

Approved 11/15/2023

**BOARD OF DIRECTORS MEETING  
NEW YORK CONVENTION CENTER OPERATING CORP.**

655 West 34<sup>th</sup> Street  
New York, NY 10001-1188

**MINUTES**

**MEMBERS PRESENT:**

Lee H. Perlman, Chairman  
Quenia Abreu – Webex  
Joseph F. Chan  
Christine Ferer  
Ronald Goldstock – Webex  
Richard N. Gottfried  
Steven C. Koppel – Webex  
Gary Lavine  
Andrew Murstein  
Brian O’Dwyer

**OTHERS PRESENT:**

**STAFF:**

Alan E. Steel, CEO  
Bradley A. Siciliano, President  
Doreen Guerin, SVP, Sales & Marketing  
Mark S. Sims, SVP & CFO  
Christine McMahon, SVP, Labor Relations and Show Operations  
Sonia Low, VP, General Counsel and Corporate Secretary  
Timothy Gaburungyi, SVP & CIO  
Kenneth Dixon, SVP, Security & Safety Solutions  
Kenneth Sanchez, SVP, Facilities & Operations Management  
Shane Beardsley, VP, Communications & Guest Experiences  
Pearl Liang, Paralegal

**DATE:**

**October 4, 2023**

**Time:**

**1:00 p.m.**

**Location:**

**Large Conference Room  
and Audio/Video Webex**

**ABSENT:**

Hugh L. Carey II  
Fred Dixon  
Joseph Spinnato, Esq.

**GUESTS/VISITORS:**

None

<p><b>Call to Order</b></p>	<p>The meeting of the Board of Directors for the New York Convention Center Operating Corporation (CCOC) was called to order at 1:00 p.m. A quorum was present. The meeting was presided over by Lee H. Perlman, Chairman.</p>
<p><b>Agenda</b></p>	<p><b>Discussion</b></p>
<p><b>I. Introduction by the Chairman</b></p>	<p><b><u>Approval of the Minutes of June 21, 2023 (Attachment 23-61)</u></b>                  A motion was made and seconded to approve the minutes of the Board of Directors meeting held on June 21, 2023. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1597</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the minutes of the Board of Directors meeting held on June 21, 2023, are hereby approved.</p> <p>Before proceeding further, Mr. Perlman asked the Members whether anyone had any potential conflict of interest with respect to any of the items on the agenda and requested that they make an appropriate disclosure on the record and the individual with such conflict would recuse themselves from any discussion or vote with regard to such item or items. No Member having indicated such a potential conflict, the meeting proceeded.</p>
<p><b>II. Corporate Matters</b></p>	<p><b><u>CEO’s Report (Attachment 23-62)</u></b></p> <p>Mr. Steel updated the Members on the status of the events industry and calendar. Javits Center’s calendar is almost at 95% of former business and will increase its occupancy for events. Javits Center’s customers appear to be cautiously optimistic. Mr. Steel then discussed the Toy Fair Show which has been held at the Javits Center for eighteen years and the Toy Fair Association’s decision to move the show to New Orleans from 2026 – 2028. The result would be a loss in some revenue for the Javits Center but there will be other similar associations in the market to take its place. The Toy Far Association may return in 2025. Mr. Steel next presented the list of recent events and new corporate and meetings business that the Javits Center continues to receive now that the Center has space designed for these types of new events.</p> <p>Mr. Steel provided the Members with a cyber security update on the Javits Center. He referred the Members to Tim Gaburungyi, SVP and CIO, for any questions that they might have, and stated that the Javits Center is staying ahead of the cyber-attack curve and is spending time and money on efforts to ensure that the Javits Center is secure. Updated cyber security training for all administrative staff was recently completed.</p>

<p style="text-align: center;"><b>II. Corporate Matters (continued)</b></p>	<p>On the topic of recent media coverage, Mr. Steel reported that the Javits Center welcomed a large ecosystem restoration mural painted by a Mexican artist working with Street Art for Mankind, a non-profit organization which raises awareness about social and environmental justice. Mr. Steel showed a video presentation of the artist painting the mural which extends a city block and improves greatly the dynamic of the adjoining police parking lot. The Javits Center has an agreement to keep the mural in place for a year and may extend the time period beyond 2024, subject to the Center having to remove it for other purposes. The Port Authority is now also considering having a mural painted on one of its walls. Prior to the start of the project, the Javits Center had informed the Governor’s office about the mural. Also, the Weather Channel was present on the rooftop and provided two days of coverage of the NEST Summit, a week-long event. Siemens also joined in a media push for Climate Week initiatives and projects at the Javits Center. This year, the Javits Center had a booth at the show which featured a touch screen interactive display to educate people about the Center’s sustainability program at the Javits Center.</p> <p>Mr. Steel next introduced three new bird species--the Ruby Throated Hummingbird, the Yellow Rumped Warbler and the Northern Flicker--that have been identified on the Javits Center green roof in the past few weeks. The Javits Center now has a total of 56 bird species seen utilizing the Center’s spaces and that have been identified since 2014. The NYC Audubon Society identified 13 new species since the rooftop farm became active last year. The NYC Audubon Society attended a tour of the building and proposed holding a conference at the Javits Center and encouraging other parties to look at hosting similar programs.</p> <p>On the topic of congestion pricing, Mr. Steel reported that the plan will be implemented in NYC in May 2024, and the Javits Center is still evaluating its impact on its operations. This plan will significantly increase the cost of bringing a truck into NYC as tolls will be imposed on box and larger trucks. The purpose of congestion pricing was to reduce nonessential vehicles from coming into NYC. Trucks that will be coming in for shows are deemed to be essential vehicles. The rates are likely to vary by size of truck and time of entry into NYC. The Javits Center is meeting with the Commissioner in charge of implementing this plan who has agreed to meet with the Center to discuss but senior management is not encouraged that the Center will be granted an exception. There will be trucks that are coming into NYC between the hours of 12:00 am to 4:00 am and they will be charged about \$100 per day. There was a general discussion held by the Members on this topic and how it could impact the clients and shows.</p> <p>Mr. Steel next reported on the solar program at the Javits Center. There are more than 3000 panels with a capacity to generate approximately 1.2 MW. The Javits Center is aiming to energize the system before the end of 2023. One wind turbine has been installed on one of the solar canopies as a pilot. In addition, the battery energy storage system project is anticipated to be completed in 2024.</p>
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<p style="text-align: center;"><b>II. Corporate Matters (continued)</b></p>	<p>Mr. Steel informed the Members that the Javits Center is working with Cultivated on new programs, some of which are directed by New York State, and encourages the Javits Center to purchase approximately 85% of its food from New York sources. Regarding the financial performance as of August year to date, the Javits Center’s share was \$1.3 million over budget.</p> <p>Mr. Steel next discussed the Javits Juniors Scholarship program which is funded primarily through a donation by the Marian B. and Jacob K. Javits Foundation. This is the seventh year of the program, and more than \$140,000 in college scholarships have been distributed since 2018. This year, two students from high schools on Manhattan’s West Side each received a \$10,000 scholarship in 2023. The ceremony commenced earlier in August. One student is attending NY Tech and the other is attending Pace University. This was executed in collaboration with the NYC Department of Education and the Fund for Public Schools.</p> <p>Mr. Steel and Mr. Siciliano reviewed the insurance program with the Members. Mr. Siciliano stated that the premium increases are outpacing inflation, and that the Javits Center spent \$8 million on insurance premiums. Increases were the result of various factors including the increase in size of the building, overall market conditions, local market concentration and various natural disasters. Senior management has raised this concern with six other public authorities and Marsh and has started exploring the possibility of pooling Javits Center’s risk. Senior management has investigated a number of different options and coordinated with the Governor’s Office and the Office of General Services (“OGS”). One option being considered is to create a group captive insurance company with other public authorities. This will require legislation and further discussions with the Governor’s Office and Marsh. NYPA already went through this process and it took them several years to pass the required legislation. The MTA also pooled its risk and saved over \$750 million over 20 years. The Javits Center is working on amending various laws in order to permit the creation of the group captive. The goal is to complete this process by April 2025 if it makes sense for the Center. The Center is hoping to find significant savings for the company if this works out. There was a general discussion held by the Members on this topic.</p> <p><b><u>A. Audit &amp; Finance Committees – Ronald Goldstock and Gary Lavine, Committee Chairmen</u></b></p> <p>It was reported that the Audit and Finance Committees met immediately prior to the Board Meeting today via telephone and in person, and on September 14, 2023 via telephone. Mr. Sims introduced a series of items for the Members’ consideration.</p> <p><b><u>Financial Report</u></b></p>
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<p style="text-align: center;"><b>III. Committee Reports</b></p>	<p><b><u>Procurement Summaries for Approval (Attachments 23-63 through 23-79)</u></b>                  Mr. Sims presented the Board Members with procurements for approval. The Chairman advised the Members that by voting to approve the listed procurements, the Members would be passing separate resolutions reflecting each procurement individually; and the minutes will reflect that each procurement was the subject of a separate resolution.</p> <p>Mr. Sims summarized the first six procurements related to the implementation of the ERP/WFM systems. Mr. Sims stated that he and his team expanded the group to review the RFP and understand how the process of these systems will work. He reported that more than 40 people attended the presentations and had input in how these systems will work and how to integrate the processes at the Javits Center environment. There were meetings with the Audit &amp; Finance Committees to discuss the process.</p> <p>The Members held a general discussion on the ERP/WFM systems and implementation. Mr. Lavine stated that there were challenges in the first phase of the prior project and the Javits Center’s implementation of Kronos. During that time, the project was over budget and did not meet its milestones. The Audit &amp; Finance Committees have explored the lessons learned with management and management has effectively addressed how the Javits Center has changed its approach from the prior experience. The Audit &amp; Finance Committees requested milestones to be shared and reports by the project manager to be provided to the Committee Members as this project involves a significant amount of time and cost. The Committee Chairs agreed to monitor and supervise this process.</p> <p><b><u>Approval of Contract – Oracle Netsuite/Myers Holum (Attachment 23-63)</u></b>                  Mr. Sims presented a procurement summary seeking Board approval to award a contract to Oracle NetSuite to provide and implement with its solution integrator, Myers Holum, an Enterprise Resource Planning Solution at the Jacob K. Javits Convention Center at an estimated cost of \$4,994,700. The contract term is for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1598</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to Oracle NetSuite to provide and implement with its solution integrator, Myers Holum, an Enterprise Resource Planning Solution at the Jacob K. Javits Convention Center at an estimated cost of \$4,994,700 for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal years is hereby approved.</p> <p><b><u>Approval of Contract – Ultimate Kronos Group (Attachment 23-64)</u></b>                  Mr. Sims presented a procurement summary seeking Board approval to award a contract to UKG to provide and implement a Workforce Management Solution at the Jacob K. Javits Convention Center at an estimated cost of \$2,969,030. The contract</p>
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**III.  
Committee  
Reports (continued)**

term is for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal at the Javits Centers discretion. A motion was made and seconded. The following resolution passed by unanimous vote:

**Resolution No. 1599**

**NOW THEREFORE BE IT RESOLVED** that the award of a contract to UKG to provide and implement a Workforce Management Solution at the Jacob K. Javits Convention Center at an estimated cost of \$2,969,030 for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal at the Javits Centers discretion is hereby approved.

**Approval of Contract - Passport (Attachment 23-65)**

Mr. Sims presented a procurement summary seeking Board approval to award Passport to provide and implement a Workforce Management Scheduling Solution at the Jacob K. Javits Convention Center at an estimated cost of \$3,337,500. The contract term is for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:

**Resolution No. 1600**

**NOW THEREFORE BE IT RESOLVED** that the award of a contract to Passport to provide and implement a Workforce Management Scheduling Solution at the Jacob K. Javits Convention Center at an estimated cost of \$3,337,500 for a period of 5 years from November 1, 2023 – October 31, 2028, with an optional 2-year renewal at the Javits Center’s discretion is hereby approved.

**Approval of Contract – ERP Software Implementation Partner - Resources Global Professionals (Attachment 23-66)**

Mr. Sims presented a procurement summary seeking Board approval to award a contract to Resource Global Professionals (RGP) to provide ERP software implementation services at the Jacob K. Javits Convention Center at an estimated cost of \$1,611,900. The contract term is for 18 months from November 1, 2023 – April 30, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:

**Resolution No. 1601**

**NOW THEREFORE BE IT RESOLVED** that the award of a contract to Resource Global Professionals (RGP) to provide ERP software implementation services at the Jacob K. Javits Convention Center at an estimated cost of \$1,611,900 for a term of 18 months from November 1, 2023 – April 30, 2025 is hereby approved.

**Approval of Contract - WFM Software Implementation Partner - Resources Global Professionals (Attachment 23-67)**

Mr. Sims presented a procurement summary seeking Board approval to award a contract to Resources Global Professionals (RGP) to provide WFM software implementation services at the Jacob K. Javits Convention Center at an estimated cost of

<p style="text-align: center;"><b>III. Committee Reports (continued)</b></p>	<p>\$1,765,300. The contract term is for 18 months from November 1, 2023 – April 30, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1602</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to Resources Global Professionals (RGP) to provide WFM software implementation services at the Jacob K. Javits Convention Center at an estimated cost of \$1,765,300 for 18 months from November 1, 2023 – April 30, 2025 is hereby approved.</p> <p><b><u>Approval of Contract - Panel of 5 Staffing Firms (Attachment 23-68)</u></b>  Mr. Sims presented a procurement summary seeking Board approval to award a contract for supplemental staffing services to the panel of five staffing firms for a period of 18 months at an estimated cost of \$688,000 for the period November 1, 2023 – April 30, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1603</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract for supplemental staffing services to the panel of five staffing firms for a period of 18 months at an estimated cost of \$688,000 for the period November 1, 2023 – April 30, 2025 is hereby approved.</p> <p><b><u>Approval of Contract - Rosenwach Tank Co. LLC (Attachment 23-69)</u></b>  Mr. Sims presented a procurement summary seeking Board approval to award a contract to Rosenwach Tank Co. LLC to inspect and clean stormwater tanks at the Jacob K. Javits Convention Center at a total cost of \$149,040. The contract term is for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1604</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to Rosenwach Tank Co. LLC to inspect and clean stormwater tanks at the Jacob K. Javits Convention Center at a total cost of \$149,040 for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion. is hereby approved.</p> <p><b><u>Approval of Contract - Amadeus Hospitality Americas Inc. (Attachment 23-70)</u></b>  Mr. Sims presented a procurement summary seeking Board approval to award a contract to Amadeus to provide a space diagramming and rendering software solution at a total cost of \$467,240. The contract term is for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p>
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<p><b>III. Committee Reports (continued)</b></p>	<p><b><u>Resolution No. 1605</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to Amadeus to provide a space diagramming and rendering software solution at a total cost of \$467,240 for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion is hereby approved.</p> <p><b><u>Approval of Contract - R&amp;R Scaffolding (Attachment 23-71)</u></b>          Mr. Sims presented a procurement summary seeking Board approval to award a contract to R&amp;R Scaffolding to provide quarterly scaffolding maintenance services at the Jacob K. Javits Convention Center at a total cost of \$143,347. The contract term is for a period of 3 years from January 1, 2024 – December 31, 2027, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1606</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to R&amp;R Scaffolding to provide quarterly scaffolding maintenance services at the Jacob K. Javits Convention Center at a total cost of \$143,347 for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion is hereby approved.</p> <p><b><u>Approval of Contract - Schindler Elevator (Attachment 23-72)</u></b>          Mr. Sims presented a procurement summary seeking Board approval to award a contract for elevator and escalator preventive and corrective maintenance services to Schindler Elevator at a total cost of \$3,893,761. The contract term is for a period of 3 years from January 1, 2024 – December 31, 2026, with an optional 2-year renewal at the Javits Centers discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1607</u></b>  <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract for elevator and escalator preventive and corrective maintenance services to Schindler Elevator at a total cost of \$3,893,761 for a period of 3 years from January 1, 2024 – December 31, 2026, with an optional 2-year renewal at the Javits Centers discretion is hereby approved.</p> <p><b><u>Approval of Contract - Arch Indemnity Insurance Company (Attachment 23-73)</u></b>          Mr. Sims presented a procurement summary seeking Board approval to award the workers’ compensation insurance contract to Arch Indemnity Insurance Company. The contract is for a period of one year at a cost of \$1,203,356 beginning October 1, 2023, through September 30, 2024. A motion was made and seconded. It was noted that Steven Koppel recused himself from the vote because the firm represents Arch Indemnity Insurance Company. The following resolution passed by unanimous vote:</p>
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<p><b>III. Committee Reports (continued)</b></p>	<p><b><u>Resolution No. 1608</u></b> <b>NOW THEREFORE BE IT RESOLVED</b> that the award of the workers’ compensation insurance contract to Arch Indemnity Insurance Company for a period of one year at a cost of \$1,203,356 beginning October 1, 2023, through September 30, 2024 is hereby approved.</p> <p><b><u>Approval of Contract – Ron Antonelli (Attachment 23-74)</u></b> Mr. Sims presented a procurement summary seeking Board approval to award a contract to Ron Antonelli to provide digital photography services at the Javits Center at a total cost of \$90,000. The contract term is for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1609</u></b> <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a contract to Ron Antonelli to provide digital photography services at the Javits Center at a total cost of \$90,000 for a period of 3 years from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion is hereby approved.</p> <p><b><u>Approval of Contract - Ultimate Kronos Group/Passport/Vocantas (Attachment 23-75)</u></b> Mr. Sims presented a procurement summary seeking Board approval to award a single source procurement to UKG for Kronos Workforce, Passport and Vocantas cloud software, hosting and support services for one year at a cost of \$515,015. The term of the contract is September 29, 2023 – September 28, 2024. A motion was made and seconded. The following resolution passed by unanimous vote:</p> <p><b><u>Resolution No. 1610</u></b> <b>NOW THEREFORE BE IT RESOLVED</b> that the award of a single source procurement to UKG for Kronos Workforce, Passport and Vocantas cloud software, hosting and support services for one year at a cost of \$515,015 from September 29, 2023 – September 28, 2024 is hereby approved.</p> <p><b><u>Approval of Contract - EFPR Group LLP (Attachment 23-76)</u></b> Mr. Sims presented a procurement summary seeking Board approval to award a single source procurement to EFPR to provide financial statement audit services for a period of three years at a total cost of \$267,500. The term of the contract for year 1 is November 1, 2023 - June 30, 2024. The subsequent years the term will be from July 1, 2024 - June 30, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:</p>
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**III.  
Committee  
Reports (continued)**

**Resolution No. 1611**

**NOW THEREFORE BE IT RESOLVED** that the award of a single source procurement to EFPR to provide financial statement audit services for a period of three years at a total cost of \$267,500 with term of the contract for year 1 being November 1, 2023 - June 30, 2024 and subsequent years being from July 1, 2024 - June 30, 2025 is hereby approved.

**Approval of Contract - Application Software Technology LLC (Oracle EBS Hosting) (Attachment 23-77)**

Mr. Sims presented a procurement summary seeking Board approval to award a single source procurement to procurement to Application Software Technology LLC (AST), to provide Oracle EBS Hosting and Support services at the Jacob K. Javits Convention Center (Javits Center). The contract is for a period of one year at a cost of \$327,192 (\$27,266 per month). The term of the contract is October 1, 2023 – September 30, 2024. The following resolution passed by unanimous vote:

**Resolution No. 1612**

**NOW THEREFORE BE IT RESOLVED** that the award of a single source procurement to procurement to AST for Oracle EBS Hosting and Support services for one year at a cost of \$327,192 from October 1, 2023 – September 30, 2024 is hereby approved.

**Approval of Contract - Application Software Technology LLC (Oracle CPQ Hosting) (Attachment 23-78)**

Mr. Sims presented a procurement summary seeking Board approval to award a single source procurement to Applications Software Technology LLC (AST) for Oracle CPQ hosting and support at the Jacob K. Javits Convention Center (Javits Center). The term of the contract is August 16, 2023 – August 15, 2024. The estimated contract cost is \$205,392.00. The following resolution passed by unanimous vote:

**Resolution No. 1613**

**NOW THEREFORE BE IT RESOLVED** that the award of a single source procurement to AST for Oracle CPQ hosting and support for one year at a cost of \$205,392 from August 16, 2023 – August 15, 2024 is hereby approved.

**Approval of Contract - Resolver Inc. (Attachment 23-79)**

Mr. Sims presented a procurement summary seeking Board approval to award a contract to Resolver Inc. to provide a digital incident reporting software solution for the Jacob K. Javits Convention Center (Javits Center). The term of the contract is for a period of 3 years at a total cost of \$118,227 (\$39,409 per year). The contract term is from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion. A motion was made and seconded. The following resolution passed by unanimous vote:

**Resolution No. 1614**

**III.  
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Reports (continued)**

**NOW THEREFORE BE IT RESOLVED** that the award of a contract to Resolver Inc. to provide a digital incident reporting software solution for the Jacob K. Javits Convention Center (Javits Center) for a period of 3 years at a total cost of \$118,227 (\$39,409 per year) from November 1, 2023 – October 31, 2026, with an optional 2-year renewal at the Javits Center’s discretion is hereby approved.

**Review of Procurements (Attachments 23-80 through 23-90)**

Mr. Sims stated that previously approved service procurement contracts that extend for more than one year were being submitted for an annual Board review as required by the Corporation’s procurement guidelines. The procurement summaries were included with the packet sent to the Board in advance of the meeting. No Board Member had any comment or question with respect to these procurements.

**Procurement Contracts for Review (Attachments 23-80 through 23-90)**

<b>Vendor</b>	<b>Procurement Review Period</b>	<b>Review Period Amount</b>
New York Green Roofs, LLC	2/3	\$84,980
Platinum, Inc.	2/3	\$226,241
Nalco Water	2/3	\$46,909
Anexinet Corp./Artic Wolf Solutions	2/3	\$131,873
New Tradition	2/15	n/a
AT&T, Astound Business Solutions and Crown Castle	2/3	\$118,354
Canon Solutions of America	2/3	\$46,684
Federal Express	2/5	n/a
Brightview Landscaping Services	2/3	\$347,792
Marsh USA, Inc.	3/3	\$290,000
Recycle Track Systems, Inc.	5/5	\$700,000

**Financial Update:**

Mr. Sims presented the Members with a statement of revenues and expenses as of August 31, 2023 MTD as compared to the budget for August 31, 2023 MTD. He reported that the Javits Center had a total of five events during August 2023, two of which were recurring events and three of which were new events. He stated that the revenue was approximately \$61,000 lower than plan primarily due to the following: (1) \$497,000 lower than plan due to one cancelled event; (2) \$89,000k lower than plan event performance; (3) \$439,000 from three unplanned events; and (4) \$42,000 favorable advertising revenue.

<p style="text-align: center;"><b>III. Committee Reports (continued)</b></p>	<p>Expenses were \$192,000 lower than plan, primarily due to \$97,000 under plan driven by a decrease in event labor and OPEB, netted with higher cost in GASB 68 Pension, and \$129,000 favorable to plan in Selling, General &amp; Administrative (SG&amp;A) costs due to prior accrual adjustment and lower cost in legal fees and consultant services. The Operating Loss and Net Loss were \$131,000 and \$171,000 respectively, which were more favorable to plan due to the net of revenue and expenses described previously.</p> <p>Mr. Sims also reported the revenues and expenses as of August 31, 2023 YTD as compared to the budget for August 31, 2023 YTD. He stated that the Javits Center had a total of 47 events from April 2023 to August 2023, 28 of which were recurring events and 19 of which were new events. He reported that revenue was \$3.6 million better than plan due to \$3.5 million from 10 unplanned events and over plan performance of planned events, \$687,000 reduction from two cancelled events, \$582,000 from food and beverage commissions and \$61,000 of advertising revenue. Expenses were \$1.4 million higher than plan due to \$2.0 million over plan driven by an increase in event labor mostly for unplanned events, \$276,000 favorable to plan in facility costs primarily due to lower cost in utilities and facility maintenance, partially offset by event related professional service, and \$315,000 favorable to plan in SG&amp;A costs due to an accrual adjustment and lower cost in consultant service and equipment rental. The Operating Loss and Net Loss were \$2.2 million and \$2.5 million, respectively, which were more favorable to plan due to the net of revenue and expenses described previously.</p> <p>There was a general discussion about the budget and the Members noted that the senior management team continues to provide for a robust budgeting process and be able to control and manage expenses well. The Javits Center is also bringing much more economic impact to New York and coming up with more and different shows.</p> <p><b><u>B. Human Resources Committee</u></b></p> <p>No report.</p> <p><b><u>C. Facilities/Operations Committee</u></b></p> <p>No report.</p> <p><b><u>D. Sales &amp; Marketing Committee, Doreen Guerin, Committee Chairman (Attachment 23-91)</u></b></p> <p>Ms. Guerin presented on behalf of the Sales and Marketing Committee. Ms. Guerin presented the event calendar for the third quarter of 2023. The Javits Center is hosting over the next three months 34 events of which eight are new events. The Javits Center is hosting a wide assortment of industries, from education to finance to technology. There will be three public events, 14 trade shows and 17 special and other events. Total number of events is starting to increase. The Javits Center had</p>
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<p><b>III. Committee Reports (continued)</b></p>	<p>143 events in 2019 and 112 events in 2022. This year, the Center is hosting 126 events and is in the recovery trend. Mr. Steel noted that 85 to 90 percent of the event business is back as compared to that in 2019.</p> <p>Pre-pandemic the Javits Center hosted new events which represented 7% of the events. New events to total events now represent 33% of Javits Center’s events in 2023. Without the new expansion area, the Javits Center would not have attracted this number of special and corporate events. Ms. Guerin also reported that the sales team attended CEMA (Corporate Event Marketers Association) Summit 2023 in Salt Lake City where they took the main stage and presented the story of the Javits Center’s historic expansion and award-winning sustainability program to over 500 corporate clients. Later this month, the Javits Center is joining NYC Tourism + Convention and attending IMEX America, which is the largest U.S. trade show for the global meetings, events and incentive travel industry, for three days of appointments with global buyers.</p> <p><b><u>E. Governance Committee – Ronald Goldstock, Committee Chairman</u></b> No report.</p>
<p><b>IV. Other Business</b></p>	<p>None</p>
<p><b>V. Adjournment</b></p>	<p>By motion and agreement, the meeting was adjourned at 1:57 p.m. with the next meeting to be held on November 15, 2023.</p>