

Citywide Outlook for 2017

Convention Trends



Convention Trends

- Political Unrest in Unexpected Place
- Midscale Property Openings Explode, While Luxury Builds Rebound
- Sharing Economy Continues to Disrupt the Market
- The Rise of Experiential Meeting
- Flat Budgets
- Security Concerns
- F&B Prices Rise
- Technology Moves Beyond Basics
- APPS Become Data Gatherers

Source: Successful Meetings, January 2017

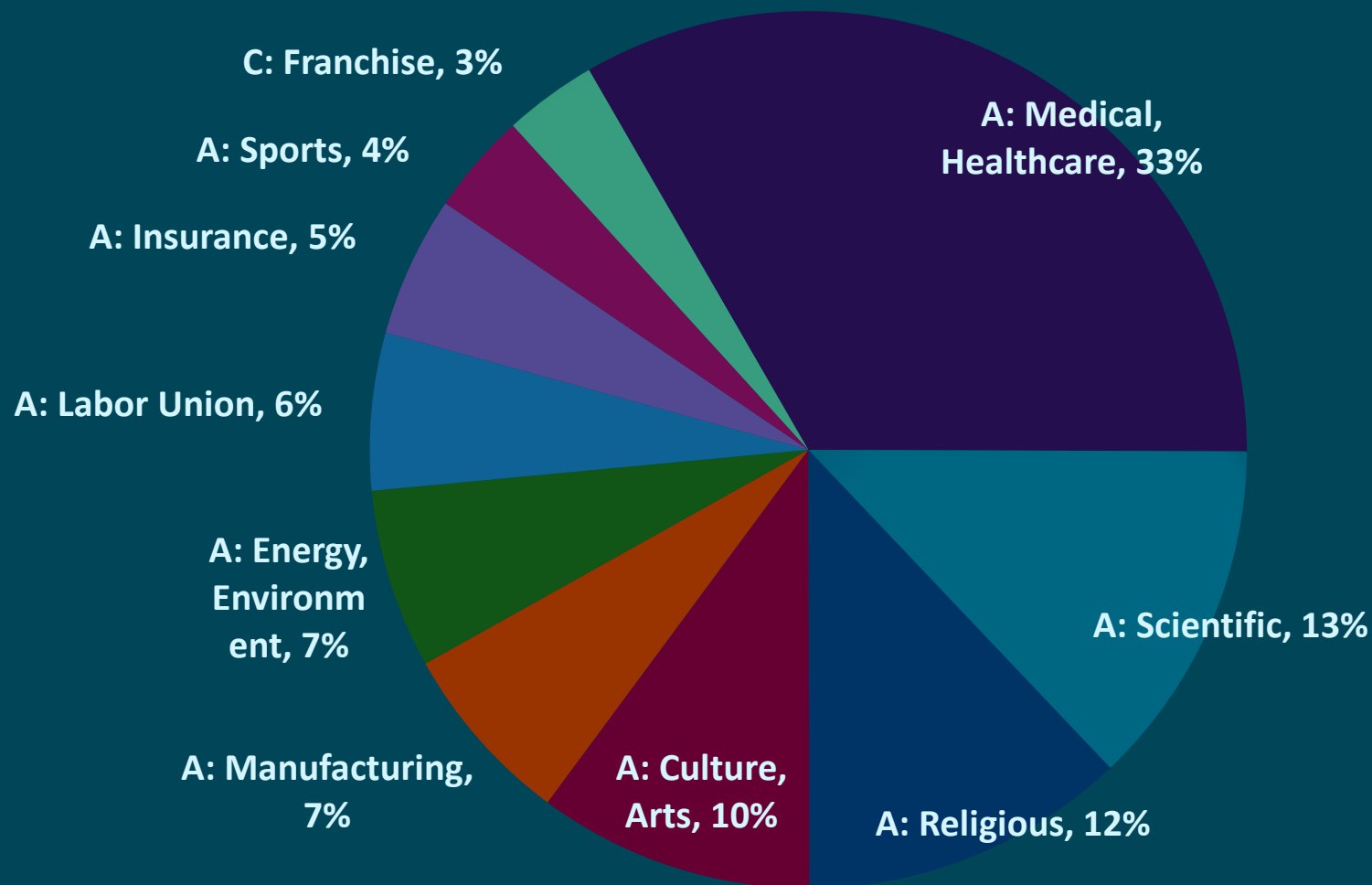
Convention Key Markets



Convention Key Markets

- Healthcare/Medical
- Science/ Technology
- Finance/Banking
- Energy/Environment
- Trade Associations
- Sporting Events

Citywide Definites Top 10 Market Segments



Key Citywide Initiatives



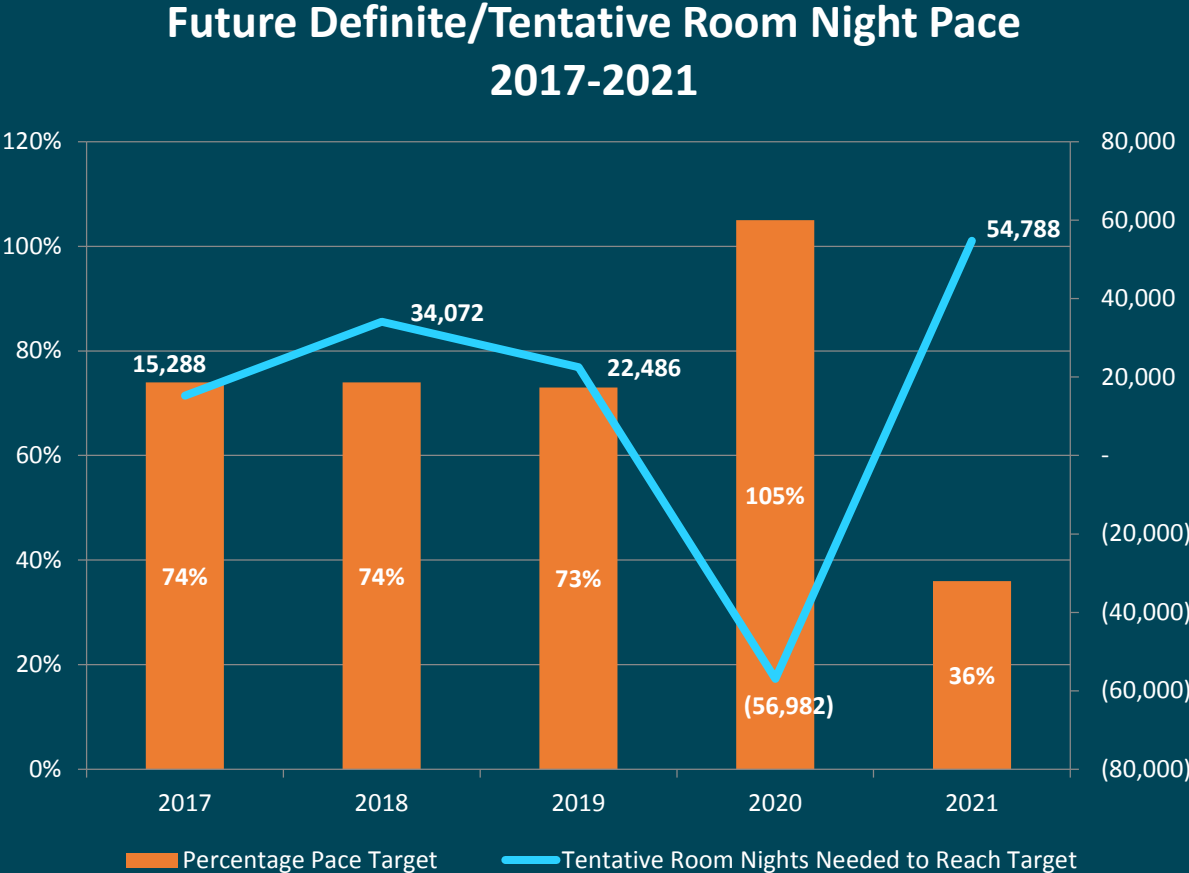
Key Citywide Initiatives

- 'Elele Ambassadors
- Corporate Focus
- New Business
- Hosted Site Inspection Visits
- Strengthening Existing Client Relationships
- Engage the Expertise of HTA Global MCI
- AEG Advantage

Definite and Tentative Room Nights Overview



Definite & Tentative Room Nights Pacing Ahead



Need Years

- 2017 – Still Opportunity
- 2018, 2019 – Slightly Behind, Expected to Meet or Exceed Targets
- 2020 – Pacing to Exceed Expectations
- 2021, 2022, 2023 – Target Years

Competitive Set



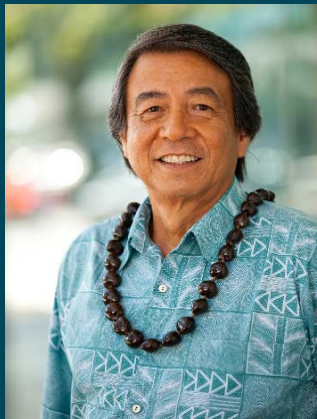
Competitive Set

- Anaheim Convention Center
- Moscone Center (San Francisco)
- Washington State Convention Center (Seattle)
- Los Angeles Convention Center

Citywide Team



Deployment



Lee Conching

Director of Sales, Service and Support

- *Territory: West Coast Association, South West Association*



Dawn Eagleton

Regional Director of Accounts – East Coast

- *Territory: East Coast Association*



Meghan Feldstein

Regional Director of Accounts - Midwest

- *Territory: Midwest Association*

Deployment



Christine Davidson

Regional Director of Accounts

- *Territory: Nationwide Corporate, Sports*



Janet Kuwata

Director of Accounts – Asia Pacific

- *Territory: All Segments Asia, Oceania*

Why Hawaii is the **PERFECT** Meetings Destination



Why Hawaii is the **PERFECT** Meetings Destination

- Strategic Mid-Pacific Location
- Accessibility
- Pre and Post Opportunities
- Comprehensive Hotel Package
- Inspiring Atmosphere

MAHALO!

HAWAII
CONVENTION CENTER
Where Business and Aloha Meet