

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

655 West 34th Street
New York, NY 10001-1188

MINUTES

MEMBERS PRESENT:

Lee H. Perlman, Chairman
Quenia Abreu
Christine Ferer – Webex
Richard N. Gottfried
Gary Lavine
Andrew Murstein
Brian O'Dwyer
Joseph Spinnato

ABSENT:

Hugh L. Carey II
Joseph F. Chan
Fred Dixon
Ronald Goldstock
Steven C. Koppel

OTHERS PRESENT:

STAFF:

Joyce Leveston, CEO
Bradley A. Siciliano, EVP & COO
Brandi Sally, Chief of Staff
Ronnie Burt, Chief Revenue Officer
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 of Guest Experiences & Community Relationships
Sammi Ragsdale, Communications Manager
Lisa Lopez, Associate Vice President of Sales & Marketing
Richard Mangino, Assistant Vice President, Controller & Treasurer
Kris Woo, Director of Finance & Planning
Geordie du Pont, Associate General Counsel
Marilyn Gonzalez, Senior Director of Event Solutions
Yashi Dadhich, Sustainability Director
Kelly Reinoso, Director of Human Resources
Indira Pazos, Manager of Purchasing

GUESTS/VISITORS:

EFPR – Brett Jensen and Brian Sawma

DATE:

June 18, 2025

Time:

1:00 p.m.

Location:

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

Call to Order	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.
Agenda	Discussion
I. Introduction by the Chairman	<u>Approval of the Minutes of March 26, 2025 (Attachment 25-35)</u> A motion was made and seconded to approve the minutes of the Board of Directors meeting held on March 26, 2025. The following resolution passed by unanimous vote: <u>Resolution No. 1685</u> NOW THEREFORE BE IT RESOLVED that the minutes of the Board of Directors meeting held on March 26, 2025, are hereby approved. 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.
II. Corporate Matters	<u>CEO's Report (Attachment 25-37)</u> Ms. Leveston began her report by announcing the names of the five newly commissioned board members who will be present at the next Board meeting in September. She stated that the next steps will include a welcome letter inviting the new Board Members to attend a Board orientation which would be followed by a tour of the Javits Center. Ms. Low will assist in setting up and preparing materials for the Board orientation session. <u>Staffing Updates</u> • Hires: Ms. Leveston welcomed newly hired staff present at the Board meeting: Ronnie Burt, the Chief Revenue Officer, who started his position on Monday and Brandi Sally, the Chief of Staff. Ms. Leveston announced that Pooja Kaul, the new Director of Marketing will start next week reporting to Ms. Guerin. • Hiring: The Javits Center is hiring a Vice President of Labor Relations and Show Operations. An offer was extended.

II. Corporate Matters (continued)

- **Promotions:** Several employees were promoted -- Lisa Lopez is now Associate Vice President of Sales & Marketing, Richard Mangino is Assistant Vice President, Controller and Treasurer of Finance, and Marilyn Gonzalez is Senior Director of Event Solutions. Mr. Perlman congratulated them.
- **Retirement:** Matthew Gleason and John Kropf will be retiring after many years of service at the Javits Center.
- **Departure:** Christine McMahon last day at the Javits Center will be July 25. She is relocating to North Carolina.

Staffing Updates – New Organizational Chart

- Ms. Leveston presented the updated organizational chart. She stated that the former and current organizational charts had been provided to the Members in their Board packet, and that there was also a copy of it in front of them at the table. She stated that there was a new reporting structure and newly added positions.

Employee Engagement

- **Employee Survey** - Ms. Leveston reported that the Javits Center had distributed an employee survey to approximately 2800 employees and received 945 responses (or more than 1/3 of the staff), which represents a good sampling. Generally, the results were positive overall.
 - 57% stated that they were satisfied or very satisfied overall with working at the Javits Center
 - 89% took pride in working at the Javits Center. 92% understood what was expected of them at work, 67% of them said that they were treated with respect at work
 - The areas of improvement included career growth (26% were negative) and communication (23% were negative or neutral)
- **Employee Newsletter** – Ms. Leveston stated that she was reintroducing the employee newsletter to show how well the Javits Center was performing and to find areas of opportunities. This newsletter will be sent quarterly.
- **Graduation Shoutout** – Ms. Leveston stated that a public shoutout was made to employees and their family members who are recent graduates of college and graduate degrees. The Graduation Shoutout, along with the Employee Newsletter, are new initiatives to help build camaraderie among the staff.
- **Administrative Professionals Day** – All of the executive staff and their administrative professionals came together for a luncheon. It was well received.
- **Corporate Challenge** - 56 employees participated in the JP Morgan Corporate Challenge which consisted of a 3.5-mile race in Central Park. Charles Fofie (IT Solutions Department) ran the fastest time for Team Javits finishing in at

II. Corporate Matters (continued)	approximately 26 minutes. He ranked in the top 10% locally (NYC Corporate Challenge race) and in the top 7% globally. <u>Event Highlights-</u> Ms. Leveston provided a summary of recent events which the Javits Center hosted: • Disney Upfront ○ 200 black VIP cars were staged in the truck marshalling yard ○ More than 100 celebrities/talent were in attendance • Robin Hood Benefit Gala ○ Approximately 3,500 people were in attendance ○ Raised \$72 million for local NY charities • GNYHA Annual Meeting & Reception ○ Approximately 1,200 people were in attendance ○ The event featured Senator Chuck Schumer as the keynote speaker ○ GNYHA contracts for services at fair market value. GNYHA has consistently expressed strong satisfaction with the Javits Center as a premier venue for large-scale corporate meetings. Representatives noted that, for an event of this scale, there is no better location than the Javits Center, and they would not consider hosting it elsewhere. • Local 3 IBEW 125th Anniversary Gala ○ The event was attended by members of the Javits Center executive team along with internal staff who joined in celebrating this event. The evening featured live music performances, including traditional bagpipes, and concluded with a fireworks display visible from the Terrance and Pavilion, creating a magical and memorable atmosphere. Catering was provided by CXRA, with special recognition to Kayla and her team for their exceptional service. ○ Attendance at the event reflected the Javits Center's ongoing support and appreciation for the contributions of the electricians. • New York International Auto Show ○ The Javits Center hosted the 125th anniversary of the NY International Auto Show, one of the most long-standing events. The show occupied over 1 million square feet of exhibit space and showcased more than 700 vehicles.
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II. Corporate Matters (continued)

- Customer testimonial: “Thank you for helping make the 125th Anniversary show of the New York Auto Show a success. As always, there are a lot of moving and changing parts to the Auto Show, and you all roll with professionalism and a positive attitude.”
- From a financial standpoint, the show performed relatively flat as compared to the prior year. However, overall revenue remains lower than pre-pandemic levels. Several industry shifts have contributed to this, including the rise of electric vehicles which changed the layout and technical requirements of the booths and displays; some major international exhibitors, particularly German car manufacturers, have not yet returned; and consumer behavior has changed, with younger generations increasingly purchasing vehicles online rather than attending in-person exhibitions.

- **Sun Works**

- The Javits Center hosted over 900 students from New York City public schools, ranging from 2nd grade to high school, as part of a science and technology initiative involving sustainable agriculture and hydroponic farming. This initiative served as an important community engagement effort, providing students—many of whom might not otherwise have the opportunity to visit the Javits Center—with exposure to the facility. The Javits Center looks forward to building on this partnership in the future.

- **Suppliers Day**

- This year’s Supplier’s Day demonstrated significant growth, expanding its footprint by 28% from 230,000 to 294,000 square feet—prompting a move from Level 1 to Level 3. Labor revenue increased by 25% year-over-year, and the show recorded a notable increase in displays and signage, and achieved record-breaking attendance with 11,500 attendees and 675 exhibitors representing 74 countries.

- **Fast Company**

- The Javits Center hosted the Fast Company Innovation Festival for the second time. The event was relocated from the North Building to the South Building and utilized the River Pavilion space. The program transitioned from a theater setup to a gala with 800 guests, showcasing both the flexibility of the venue and the responsiveness of the staff. All event changeovers were managed internally, with no general contractor involved.

Press & Travel Highlights –

Over the past 90 days, Ms. Leveston has participated in various interviews and panels.

- **BisNow Panel (May 29):** Participated in a fireside chat with Julie Coker and Vijay Dandipani on the intersection of tourism, policy, and economic impact in NYC.

II. Corporate Matters (continued)	• UFI Panel (June 4): Hosted SISO, InGov, and ECA. Panel topics included navigating the U.S. exhibition ecosystem and industry shifts resulting from tariff policy changes, and its potential impact on international business. • Newsweek “New Destinations” Feature: The Javits Center will be highlighted in the July edition as one of the leading venues for both B2B and B2C events. Ms. Leveston also discussed her international travels to Italy, Germany and Greece to strengthen industry partnerships. • Tutto Food Show (possible new food show) – Italy has a great deal of food exhibitor participation in the Fancy Food Show at the Javits Center, and show exhibitors were at the conference in Italy discussing a new food show to be held in either New York City or Las Vegas. • IMEX Frankfurt - the Javits Center collaborated with NYC Tourism and participated in IMEX Frankfurt, an international industry conference. • UFI Panel and Board – Ms. Leveston contributed to panel discussions on fostering international business and navigating the U.S. exhibition ecosystem as well as emphasizing U.S. visa and travel support to attract global exhibitors. Ms. Leveston was also appointed to the UFI Board. <u>Specific Impacts of Political Environment and Tariffs</u> Ms. Leveston stated that the global political environment, particularly trade and visa policies, has affected event attendance and bookings: • TexWorld – there is a loss of Chinese exhibitors due to trade policies; \$116,000 revenue impact. • International Society of Neurochemistry -- attendance dropped from 1500 to 600; over \$400,000 revenue impact. • Coterie New York – Magic NY – this fashion and apparel show which occurs twice a year, has reduced their space by over 70,000 square feet, over \$200,000 revenue impact and over \$238,000 fiscal year impact. • International Partnering Forum – this show was canceled due to loss in government funding; \$409,000 revenue impact; however, this was not included in the Javits Center’s budget. • Global Spine Conference – this is an event that the Sales team has been working on but haven’t booked. The Conference’s board ultimately decided not to come to the U.S. or Canada for the next few years and will wait to return in 2029 or 2030. The revenue impact could have been more than \$500,000 but the event was not budgeted. Regarding the purchasing impact, there is little to no impact on purchasing at the Javits Center because management preempted limited exposure. The Board members and senior management generally discussed how the global political environment and policies--and not localized issues—are influencing the business.
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II. Corporate Matters (continued)	<u>Sustainability Update</u> Ms. Dadhigh provided a status update on the Steel Farm. • Farm in action – recent favorable weather has benefitted stock crops such as purple cauliflower and raspberries. Also, the food served at the Javits Center uses ingredients from the farm. • Earth Day/Month activities included mocktails for executive and potential client engagement, sustainability tours involving the installation of nine beehives by beekeepers, and waste training and education on the Javits Center’s waste hauler program. Recently an article was published in each of Exhibit City News and Trade Show Executive Magazine, highlighting the sustainability work at the Javits Center. • Wildlife updates – four avian rescue and safety training sessions were conducted, with 126 active bird nests recorded on the rooftop. Javits Center’s biodiversity work was featured in a TED Talk and documentary. • Robin Hood Benefit Gala successfully diverted guest food waste for the first time. • Winter 2024 Demand Response: the Center generated \$219,650 in energy-related revenue during peak demand reduction activities. <u>Captives</u> Mr. Siciliano provided a brief summary of captives to the Board and discussed the following: • Captive legislation approved by the Legislature – took only 2 years whereas it took 3 years for NYPA • Legislature’s additional requirements – submit a feasibility study to be conducted by a company different from the one that would be operating the captive. • Next steps ○ Feasibility study ○ RFP for Services Mr. Siciliano stated that there should be savings of approximately \$300,000 after a few years. <u>Neighborhood Update</u> • Casinos ○ Related/Hudson Yards and Sands/Nassau bids withdrawn – Key competitors Related and Sands, have withdrawn their local casino bids.
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II. Corporate Matters (continued)	○ Avenir Update – Silverstein Properties’ Avenir proposal is gaining more attention now that Related and Sands have withdrawn their proposals. Avenir’s bid proposes a hotel, multiple F&B outlets and dedicated meeting spaces. • Midtown Bus Terminal – several senior management staff attended the Midtown Bus Terminal groundbreaking on May 29th. The project which has been delayed, is expected to reduce truck congestion around the Javits Center. • Marshalling Yard Development – CCDC, which owns the Yard located south of 34th Street, initiated early-stage development discussions. The site is currently being rented out as a parking lot. The development of the site remains long-term, with substantial change projected to begin in three to four years once the RFP is issued. <u>A. Audit & Finance Committees – Ronald Goldstock and Gary Lavine, Committee Chairmen</u> Mr. Sims introduced a series of items for the Members’ consideration. <u>OPEB Resolution for Review and Approval:</u>
III. Committee Reports	<u>Restriction of funds for OPEB Liability (Attachment 25-38)</u> Mr. Sims requested a resolution restricting sufficient assets to cover the Fiscal Year 2025 OPEB (Other Post Employment Benefit) Liability. In 2024, a resolution for \$31,884,000 was approved. For 2025, the Javits Center management team is seeking approval of \$31,595,000. This represents a decrease of \$289,000, or 1%. A motion was made and seconded. The following resolution passed by unanimous vote: <u>Resolution No. 1687</u> NOW THEREFORE BE IT RESOLVED that the Board of Directors authorizes the Corporation to set aside sufficient assets to cover the Fiscal Year 2025 OPEB liability of \$31,595,000. <u>Approval of Procurement Guidelines (Attachment 25-39)</u> Mr. Sims presented the Corporation’s Procurement Guidelines for the required annual review and approval. No changes were reported from the prior year. A motion was made and seconded. The following resolution passed by unanimous vote: <u>Resolution No. 1688</u> NOW THEREFORE BE IT RESOLVED that the Procurement Guidelines are hereby approved without changes. <u>Review and Approval of Property Disposal Policy (Attachment 25-40)</u> Mr. Sims presented the Corporation’s Disposition of Property Process Policy for the required annual review and approval. No changes were reported from the prior year. A motion was made and seconded. The following resolution passed by

III. Committee Reports

unanimous vote:

Resolution No. 1689

NOW THEREFORE BE IT RESOLVED that the Disposition of Property Process Policy is hereby approved without changes.

Review and Approval of Investment Policy (Attachment 25-41)

Mr. Sims presented the Corporation's Investment Guidelines for the required annual review and approval. No changes were reported from the prior year. A motion was made and seconded. The following resolution passed by unanimous vote:

Resolution No. 1690

NOW THEREFORE BE IT RESOLVED that the Investment Guidelines are hereby approved without changes.

Resolution to Grant Audit and Finance Committees Authority to Approve Annual Procurement Report (Attachment 25-42)

Due to timing constraints, Mr. Sims introduced a resolution to grant the Audit and Finance Committees the authority to review and approve the Annual Procurement Report for the fiscal year ended March 31, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:

Resolution No. 1691

NOW THEREFORE BE IT RESOLVED that the Board of Directors grants to the Audit and Finance Committees the authority to review and approve, on the full Board's behalf, the Annual Procurement Report for the fiscal year ended March 31, 2025.

Procurement Summaries for Approval (Attachments 25-43 through 25-47)

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.

Approval of Contract – DeLuca Advisory Services (Attachment 25-43)

Mr. Sims presented a procurement summary seeking Board approval to award DeLuca Advisory Services (DeLuca) a contract to provide reputational due diligence report services at the Jacob K. Javits Convention Center (Javits Center). The term of the contract is for 3 years at an estimated cost of \$30,000 (\$10,000 per year). The contract term is from July 1, 2025 – June 30, 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:

**III.
Committee
Reports (continued)**

Resolution No. 1692

NOW THEREFORE BE IT RESOLVED that the award of a contract to DeLuca Advisory Services to provide reputational due diligence report services at the Jacob K. Javits Convention Center for a term of 3 years at an estimated cost of \$30,000 from July 1, 2025 – June 30, 2028, with an optional 2-year renewal at the Javits Center’s discretion, is hereby approved.

Approval of Contract – Premium Parking (Attachment 25-44)

Mr. Sims presented a procurement summary seeking Board approval to award Premium Parking a contract to operate the parking lot located between 11th and 12th Avenues, and 33rd Street and 34th Street, controlled by Jacob K. Javits Convention Center of New York (Javits Center). The term of this contract shall be for a period of 3 years and includes an optional 2-year renewal at the Javits Center’s discretion. The contract term is to start when the contract is signed by both parties. A motion was made and seconded. The following resolution passed by unanimous vote:

Resolution No. 1693

NOW THEREFORE BE IT RESOLVED that the award of a contract to Premium Parking for the operation of the parking lot for a term of 3 years which will start when the contract is signed by both parties and includes an optional 2-year renewal at the Javits Center’s discretion, is hereby approved.

Approval of Contract – Fleet Pump & Service Group Inc. (Attachment 25-45)

Mr. Sims presented a procurement summary seeking Board approval to award Fleet Pump & Service Group Inc. (Fleet) a single source contract to provide preventive maintenance services to the Fleet U/V (Ultraviolet Light) Filtration System including sump pumps, storm water detention pumps, rainy-day irrigation system, and sewage injector pumps located at the North Expansion of the Jacob K. Javits Convention Center (Javits Center). The contract is for 3 years at a total cost of \$131,760 (\$43,920 per year). The term of the contract is July 1, 2025 - June 30, 2028. A motion was made and seconded. The following resolution passed by unanimous vote:

Resolution No. 1694

NOW THEREFORE BE IT RESOLVED that the award of single source procurement to Fleet Pump & Service Group Inc. to provide preventive maintenance services to the Fleet Filtration System located at the North Expansion of the Jacob K. Javits Convention Center for 3 years at a total cost of \$131,760 from July 1, 2025 - June 30, 2028, is hereby approved.

Approval of Contract – ServiceNow (Attachment 25-46)

Mr. Sims presented a procurement summary seeking Board approval to award a contract to Service Now to provide a cloud-based customer portal environment at the Jacob K. Javits Convention Center (Javits Center). The term of the contract is for a period of 3 years at an estimated cost of \$525,000. The contract term is June 19, 2025 – June 18, 2028. A motion was made and seconded. The following resolution passed by unanimous vote:

**III.
Committee
Reports (continued)**
Resolution No. 1695

NOW THEREFORE BE IT RESOLVED that the award to Service Now to provide a cloud-based customer portal environment at the Jacob K. Javits Convention Center at an estimated cost of \$525,000 for a term of 3 years from June 19, 2025 – June 18, 2028, is hereby approved.

Approval of Contract – Veracity (Attachment 25-47)

Mr. Sims presented a procurement summary seeking Board approval to award a contract to Veracity, a subsidiary of Resources Global Professionals (RGP), to provide Service Now software implementation services for the Jacob K. Javits Convention Center (Javits Center) at the estimated cost of \$498,600. The contract is for 5 months beginning June 19, 2025 – October 31, 2025. A motion was made and seconded. The following resolution passed by unanimous vote:

Resolution No. 1696

NOW THEREFORE BE IT RESOLVED that the award to Veracity to provide Service Now software implementation services at the Jacob K. Javits Convention Center at an estimated cost of \$498,600 for a term of 5 months from June 19, 2025 – October 31, 2025, is hereby approved.

Review of Procurements (Attachments 25-48 through 25-59)

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 25-48 through 25-59)

Vendor	Procurement Review Period	Review Period Amount
United Rentals, Inc.	3/3	\$69,640
Big Apple Window Cleaning	3/3	\$891,750
A&L Cesspool	3/3	\$70,176
Philip Kaplan Glass and Mirror, LLC.	3/3	\$68,735
Steamaster Carpet Cleaning Inc.	3/3	\$382,500
Guardiar Solutions, Inc.	3/3	\$126,540
Siemens Building Technologies, Inc.	3/3	\$213,200
Siemens Building Technologies, Inc.	3/3	\$35,216

**III.
Committee
Reports (continued)**

Scientific Fire Prevention	2/3	\$186,452
United Steel Products, Inc.	2/3	\$176,000
High Point Solutions	2/5	\$288,184
Raeri, Inc.	2/3	\$50,000

Financial Update

Mr. Sims reported on the revenues and expenses as of March 31, 2025 YTD as compared to the budget for March 31, 2025 YTD. He stated that the Javits Center had a total of 128 events, 95 of which were recurring events and 33 of which were new events. He reported that income was \$3.2 million higher than plan due to: (1) \$3,100,000 higher than plan due to planned events over performance; (2) \$638,000 thousand higher than plan due to interest rates over plan; (3) \$601,000 lower than plan due to delays in the deployment of outdoor digital display advertising. Expenses were \$971,000 higher than plan, mainly due to \$350,000 lower than plan driven by a decrease in workers' compensation reserve, other post-employment benefits (OPEB) and house labor, netted with an increase in event labor, \$1,500,000 million higher than plan in Selling, General and Administrative (SG&A) costs due to higher cost in facility maintenance, utilities, IT license and subscriptions, temporary services and credit card fees, netted with lower costs in building supplies and event-related professional services, \$996,000 lower than plan in Depreciation due to timing of assets capitalized, partially due to the Mechanical Room 3 change from CCOC to CCDC funded project and \$113,000 higher than plan in Interest Expense partially due to GASB 96. The Net Loss of \$7.7 million is favorable to the planned Net Loss of \$9.9 million, by \$2.2 million.

The Board held a general discussion about the budget. Mr. Perlman stated that the financial results are consistent with the budget presented.

Review and Approval of the Financial Statements for the Fiscal Year Ended March 31, 2025 (Attachment 25-36)

To present the March 31, 2025 financial statements for review and approval, Mark Sims introduced Brent Jensen and Brian D. Sawma of the EFPR Group (EFPR), the Corporation's external auditors, to discuss the financial statements and respond to any questions that the Members might have. Before EFPR presented, Mr. Lavine reported to the Board that the Audit & Finance Committees generally have a practice to meet in between Board meetings and in the interim as well throughout the year. Mr. Lavine assured the Board that he had met with the external auditors immediately prior to the Board Meeting and had an animated and thorough discussion with them. Their responses were cogent and authoritative, and it was helpful that the auditors and our senior management participated in the meeting. There was an executive session that Mr. Lavine had held with the external auditors and no material weaknesses or deviations from plan or conduct of plan surfaced in that executive session. The auditors presented a clean audit and no material or significant deficiencies were identified. Mr. Sawma noted that there was a high level of cooperation by management with the audit team to provide the necessary information quickly.

III. Committee Reports (continued)	Mr. Sawma also stated that they reviewed clean and modified financial statements, which were according to government accounting standards. The Finance team had to also implement the ERP system. Mr. Jensen noted that EFPR had met with Mr. Lavine immediately preceding the Board Meeting to review the audited financial statements for the fiscal year ended March 31, 2025. The financial statements were submitted to the Members for approval. Mr. Jensen indicated that they did not identify any significant deficiencies, material weaknesses or deviations from plan or conduct of plan and were issuing an unqualified audit opinion. Mr. Lavine commended management for its demonstrated acuity and forthrightness. Mr. Perlman thanked Mr. Lavine for his diligence throughout the year. A motion was made and seconded to approve the Corporation's Financial Statements for the fiscal year ended March 31, 2025. The following resolution passed by unanimous vote: <u>Resolution No. 1686</u> NOW THEREFORE BE IT RESOLVED that the New York Convention Center Operating Corporation's Financial Statements for the fiscal year ended March 31, 2025 are hereby approved. <u>B. Human Resources Committee</u> No report. <u>C. Facilities/Operations Committee</u> No report. <u>D. Sales & Marketing Committee, Doreen Guerin, Committee Chairman (Attachment 25-60)</u> Ms. Guerin presented on behalf of the Sales and Marketing Committee regarding the second quarter of fiscal year 2026. Ms. Guerin reported that July and August are slower months but there are 9 annual events (trade and special events) in July: AWS Summit, TexWorld USA Home Textiles Fabric Sourcing Expo and International Apparel Sourcing Show, Functional Fabric Fair, An Evening with Dr. Zahi Hawass, Success Academy Teacher Training, The Quirks Event and the New York Bar Exam. In August, the Javits Center is hosting 5 events, including 2 trade shows and 1 public show (Anime NYC). New events are highlighted. In addition, Ms. Guerin indicated that September begins a busy fall schedule, with 4 public shows, including the Armory Show and 9 business and trade shows. These new events are highlighted and there is one new government event titled the U.S. Africa Leaders' Summit.
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III. Committee Reports (continued)	Ms. Guerin then presented the Event Index for the second quarter with a Sector breakdown to show the types of events (trade and public shows and special events) and the industry. In the second quarter, the top 3 sectors for events are: technology, apparel and education. Ms. Guerin also described inSight Inspection which the Sales team hosted in May. This exclusive “behind-the-scenes” tour of The Robin Hood Benefit Gala and Disney Upfront was provided to key corporate clients. The highlights of the two-day event included peer-to-peer learning with Robin Hood and Disney teams, and showcased Javits Center experts and partners who bring these world-class events to life. As a result, the Javits Center received 5 RFPs, including a 2-year license agreement request. The Javits Center extends its gratitude to Robin Hood and Disney for their partnership on this event. Ms. Guerin also provided a Sales and Marketing update. She stated that the Sales team has a busy summer on the road promoting the Javits Center around the country. They will be attending the American Institute of Architects Site Survey in Boston, the Bay Area Sales Mission in Northern California, the CEMA Summit in Austin and Texas Sales Mission in Texas. <u>E. Governance Committee – Ronald Goldstock, Committee Chairman</u> <u>Annual Board Performance Evaluations</u> Ms. Low thanked the Board Members for completing their annual board performance evaluations timely. Ms. Low then advised the Board Members that the Committee had, pursuant to the Public Authorities Reform Act, completed its annual obligation to review the Corporation’s By-Laws, Mission Statement and 2024 Performance Measurements, and requested the following actions: <u>Corporation’s Mission Statement (Attachment 25-61)</u> Ms. Low reported that certain language was added to the Innovative section to mention Javits Center’s technology solutions. <u>Approval of the Corporation’s Mission Statement – (Attachment 25-62)</u> Ms. Low presented the revised Mission Statement to the Board for its approval. A motion was made and seconded. The following resolution passed by unanimous vote: <u>Resolution No. 1697</u> NOW THEREFORE BE IT RESOLVED that the Mission Statement are hereby approved.
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III. Committee Reports (continued)	<u>Approval of the Corporation’s Performance Measurements for 2024 (Attachment 25-63)</u> Ms. Low presented the 2024 Performance Measurements to the Board for its approval and discussed the Staff Diversity statistics. A motion was made and seconded. The following resolution passed by unanimous vote: <u>Resolution No. 1698</u> NOW THEREFORE BE IT RESOLVED that the 2024 Performance Measurements are hereby approved.
IV. Other Business	
V. Adjournment	By motion and agreement, the meeting was adjourned at 2:17 pm with the next meeting to be held on September 17, 2025.