

**FY 2022 Operating Budget Full Year Projected Amounts**

Actual / Projected Monthly Revenues & Expenditures through FYE 2022															Update as of: 10/22/21			
	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	
	Source Code	Actual 07/2021	Actual 08/2021	Actual 09/2021	Projected 10/2021	Projected 11/2021	Projected 12/2021	Projected 01/2022	Projected 02/2022	Projected 03/2022	Projected 04/2022	Projected 05/2022	Projected 06/2022	FYE 06/30/22 12-Month Projected	FYE 06/30/21 12-Month Actual	FY 2022 Increase/ (Decrease) Over FY 2021	% Change Prior : Current Yr.	COMMENTS
<b>REVENUES</b>		11%	9%	9%	8%	7%	7%	8%	8%	8%	9%	8%	8%	100%				
Swap Meet	836	340,599	365,919	424,246	216,000	189,000	189,000	216,000	216,000	216,000	243,000	216,000	216,000	3,047,764	1,807,547	1,240,217	68.61	Orig. revenue growth factor of 39% over prior yr. Controlled vendor capacity at 50% to support social distancing. (Other factors include EO, EP, Toursim) Projecting total \$2.7M for remaining 9-mos. for FY '22/Up 49%
Parking	1320	43,802	114,331	-							9,000	88,200		255,333	22,857	232,476	1,017.09	HAR Prkg rate increase a/o 01/01/20 to \$9/\$17/\$32 AFF in 2nd half-July. 01/2022 - 02/2022 Proposing 2-mo. extension.
Food and Beverage	1321	577	633	708	1,200	1,200	1,200	1,200	1,200	1,200				9,118	66,688	(57,570)	(86.33)	
Rent	1322	27,810	22,105	11,555	30,808	7,808	61,808	7,808	7,808	7,808	7,808	58,808	24,808	276,742	429,952	(153,210)	(35.63)	NOTE: VZW Sm.Cell Sys. (\$57.7k); T-Mob (\$36k) ATT-0 10/2021 - Halloween Haunted House 12/2021 - Xmas Light Show 05/2022 - 50th State Fair
Advertising	1324													-	348,019	(348,019)	(100.00)	Removed advertising gurantee payment of \$137,500 (04/2021)
Interest	288													-	20,234	(20,234)	(100.00)	
Stadium Tours	1325													-	-	0	0.00	
Miscellaneous	Var.	41,986	24,818	5,078										29,896	130,485	(100,589)	(77.09)	
<b>Total Revenues:</b>		454,774	527,806	441,587	248,008	198,008	252,008	225,008	225,008	225,008	259,808	363,008	240,808	3,660,839	2,825,782	835,057	29.55	
<b>EXPENSES</b>																		
Personal Services	2000	285,837	306,475	306,040	333,500	275,000	275,000	275,000	275,000	275,000	275,000	275,000	275,000	3,431,852	3,628,822			NOTE: HRA IV Vac - Leg unfunded in Act 88/SLH2021 Payout(s).
PTI Support Services																		
Labor Adj incl./Fringe														-				
G.O. Bond 4.00 - Positions																		
2-Day Furlough (10%)																		
Supplies	3000																	
Utilities	5000																	
Repairs and Maint.	5800																	
Services on a Fee Basis	7100																	
Central Serv. Assess	7200																	
Miscellaneous - Prior Yr															575,000			
Miscellaneous - Current		31,858	137,056	112,585	151,453	151,453	151,453	151,453	151,453	151,453	151,453	151,453	151,453	1,644,576	1,465,042			08/2021 - Insurance premium \$57k W/C settlement (\$19k)
<b>Total Expenses:</b>		317,695	443,531	418,625	484,953	426,453	426,453	426,453	426,453	426,453	426,453	426,453	426,453	5,076,428	5,668,864	(592,436)	(10.45)	
<b>PROFIT / (LOSS)</b>														(1,415,589)	(2,843,081)	1,427,492	(50.21)	NOTE: Act 146., SLH 2021, exempt from special fund
Shortfall by Month		137,079	84,275	22,962	(236,945)	(228,445)	(174,445)	(201,445)	(201,445)	(201,445)	(166,645)	(63,445)	(185,645)	(1,415,589)	(1,415,589)			
<b>NET CASH BAL:</b>		1,043,334	1,127,609	1,150,571	913,626	685,181	510,736	309,291	107,846	(93,599)	(260,244)	(323,689)	(509,334)					

FY 2014 / Season 2013 - Six (6) UH Games  
 FY 2015 / Season 2014 - Seven (7) UH Games  
 FY 2016 / Season 2015 - Seven (7) UH Games  
 FY 2017 / Season 2016 - Six (6) UH Games  
 FY 2018 / Season 2017 - Six (6) UH Games  
 FY 2019 / Season 2018 - Seven (7) UH Games  
 FY 2020 / Season 2019 - Eight (8) UH Games  
 FY 2021 / Season 2020 - Four (4) UH Games (COVID-19 - No fans)  
 FY 2020 / Season 2019 - (0) UH Games

DATAMART- Acct. Summary		FY 2022
FY '22 Cash Before Encumbrances:		906,255
Less: Encumbrances:		
FY '22 Unencumbered Cash Balance:		906,255
Less: FY '22 Shortfall:		(1,415,589)
<b>FB 21-23 ARPA Apprn. (Adjusted) for FY '22-only</b>		<b>2,300,000</b>
FY '23 Carryover Cash Balance:		1,790,666

Approved

By RD  
Date 10/14/21

Date: 10/11/21



### APPLICATION FOR USE OF THE ALOHA STADIUM FACILITIES

Pursuant to the Rules and Regulations of the Stadium Authority, State of Hawaii, all applications for the use of the Aloha Stadium and related facilities should be submitted in the following format. Please use additional sheets if necessary.

1. Legal Name of the sponsoring person, firm, corporation, agency or association:  
Skills Driving, LLC
2. Address: 3828 Park Bend Drive Flower Mound, TX 75022  
Telephone: 817-430-4343
3. Contact person: Dawn Stokes  
Telephone/Cell: \_\_\_\_\_ Email: \_\_\_\_\_
4. Legal Name of officers, principles or partners, if applicant is a corporation, association or partnership:  
Dawn Stokes- Owner
5. General Excise Tax License No. 46-3776437
6. Detailed description of proposed event(s): (attach additional sheets if necessary)  
SKILLS Driving is a National Driving School teaching corporations how to safely maneuver in their company vehicle (cars, light duty pickup and SUV's) --- NO BIG Trucks!
- Estimated number of people attending event: 6-8
7. Location of Event:     Stadium (Field/Stands)     Field Only     Lower Halawa Parking Lot  
 Other \_\_\_\_\_
8. Event Schedule                      Date(s)                                      Time(s)  
Setup/Construction: \_\_\_\_\_  
Date(s) of Event:                      November 5, 2021                      8:00 am- 3:00 pm  
Cleanup/Breakdown: \_\_\_\_\_  
Practice: \_\_\_\_\_
9. Special services, equipment, construction needed (if any): \_\_\_\_\_
11. Estimated revenue to be derived from proposed event(s): \_\_\_\_\_
12. Estimated expense to be incurred from proposed event(s): \_\_\_\_\_
13. Proposed admission charge(s): \_\_\_\_\_
14. Authorized ticket agent(s): \_\_\_\_\_



Aloha Stadium  
Admissions Committee  
99-500 Salt Lake Blvd  
Honolulu, HI

**November 5<sup>th</sup> Parking Lot Safety Driving Event**  
**SKILLS Driving and T-Mobile**  
**Attendees: 7 students**

To Whom It May Concern:

Thank you for considering SKILLS Driving the ability to utilize a small portion of your parking lot from 8am - 3pm for our Safety Clinic on Nov. 5<sup>th</sup>. SKILLS Driving is a National Driving School teaching corporations how to safely maneuver in their company vehicle (cars, light duty pickup and SUV's) --- NO BIG Trucks! We set up a closed course with 50 traffic cones and perform SLOW SPEED (not over 30mph) safety clinics for a VERY SMALL group of employees. Our classes usually encompass only 6-7 students, each day.

Our client, T-Mobile, is having a *mandatory safety clinic training* for their Service Techs, to ensure the communities they work within, are safer. SKILLS Driving has put on over 120 SKILLS Driving/T-Mobile safety clinics, across the United States since August 1, 2021.

Hawaii is our last venue for 2021. SKILLS Driving has trained over 1200 T-Mobile Service Techs during this 3-month initiative, so it is very important for us to complete this safety training. I have attached a sampling of some of our safety clinics (pix) across the U.S., the past 3 months.

We like a 400'x400' unobstructed space---but, we can work with less, if necessary. Our Safety Clinic runs from 8:00 am – 2:30-ish, each day.

We are a SAFETY School, so our Instructors are very careful, low maintenance and pick up after themselves and our students. We do not need any classroom. If restrooms are included, that is great, but if they are an extra cost, we will be able to find a gas station. We do not use chairs, tables or canopies....everyone is in their vehicle during the day. They can pick up and clear our course in about 15 minutes. 8-) We run rain or shine.

We follow all State and Federal COVID protocols, and of course, our entire program is outdoors. Each student will be in their own vehicle so no groups will be gathered.

If we can gain approval soon, then we can start to provide payment and COI, per your specs.

Thank you for your consideration.

Kind regards,

Dawn Stokes

817.430.4343 office  
[www.SkillsDriving.com](http://www.SkillsDriving.com)

**Monthly Summary of Events Report  
Events Branch  
9-18-21 to 10-17-21**

DATE	EVENT	LOCATION	ATTENDANCE	# OF USHERS	VEHICLES PARKED	# OF PARKING ATTENDANTS	OTHER EVENT(S) HELD ON SAME DATE/TIME	COMMENTS
9/18/21	Hawaii Rally Sports Association (HRSA)	Lower Halawa Parking Lot (LHPL)	-	-	-	2	Swap Meet	Low speed car control competition.
9/19/21	Sports Car Club of America (SCCA)	LHPL	-	-	-	2	Swap Meet	Defensive driver training.
9/19/21	City & County of Honolulu, Department of Emergency Management (DEM)	Bus Lot	-	-	-	2	Swap Meet	COVID-19 Vaccinations and Testing. 332 Tests.
9/21/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 171 Tests.
9/23/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 176 Tests.
9/23/21	Honolulu Police Department (HPD)	Field	-	-	-	-	-	Physical readiness assessment for recruits.
9/24/21	ILH Football	Field	-	5	-	1	-	Pac-Five - 8 vs. Kamehameha II – 14 Saint Louis 21 vs. Kamehameha - 23
9/24/21, 9/27/21 to 9/30/21	Department of Public Safety, Training Academy.	LHPL	-	-	-	-	-	Law enforcement driver training for Sheriff Division.
9/26/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	2	Swap Meet	COVID-19 Vaccinations and Testing. 157 Tests.

9/27/21	Honolulu Police Department (HPD)	Field	-	-	-	-	-	Physical readiness assessment for recruits.
9/28/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 128 Tests.
9/30/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 182 Tests.
10/1/21	ILH Football	Stadium	-	5	-	1	-	Damien – 7 vs. Pac-Five – 19. Kamehameha - 35 vs. Punahou - 28.
10/3/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	2	Swap Meet	COVID-19 Vaccinations and Testing. 196 Tests.
10/4/21	Eye Productions Inc.	Upper Halawa Parking Lot	-	-	-	1	-	NCIS Hawaii base camp and crew parking for offsite filming.
10/5/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 66 Tests.
10/7/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 82 Tests.
10/7/21	Honolulu Police Department (HPD)	Field	-	-	-	-	-	Physical readiness assessment for recruits.
10/8/21	ILH Football	Stadium	-	5	-	1	-	Saint Louis II – 48 vs. Kamehameha II – 35 Saint Louis 27 vs. Punahou – 21.
10/8/21 to 10/10/21	Habilitat Haunted House	LHPL	-	-	-	1	-	Drive-through haunted house.
10/10/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	2	Swap Meet	COVID-19 Vaccinations and Testing. 126 Tests.
10/12/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 46 Tests.
10/14/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	1	-	COVID-19 Vaccinations and Testing. 69 Tests.
10/14/21 to 10/17/21	Habilitat Haunted House	LHPL	-	-	-	1	-	Drive-through haunted house.
10/15/21	ILH Football	Stadium	-	4	-	1	-	Pac-Five – 22 vs. Saint Louis II – 48 Kamehameha – 34 vs. Saint Louis – 31
10/17/21	C&C of Honolulu, DEM	Bus Lot	-	-	-	2	Swap Meet	COVID-19 Vaccinations and Testing. 62 Tests.



# October 2021

October 2021						November 2021							
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
					1	2		1	2	3	4	5	6
3	4	5	6	7	8	9	7	8	9	10	11	12	13
10	11	12	13	14	15	16	14	15	16	17	18	19	20
17	18	19	20	21	22	23	21	22	23	24	25	26	27
24	25	26	27	28	29	30	28	29	30				
31													

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	
Sep 26	27	28	29	30	Oct 1	2	
					9:00am Drive-Through Haunted House (Set-up) (LHPL)	8:00am Swap Meet (UHPL)	
					5:00pm (ILH) DMS vs PAC5 (Stadium)		
					7:30pm (ILH) KSK vs		
3	4	5	6	7	8	9	
	Drive-Through Haunted House (Set-up) (LHPL)					8:00pm	8:00am Swap Meet (UHPL)
6:30am Swap Meet (UHPL)	7:00am Basecamp/Parking (UHPL)	8:00am Pay	8:00am Swap Meet (UHPL)	7:00am HPD-Physical Readiness	5:00pm (ILH) STL2 vs KSK2 (Stadium)	8:00am Swap Meet (UHPL)	
10:00am COVID-19		10:00am COVID-19 Testing/Vaccinations		10:00am COVID-19	7:00pm Drive-Through	7:00pm Drive-Through Haunted House	
				7:00pm Drive-Through	7:30pm (ILH) STL vs		
10	11	12	13	14	15	16	
6:30am Swap Meet (UHPL)		10:00am COVID-19 Testing/Vaccinations (Bus Lot)	8:00am Swap Meet (UHPL)	10:00am COVID-19 Testing/Vaccinations	5:00pm (ILH) STL2 vs	8:00am Swap Meet (UHPL)	
10:00am COVID-19				7:00pm Drive-Through Haunted House	6:30pm (ILH)	7:00pm Drive-Through	
7:00pm Drive-Through					7:00pm Drive-Through	7:30pm (ILH) KSK vs STL	
					7:30pm (ILH) KSK vs STL		
17	18	19	20	21	22	23	
6:30am Swap Meet		10:00am COVID-19 Testing/Vaccinations (Bus Lot)	8:00am Pay	7:00am AMR (Bus Lot)	12:00am (ILH) #1 vs #2	7:00am HPD-Physical Readiness	
9:00am 808 Craft & Gift			8:00am Swap Meet (UHPL)	10:00am COVID-19 Testing/Vaccinations	12:00am (ILH) #2 vs #3	8:00am Swap Meet	
10:00am COVID-19				7:00pm Drive-Through	7:00am AMR (Bus Lot)	7:00pm Drive-Through	
7:00pm Drive-Through					7:00pm Drive-Through		
24	25	26	27	28	29	30	
6:30am Swap Meet	6:00pm OFOA (HR)	10:00am COVID-19 Testing/Vaccinations (Bus Lot)	8:00am Swap Meet (UHPL)	7:00am HPD-Physical	12:00am (ILH) W#2/#3 vs #1 TBA (Stadium)	8:00am Swap Meet (UHPL)	
10:00am COVID-19				8:30am Board Meeting	7:00pm Drive-Through Haunted House	7:00pm Drive-Through Haunted House	
7:00pm Drive-Through				10:00am COVID-19			
7:00pm ILH Football				7:00pm Drive-Through			
31	Nov 1	2	3	4	5	6	
6:30am Swap Meet (UHPL)							
10:00am COVID-19							
7:00pm Drive-Through							

# November 2021

November 2021							December 2021						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
7	1	2	3	4	5	6	5	6	7	1	2	3	4
14	8	9	10	11	12	13	12	13	14	8	9	10	11
21	15	16	17	18	19	20	19	20	21	15	16	17	18
28	22	23	24	25	26	27	26	27	28	22	23	24	25
	29	30								29	30	31	

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Oct 31	Nov 1 Drive-Through Haunted House (Breakdown) (LHPL) 6:00pm OFOA (HR)	2	3 7:00am HPD-Physical Readiness 8:00am Swap Meet (UHPL) 9:00am	4	5 8:00am Pay	6 8:00am Swap Meet (UHPL)
7 6:30am Swap Meet (UHPL)	8 3:00pm HPD-Physical Readiness Assessment (Stadium) 6:00pm OFOA (HR)	9	10 7:00am HPD-Physical Readiness Assessment 8:00am Swap Meet (UHPL)	11 Holiday - Veterans' Day 12:00pm HI Medical College Drive-by Ceremony (LHPL)	12	13 8:00am Swap Meet (UHPL)
14 6:30am Swap Meet (UHPL)	15	16	17 8:00am Swap Meet (UHPL)	18 8:30am Board Meeting	19 8:00am Pay	20 7:00am HPD-Physical Readiness Assessment 8:00am Swap Meet (UHPL)
21 6:30am Swap Meet (UHPL) 9:00am 808 Craft & Gift Fair (Bus Lot)	22	23 7:00am HPD-Physical Readiness Assessment (Stadium)	24 8:00am Swap Meet (UHPL)	25 Holiday - Thanksgiving	26	27 8:00am Swap Meet (UHPL)
28 6:30am Swap Meet (UHPL)	29	30	Dec 1	2	3	4



# December 2021

December 2021							January 2022						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4							1
5	6	7	8	9	10	11	2	3	4	5	6	7	8
12	13	14	15	16	17	18	9	10	11	12	13	14	15
19	20	21	22	23	24	25	16	17	18	19	20	21	22
26	27	28	29	30	31		23	24	25	26	27	28	29
							30	31					

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Nov 28	29	30	Dec 1 8:00am Swap Meet (UHPL)	2	3 8:00am Pay	4 8:00am Swap Meet (UHPL)
5 6:30am Swap Meet (UHPL)	6	7 5:00am Pacific Historic Parks (UHPL)	8 8:00am Swap Meet (UHPL)	9	10	11 8:00am Swap Meet (UHPL)
12 6:30am Swap Meet (UHPL)	13	14	15 8:00am Swap Meet (UHPL)	16 8:30am Board Meeting	17	18 8:00am Swap Meet (UHPL)
19 6:30am Swap Meet (UHPL) 9:00am 808 Craft & Gift Fair (Bus Lot)	20 8:00am Pay	21	22 8:00am Swap Meet (UHPL)	23	24 Holiday - Christmas	25
26 6:30am Swap Meet (UHPL)	27	28	29 8:00am Swap Meet (UHPL)	30	31 Holiday - New Year's Day	Jan 1, 22



# January 2022

January 2022							February 2022						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
						1			1	2	3	4	5
2	3	4	5	6	7	8	6	7	8	9	10	11	12
9	10	11	12	13	14	15	13	14	15	16	17	18	19
16	17	18	19	20	21	22	20	21	22	23	24	25	26
23	24	25	26	27	28	29	27	28					
30	31												

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Dec 26	27	28	29	30	31	Jan 1, 22
2 6:30am Swap Meet (UHPL)	3	4	5 8:00am Pay 8:00am Swap Meet (UHPL) 9:00am	6	7	8 8:00am Swap Meet (UHPL)
9 6:30am Swap Meet (UHPL)	10	11	12 8:00am Swap Meet (UHPL)	13	14	15 8:00am Swap Meet (UHPL)
16 6:30am Swap Meet (UHPL)	17 Holiday - Dr. Martin Luther King, Jr. Day	18	19 8:00am Swap Meet (UHPL)	20 8:00am Pay	21	22 8:00am Swap Meet (UHPL)
23 6:00am SCCA (LHPL) 6:30am Swap Meet (UHPL)	24	25	26 8:00am Swap Meet (UHPL)	27 8:30am Board Meeting	28	29 8:00am Swap Meet (UHPL)
30 6:30am Swap Meet (UHPL)	31	Feb 1	2	3	4	5

# February 2022

February 2022							March 2022						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5			1	2	3	4	5
6	7	8	9	10	11	12	6	7	8	9	10	11	12
13	14	15	16	17	18	19	13	14	15	16	17	18	19
20	21	22	23	24	25	26	20	21	22	23	24	25	26
27	28						27	28	29	30	31		

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Jan 30	31	Feb 1	2 8:00am Swap Meet (UHPL)	3	4 8:00am Pay	5 8:00am Swap Meet (UHPL)
6 6:00am SCCA (LHPL) 6:30am Swap Meet (UHPL)	7	8	9 8:00am Swap Meet (UHPL)	10	11	12 7:00am DOE: Driver Ed. (LHPL) 8:00am Swap Meet (UHPL)
13 6:30am Swap Meet (UHPL) 7:00am DOE: Driver Ed.	14	15	16 8:00am Swap Meet (UHPL) 8:00am Girl Scout Cookies (Set-up) (LHPL)	17 4:30am Girl Scout Cookies Distribution (LHPL)	18 8:00am Pay 8:00am Girl Scout Cookies (Breakdown) (LHPL)	19 8:00am Swap Meet (UHPL)
20 6:30am Swap Meet (UHPL)	21 Great Aloha Run ((TBD)) Holiday - Presidents' Day	22	23 8:00am Swap Meet (UHPL)	24 8:30am Board Meeting	25	26 8:00am Swap Meet (UHPL)
27 6:00am SCCA (LHPL) 6:30am Swap Meet (UHPL)	28	Mar 1	2	3	4	5

# March 2022

March 2022							April 2022						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5						1	2
6	7	8	9	10	11	12	3	4	5	6	7	8	9
13	14	15	16	17	18	19	10	11	12	13	14	15	16
20	21	22	23	24	25	26	17	18	19	20	21	22	23
27	28	29	30	31			24	25	26	27	28	29	30

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Feb 27	28	Mar 1	2 8:00am Swap Meet (UHPL) 9:00am Manager/Supervisor Meeting	3	4 8:00am Pay	5 8:00am Swap Meet (UHPL)
6 6:00am SCCA (LHPL) 6:30am Swap Meet (UHPL)	7	8	9 8:00am Swap Meet (UHPL)	10	11	12 8:00am Swap Meet (UHPL)
13 6:30am Swap Meet (UHPL)	14	15	16 8:00am Swap Meet (UHPL)	17	18 8:00am Pay	19 8:00am Swap Meet (UHPL)
20 6:00am SCCA (LHPL) 6:30am Swap Meet (UHPL)	21	22	23 8:00am Swap Meet (UHPL)	24 8:30am Board Meeting	25 Holiday - Prince Kuhio Day	26 7:00am DOE: Driver Ed. 8:00am Swap Meet (UHPL)
27 6:30am Swap Meet (UHPL)	28	29	30 8:00am Swap Meet (UHPL)	31	Apr 1	2

**DAVID Y. IGE**  
GOVERNOR

**CURT T. OTAGURO**  
COMPTROLLER

**ROSS I. YAMASAKI**  
CHAIRMAN, STADIUM AUTHORITY

**RYAN G. ANDREWS**  
DEPUTY MANAGER



**ALOHA STADIUM**  
*An Agency of the State of Hawaii*

## **Stadium Board Meeting Marketing Update - OCTOBER**

Marketing and communication efforts will continue to ensure the Aloha Stadium is properly up to date on activities and new guidelines during this COVID-19 time. In addition, we continue to focus on the following items:

### **1. Communications/Marketing/Advertising Coordination**

- Stadium event related media coordination as needed.
- Communication coordination with all Hawaii media platforms as they arise.
- Assist clients/sponsors with marketing and communication needs upon request.

### **2. Update and maintain website**

- Continue to maintain and update the website with current events and information on a daily base.
- Continue to update site improvement issues online.

### **3. Social media and ongoing public relations efforts**

- Continue to monitor and update daily.

### **4. New Event Support**

- Work in collaboration with the Events team to expand, create and coordinate new programs and activities for 2022.

### **5. Advertising Coordination**

- Oversee, as needed, with sponsorships, events and activities.
- Oversee and expand sponsorship opportunities and online platforms utilizing new programs as they arise.

### **6. Swap Meet & Marketplace Coordination**

- Continue to review and update swap meet marketing and operations needs as requested with Centerplate and Krysti Peacock/Moxie Agency.
- Coordinate and assist with expanding activities and programs within the swap meet & marketplace including all specialty events within the marketplace.
- Assist with marketing/PR, social media efforts and coordination.

### **7. Miscellaneous**

- Assist with PR campaigns, media, neighborhood board meetings, advertising, and operational coordination for new stadium (NASED) as needed.

### **8. Memorabilia and Closing Celebration**

- Event planning and coordination.

### **9. Creative stadium & event collateral**

- Creative production for stadium marketing as needed.




## MONTHLY SECURITY REPORT TO THE BOARD

Brief summary of security related incidents which occurred, September 1, 2021, through September 30, 2021.

### Theft in 2<sup>nd</sup> Degree

On September 26, 2021, catalytic convertor was stolen from vehicle parked in Upper Halawa Parking Lot, makai side. Owner of vehicle was Honolulu Fire Department Fire Fighter, who had worked COVID Testing and Vaccines, in Bus Lot. When Fire Fighter returned to his vehicle after work, realized catalytic convertor was missing. Fire Fighter called Honolulu Police Department (HPD) and filed an HPD Report. Incident was reported to Stadium Security on September 28<sup>th</sup>.

### Swap Meet

Stadium Nurses reported two Medical Assistance Calls. One call was Injured Cared For (ICF). Individual burned their arm on muffler of moped, while trying to secure moped at Stadium. Individual was evaluated & treated by Stadium Nurse, then released on their own. One call was Sick Cared For (SCF). Individual's leg & hip went limp. Individual's hand twitched and head tilted to one side. Individual was evaluated & treated by Stadium Nurse and Emergency Medical Services (EMS), then transported by ambulance to Emergency Room. 

### Conclusion

Prepared and submitted by,



Neal O. Sakamoto, Stadium Security Officer  
10-19-2021, 1700hrs

Engineering Branch Report For  
Stadium Authority Board Meeting  
October 22, 2021

1. Maintenance & Facility Items – General & On-going
  - a. Parking lot lighting repairs (grounding issues) underway in various areas:  
Lower Halawa Parking Lot, Main Salt Lake Gate, Circle lot sections 1-7.
  - b. Asphalt repairs as a result of tree root damage in progress in various sections.
  - c. Pothole patching and curb repairs in circle lot – on-going.
  - d. Irrigation line repairs at parking section 12C in-progress.
  
2. General Services – On-going
  - a. Tree trimming and shrub trimming along freeway fence-line in preparation for Holiday Lights Show.
  
3. Other
  - a. Air conditioner/chiller water line break in Box Office. Completed 10/21/21.
  - b. Fire Extinguisher inspection completed on 10/7/21.
  - c. Fire Alarm testing will occur the week of 10/25/21 - 10/29/21.
  - d. Inventory transfers continue to other State entities.
  - e. Metal waste and e-waste/recycling in-progress.
  - f. Awaiting report from Wiss Janney, Elstner Associates Structural Engineers regarding the investigation and monitoring related to critical structural items (Diagonal Cross Braces and Cantilever Raker Beams).



Centerplate

Monthly Report  
Stadium Authority Meeting  
10/28/2021

ALOHA STADIUM SWAP MEET AND MARKETPLACE  
Sep-21

Shopper Attendance:

September Monthly Attendance		Days Open	Daily Average	Coupons	Paid Attendance	Average Daily Paid Attendance
2019	78,119	12	6,510	387	77,732	6,478
2021	84,679	13	6,514	0	84,679	6,514
Difference	6,560	1	4	-387	6,947	36
%	8%		0%	-100%	9%	1%

Vendor Attendance:

September Total Stall Count		Days Open	D,E, & F Total Stall Count	Daily Average Count	A,B,C Total Stall Count	Daily Average Count
2019	7,872	12	4,172	348	3,700	308
2021	5,533	13	2,880	222	2,653	204
Difference	(2,339)	1	(1,292)	(126)	(1,047)	(104)
%	-30%		-31%	-36%	-28%	-34%

Operations Information:

Starting Sept 4th, Daily Booths were not sold.

## **New Aloha Stadium Entertainment District Committee October 18, 2021**

Board Members: Brennon Morioka (Chair), John Fink, Keith Amemiya

Stadium Staff: Ryan Andrews, Stephen Lee

Purpose: Update the Stadium Authority on various activities concerning NASED.

### **1. Governance**

- The Authority's request to transfer fee title of the stadium property with interim approval to issue the Real Estate RFP went before the Board of Land and Natural Resources on August 27, 2021. Request was approved and fee title transfer is in progress.
- The Authority's request for land management counsel from the Department of the Attorney General's Office was approved on October 14, 2021. Expertise being sought includes:
  - Understanding the full breadth and scope of authority and responsibility bestowed upon the stadium through Act 146, SLH 2021.
  - Building a "road map" to guide the Stadium Authority Board and stadium management on effectively achieving its land management goals and objectives.
  - Providing guidance and interpretation on the various land issues and transactions.
  - Establishing policies and procedures for review and approval of land management transactions.

### **2. Financial**

Financial modeling is on-going to maintain the validity of the projected range of costs (design, construction, operation, facilities management, lifecycle, etc.). The modeling has been updated to reflect the funding amendments of Act 146, Session Laws of Hawaii 2021, and to reflect the two separate procurement processes (stadium & real estate) as well as various scenarios and cost savings related to stadium location, impact of on-going operations, timing of demolition, etc.

### **3. Schedule of Key Work-Streams**

Programmatic Environmental Impact Statement (PEIS)

- Anticipated publication of the Final PEIS is targeted for the coming quarter.

Request for Proposals (Real Estate RFP)

- Part 1 of the Real Estate RFP was released on October 12, 2021. <https://nased.hawaii.gov/further-information/procurement/>
- This is the first stage in a two-stage procurement process.
- The intended result is to contract with a private developer entity to be engaged as the (i) master development partner; and (ii) a commercial development partner for the initial development parcel, with respect to the real estate element of the NASED program.
- A pre-response conference is scheduled for October 27, 2021 at 10:00am for those interested in this opportunity.
- Response deadline for Part 1 is December 3, 2021.

Request for Proposals (Stadium RFP)

- Refinement of the stadium RFP is in progress and the goal is to release the RFP to the three priority-listed, developer led teams by the end of the year.
- Several subject matter workgroups continue to meet to facilitate this process and to review the technical specifications of the RFP documents.

### **4. Communication and Public Engagement**



## **New Aloha Stadium Entertainment District Committee October 18, 2021**

Website– Continually updated. Note that a separate website link can be found for the real estate project.  
[www.nased.hawaii.gov](http://www.nased.hawaii.gov)

Neighborhood and Community Meetings – The following meetings were attended by representatives of DAGS and Stadium Authority

Neighborhood Board # 20	October 11, 2021
Neighborhood Board # 18	October 14, 2021
Aiea Community Association	October 18, 2021