$ 41,900	30,880	11,020	35.7%	32,900	9,000	27.4%	27,745	14,155	51.0%	4,729	37,171	786.0%
74055	Equipment Rental	\$ 7,600	500	7,100	1420.0%	6,000	1,600	26.7%	-	7,600	-	524	7,076	1350.4%
74060	Small Equipment	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
74105	Vehicle Maintenance	\$ 2,400	4,166	(1,766)	-42.4%	2,400	-	-	452	1,948	431.0%	186	2,214	1190.3%
74905	Miscellaneous Operating Exp	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
75005	Gen Bldg Repairs & Maintenance	\$ 213,900	185,862	28,038	15.1%	185,900	28,000	15.1%	149,291	64,609	43.3%	115,412	98,488	85.3%
75065	Telcom Equipment and Supplies	\$ 7,000	3,415	3,585	105.0%	5,500	1,500	27.3%	1,998	5,002	250.4%	3,225	3,775	117.1%
75070	Elevator Escalator	\$ 453,200	377,527	75,673	20.0%	378,100	75,100	19.9%	226,001	227,199	100.5%	320,087	133,113	41.6%
75095	HVAC Systems	\$ 148,800	170,045	(21,245)	-12.5%	127,800	21,000	16.4%	75,674	73,126	96.6%	87,612	61,188	69.8%
75100	Machinery & Equipment	\$ 44,500	6,936	37,564	541.6%	32,000	12,500	39.1%	27,652	16,848	60.9%	25,962	18,538	71.4%
75105	Maintenance Agreements	\$ 233,000	123,611	109,389	88.5%	119,100	113,900	95.6%	96,213	136,787	142.2%	86,018	146,982	170.9%
76005	General Building Supplies	\$ 30,500	23,212	7,288	31.4%	24,000	6,500	27.1%	7,927	22,573	284.8%	41,789	(11,289)	-27.0%
76030	Bulbs & Lamps	\$ 28,800	20,336	8,464	41.6%	28,800	-	-	8,703	20,097	230.9%	12,987	15,813	121.8%
76040	Electrical	\$ 21,600	13,426	8,174	60.9%	14,400	7,200	50.0%	1,978	19,622	992.0%	5,427	16,173	298.0%
76045	Fuel Propane	\$ 4,800	4,210	590	14.0%	4,800	-	-	6,762	(1,962)	-29.0%	10,425	(5,625)	-54.0%
76145/6	COVID Expenses	\$ -	11,873	(11,873)	-100.0%	10,000	(10,000)	-100.0%	41,003	(41,003)	-100.0%	-	-	-
76065	Plumbing	\$ 41,200	33,536	7,664	22.9%	31,200	10,000	32.1%	13,306	27,894	209.6%	16,111	25,089	155.7%
76070	Building Chemicals	\$ 18,000	12,072	5,928	49.1%	13,200	4,800	36.4%	14,055	3,945	28.1%	11,984	6,016	50.2%
76075	Small Tools	\$ 600	506	94	18.6%	600	-	-	745	(145)	-19.5%	119	481	404.2%
76080	First Aid	\$ 900	614	286	46.6%	900	-	-	369	531	143.9%	1,493	(593)	-39.7%
76090	HVAC Supplies	\$ 109,800	18,000	91,800	510.0%	39,000	70,800	181.5%	45,600	64,200	140.8%	19,612	90,188	459.9%
76110	Paint	\$ 3,600	1,380	2,220	160.9%	3,600	-	-	(172)	3,772	-2193.0%	2,815	785	27.9%

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OPERATIONS DEPARTMENT  
 510

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
76115	Janitorial Supplies	\$ 94,800	48,875	45,925	94.0%	84,000	10,800	12.9%	52,985	41,815	78.9%	66,367	28,433	42.8%
76120	Janitorial Chemicals	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
76135	Laundry	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
76140	Uniforms	\$ 5,400	2,576	2,824	109.6%	9,800	(4,400)	-44.9%	1,808	3,592	198.7%	11,637	(6,237)	-53.6%
76150	Security	\$ 4,800	4,815	(15)	-0.3%	4,800	-	-	2,500	2,300	92.0%	3,702	1,098	29.7%
76155	Signage	\$ 9,000	3,000	6,000	200.0%	9,000	-	-	-	9,000	-	9,349	(349)	-3.7%
76160	Landscaping Supplies	\$ 9,900	7,197	2,703	37.6%	8,400	1,500	17.9%	1,968	7,932	403.0%	11,207	(1,307)	-11.7%
76165	Parking Supplies	\$ 5,000	3,031	1,969	65.0%	5,000	-	-	2,856	2,144	75.1%	3,254	1,746	53.7%
79020	Expenses Prior to AEG Contract	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
79905	Miscellaneous Expenses	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
81025	Allocated Janitorial-Event	\$ (130,400)	(120,928)	(9,472)	7.8%	(232,000)	101,600	-43.8%	(180,391)	49,991	-27.7%	(80,020)	(50,380)	63.0%
81030	Allocated Electricians-Event	\$ -	-	-	-	-	-	-	(25,256)	25,256	-100.0%	(23,347)	23,347	-100.0%
81035	Allocated Maintenance-Event	\$ (74,900)	(83,219)	8,319	-10.0%	(171,300)	96,400	-56.3%	(42,948)	(31,952)	74.4%	(33,206)	(41,694)	125.6%
81040	Allocated Trash Removal	\$ -	(12,825)	12,825	-100.0%	-	-	-	(3,150)	3,150	-100.0%	(12,150)	12,150	-100.0%
81080	Allocated Security-Event	\$ (233,100)	(378,885)	145,785	-38.5%	(942,100)	709,000	-75.3%	(1,039,358)	806,258	-77.6%	(327,187)	94,087	-28.8%
81082	Allocated Security-Event OC	\$ (123,700)	(65,869)	(57,831)	87.8%	(112,310)	(11,390)	10.1%	(76,195)	(47,505)	62.3%	(102,052)	(21,648)	21.2%
81090	Allocated IT/Telcom-Event	\$ (9,700)	(19,608)	9,908	-50.5%	(59,800)	50,100	-83.8%	(169,700)	160,000	-94.3%	(461)	(9,239)	2004.1%
81190	Allocated Contract Police/Fire/First Aid	\$ (6,900)	(6,734)	(166)	2.5%	-	(6,900)	-	(2,732)	(4,168)	152.6%	(23,403)	16,503	-70.5%
81195	Allocated Contracted Parking	\$ -	-	-	-	-	-	-	(24,144)	24,144	-100.0%	(119,533)	119,533	-100.0%
81405	Allocated Contract Svc Janitorial	\$ (607,500)	(379,939)	(227,561)	59.9%	(194,000)	(413,500)	213.1%	(109,420)	(498,080)	455.2%	(524,078)	(83,422)	15.9%
81505	Allocated Insurance	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
81605	Allocated Contract Security	\$ (169,300)	(178,485)	9,185	-5.1%	(59,600)	(109,700)	184.1%	(25,073)	(144,227)	575.2%	(134,629)	(34,671)	25.8%
81905	Allocated Other Expenses	\$ -	(176,325)	176,325	-100.0%	(626,400)	626,400	-100.0%	(66,486)	66,486	-100.0%	-	-	-
90090	FF & E Expense	\$ 8,000	6,986	1,014	14.5%	8,000	-	-	1,174	6,826	581.4%	17,127	(9,127)	-53.3%
<b>Total</b>		<b>\$ 5,703,300</b>	<b>\$ 3,892,800</b>	<b>\$ 1,810,500</b>	<b>46.5%</b>	<b>\$ 3,708,600</b>	<b>\$ 1,994,700</b>	<b>53.8%</b>	<b>\$ 2,628,727</b>	<b>\$ 3,074,573</b>	<b>117.0%</b>	<b>\$ 4,078,102</b>	<b>\$ 1,625,198</b>	<b>39.9%</b>

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 EVENT MANAGEMENT DEPARTMENT  
 520

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries-Exempt	See Facility Salary Detail	\$ 399,000
70006	Wages-Nonexempt	See Facility Salary Detail	\$ 51,900
70008	OT-Nonexempt	See Facility Salary Detail	\$ 1,800
70085	Facility-Exempt	See Facility Salary Detail	\$ 62,400
70086	Facility-Nonexempt	See Facility Salary Detail	\$ 172,000
70087	Facility-OT	See Facility Salary Detail	\$ 3,000
70205	Bonus-Performance	See Facility Salary Detail	\$ 14,600
71005	Payroll Taxes	See Facility Salary Detail	\$ 61,900
71105	Benefits	See Facility Salary Detail	\$ 130,200
71205	401 (k)	See Facility Salary Detail	\$ 16,400
71505	Workers Compensation	See Facility Salary Detail	\$ 16,900
72405	Contracted Facility Set-Up	Contracted Set-Up Labor for Events	\$ 577,400
72905	Other Contracted Services	Contracted Event First Aid for Events	\$ 58,100
		Contracted Labor - Projects	\$ 2,000
73060	Meetings & Conventions	IAVM (SP)	\$ 2,000
73065	Dues & Subscriptions	PCMA (SP)	\$ 500
		IAVM (SP)	\$ 500
73105	Printing & Stationary	Miscellaneous Event Related	\$ 200
73905	Miscellaneous G & A	Client Mahalo (Leis, Flowers, Cookies, etc.) @ \$350/mo	\$ 4,200
74055	Equipment Rental	Event Related Equipment Rental	\$ 500
		Linen Rental	\$ 5,000
76015	Gen Building Supplies Facility	Water Bottles, 40 bottles/wk	\$ 12,200
		Boothline Tape	\$ 1,000
		Cone Cups	\$ 1,000
		Misc Event Related	\$ 7,000
76135	Laundry	Laundry Cleaning: Table Skirts/Linen	\$ 50,000
76140	Uniforms	HCC Uniforms	\$ 500
81085	Allocated Facility-Event		\$ (172,500)
81190	Allocated Contract Police/Fire/First Aid		\$ (58,100)
81305	Allocated Contract Svc Facilities		\$ (577,400)
90090	FF & E Expense		\$ 1,000
	520	JULY 1, 2022 TO JUNE 30, 2023	\$ 845,200

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 EVENT MANAGEMENT DEPARTMENT  
 520

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage	
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)	
70005	Salaries-Exempt	\$ 399,000	257,411	141,589	55.0%	269,700	129,300	47.9%	181,787	217,213	119.5%	433,218	(34,218)	-7.9%	
70006	Wages-Nonexempt	\$ 51,900	27,132	24,768	91.3%	-	51,900	-	14,482	37,418	258.4%	28,815	23,085	80.1%	
70008	OT-Nonexempt	\$ 1,800	396	1,404	354.5%	-	1,800	-	1,764	36	2.0%	973	827	85.0%	
70085	Facility-Exempt	\$ 62,400	58,272	4,128	7.1%	60,000	2,400	4.0%	51,673	10,727	20.8%	31,115	31,285	100.5%	
70086	Facility-Nonexempt	\$ 172,000	43,456	128,544	295.8%	116,100	55,900	48.1%	65,002	106,998	164.6%	137,568	34,432	25.0%	
70087	Facility-OT	\$ 3,000	4,064	(1,064)	-26.2%	-	3,000	-	1,867	1,133	60.7%	19,298	(16,298)	-84.5%	
70205	Bonus-Performance	\$ 14,600	-	14,600	-	-	14,600	-	(3,382)	17,982	-531.7%	24,067	(9,467)	-39.3%	
71005	Payroll Taxes	\$ 61,900	33,749	28,151	83.4%	41,900	20,000	47.7%	25,566	36,334	142.1%	54,763	7,137	13.0%	
71105	Benefits	\$ 130,200	88,174	42,026	47.7%	112,800	17,400	15.4%	78,327	51,873	66.2%	96,459	33,741	35.0%	
71205	401 (k)	\$ 16,400	10,904	5,496	50.4%	12,400	4,000	32.3%	8,846	7,554	85.4%	14,810	1,590	10.7%	
71505	Workers Compensation	\$ 16,900	10,236	6,664	65.1%	11,000	5,900	53.6%	11,437	5,463	47.8%	7,593	9,307	122.6%	
71705	Vacation Expense	\$ -	15,775	(15,775)	-100.0%	-	-	-	22,029	(22,029)	-100.0%	34,166	(34,166)	-100.0%	
72405	Contracted Facility Set-Up	\$ 577,400	201,349	376,051	186.8%	426,691	150,709	35.3%	128,880	448,520	348.0%	562,344	15,056	2.7%	
72905	Other Contracted Services	\$ 60,100	33,103	26,997	81.6%	20,000	40,100	200.5%	25,824	34,276	132.7%	89,638	(29,538)	-33.0%	
73055	Meals & Entertainment	\$ -	-	-	-	-	-	-	-	-	-	64	(64)	-100.0%	
73060	Meetings & Conventions	\$ 2,000	500	1,500	300.0%	500	1,500	300.0%	-	2,000	-	-	2,000	-	
73065	Dues & Subscriptions	\$ 1,000	1,000	-	-	1,000	-	-	495	505	102.0%	553	447	80.8%	
73105	Printing & Stationary	\$ 200	200	-	-	200	-	-	-	200	-	-	200	-	
73295	Employee Training	\$ -	-	-	-	-	-	-	-	-	-	-	4,108	(4,108)	-100.0%
73905	Miscellaneous G & A	\$ 4,200	1,000	3,200	320.0%	1,000	3,200	320.0%	330	3,870	1172.7%	2,069	2,131	103.0%	
74055	Equipment Rental	\$ 5,500	5,500	-	-	5,500	-	-	4,303	1,197	27.8%	11,351	(5,851)	-51.5%	
76015	Gen Building Supplies Facility	\$ 21,200	14,674	6,526	44.5%	10,200	11,000	107.8%	16,573	4,627	27.9%	46,283	(25,083)	-54.2%	
76145/6	COVID Expenses	\$ -	5,000	(5,000)	-100.0%	5,000	(5,000)	-100.0%	993	(993)	-100.0%	-	-	-	
76135	Laundry	\$ 50,000	16,666	33,334	200.0%	50,000	-	-	6,156	43,844	712.2%	19,100	30,900	161.8%	
76140	Uniforms	\$ 500	500	-	-	500	-	-	296	204	68.9%	268	232	86.6%	
79020	Expenses Prior to AEG Contract	\$ -	-	-	-	-	-	-	-	-	-	-	-	-	
81085	Allocated Facility-Event	\$ (172,500)	(135,695)	(36,805)	27.1%	(228,600)	56,100	-24.5%	(123,073)	(49,427)	40.2%	(111,636)	(60,864)	54.5%	
81190	Allocated Contract Police/Fire/First Aid	\$ (58,100)	(29,496)	(28,604)	97.0%	(18,000)	(40,100)	222.8%	(18,573)	(39,527)	212.8%	(79,425)	21,325	-26.8%	
81305	Allocated Contract Svc Facilities	\$ (577,400)	(200,595)	(376,805)	187.8%	(426,691)	(150,709)	35.3%	(117,964)	(459,436)	389.5%	(545,073)	(32,327)	5.9%	
81905	Allocated Other Expenses	\$ -	-	-	-	-	-	-	(135)	135	-100.0%	(3,583)	3,583	-100.0%	
90090	FF & E Expense	\$ 1,000	4,225	(3,225)	-76.3%	1,000	-	-	-	1,000	-	-	1,000	-	
Total		\$ 845,200	\$ 467,500	\$ 377,700	80.8%	\$ 472,200	\$ 373,000	79.0%	\$ 383,503	\$ 461,697	120.4%	\$ 878,906	\$ (33,706)	-3.8%	

E



HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OVERHEAD DEPARTMENT  
 555

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
73010	Professional Fees-Legal	Employee Related \$ 2,500 Contract Related \$ 2,500	\$ 5,000
73015	Professional Fees-Other	Help Wanted Ads \$ 1,000 Pre-employment Testing \$ 1,000 Contract Legal Advertisement @ \$300 qtrly \$ 1,200	\$ 3,200
73035	Bank Service Charges	Bank Service Charges less Earnings Credit \$ 12,000	\$ 12,000
73065	Dues & Subscriptions	Star Advertiser \$ 400	\$ 400
73070	Postage	Postage Meter Refill \$ 1,500	\$ 1,500
73095	Rental Office Equipment	Postage Meter Rental @ \$500/qtr \$ 2,000 Toshiba Copier Usage contract @ \$5,000 annual \$ 5,000	\$ 7,000
73100	Office Supplies	Office Supplies @ \$350/mo \$ 4,200	\$ 4,200
73105	Printing & Stationary	Business Cards \$ 1,000 HCC letterhead/envelopes/labels \$ 1,000 Miscellaneous Printing @ Kinko's \$ 500	\$ 2,500
73190	Coporate Travel	Corporate Visit \$ 2,000	\$ 2,000
73215	Promotional	Pre and Post Cons, Citywides \$ 2,200 Tastings \$3,000 (1) \$ 3,000	\$ 5,200
73230	Licenses & Fees	HCC Filing Fees \$ 400 Business Registration \$ 400 Assembly Permit, HFD - Nov \$ 400 HEER Tier II Report, annual \$ 200 Auto Registration \$ 1,000 GBAC Re-certification, annual \$ 2,000 SESAC \$ 2,500	\$ 6,900
73255	Sales & Use Tax	Use Tax @ \$650 mthly \$ 7,800	\$ 7,800
73265	Credit Card Discounts	Credit Card Service Charges @ \$1,200/mo \$ 14,400	\$ 14,400
73290	Employee Relations	Miscellaneous Employee \$ 5,000	\$ 5,000
73905	Miscellaneous G & A	Floral Arrangement for Boardroom/Reception \$ 200 Miscellaneous \$ 200	\$ 400

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OVERHEAD DEPARTMENT  
 555

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
77040	Insurance	General Liability \$ 154,000 Employer Practice Liability \$ 9,100 Auto-ASM \$ 3,100 Auto-St of HI \$ 300 Event Insurance \$ 4,500	\$ 171,000
78005	Electricity	Electricity \$ 2,216,900	\$ 2,216,900
78012	Cable TV Services	Cable, Spectrum \$ 2,600	\$ 2,600
78105	Gas & Fuel	Gas Company @ \$3,500 mthly \$ 42,000	\$ 42,000
78205	Telephone	Cell/iPad Service, AT&T @ \$1700/mo \$ 20,400 Cell, Verizon @ \$100/mo \$ 1,200 Wavecomm Svc, Hawn Telcom @ \$1,000/mo \$ 12,000 LD Charges, Hawn Telcom @ \$1,000/mo \$ 12,000 Centrex/HATS, Hawn Telcom @ \$400/mo \$ 4,800	\$ 50,400
78305	Water & Sewage	Water @ \$9,000 mthly \$ 108,000 Sewer @ \$16,000 mthly \$ 192,000	\$ 300,000
79005	Community Relations	Museum Cases, 3 exhibits @ \$35,000/each \$ 105,000	\$ 110,000
79020	Expenses Prior to AEG Contract	Collection Agency \$ 2,400	\$ 2,400
79905	Miscellaneous Expenses	\$ 10,000	\$ 10,000
80010	Incentive Fee	Performance Incentives \$ 228,400	\$ 228,400
80205	Management Fee Client	Base Fee \$ 228,400	\$ 228,400
81090	Allocated IT/Telcom-Event	Telephone Allocated \$ (1,125)	\$ (1,125)
81205	Allocated Utilities	Utilities Allocated \$ (49,475)	\$ (49,475)
81505	Allocated Insurance	Event Related Insurance Allocations \$ (4,500)	\$ (4,500)
555		JULY 1, 2022 TO JUNE 30, 2023	\$ 3,384,500

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OVERHEAD DEPARTMENT  
 555

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
73010	Professional Fees-Legal	\$ 5,000	5,009	(9)	-0.2%	5,000	-	-	6,540	(1,540)	-23.5%	4,197	803	19.1%
73015	Professional Fees-Other	\$ 3,200	13,199	(9,999)	-75.8%	13,200	(10,000)	-75.8%	2,645	555	21.0%	44,808	(41,608)	-92.9%
73035	Bank Service Charges	\$ 12,000	10,256	1,744	17.0%	10,800	1,200	11.1%	10,170	1,830	18.0%	4,722	7,278	154.1%
73065	Dues & Subscriptions	\$ 400	400	-	-	400	-	-	89	311	349.4%	735	(335)	-45.6%
73070	Postage	\$ 1,500	1,555	(55)	-3.5%	1,000	500	50.0%	122	1,378	1129.5%	1,888	(388)	-20.6%
73095	Rental Office Equipment	\$ 7,000	6,457	543	8.4%	6,500	500	7.7%	13,489	(6,489)	-48.1%	24,536	(17,536)	-71.5%
73100	Office Supplies	\$ 4,200	2,992	1,208	40.4%	6,000	(1,800)	-30.0%	3,232	968	30.0%	9,298	(5,098)	-54.8%
73105	Printing & Stationary	\$ 2,500	2,500	-	-	2,500	-	-	179	2,321	1296.6%	1,334	1,166	87.4%
73190	Coporate Travel	\$ 2,000	1,000	1,000	100.0%	1,000	1,000	100.0%	1,542	458	29.7%	2,879	(879)	-30.5%
73215	Promotional	\$ 5,200	5,200	-	-	5,200	-	-	-	5,200	-	-	5,200	-
73230	Licenses & Fees	\$ 6,900	4,700	2,200	46.8%	4,700	2,200	46.8%	3,710	3,190	86.0%	3,724	3,176	85.3%
73255	Sales & Use Tax	\$ 7,800	7,800	-	-	7,800	-	-	4,363	3,437	78.8%	14,522	(6,722)	-46.3%
73265	Credit Card Discounts	\$ 14,400	14,645	(245)	-1.7%	10,800	3,600	33.3%	9,982	4,418	44.3%	24,522	(10,122)	-41.3%
73290	Employee Relations	\$ 5,000	5,819	(819)	-14.1%	5,000	-	-	8,452	(3,452)	-40.8%	23,370	(18,370)	-78.6%
73295	Employee Training	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73905	Miscellaneous G & A	\$ 400	4,653	(4,253)	-91.4%	400	-	-	14,294	(13,894)	-97.2%	(11,737)	12,137	-103.4%
77040	Insurance	\$ 171,000	142,190	28,810	20.3%	112,000	59,000	52.7%	52,001	118,999	228.8%	(635)	171,635	-27029.1%
78005	Electricity	\$ 2,216,900	1,880,738	336,162	17.9%	1,556,100	660,800	42.5%	1,488,952	727,948	48.9%	2,180,361	36,539	1.7%
78012	Cable TV Services	\$ 2,600	2,640	(40)	-1.5%	2,600	-	-	2,610	(10)	-0.4%	2,485	115	4.6%
78105	Gas & Fuel	\$ 42,000	25,726	16,274	63.3%	30,000	12,000	40.0%	19,830	22,170	111.8%	59,360	(17,360)	-29.2%
78205	Telephone	\$ 50,400	39,743	10,657	26.8%	40,800	9,600	23.5%	41,130	9,270	22.5%	44,335	6,065	13.7%
78305	Water & Sewage	\$ 300,000	266,279	33,721	12.7%	265,200	34,800	13.1%	258,804	41,196	15.9%	289,359	10,641	3.7%
79005	Community Relations	\$ 110,000	5,000	105,000	2100.0%	5,000	105,000	2100.0%	-	110,000	-	13,005	96,995	745.8%
79020	Expenses Prior to AEG Contract	\$ 2,400	9,106	(6,706)	-73.6%	1,600	800	50.0%	1,400	1,000	71.4%	2,600	(200)	-7.7%
79905	Miscellaneous Expenses	\$ 10,000	3,329	6,671	200.4%	10,000	-	-	-	10,000	-	-	10,000	-
80010	Incentive Fee	\$ 228,400	89,440	138,960	155.4%	223,600	4,800	2.1%	-	228,400	-	158,400	70,000	44.2%
80205	Management Fee Client	\$ 228,400	223,600	4,800	2.1%	223,600	4,800	2.1%	218,800	9,600	4.4%	132,000	96,400	73.0%
81090	Allocated IT/Telcom-Event	\$ (1,125)	(500)	(625)	125.0%	(1,075)	(50)	4.7%	-	(1,125)	-	-	(1,125)	-
81205	Allocated Utilities	\$ (49,475)	(44,971)	(4,504)	10.0%	(42,425)	(7,050)	16.6%	(35,755)	(13,720)	38.4%	(88,147)	38,672	-43.9%
81505	Allocated Insurance	\$ (4,500)	(2,510)	(1,990)	79.3%	-	(4,500)	-	(939)	(3,561)	379.2%	(4,055)	(445)	11.0%
81905	Allocated Other Expenses	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
90090	FF & E Expense	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total</b>		<b>\$ 3,384,500</b>	<b>\$ 2,725,995</b>	<b>\$ 658,505</b>	<b>24.2%</b>	<b>\$ 2,507,300</b>	<b>\$ 877,200</b>	<b>35.0%</b>	<b>\$ 2,130,744</b>	<b>\$ 1,253,756</b>	<b>58.8%</b>	<b>\$ 2,937,866</b>	<b>\$ 446,634</b>	<b>15.2%</b>

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OTHER INCOME  
 300

Account Title	Itemized Amounts / Descriptions	Budget
Parking Sales-Daily	Dark day parking \$ 4,000	\$ 4,000
Parking Sales-Parking Cards	Contractor Employee Parking @ \$3,000/annually \$ 3,000	\$ 3,000
Interest Income	Bank Earned Interest @ \$500 mthly \$ 6,000	\$ 6,000
Vending Machine Commissions	Vending Commission @ \$500/mthly \$ 6,000	\$ 6,000
Massage Chair Commissions	Massage Chair Commission @ \$50/mthly \$ 600	\$ 600
ATM Commissions	ATM Commission @ \$25/mthly \$ 300	\$ 300
Rent-Other	DBEDT Office Lease @ \$2,800/mo \$ 33,600	\$ 33,600
Miscellaneous Income	Miscellaneous \$ 12,000	\$ 12,000
300	JULY 1, 2022 TO JUNE 30, 2023	\$ 65,500

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 OTHER INCOME  
 300

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
60005	Parking Sales-Daily	\$ 4,000	3,168	832	26.3%	-	4,000	-	161	3,839	2384.5%	3,728	272	7.3%
60015	Parking Sales-Parking Cards	\$ 3,000	2,820	180	6.4%	-	3,000	-	6,150	(3,150)	-51.2%	21,460	(18,460)	-86.0%
60020	Parking Sales-HTA	\$ -	-	-	-	-	-	-	1,950	(1,950)	-100.0%	6,175	(6,175)	-100.0%
60025	Parking Sales-Employee	\$ -	-	-	-	-	-	-	3,717	(3,717)	-100.0%	21,212	(21,212)	-100.0%
60615	Advertising Income-Display Rack	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
62005	Interest Income	\$ 6,000	6,904	(904)	-13.1%	12,000	(6,000)	-50.0%	35,247	(29,247)	-83.0%	140,611	(134,611)	-95.7%
62010	Vending Machine Commissions	\$ 6,000	4,988	1,012	20.3%	-	6,000	-	3,413	2,587	75.8%	11,168	(5,168)	-46.3%
62012	Massage Chair Commissions	\$ 600	610	(10)	-1.6%	-	600	-	468	132	28.2%	3,098	(2,498)	-80.6%
62015	Telephone Commissions	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
62017	ATM Commissions	\$ 300	367	(67)	-18.3%	-	300	-	1,743	(1,443)	-82.8%	5,526	(5,226)	-94.6%
62020	Recycling Income	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
62022	Rent-Other	\$ 33,600	29,650	3,950	13.3%	-	33,600	-	24,000	9,600	40.0%	-	33,600	-
62024	Miscellaneous Income	\$ 12,000	24,393	(12,393)	-50.8%	5,000	7,000	140.0%	7,381	4,619	62.6%	22,713	(10,713)	-47.2%
Total		\$ 65,500	\$ 72,900	\$ (7,400)	-10.2%	\$ 17,000	\$ 48,500	285.3%	\$ 84,230	\$ (18,730)	-22.2%	\$ 235,691	\$ (170,191)	-72.2%

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 F&B ALLOCATION

Licensed LOC  
 Pending 1st Option  
 Definite 2nd Option

23.0%  
 40290

Event Name	Event #	Attendance	40010	40015	40030	40210	40215	40230	40235	Catering Service Charge	Total Revenue
			Concessions Food Sales	Concessions Bar NA Bev Sales	Concessions Bar Alcohol Sales	Catering Food Sales	Catering Bar NA Beverage Sales	Catering Bar Alcohol Sales	Catering Other Sales		
<b>Goldschmidt Conference</b>	37251	2,500	-	-	-	325,000	10,000	15,000	-	80,500	430,500
<b>Monet</b>	37891	60,000	70,000	20,000	30,000	-	-	-	-	-	120,000
<b>Hawai'i Youth Symphony</b>	36646	250	-	-	-	-	-	-	-	-	-
<b>Summer Bash</b>	36694	2,500	10,000	5,000	-	-	-	-	-	-	15,000
<b>Mrs. Philippines World</b>	38108	300	-	500	1,500	-	-	-	-	-	2,000
<b>Pacific Rim Championships</b>	37635	1,200	24,000	6,000	-	-	-	-	-	-	30,000
<b>Annual Native Hawaiian Convention</b>	38109	1,000	-	-	-	70,000	-	-	27,000	-	97,000
<b>Educational Leadership Institute</b>	38066	1,000	-	-	-	80,000	5,600	-	-	19,688	105,288
<b>5-0 Volleyball Tournament</b>	36694	1,200	15,000	5,000	-	-	-	-	-	-	20,000
<b>Hawai'i State Judiciary Bar Exams</b>	37388	250	-	-	-	3,000	-	-	-	690	3,690
<b>Na Kupuna Nights</b>	38078	400	-	-	1,000	2,000	1,000	-	-	690	4,690
<b>PSI Seminars</b>	37851	100	-	-	-	-	-	-	-	-	-
<b>Hawaii Home Buyers &amp; Remodeling Expo 2022</b>	36480	1,000	-	-	-	-	-	-	-	-	-
<b>Aloha Region Friendship Tournament</b>	38123	800	12,000	4,000	-	-	-	-	-	-	16,000
<b>Na Hoku Hanohano Awards</b>	35690	1,000	-	700	10,000	5,500	-	-	-	1,265	17,465
<b>Conservation &amp; Resources Enforcement Acaden</b>	38170	50	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	35,000	-	-	-	8,050	43,050
Unspecified	00000	200	-	-	-	25,000	-	-	-	5,750	30,750
Unspecified	00000	100	-	-	-	10,000	-	-	-	2,300	12,300
<b>Total July</b>		<b>74,150</b>	<b>131,000</b>	<b>41,200</b>	<b>42,500</b>	<b>555,500</b>	<b>16,600</b>	<b>15,000</b>	<b>27,000</b>	<b>118,933</b>	<b>947,733</b>
<b>Second Look Meeting</b>	37846	1,400	-	-	-	-	-	-	-	-	-
<b>HPH Summer Student</b>	37486	100	-	-	-	2,000	-	-	-	460	2,460
<b>RNDC USA Holiday Tradeshow</b>	37896	900	-	-	-	25,000	-	-	6,000	5,750	36,750
<b>Storm Quality Workshops</b>	37722	400	-	-	-	50,000	5,000	-	-	12,650	67,650
<b>Indo-Pacific Maritime Security Exchange</b>	38056	300	6,000	6,000	-	-	-	-	-	-	12,000
<b>Office on Language Access</b>	38141	100	-	-	-	-	-	-	-	-	-
<b>Lopez/Lee Wedding</b>	38036	150	-	-	1,000	6,000	800	800	-	1,748	10,348
<b>Fire Fighter Recruit Test</b>	38146	750	-	-	-	-	-	-	-	-	-
<b>Comic Con Honolulu</b>	37568	8,000	15,000	5,000	5,000	-	-	-	-	-	25,000
<b>College Tournaments Hawaii - Volleyball</b>	38016	500	9,000	3,000	-	-	-	-	-	-	12,000
<b>Na Kupuna Nights</b>	38079	400	-	-	1,000	2,000	1,000	-	-	690	4,690
<b>Intl Society of Neurochemistry</b>	38116	400	-	-	-	129,000	10,000	10,000	-	34,270	183,270
<b>Conservation &amp; Resources Enforcement Acaden</b>	38170	50	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	35,000	-	-	-	8,050	43,050
Unspecified	00000	200	-	-	-	25,000	-	-	-	5,750	30,750
Unspecified	00000	100	-	-	-	10,000	-	-	-	2,300	12,300
<b>Total August</b>		<b>14,050</b>	<b>30,000</b>	<b>14,000</b>	<b>7,000</b>	<b>284,000</b>	<b>16,800</b>	<b>10,800</b>	<b>6,000</b>	<b>71,668</b>	<b>440,268</b>
<b>Hula Halau O Kamuela 20th Anniversary</b>	37622	1,200	-	500	15,000	40,000	5,000	-	-	10,350	70,850
<b>Worldwide Dreambuilders Rally</b>	38044	1,300	-	-	-	-	-	-	-	-	-
<b>Aloha Festivals - Float Building</b>	38088	200	-	-	-	-	-	-	-	-	-
<b>Hawai'i World Class Wedding Expo</b>	37680	3,150	-	-	-	-	-	-	-	-	-
<b>Jurassic Adventure</b>	37260	5,000	4,000	2,000	-	-	-	-	-	-	6,000
<b>Miss American Scholar Competition</b>	37598	500	-	-	-	8,000	-	-	-	-	8,000
<b>Hawaii Agriculture Conference</b>	37612	400	10,000	2,000	2,500	5,000	500	-	-	1,265	21,265
<b>US National Sake Appraisal</b>	38143	50	-	-	-	-	-	-	-	-	-
<b>Okinawan Festival</b>	35781	50,000	-	-	10,000	-	-	-	25,000	-	35,000
<b>Professional Community Day Session 1</b>	38172	150	-	-	-	-	-	-	-	-	-
<b>Young At Heart Expo 2022</b>	36324	4,000	2,000	2,000	-	-	-	-	-	-	4,000
<b>Hawaii Health Workforce Summit</b>	38142	400	-	-	-	-	-	-	-	-	-
<b>Na Kupuna Nights</b>	38080	400	-	-	1,000	2,000	1,000	-	-	690	4,690
<b>Conservation &amp; Resources Enforcement Acaden</b>	38170	50	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	35,000	-	-	-	8,050	43,050
Unspecified	00000	300	-	-	-	35,000	-	-	-	8,050	43,050
Unspecified	00000	200	-	-	-	25,000	-	-	-	5,750	30,750
Unspecified	00000	100	-	-	-	10,000	-	-	-	2,300	12,300
Unspecified	00000	100	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-
<b>Total September</b>		<b>67,900</b>	<b>16,000</b>	<b>6,500</b>	<b>36,500</b>	<b>152,000</b>	<b>6,500</b>	<b>-</b>	<b>25,000</b>	<b>36,455</b>	<b>278,955</b>

Event Name	Event #	Attendance	F&B Allocation									Total Revenue
			Concessions Food Sales	Concessions Bar NA Bev Sales	Concessions Bar Alcohol Sales	Catering Food Sales	Catering Bar NA Beverage Sales	Catering Bar Alcohol Sales	Catering Other Sales	Catering Service Charge	23.0% 40290	
Stars of Oceania	38028	300	-	-	-	9,000	-	-	-	-	2,070	11,070
Global Breadfruit Summit	38030	300	-	-	-	9,000	-	-	-	-	2,070	11,070
Applied Superconductivity Conference	33676	1,800	-	-	-	375,000	30,000	20,000	-	-	97,750	522,750
Universal Show Queen Pageant	38054	1,000	5,000	2,000	15,000	-	-	-	-	-	-	22,000
Schools of the Future Conference	37576	1,500	-	-	-	131,000	34,000	3,000	1,500	-	38,640	208,140
Honolulu Board Of Realtors 100th Anniversary	37842	1,000	-	-	8,000	60,000	2,000	-	600	-	14,260	84,860
Water Resilience in Hawaii	38120	200	-	-	-	6,000	-	-	-	-	1,380	7,380
United Nations World Habitat Day	38006	800	-	-	-	27,000	-	-	-	-	6,210	33,210
Gay Bowl XXI Closing Reception	37200	800	-	1,500	15,000	44,000	2,500	-	-	-	10,695	73,695
Professional Community Day - Session 2	38173	150	-	-	-	4,500	-	-	-	-	1,035	5,535
Unspecified	00000	500	-	-	-	-	-	-	-	-	-	-
Na Kupuna Nights - Malio Concert	38082	400	-	-	1,000	2,000	1,000	-	-	-	690	4,690
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
University of Phoenix Graduation	00000	1,000	-	-	-	2,500	-	-	-	-	575	3,075
Unspecified	00000	300	-	-	-	35,000	-	-	-	-	8,050	43,050
Unspecified	00000	300	-	-	-	35,000	-	-	-	-	8,050	43,050
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	-	-	-	25,000	-	-	-	-	5,750	30,750
Unspecified	00000	200	-	-	-	25,000	-	-	-	-	5,750	30,750
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	10,000	-	-	-	-	2,300	12,300
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total October</b>		<b>11,500</b>	<b>5,000</b>	<b>3,500</b>	<b>39,000</b>	<b>800,000</b>	<b>69,500</b>	<b>23,000</b>	<b>2,100</b>	<b>205,275</b>	<b>1,147,375</b>	
American Medical Assn	26577	3,500	5,000	3,500	-	325,000	12,000	1,000	3,500	-	77,740	427,740
PBX-22	37813	2,000	-	-	1,000	70,000	2,500	-	-	-	16,675	90,175
Shawn Ray Hawaiian Classic	38023	1,000	3,000	2,000	2,000	-	-	-	-	-	-	7,000
HMSA Annual Meeting	37810	1,000	-	-	-	16,500	-	-	-	-	3,795	20,295
TRY Group 2022	37858	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	1,000	18,000	4,500	-	-	-	-	-	-	-	22,500
Hawaii Food & Wine Festival	37900	500	-	-	-	-	-	-	60,000	-	-	60,000
Coin Show Expo	37334	1,000	-	-	-	-	500	-	-	-	115	615
Governor's Emergency Education Relief Fund SI	38132	400	-	-	-	5,000	-	-	-	-	1,150	6,150
Miss Hawaii Teen USA & Miss Hawaii USA 2023	38104	1,000	-	-	-	-	-	-	-	-	-	-
Aloha Region Thanksgiving Tournament	38124	500	16,000	4,000	-	-	-	-	-	-	-	20,000
College Hoops 2022	34540	1,000	800	200	-	-	-	-	-	-	-	1,000
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	40,000	-	-	-	-	9,200	49,200
Unspecified	00000	300	-	-	-	40,000	-	-	-	-	9,200	49,200
Unspecified	00000	200	-	-	-	20,000	-	-	-	-	4,600	24,600
Unspecified	00000	100	-	-	-	10,000	-	-	-	-	2,300	12,300
Unspecified	00000	100	-	-	-	10,000	-	-	-	-	2,300	12,300
<b>Total November</b>		<b>14,050</b>	<b>42,800</b>	<b>14,200</b>	<b>3,000</b>	<b>536,500</b>	<b>15,000</b>	<b>1,000</b>	<b>63,500</b>	<b>127,075</b>	<b>803,075</b>	
Central Pacific Bank Holiday Party	37840	1,000	-	-	-	60,000	1,000	5,000	-	-	15,180	81,180
Honolulu Board Of Realtors General	37606	1,200	-	-	-	72,000	2,500	-	-	-	17,135	91,635
Honolulu Marathon Expo	21642	20,000	5,000	2,500	-	-	-	-	-	-	-	7,500
JROTC Military Ball	37335	1,000	-	-	-	50,000	5,000	-	-	-	12,650	67,650
College Hoops 2022	34541	1,000	800	200	-	-	-	-	-	-	-	1,000
MabuHI Pacific Expo & Summit	37997	10,000	-	-	-	-	-	-	-	-	-	-
Aloha Region Christmas Festival	38125	500	16,000	4,000	-	-	-	-	-	-	-	20,000
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
Holiday Concert with Na Leo (HCC Event)	38098	500	10,000	2,500	12,000	3,000	-	-	-	-	690	28,190
Unspecified	00000	300	-	-	-	50,000	-	-	-	-	11,500	61,500
Unspecified	00000	300	-	-	-	50,000	-	-	-	-	11,500	61,500
Unspecified	00000	200	-	-	-	30,000	-	-	-	-	6,900	36,900
Unspecified	00000	100	-	-	-	10,000	-	-	-	-	2,300	12,300
Unspecified	00000	100	-	-	-	10,000	-	-	-	-	2,300	12,300
<b>Total December</b>		<b>36,250</b>	<b>31,800</b>	<b>9,200</b>	<b>12,000</b>	<b>335,000</b>	<b>8,500</b>	<b>5,000</b>	<b>-</b>	<b>80,155</b>	<b>481,655</b>	

Event Name	Event #	Attendance	23.0% 40290									
			40010	40015	40030	40210	40215	40230	40235	40290	Total Revenue	
			Concessions Food Sales	Concessions Bar NA Bev Sales	Concessions Bar Alcohol Sales	Catering Food Sales	Catering Bar NA Beverage Sales	Catering Bar Alcohol Sales	Catering Other Sales	Catering Service Charge		
Hawaii Dental Assn	36672	3,000	5,000	1,000	-	-	-	-	-	-	6,000	
The IAFOR International Conference on Educat	37909	180	-	-	-	10,000	500	-	-	2,415	12,915	
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	
Navy Exchange Pearl Harbor Holiday Party	38140	500	-	-	-	25,000	2,500	2,500	-	6,900	36,900	
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Professional Community Day - Session 3	38174	150	-	-	-	-	-	-	-	-	-	
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	
Zendeski	38216	3,000	-	-	-	500,000	50,000	25,000	-	132,250	707,250	
EssilorLuxottica-North America Sales Conferen	38122	1,500	-	-	-	250,000	25,000	10,000	-	65,550	350,550	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	200	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	
<b>Total January</b>		<b>9,680</b>	<b>5,000</b>	<b>1,000</b>	<b>-</b>	<b>865,000</b>	<b>78,000</b>	<b>37,500</b>	<b>-</b>	<b>225,515</b>	<b>1,212,015</b>	
Pacific Water Conference	37603	800	-	-	-	167,000	3,500	10,500	700	41,630	223,330	
AAU Volleyball Hawai'i Grand Prix	33417	2,500	25,000	6,000	-	-	-	-	-	-	31,000	
Hawai'i State Judiciary Bar Exams	37554	250	-	-	-	3,000	-	-	-	690	3,690	
HPD Promotional Exams	38154	800	-	-	-	-	-	-	-	-	-	
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	300	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	200	-	-	-	10,000	-	-	-	2,300	12,300	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
<b>Total February</b>		<b>6,000</b>	<b>25,000</b>	<b>6,000</b>	<b>-</b>	<b>300,000</b>	<b>3,500</b>	<b>10,500</b>	<b>700</b>	<b>72,220</b>	<b>417,920</b>	
Hawaiian Island Ministries	32939	4,500	16,000	5,000	-	-	-	-	-	-	21,000	
Varsity Spirit Championships	34358	1,677	6,000	2,000	-	-	-	-	-	-	8,000	
Woman's Expo 2023	36658	8,000	3,000	800	800	3,000	-	-	-	690	8,290	
Hickam FCU	37169	1,000	-	-	3,000	70,000	2,000	-	-	16,560	91,560	
Honolulu Festival	23504	15,000	9,000	2,500	1,000	5,000	1,600	2,500	-	1,518	20,618	
Spring Break Madness	36683	1,000	16,000	4,000	-	-	-	-	-	-	20,000	
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	300	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	200	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	200	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
<b>Total March</b>		<b>33,027</b>	<b>50,000</b>	<b>14,300</b>	<b>4,800</b>	<b>258,000</b>	<b>3,600</b>	<b>-</b>	<b>-</b>	<b>60,168</b>	<b>390,868</b>	



HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 F&B ALLOCATION

Licensed LOC  
 Pending 1st Option  
 Definite 2nd Option

23.0%  
 40290

Event Name	Event #	Attendance									Catering Service Charge	Total Revenue
			40010 Concessions Food Sales	40015 Concessions Bar NA Bev Sales	40030 Concessions Bar Alcohol Sales	40210 Catering Food Sales	40215 Catering Bar NA Beverage Sales	40230 Catering Bar Alcohol Sales	40235 Catering Other Sales	23.0% 40290		
American Roentgen Ray Society	37648	2,500	2,000	-	-	358,000	-	-	200	82,340	442,540	
Preventing Trauma, Violence	37581	700	-	-	-	75,000	15,000	-	-	20,700	110,700	
Hapalua Marathon	29116	5,000	-	-	-	-	-	-	-	-	-	
First Hawaiian International Auto Show	32945	45,000	8,000	4,000	-	5,000	-	2,000	-	1,610	20,610	
Aloha Region Regionals	37225	750	18,000	4,500	-	-	-	-	-	-	22,500	
Professional Community Day - Session 4	38175	150	-	-	-	-	-	-	-	-	-	
Chopsticks and Wine	37872	1,000	-	-	-	2,000	-	-	30,000	460	32,460	
Hawai'i District Championships	38165	1,000	16,000	4,000	-	-	-	-	-	-	20,000	
Kawaili Kon	00000	4,000	30,000	5,000	15,000	-	-	-	-	-	50,000	
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	300	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	300	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	200	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
<b>Total April</b>		<b>62,700</b>	<b>74,000</b>	<b>17,500</b>	<b>15,000</b>	<b>620,000</b>	<b>15,000</b>	<b>2,000</b>	<b>30,200</b>	<b>146,510</b>	<b>920,210</b>	
Intl Symposium on Radiopharmaceutical Scien	34986	500	-	-	-	110,000	10,000	7,000	-	29,210	156,210	
Shinnyo-En Hawai'i	28707	2,000	-	-	-	-	-	-	-	-	-	
May Day 2023	36771	1,600	12,000	2,000	6,000	25,000	-	-	-	5,750	50,750	
Mothers Day Concert w/ Na Leo (HCC Event)	37563	500	-	1,000	5,000	50,000	3,000	-	-	12,190	71,190	
Na Hōkū Hanohano Awards	35689	1,000	-	700	10,000	5,500	-	-	-	1,265	17,465	
Aloha Region Summer Volleyball	37767	1,000	16,000	4,000	-	-	-	-	-	-	20,000	
Jump Dance Convention	38045	1,500	10,000	3,000	-	-	-	-	-	-	13,000	
Myron B. Thompson Graduation	00000	400	-	-	-	-	-	-	-	-	-	
Hawaii Baptist Academy Graduation	00000	2,000	-	-	-	-	-	-	-	-	-	
Hawaii Technology Academy	00000	150	-	-	-	-	-	-	-	-	-	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	
Unspecified	00000	200	-	-	-	25,000	-	-	-	5,750	30,750	
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
<b>Total May</b>		<b>12,850</b>	<b>38,000</b>	<b>10,700</b>	<b>21,000</b>	<b>375,500</b>	<b>13,000</b>	<b>7,000</b>	<b>-</b>	<b>90,965</b>	<b>556,165</b>	
The Luau Volleyball	37398	3,000	16,000	4,000	-	-	-	-	-	-	20,000	
HPMG Professional Development Day	38094	3,000	-	-	-	8,000	2,000	-	-	2,300	12,300	
Hawai'i Hotel & Restaurant Show	35828	3,500	2,400	500	2,500	5,000	-	-	300	1,150	11,850	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	40,000	-	-	-	9,200	49,200	
Unspecified	00000	300	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	200	-	-	-	30,000	-	-	-	6,900	36,900	
Unspecified	00000	200	-	-	-	20,000	-	-	-	4,600	24,600	
Unspecified	00000	100	-	-	-	10,000	-	-	-	2,311	12,311	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	
<b>Total June</b>		<b>11,100</b>	<b>18,400</b>	<b>4,500</b>	<b>2,500</b>	<b>183,000</b>	<b>2,000</b>	<b>-</b>	<b>300</b>	<b>42,561</b>	<b>253,261</b>	
<b>Grand Total</b>		<b>353,257</b>	<b>467,000</b>	<b>142,600</b>	<b>183,300</b>	<b>5,264,500</b>	<b>248,000</b>	<b>111,800</b>	<b>154,800</b>	<b>1,277,500</b>	<b>7,849,500</b>	



HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 F&B ALLOCATION

Licensed LOC  
 Pending 1st Option  
 Definite 2nd Option

Event Name	Event #	Attendance	23.0%		17.0%		17.0%		23.0%		17.0%		17.0%		23.5%	
			40110	40115	40130	40310	40315	40330	40356							
			COS- Concessions Food	COS- Concessions Bar NA Bev	COS- Concessions Alcohol	COS-Catering Food	COS-Catering Bar NA Bev	COS-Catering Alcohol	Total Cost of Sales	F&B Gross Margin	Contracted Labor-F&B	F&B Net Income				
Stars of Oceania	38028	300	-	-	-	2,070	-	-	2,070	9,000	2,601	6,399				
Global Breadfruit Summit	38030	300	-	-	-	2,070	-	-	2,070	9,000	2,601	6,399				
Applied Superconductivity Conference	33676	1,800	-	-	-	86,250	5,100	3,400	94,750	428,000	122,846	305,154				
Universal Show Queen Pageant	38054	1,000	1,150	340	2,550	-	-	-	4,040	17,960	5,170	12,790				
Schools of the Future Conference	37576	1,500	-	-	-	30,130	5,780	510	36,420	171,720	48,913	122,807				
Honolulu Board Of Realtors 100th Anniversary	37842	1,000	-	-	1,360	13,800	340	-	15,500	69,360	19,942	49,418				
Water Resilience in Hawaii	38120	200	-	-	-	1,380	-	-	1,380	6,000	1,734	4,266				
United Nations World Habitat Day	38006	800	-	-	-	6,210	-	-	6,210	27,000	7,804	19,196				
Gay Bowl XXI Closing Reception	37200	800	-	255	2,550	10,120	425	-	13,350	60,345	17,318	43,027				
Professional Community Day - Session 2	38173	150	-	-	-	1,035	-	-	1,035	4,500	1,301	3,199				
Unspecified	00000	500	-	-	-	-	-	-	-	-	-	-				
Na Kupuna Nights - Malio Concert	38082	400	-	-	170	460	170	-	800	3,890	1,102	2,788				
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-				
University of Phoenix Graduation	00000	1,000	-	-	-	575	-	-	575	2,500	723	1,777				
Unspecified	00000	300	-	-	-	8,050	-	-	8,050	35,000	10,117	24,883				
Unspecified	00000	300	-	-	-	8,050	-	-	8,050	35,000	10,117	24,883				
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	-				
Unspecified	00000	200	-	-	-	5,750	-	-	5,750	25,000	7,226	17,774				
Unspecified	00000	200	-	-	-	5,750	-	-	5,750	25,000	7,226	17,774				
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-				
Unspecified	00000	100	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110				
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-				
<b>Total October</b>		<b>11,500</b>	<b>1,150</b>	<b>595</b>	<b>6,630</b>	<b>184,000</b>	<b>11,815</b>	<b>3,910</b>	<b>208,100</b>	<b>939,275</b>	<b>269,633</b>	<b>669,642</b>				
American Medical Assn	26577	3,500	1,150	595	-	74,750	2,040	170	78,705	349,035	100,519	248,516				
PBX-22	37813	2,000	-	-	170	16,100	425	-	16,695	73,480	21,191	52,289				
Shawn Ray Hawaiian Classic	38023	1,000	690	340	340	-	-	-	1,370	5,630	1,645	3,985				
HMSA Annual Meeting	37810	1,000	(16)	-	-	3,795	-	-	3,779	16,516	4,728	11,788				
TRY Group 2022	37858	100	-	-	-	-	-	-	-	-	-	-				
Unspecified	00000	1,000	4,140	765	-	-	-	-	4,905	17,595	5,288	12,308				
Hawaii Food & Wine Festival	37900	500	-	-	-	-	-	-	-	60,000	24,100	35,900				
Coin Show Expo	37334	1,000	-	-	-	-	85	-	85	530	145	385				
Governor's Emergency Education Relief Fund SI	38132	400	-	-	-	1,150	-	-	1,150	5,000	1,445	3,555				
Miss Hawaii Teen USA & Miss Hawaii USA 2023	38104	1,000	-	-	-	-	-	-	-	-	-	-				
Aloha Region Thanksgiving Tournament	38124	500	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940				
College Hoops 2022	34540	1,000	184	34	-	-	-	-	218	782	235	547				
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-				
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438				
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438				
Unspecified	00000	200	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219				
Unspecified	00000	100	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110				
Unspecified	00000	100	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110				
<b>Total November</b>		<b>14,050</b>	<b>9,828</b>	<b>2,414</b>	<b>510</b>	<b>123,395</b>	<b>2,550</b>	<b>170</b>	<b>138,867</b>	<b>664,208</b>	<b>198,682</b>	<b>465,526</b>				
Central Pacific Bank Holiday Party	37840	1,000	-	-	-	13,800	170	850	14,820	66,360	19,077	47,283				
Honolulu Board Of Realtors General	37606	1,200	-	-	-	16,560	425	-	16,985	74,650	21,534	53,116				
Honolulu Marathon Expo	21642	20,000	1,150	425	-	-	-	-	1,575	5,925	1,763	4,163				
JROTC Military Ball	37335	1,000	-	-	-	11,500	850	-	12,350	55,300	15,898	39,402				
College Hoops 2022	34541	1,000	184	34	-	-	-	-	218	782	235	547				
MabuHI Pacific Expo & Summit	37997	10,000	-	-	-	-	-	-	-	-	-	-				
Aloha Region Christmas Festival	38125	500	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940				
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-				
Holiday Concert with Na Leo (HCC Event)	38098	500	2,300	425	2,040	690	-	-	5,455	22,735	6,625	16,110				
Unspecified	00000	300	-	-	-	11,500	-	-	11,500	50,000	14,453	35,548				
Unspecified	00000	300	-	-	-	11,500	-	-	11,500	50,000	14,453	35,548				
Unspecified	00000	200	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329				
Unspecified	00000	100	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110				
Unspecified	00000	100	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110				
<b>Total December</b>		<b>36,250</b>	<b>7,314</b>	<b>1,564</b>	<b>2,040</b>	<b>77,050</b>	<b>1,445</b>	<b>850</b>	<b>90,263</b>	<b>391,392</b>	<b>113,189</b>	<b>278,203</b>				

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 F&B ALLOCATION

Licensed LOC  
 Pending 1st Option  
 Definite 2nd Option

Event Name	Event #	Attendance	23.0%	17.0%	17.0%	23.0%	17.0%	17.0%	Total Cost of Sales	F&B Gross Margin	Contracted Labor-F&B	F&B Net Income
			40110	40115	40130	40310	40315	40330				
Hawaii Dental Assn	36672	3,000	1,150	170	-	-	-	-	1,320	4,680	1,410	3,270
The IAFOR International Conference on Educat	37909	180	-	-	-	2,300	85	-	2,385	10,530	3,035	7,495
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	-
Navy Exchange Pearl Harbor Holiday Party	38140	500	-	-	-	5,750	425	425	6,600	30,300	8,672	21,629
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Professional Community Day - Session 3	38174	150	-	-	-	-	-	-	-	-	-	-
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
Zendesks	38216	3,000	-	-	-	115,000	8,500	4,250	127,750	579,500	201,204	378,296
EssilorLuxottica-North America Sales Conferen	38122	1,500	-	-	-	57,500	4,250	1,700	63,450	287,100	82,379	204,721
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	200	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
<b>Total January</b>	<b>9,680</b>	<b>6,000</b>	<b>1,150</b>	<b>170</b>	<b>-</b>	<b>198,950</b>	<b>13,260</b>	<b>6,375</b>	<b>219,905</b>	<b>992,110</b>	<b>319,824</b>	<b>672,286</b>
Pacific Water Conference	37603	800	-	-	-	38,410	595	1,785	40,790	182,540	52,483	130,057
AAU Volleyball Hawai'i Grand Prix	33417	2,500	5,750	1,020	-	-	-	-	6,770	24,230	7,285	16,945
Hawai'i State Judiciary Bar Exams	37554	250	-	-	-	690	-	-	690	3,000	867	2,133
HPD Promotional Exams	38154	800	-	-	-	-	-	-	-	-	-	-
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	300	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	200	-	-	-	2,300	-	-	2,300	10,000	2,891	7,110
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total February</b>	<b>6,000</b>	<b>6,000</b>	<b>5,750</b>	<b>1,020</b>	<b>-</b>	<b>69,000</b>	<b>595</b>	<b>1,785</b>	<b>78,150</b>	<b>339,770</b>	<b>98,211</b>	<b>241,559</b>
Hawaiian Island Ministries	32939	4,500	3,680	850	-	-	-	-	4,530	16,470	4,935	11,535
Varsity Spirit Championships	34358	1,677	1,380	340	-	-	-	-	1,720	6,280	1,880	4,400
Woman's Expo 2023	36658	8,000	690	136	136	690	-	-	1,652	6,638	1,948	4,690
Hickam FCU	37169	1,000	-	-	510	16,100	340	-	16,950	74,610	21,517	53,093
Honolulu Festival	23504	15,000	2,070	425	170	1,150	272	-	4,087	16,531	4,845	11,686
Spring Break Madness	36683	1,000	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940
Conservation & Resources Enforcement Acaden	38170	50	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	300	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	200	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	200	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total March</b>	<b>33,027</b>	<b>33,027</b>	<b>11,500</b>	<b>2,431</b>	<b>816</b>	<b>59,340</b>	<b>612</b>	<b>-</b>	<b>74,699</b>	<b>316,169</b>	<b>91,854</b>	<b>224,315</b>

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 F&B ALLOCATION

Licensed LOC  
 Pending 1st Option  
 Definite 2nd Option

Event Name	Event #	Attendance	23.0%	17.0%	17.0%	23.0%	17.0%	17.0%	Total Cost of Sales	F&B Gross Margin	Contracted Labor-F&B	F&B Net Income
			40110	40115	40130	40310	40315	40330				
			COS- Concessions Food	COS- Concessions Bar NA Bev	COS- Concessions Alcohol	COS-Catering Food	COS-Catering Bar NA Bev	COS-Catering Alcohol				
American Roentgen Ray Society	37648	2,500	460	-	-	82,340	-	-	82,800	359,740	103,997	255,743
Preventing Trauma, Violence	37581	700	-	-	-	17,250	2,550	-	19,800	90,900	26,015	64,886
Hapalua Marathon	29116	5,000	-	-	-	-	-	-	-	-	-	-
First Hawaiian International Auto Show	32945	45,000	1,840	680	-	1,150	-	340	4,010	16,600	4,843	11,757
Aloha Region Regionals	37225	750	4,140	765	-	-	-	-	4,905	17,595	5,288	12,308
Professional Community Day - Session 4	38175	150	-	-	-	-	-	-	-	-	-	-
Chopsticks and Wine	37872	1,000	-	-	-	460	-	-	460	32,000	7,628	24,372
Hawai'i District Championships	38165	1,000	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940
Kawaii Kon	00000	4,000	6,900	850	2,550	-	-	-	10,300	39,700	11,750	27,950
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	300	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	300	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	200	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total April</b>		<b>62,700</b>	<b>17,020</b>	<b>2,975</b>	<b>2,550</b>	<b>142,600</b>	<b>2,550</b>	<b>340</b>	<b>168,035</b>	<b>752,175</b>	<b>216,249</b>	<b>535,926</b>
Intl Symposium on Radiopharmaceutical Scienc	34986	500	-	-	-	25,300	1,700	1,190	28,190	128,020	36,709	91,311
Shinnyo-En Hawai'i	28707	2,000	-	-	-	-	-	-	-	-	-	-
May Day 2023	36771	1,600	2,760	340	1,020	5,750	-	-	9,870	40,880	11,926	28,954
Mothers Day Concert w/ Na Leo (HCC Event)	37563	500	-	170	850	11,500	510	-	13,030	58,160	16,730	41,430
Na Hōkū Hanohano Awards	35689	1,000	-	119	1,700	1,265	-	-	3,084	14,381	4,104	10,277
Aloha Region Summer Volleyball	37767	1,000	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940
Jump Dance Convention	38045	1,500	2,300	510	-	-	-	-	2,810	10,190	3,055	7,135
Myron B. Thompson Graduation	00000	400	-	-	-	-	-	-	-	-	-	-
Hawaii Baptist Academy Graduation	00000	2,000	-	-	-	-	-	-	-	-	-	-
Hawaii Technology Academy	00000	150	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	200	-	-	-	5,750	-	-	5,750	25,000	7,226	17,774
Unspecified	00000	200	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total May</b>		<b>12,850</b>	<b>8,740</b>	<b>1,819</b>	<b>3,570</b>	<b>86,365</b>	<b>2,210</b>	<b>1,190</b>	<b>103,894</b>	<b>452,271</b>	<b>130,699</b>	<b>321,572</b>
The Luau Volleyball	37398	3,000	3,680	680	-	-	-	-	4,360	15,640	4,700	10,940
HPMG Professional Development Day	38094	3,000	-	-	-	1,840	340	-	2,180	10,120	2,891	7,230
Hawai'i Hotel & Restaurant Show	35828	3,500	552	85	425	1,150	-	-	2,212	9,638	2,785	6,853
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	9,200	-	-	9,200	40,000	11,562	28,438
Unspecified	00000	300	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	200	-	-	-	6,900	-	-	6,900	30,000	8,672	21,329
Unspecified	00000	200	-	-	-	4,600	-	-	4,600	20,000	5,781	14,219
Unspecified	00000	100	-	-	-	2,252	-	-	2,302	10,009	2,896	7,113
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
Unspecified	00000	100	-	-	-	-	-	-	-	-	-	-
<b>Total June</b>		<b>11,100</b>	<b>4,232</b>	<b>765</b>	<b>425</b>	<b>42,042</b>	<b>340</b>	<b>-</b>	<b>47,854</b>	<b>205,407</b>	<b>59,519</b>	<b>145,888</b>
<b>Grand Total</b>		<b>353,257</b>	<b>107,394</b>	<b>24,242</b>	<b>31,161</b>	<b>1,210,787</b>	<b>42,160</b>	<b>19,006</b>	<b>1,434,800</b>	<b>6,414,700</b>	<b>1,893,800</b>	<b>4,520,901</b>

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 FOOD & BEVERAGE DEPARTMENT  
 535

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
70005	Salaries-Exempt	See Facility Salary Detail	\$ 915,700
70205	Bonus-Performance	See Facility Salary Detail	\$ 23,200
71005	Payroll Taxes	FICA, Medicare, SUI, FUTA @ 10.9%	\$ 102,300
71105	Benefits	Health Insurance, Dental, 401k @ 8.5%	\$ 77,800
71505	Workers Compensation	Workers Compensation @ 3.95%	\$ 37,100
72905	Other Contracted Services	Kitchen Hood Cleaning, \$ 6,500 Kitchen Hood Fire Supressions Inspection, semi-annual \$ 3,200 Grease Trap clear/removal, Pacific Biodiesel \$ 3,700 Pest Control Services, Orkin \$733/mo \$ 8,800 Boiler/Pump maintenance, qtrly \$ 2,000 Boiler Inspection, DLIR, bi-annual \$ 1,500	\$ 25,700
73035	Bank Service Charges		\$ 600
73050	Payroll Fees		\$ 700
73060	Meetings & Conventions	IAVM (HF)	\$ 2,000
73065	Dues & Subscriptions	IAVM	\$ 500
73070	Postage		\$ 500
73095	Rental Office Equipment	Toshiba Copier Leases @ \$400/month	\$ 4,800
73100	Office Supplies		\$ 2,000
73190	Coporate Travel	Corporate Site Visits, \$2500/visit	\$ 2,500
73215	Promotional	Employee F&B Discounts \$ 4,400 HTA Costs > \$1,200/mo \$ 45,000	\$ 49,400
73230	Licenses & Fees	Liquor License	\$ 8,400
73265	Credit Card Discounts	Credit Card Service Charges, 0.45% of sales	\$ 28,900
73275	Computer Expense	Computer Services \$ 49,200 Bypass \$ 21,000	\$ 70,200
73295	Employee Training	Manager Training (2), \$2500/training	\$ 5,000

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 FOOD & BEVERAGE DEPARTMENT  
 535

Acct#	Account Title	Itemized Amounts / Descriptions	Budget
73905	Miscellaneous G & A	\$ 1,000	\$ 1,000
74010	Trash Removal	Eco-Feed Waste Disposal \$ 6,000	\$ 6,000
74060	Small Equipment	Various Small Equipment Needed \$ 8,000	\$ 8,000
75005	Gen Bldg Repairs & Maintenance	General Building Repairs F&B \$ 42,500	\$ 42,500
75105	Maintenance Agreements	Sketch-up Floorplan Program License \$ 700	\$ 700
76005	General Building Supplies	Paper Supplies, 1.8% of sales \$ 141,300 Floral, 0.1% of sales \$ 7,800	\$ 149,100
76115	Janitorial Supplies	F&B Cleaning Supplies, 0.5% of sales \$ 39,200	\$ 39,200
76135	Laundry	Linen Cleaning \$ 6,000	\$ 6,000
76140	Uniforms	Replacement \$ 500	\$ 500
77040	Insurance	GL Business Insurance 0.98% of sales \$ 64,400	\$ 64,400
78205	Telephone	Cell Service, AT&T @ \$250/mo \$ 3,000	\$ 3,000
535		JULY 1, 2022 TO JUNE 30, 2023	\$ 1,677,700

E

HAWAII CONVENTION CENTER  
 JULY 1, 2022 TO JUNE 30, 2023  
 FOOD & BEVERAGE DEPARTMENT  
 535

Acct#	Account Title	Budget	Prior Year	Variance	Percentage	Prior Year	Variance	Percentage	Two Years	Variance	Percentage	Three Years	Variance	Percentage
			FY 2022 Reforecast	More / (Less)	Change Increase (Decrease)	FY 2022 Budget	More / (Less)	Change Increase (Decrease)	CY 2020 Actual	More / (Less)	Change Increase (Decrease)	Prior CY 2019 Actual	More / (Less)	Change Increase (Decrease)
70005	Salaries-Exempt	\$ 915,700	666,587	249,113	37.4%	757,500	158,200	20.9%	563,484	352,216	62.5%	960,326	(44,626)	-4.6%
70205	Bonus-Performance	\$ 23,200	-	23,200	-	-	23,200	-	(18,303)	41,503	-226.8%	7,016	16,184	230.7%
71005	Payroll Taxes	\$ 102,300	56,637	45,663	80.6%	82,600	19,700	23.8%	49,075	53,225	108.5%	79,210	23,090	29.2%
71105	Benefits	\$ 77,800	49,455	28,345	57.3%	64,400	13,400	20.8%	52,759	25,041	47.5%	83,263	(5,463)	-6.6%
71505	Workers Compensation	\$ 37,100	25,783	11,317	43.9%	29,900	7,200	24.1%	23,573	13,527	57.4%	38,268	(1,168)	-3.1%
72410	Armored Car Service	\$ -	500	(500)	-100.0%	500	(500)	-100.0%	375	(375)	-100.0%	1,066	(1,066)	-100.0%
72905	Other Contracted Services	\$ 25,700	8,796	16,904	192.2%	29,100	(3,400)	-11.7%	9,907	15,793	159.4%	18,139	7,561	41.7%
73010	Professional Fees-Legal	\$ -	1,573	(1,573)	-100.0%	-	-	-	1,867	(1,867)	-100.0%	563	(563)	-100.0%
73015	Professional Fees-Other	\$ -	132	(132)	-100.0%	-	-	-	-	-	-	1,562	(1,562)	-100.0%
73035	Bank Service Charges	\$ 600	379	221	58.3%	1,000	(400)	-40.0%	1,382	(782)	-56.6%	1,619	(1,019)	-62.9%
73050	Payroll Fees	\$ 700	462	238	51.5%	500	200	40.0%	1,135	(435)	-38.3%	712	(12)	-1.7%
73055	Meals & Entertainment	\$ -	98	(98)	-100.0%	-	-	-	277	(277)	-100.0%	1,457	(1,457)	-100.0%
73060	Meetings & Conventions	\$ 2,000	-	2,000	-	-	2,000	-	-	2,000	-	-	2,000	-
73065	Dues & Subscriptions	\$ 500	-	500	-	-	500	-	3,495	(2,995)	-85.7%	-	500	-
73070	Postage	\$ 500	316	184	58.2%	500	-	-	819	(319)	-38.9%	876	(376)	-42.9%
73095	Rental Office Equipment	\$ 4,800	805	3,995	496.3%	7,200	(2,400)	-33.3%	3,600	1,200	33.3%	5,400	(600)	-11.1%
73100	Office Supplies	\$ 2,000	1,407	593	42.1%	1,000	1,000	100.0%	2,693	(693)	-25.7%	5,545	(3,545)	-63.9%
73105	Printing & Stationary	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73190	Corporate Travel	\$ 2,500	-	2,500	-	-	2,500	-	1,789	711	39.7%	7,768	(5,268)	-67.8%
73215	Promotional	\$ 49,400	5,154	44,246	858.5%	22,400	27,000	120.5%	46,238	3,162	6.8%	74,542	(25,142)	-33.7%
73230	Licenses & Fees	\$ 8,400	6,500	1,900	29.2%	6,500	1,900	29.2%	4,169	4,231	101.5%	5,559	2,841	51.1%
73255	Sales & Use Tax	\$ -	-	-	-	-	-	-	-	-	-	-	-	-
73265	Credit Card Discounts	\$ 28,900	13,505	15,395	114.0%	12,000	16,900	140.8%	16,406	12,494	76.2%	31,919	(3,019)	-9.5%
73275	Computer Expense	\$ 70,200	47,988	22,212	46.3%	40,000	30,200	75.5%	27,949	42,251	151.2%	23,828	46,372	194.6%
73295	Employee Training	\$ 5,000	-	5,000	-	-	5,000	-	-	5,000	-	-	5,000	-
73905	Miscellaneous G & A	\$ 1,000	568	432	76.1%	1,000	-	-	5,552	(4,552)	-82.0%	12,140	(11,140)	-91.8%
74010	Trash Removal	\$ 6,000	3,082	2,918	94.7%	5,000	1,000	20.0%	11,952	(5,952)	-49.8%	38,170	(32,170)	-84.3%
74055	Equipment Rental	\$ -	-	-	-	-	-	-	4,374	(4,374)	-100.0%	5,000	(5,000)	-100.0%
74060	Small Equipment	\$ 8,000	6,093	1,907	31.3%	8,000	-	-	1,797	6,203	345.2%	17,941	(9,941)	-55.4%
75005	Gen Bldg Repairs & Maintenance	\$ 42,500	64,583	(22,083)	-34.2%	20,000	22,500	112.5%	32,953	9,547	29.0%	57,470	(14,970)	-26.0%
75105	Maintenance Agreements	\$ 700	-	700	-	-	700	-	-	700	-	-	700	-
76005	General Building Supplies	\$ 149,100	52,960	96,140	181.5%	62,500	86,600	138.6%	50,367	98,733	196.0%	171,719	(22,619)	-13.2%
76145/6	COVID Expenses	\$ -	300	(300)	-100.0%	7,500	(7,500)	-100.0%	-	-	-	-	-	-
76115	Janitorial Supplies	\$ 39,200	12,141	27,059	222.9%	16,500	22,700	137.6%	11,146	28,054	251.7%	58,409	(19,209)	-32.9%
76135	Laundry	\$ 6,000	4,262	1,738	40.8%	3,000	3,000	100.0%	10,848	(4,848)	-44.7%	42,669	(36,669)	-85.9%
76140	Uniforms	\$ 500	581	(81)	-13.9%	500	-	-	469	31	6.6%	3,183	(2,683)	-84.3%
77040	Insurance	\$ 64,400	15,137	49,263	325.4%	26,900	37,500	139.4%	17,062	47,338	277.4%	85,431	(21,031)	-24.6%
78205	Telephone	\$ 3,000	2,916	84	2.9%	2,400	600	25.0%	3,911	(911)	-23.3%	4,109	(1,109)	-27.0%
	<b>Total</b>	<b>\$ 1,677,700</b>	<b>\$ 1,048,700</b>	<b>\$ 629,000</b>	<b>60%</b>	<b>\$ 1,208,400</b>	<b>\$ 469,300</b>	<b>39%</b>	<b>\$ 943,120</b>	<b>\$ 734,580</b>	<b>78%</b>	<b>\$ 1,844,879</b>	<b>\$ (167,179)</b>	<b>-9%</b>

E