

# HEALTHY FAMILIES AND COMMUNITIES COMMITTEE

Council of the County of Maui

## MINUTES

June 6, 2019

Council Chamber, 8<sup>th</sup> Floor

**CONVENE:** 1:32 p.m.

**PRESENT:** Councilmember Riki Hokama, Chair  
Councilmember Yuki Lei K. Sugimura, Vice-Chair  
Councilmember Tasha Kama (in 1:33 p.m.)  
Councilmember Kelly T. King  
Councilmember Michael J. Molina  
Councilmember Tamara Paltin (out 3:32 p.m., in 4:01 p.m.)  
Councilmember Keani N.W. Rawlins-Fernandez (in 1:32 p.m.)

**STAFF:** Shelly Espeleta, Legislative Analyst  
Wesley Crile, Legislative Analyst  
Rayna Yap, Committee Secretary  
Zhantell Lindo, Council Aide, Molokai Council Office (via telephone conference bridge)  
Denise Fernandez, Council Aide, Lanai Council Office (via telephone conference bridge)  
Mavis Oliveira-Medeiros, Council Aide, Hana Council Office (via telephone conference bridge)  
*(Seated in Gallery):*  
Lois Whitney, Executive Assistant to Councilmember Tasha Kama

**ADMIN.:** Karla Peters, Director, Department of Parks and Recreation  
Lisa Almeida, Parks Permit Officer, Department of Parks and Recreation  
Jerri Sheppard, Deputy Corporation Counsel, Department of the Corporation Counsel  
*(Seated in Gallery):*  
John Buck, Deputy Director, Department of Parks and Recreation

**OTHERS:** Rod Pa`a Hana (HFC-9)  
David Demarco (HFC-9)  
Rich Yust (HFC-9)  
Luis Fuentes (HFC-9)  
Judson Nagasako (HFC-9)  
Robert Crane (HFC-9)  
Dietrich Riley (HFC-9)  
Benny Uyetake (HFC-9)  
Tom Valdiserri, Kemper Sports Marketing, Inc. (HFC-9)  
David Gough, Kemper Sports Marketing, Inc. (HFC-9)

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(2) additional attendees

**PRESS:**     *Akaku: Maui Community Television, Inc.*

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CHAIR HOKAMA: . . .*(gavel)*. . . We'll bring the Council's Committee on Healthy Families and Communities to order. This is our regular meeting of 6, June, 2019. This afternoon we have Vice-Chairman Sugimura.

VICE-CHAIR SUGIMURA: Good afternoon, Chair.

CHAIR HOKAMA: We have Committee Members Paltin.

COUNCILMEMBER PALTIN: Good afternoon.

CHAIR HOKAMA: King.

COUNCILMEMBER KING: Good afternoon, aloha.

CHAIR HOKAMA: And Molina.

COUNCILMEMBER MOLINA: Good afternoon, Chairman.

CHAIR HOKAMA: We are currently missing two Members, Rawlins-Fernandez and Kama. We have two items that the Chair would like us to get through. Oh, we welcome Ms. Rawlins-Fernandez. So, it's HFC-9, which is regarding the Maui Invitational Basketball Tournament, its license agreement for use of County facilities. And the other item is HFC-11, which is a communication from Ms. Sugimura regarding Internet service access at various County facilities. Okay, with that, we'll take public testimony. This Committee provides three minutes to each individual on each item we agendaize, and three minutes only. We assist you with your time. Green light means your time is...you're within your time, yellow means you have 30 seconds to conclude, and red means you are to stop. So, with that, and then I will give Ms. Kama a few moments to settle down and we'll start with testimony.

COUNCILMEMBER KAMA: Thank you, Chair.

**. . .BEGIN PUBLIC TESTIMONY. . .**

CHAIR HOKAMA: Okay. Good. Okay, we'll...let's all get ready. This afternoon, we are going to start with Rod Pa'a Hana, is that correct, sir?

UNIDENTIFIED SPEAKER: Oh, different.

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CHAIR HOKAMA: Yeah, the first person I have is Rod Pa`a Hana. So, if you'd please come down and share your manao with us, we appreciate that. If you represent an entity, share that with us. We ask that if you are a paid spokesperson for a cause or an entity, a lobbyist position, to also please share that information.

MR. PA`A HANA: Thank you. My name is Rod Pa`a Hana and I'm the Board President of the Villages of Leialii. I wanted to commend KemperLesnik for what they do for our community. They allow us to make leis at the event each year and we, our community, has raised thousands of dollars with this event. I believe that they're an integral part of Maui because we get free advertisement across the country, saves a lot of money with Hawaii Visitors Bureau, and in fact, if Hawaii Visitors Bureau was smart, they'd have a couple minutes in the event. It is televised across the country, we're very lucky to have our islands seen by many people, and the event is enjoyed by many of us in the island as well as thousands that come from across the country. It is one of the premier tournaments for basketball in our country. And I believe that we should continue and we're very proud to be allowed to even be part of it. They help the Lahaina community as well as, like I said, the whole island and as well as the State. And that's all I have to say. Thank you.

CHAIR HOKAMA: Mahalo. Any questions for the gentleman? Having none, mahalo for your thoughts. Next, we ask David Demarco if he would please come up and give us his thoughts this afternoon.

MR. DEMARCO: Aloha, my name is David Demarco, I'm here on behalf of Kapalua Ziplines. This will be the fifth year we'll be a sponsor of the Maui Invitational. We love this event. We believe it is a healthy event physically and mentally for the youth and young adults located here and on the mainland. Whether it's the players that have been rewarded for their hard work and commitment, or the young spectators watching from the civic center or at home. We love the way ESPN showcases Maui during the breaks and believe this amount of advertisement for Maui precedes any other major televised event on the island. We believe the exposure is immeasurable and that this event means a lot to local business, to us. I have personally seen how much it means to the community while being onsite at these events the last four years. Thank you for voting yes to continue to make this a successful event for our community and local businesses, and thank you for your time.

CHAIR HOKAMA: Thank you. Any questions for the gentleman? Thank you for being here. Rich Yust?

MR. YUST: Good afternoon --

CHAIR HOKAMA: Good afternoon.

MR. YUST: --Committee Chairman and Councilmembers. Aloha. My name is Richard Yust, I'm the Executive Director at the Maui Food Bank and I'm here today to support, show support for the Maui Jim Maui Invitational. Each year we're able to do a silent auction at the event and we auction off things like signed basketballs by the coaches,

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which all have the team logos on it, custom-made Timpone surfboard with all the teams logos also signed by the coaches, Tommy Bahama shirts with logos that are signed by coaches also. So, these are all one of a kind souvenirs that folks get to bid on. The proceeds of this auction benefit the Maui Food Bank, and over the last...we've been part of this for probably over ten years, over the last four years we've raised over \$75,000 from this event. It's a great company to be partnered in with. They help us set up, they help us gather the items to auction off, it obviously...the proceeds help benefit the Maui community, it helps benefit seniors, youth, you know, families who are underemployed, and the list goes on and on. And so, we've been, you know, with them again for many years. On a personal note, I do the auction every year with some other volunteers and some other people. It's so exciting to watch the people, and they...people come up to us at the auction table and they go, "I just love this event. I just can't wait to come back to Maui." And they say that they would not have come to Maui if it wasn't for the event, because they're following their team. And so their team, normally they may not come to Hawaii or to Maui because, you know, based on the fact that they don't even maybe know a whole lot about it. But because of the tournament, it draws these people from literally all over the country who may not have come here, and these people come up to me and they go, "I can't wait to come back. I want to see more of Maui. I want to learn more about it." So, it's really exciting to be partners with them, we're really happy, again. And I want, and I would really like to see you support the continued success of this tournament. Thank you.

CHAIR HOKAMA: Thank you. Any questions for the gentleman --

VICE-CHAIR SUGIMURA: I do.

CHAIR HOKAMA: --for clarification? Ms. Sugimura?

VICE-CHAIR SUGIMURA: Thank you, Chair. Nice to see you here.

MR. YUST: Thank you.

VICE-CHAIR SUGIMURA: I'm glad to hear the success that the Maui Food Bank has. I was just wondering, how many people or how much the 75,000 help you with the Maui Food Bank?

MR. YUST: Yeah, that will provide over 300,000 meals --

VICE-CHAIR SUGIMURA: Wow.

MR. YUST: --which is pretty amazing, and it goes a long, long way. And what's so great about that event, it's actual cash that comes into the Food Bank so we can use that for direct purchases of food. It obviously, again, goes a long, long way in helping this community, not only here on Maui, but we also utilize some of the, you know, a lot of that purchased food for the islands of Lanai and Molokai as well.

VICE-CHAIR SUGIMURA: Oh, thank you, that's good to hear --

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MR. YUST: Yes.

VICE-CHAIR SUGIMURA: --for the whole County.

MR. YUST: It does help the whole County, yes.

VICE-CHAIR SUGIMURA: Oh, thank you. Thank you.

CHAIR HOKAMA: Okay, thank you. Anyone else? We thank you for your comments this afternoon.

MR. YUST: Thank you.

CHAIR HOKAMA: Luis Fuentes?

MR. FUENTES: Aloha.

CHAIR HOKAMA: Hi.

MR. FUENTES: My name's Luis Fuentes, I'm representing chef and owner of Island Catering. We've been lucky enough to be involved with this event for the last couple years doing the food for the media, for most of the VIPs, as we call it. But also we've been enjoying to work with them and being a local business, this is the kind of events that we need so much. Every year we're looking forward just to be able to showcase what we do, how we do it, but also to be able to be part of something so great like this. So, I definitely support this and I hope that you will, too. Thank you.

CHAIR HOKAMA: Thank you for being here. Any questions for the gentleman? Thank you again for your presence.

MR. FUENTES: Thank you.

CHAIR HOKAMA: Okay, I think it's now Justin A. Nakao [sic] Nagasako?

MR. NAGASAKO: Aloha, Council. Aloha, Councilmembers, Chairman. I am Judson McCall Nagasako. I'm from Lahainaluna. Myself and my wife seven years ago started Ohana Maui Youth Foundation. We represent about 450 kids here on the island. We have nine programs ranging from a Filipino assimilation program for our newer kids that are coming from the Philippines, all the way to a college and a workforce trade program. We also have six youth athletic programs in that mix. We have a good, solid foundation and we're island-wide, we have programs in Central Maui and West Maui. I just wanted to share with you guys today that seven years ago I was blessed enough to meet Nelson Taylor of KemperLesnik in the hotel lobby at the Hyatt. We launched an initiative at that time to take kids who haven't seen or didn't understand what the Maui Invitational was to the Civic Center to let them see it. Every year, we've been allowed that opportunity and we've developed a very specific spectrum on who we take

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to this program. We don't take our upper-end athletes, we don't take kids that have already been and traveled, we take the kids that haven't seen it or that don't understand even the aspect of what's really going on. It's been an amazing event. We do not make any money financially from Maui Jim. We've been offered plenty of times to do the volunteer program. We've kept it on a very inspirational message with our children. Not only just for the athletic side, as the Director of Ohana Maui Youth Program, I have coaches to coach, I don't coach. My focus is on individual pathways for the kids. So, a lot of my kids, they're getting to see behind the scenes of what it really takes to run a business, to have an event such as this, they're getting to see the media members, ESPN, exciting fields that they might not ever even get to witness in our community. It helps a lot. It allows their minds to kind of broaden as to what is, what they are capable of, you know, not only can you be the athlete that's out there on the court, but you can be the camera guy, or the video editor, or the guy that's doing the lights, or you can be the event coordinator, you know. So, for our children it really has expanded a lot of their thought process as to what an event such as this provides us. That being said, you know, I would like to thank Tom and David, Nelson Taylor, and Courtney Schott, they allow our youth, like I said, every year. The most important thing that I would like to purvey to the Council is that the ohana that we've built in Chicago, the network, it pays on all fronts, you know. Anytime I have kids that are on the mainland or going, they're at our access, we can ask them questions. So, just building our ohana's network has really expanded our youth foundation. So, we'd just appreciate it and I do hope you will support it, and thank you guys for your time so much.

CHAIR HOKAMA: Thank you for sharing your thoughts. Any questions for the gentleman? Having none, we appreciate you being here.

MR. NAGASAKO: Aloha.

CHAIR HOKAMA: Robert Crane?

MR. CRANE: Hi there, my name is Robert Crane, I represent Maui Rents. I am the President of Maui Rents, and I just want to take a moment to give you an overview of our relationship with KemperLesnik. We've had the luxury of having a, 25 years this year relationship with KemperLesnik and I just spent years, you know, year after year kind of countlessly impressed by what they bring when they come to Maui. They're not a group that kind of comes in quick and leaves fast. They take their time with the community, they invest, they've invested in us over that 25 years. You know, we went from as little as four employees, you know, now there's, I think 19 of us. KemperLesnik helped with that growth. You know, from a monetary standpoint, we've generated over \$400,000 in revenue over 25 years. But I think kind of beyond the, you know, the money, just Maui Rents, aside from our employees, our customers are our greatest asset, and we hold KemperLesnik kind of at the highest regard. They really...their level of professionalism is phenomenal and I can't speak enough about how they behave themselves and the way that they interact and how they work with our team. Our team is always excited to, you know, hopefully go to an event, participate in setting up the event, the countless customers that come to me and

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express their excitement about the event. I really appreciate what they've brought and I think they're a real asset to Maui and they're certainly an asset to us. And I'd hoped that, you know, you consider a long history with them in the future because they clearly know what they're doing and I value it. Thank you.

CHAIR HOKAMA: Thank you. Any questions, Members? With none, thank you again for sharing your thoughts.

MR. CRANE: Thank you.

CHAIR HOKAMA: We'll ask Hana District, is there anyone wishing to provide testimony?

MS. OLIVEIRA-MEDEIROS: Aloha, Chair, this is Mavis Oliveira-Medeiros from the Hana District, and there is no one here waiting to testify.

CHAIR HOKAMA: Thank you. Lanai, anyone wishing to provide testimony?

MS. FERNANDEZ: Good afternoon, Chair, this is Denise Fernandez at the Lanai Office and there are no testifiers.

CHAIR HOKAMA: Thank you. Molokai, anyone wishing to provide testimony?

MS. LINDO: Aloha, Chair, this is Zhan at the Molokai District Office. There are no testifiers.

CHAIR HOKAMA: Okay. Thank you very much ladies. With no further requests for testimony, we'll close testimony for today's meeting, Members?

COUNCILMEMBERS: No objections.

CHAIR HOKAMA: Okay. Thank you.

MR. RILEY *(from gallery)*: . . . *(Inaudible)*. . .

VICE-CHAIR SUGIMURA: Oh...

CHAIR HOKAMA: Oh, yeah, sure, you can come down. Give your thoughts. No problem.

COUNCILMEMBER KING: No objection to that.

MR. RILEY: Sorry. Hi, my name's Dietrich. Locally, grew up here. I've been working at the tournament for 20 years. There's a gentleman whose name's on the trophy, his name's Wayne Duke. And one day we were having a meeting like we do every Monday and he came to it, you know. He was elderly back then and he's since passed. And he was at the meeting and he kind of raised his hand and everybody got really, really quiet and they were like, "whoa, what's up, Mr. Duke, what do you need?" And he was like, "hey, can we do something about halftime? You know, it's really boring, people don't know what's going on." And me and my friends being local, I'm like, "I'll do it."

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You know, and everyone kind of laughed and they were like, "really, like, you want to do it?" I'm like, "yeah, I'll do it." They were like, "what are you going to say?" I'm like, "don't worry, I got this." So, this company, KemperLesnik Sports, they actually gave me the opportunity and now I'm the voice of the tournament.

VICE-CHAIR SUGIMURA: Wow.

MR. RILEY: After, you know, working there for...since right after high school until now I'm 39, and it's a great experience, you know. It's...I've seen high school kids come there and now they're bringing their kids there. I've talked to people in the rental car agencies who say, you know, they get hundreds of rental cars every year. The hotels get, you know, thousands of rooms rented. The Akina Bus Service gets their, you know, business; the restaurants in Lahaina. And it's really a five-day event that brings millions of dollars to Maui, and it's more than just money. Like people have said before, you know, it's a community thing, like, we've all grown together. I don't know if you guys have seen the tournament in the '90s, you know, it was really, really mellow, you know, there was a couple things outside. And now it's like, it's almost like the Maui County Fair, you know, like people really love to do it. So, I just wanted to give you my two cents and thank you guys so much.

CHAIR HOKAMA: Thank you. Any questions? Thank you for being here.

MR. RILEY: Thank you, sir.

CHAIR HOKAMA: Okay, anyone else?

MR. UYETAKE: Aloha, Chair, and the, our Council. I apologize, first of all, for not signing in. I was asked to come and testify as well --

CHAIR HOKAMA: Okay.

MR. UYETAKE: --testimonial. Testify, what's that? But anyway, I represent halftime entertainment. I represent Kalama Intermediate School who has been doing it for the last five years. I'd like to thank Kemper for giving us the opportunity so our kids have the opportunity to serve...

CHAIR HOKAMA: Introduce yourself for us for the record, please.

MR. UYETAKE: Oh, my name is Benny Uyetake.

CHAIR HOKAMA: Thank you, sir.

MR. UYETAKE: Sorry about that. And I like to thank Kemper for actually giving our kids the opportunity to perform halftime entertainment. We're talking about my whole ukulele program of 210 kids each year for the last five years. And we look forward to this event because of the fact that it gives our kids the time to prepare, the time to look forward to something that's great, something that they can take with them for the rest



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of their lives. We want them to be able to also understand...I talk to them about how to prepare for professionalism before to go walking into the event, to how to act in the presence of people from Lahaina, to coming up from Upcountry, Maui. So, I just want to let you know that it's been positive for our kids, it's positive for our community, positive for our children who help perpetuate our culture. Thanks.

CHAIR HOKAMA: Thank you. Any questions? Thank you for being here. Okay, anyone else who'd like to come and share their thoughts with us today? Okay, with no objections, we'll close testimony, Members?

COUNCILMEMBERS: No objections.

**. . .END OF PUBLIC TESTIMONY. . .**

**ITEM HFC-9: AUTHORIZING AMENDMENT TO MAUI INVITATIONAL BASKETBALL TOURNAMENT LICENSE AGREEMENT** (CC 18-318)

CHAIR HOKAMA: Okay, thank you, so ordered. We are going to now move on to HFC-9, first item of the agenda. Representing KemperLesnik, we have two gentlemen, I guess the smarter one is David Gough because he's out of camera, and he's the Vice President of Sports and Events, and the Executive Vice President who has to be in front of the camera is Tom Valdiserri, who is joining us this afternoon representing their interest and will also be speaking on behalf of the event. So, I think you have something you want to start off with, Tom?

MR. VALDISERRI: Sure, thank you, Mr. Chairman and Councilmembers. If you don't mind, I'd like to show a short video --

CHAIR HOKAMA: Okay.

MR. VALDISERRI: --to kick off.

**. . .START OF VIDEO PRESENTATION. . .**

MR. TETS YAMAZAKI: You know what I think about this tournaments, it's really special. This is typically one of the slowest time for Maui. We are hungry for business, we need to build the occupancy, so having the tournament like this right before the Thanksgiving is the greatest thing.

VIDEO TEXT: The tournament has provided more than \$12 million annually in economic value. In 2018, the contribution is estimated to be over \$15 million. The tournament is committed to not just the local economy, but to the community as a whole.

MR. RICHARD YUST: The Maui Invitational contacted the Maui Food Bank because they wanted to do something to give back for the community. What it does, it inspires interest in other issues that are going on in Maui besides all the beauty that's here. It

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raises awareness that there is a hunger issue here. We've been averaging roughly about \$20,000 a year and so it's been a very successful relationship.

VIDEO TEXT: In 2018, the Maui Jim Maui Invitational generated a record \$35,500 to the Maui Food Bank, which will provide over 142,000 meals.

MR. YUST: So, we've been able to distribute over 200,000 meals through the generosity that the Maui Invitational has shown to the Maui Food Bank.

MR. JEFF TIMPONE: The influx of people for the tournament, I mean there's a lot of people come from all over the country. So, you know, it has a good impact on Maui and it makes Maui look good, which is really cool.

MR. DANIEL SYKES: The tournament's amazing for The Snorkel Store. We've been able to help the teams and families, they've been able to enjoy Maui more so it's been good for sharing Maui and also revenue generating.

VIDEO TEXT: The Tournament supports local elementary schools through the Coaches Free Throw Contest on the Sunday before the Tournament. Donations from this program total over \$35,000 to date.

MR. YAMAZAKI: I know the excitement the community has, not just the employees, our employees are really excited to be able to be part of this tournament and I know that local community and the kids enjoy this very much.

MR. TIMPONE: It's been a great relationship. Just keep coming, you know, I love the tournament, it's been great.

**... .END OF VIDEO PRESENTATION. . .**

MR. VALDISERRI: Okay, how do I escape? Back here? Oh, you're awesome. Clearly Mr. Chairman was correct, I'm not the smartest one. First of all, I want to just thank you for allowing us to be with you today. As you have seen and heard, the Maui Invitational has had and continues to have a very positive impact on many people throughout Maui, and frankly, for us at KemperLesnik as well. Our goal here today is, with your approval, is to renew the long-term agreement for the Civic Center so that we can continue the legacy of Maui and its incredible ability to host this world-class sporting event. Every year a bright light shines on Maui nationally and internationally through our partner, ESPN. Not only do we work with them to show the games, we and the folks of Maui work with them to show off the beauty, the culture, and the people of Maui as well. The Maui Invitational, you see, is more than just basketball games to us and to the community. It's an event that provides memorable and positive moments for all our players, our coaches, our fans, the kids, and the residents of Maui as well. For example, annually the tournament generates, as you saw, thousands of dollars for the Maui Food Bank, and this past year, enough money was generated through our silent auction to provide 142,000 meals for the needy. The tournament provides over 100 boys and girls annually the opportunity to learn the

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basics of the game from Hall of Fame coaches and current college players. The tournament also offers local residents the exclusive opportunity through our partners throughout the island to buy discounts to the tournament at a discount, to buy tickets at a discount, sorry. The tournament is also sensitive to the environment, and the culture, and the safety issues that the County faces. We provide shuttles for fans, and players, and teams, and our staff to and from the airport, the hotels, the Lahaina Civic Center, to help control the traffic and the carbon footprint. The tournament is also a conduit for the communication of the Maui's, of the County's messages of ocean safety, ocean health, and culture by airing the County's campaign on our website, our schools' websites, our social media channels, as well as through e-mail campaign that we send to all of our guests who come from the mainland here. And every year, we kick off the tournament on Sunday night with a celebration of the coaches and teams with a traditional Hawaiian blessing by Conan Kekide [sic] Higa at our, which, that event draws over 600 people every year. Last year, actually, it was a record, we had 850. We bring the local talent like fire dancers, and the ukulele school, as you heard, hula dancers, to perform not only at that event, but at halftime and between games at the tournament. We also have brought in local talent to sing the National Anthem, including Lori [sic] Whitney, who works in the County Building for Councilmember Tasha Kama. All the talent that we bring, they help introduce and showcase Maui's spirit of ohana to all of our guests and your guests. We employ over 60 companies, some of which you heard today; and over 100 residents to help us stage and pull off this world-class event. And finally, the Maui Invitational is known for being the best run event in the country in the best location in the country. It is often compared very favorably to the NCAA Tournament, which is the colleges' national championship that involves 68 schools annually. And these comments come from the coaches, and more importantly, even the media recognize that it's on par with an event that draws 75,000 people in football stadiums across the country. I do have a short presentation, and I promise I will make it short. But before I do that, I do want to sincerely thank you on behalf of the Maui Invitational and KemperLesnik to each of you for your time, your insight, and your partnership.

**. . .START OF POWERPOINT PRESENTATION. . .**

MR. VALDISERRI: So, with that, if I'm technology-capable, I'll move. So, first of all, working through the State over the course of the tournament since 1984, the direct spend for the County of Maui has been 258 million, and this is done by the Department of Economic Development and Tourism. It's their formula based on per dollars per spent per person per day over the duration of the event; and in 2018, that number hit 22 million. I'm not going to read all these, but I mentioned earlier about coaches and media and what they think of the tournament, and this gives you some examples. Dana McNeil [sic] from the athletic college basketball tournament. Many college basketball tournaments come and go like pop-up shops, but the Maui Invitational not only forges on, it thrives and that's a big thanks to you, by the way. From the tourism campaign I mentioned earlier, there's four commercials that you've developed as a County. We promote three of them on ocean safety, ocean health, and the culture; and as I mentioned, these are distributed through many channels including our own but also the schools and through our e-mail campaign. Some of the support for the

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community in the past as this event has been here now 36 years, we partnered with the County back in 2002 to help fund temporary air conditioning for a number of years before the County then also invested in putting air conditioning in the building that benefits everybody who uses it 365 days a year. We also worked with the County to help upgrade the Internet and Wi-Fi in that building so that our media can post their stories and their comments in a timely fashion without getting interrupted. The kids clinics as you saw in the video, not only do they get to come out and work with these coaches and players, but we provide them with Gatorade, and our partner Nike provides each child there with a basketball that they can take with them, as well as a t-shirt. You heard about the Food Bank and the silent auction. We also, about six or seven years ago, wanted to recognize the military, of which there are a lot who live not only in Maui, but on the islands and honor the wounded warriors to a week-long, this says day, but it's actually the whole week they come in and we take care of them and treat them like VIPs, them and their family. This past year, the gentleman was a native of Honolulu. I mentioned our help to control traffic while our visitors are here. Obviously, we'd like them all to keep using our transportation, but we know some of them need cars because they not only want to get to the event, but they want to see the other beautiful areas of the island itself. The silent auction over the course of time has generated \$150,000, last year you saw 35,000 and then 142,000 meals; 1,500 kids have participated in our tournament's hoop clinics, and this is on Maui alone. We, like I said, it's 100 to 125 a year. But we also do these clinics in Honolulu, we've done them in Kauai, in Kona. We bring over these coaches at our expense to work not only with young students and kids, but also high school coaches who we know through our partner Chaminade that many of these high school coaches in the schools are with are underfunded and many of the coaches are just, you know, they're gym teachers who don't know a lot about the game; but we bring these coaches over to help them educate and they give them playbooks and teach them how to run a practice properly. Through our free throw shooting contest with our coaches, which is done on Sunday morning, we bring kids from elementary schools, we pair them each with one of the head coaches from the eight schools, they have a free throw shooting contest, and just for their participation, we donate money to their schools; and over time, it's generated \$35,000 for the elementary schools. As we mentioned, we do work with a number of locally-owned businesses and companies. You see a sampling here, I think in your, the materials we gave you you'll see a whole list that we've worked with on and off over the years and most of them on, as you heard earlier. Our local restaurants we support not only through the fans who come, but these restaurants also help us with our fan fest. So, they come out and they serve the food. They make the money from it, we don't collect money from the food they sell. And this, again, is just a sampling of a few that come out on an annual basis. We've created over the years a couple of unique things. First, the first thing we created was a Maui Invitational Golf Classic that happens on Sunday morning before the tournament starts. And then to promote healthy, active lifestyles, we created this 5k Sun, Surf, and Hoops Fun Run. Not only do the visitors participate, but local residents participate in this. This last year, I think we had 450 runners; I think the first year we did it, we had about 100. So, in that four-year period, we get more and more participation. Something else we've done, you heard Jeff Timpone, who for 35 years has been creating which has become the icon for this tournament is our surfboard

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that shows the tournament logo, it mentions Maui, it has the schools' logos on it. And we bring that, those surfboards, eight of them, to the mainland and we bring them to the college campuses not only at basketball games in January and February in places like Storrs, Connecticut, and the East Coast where people are thinking, "man, I could really like to go to Maui right now because it's cold up here," but we also bring them to football games. So, the teams and the players and the mascots get to interact with the surfboard, and over the course of nine years we've been doing this, over 3 million fans have come face to face with these surfboards, they've had their photos taken, they post it on social media, and the like; and that's going to continue. And ESPN televises many of these games and the surfboard is shown during the games as well, well in advance, ten months before the event happens. Some of the media exposure from the ESPN broadcast showing some of the beauty and the activities for Maui as well the games. We promote the Maui Visitors Bureau also as a sponsor of ours, that's something they receive from the event as well. There's also, this is really interesting, ESPN has created what they call a bracket challenge. It's basically a promotion where people will enter their guesses, their picks on who will win each game, 67 games of the NCAA Tournament over a three-week period. And ESPN came to us and said, "can we use the Maui Invitational as the grand prize for our 17 million people who enter brackets in this tournament?" Last year, in one day 5 million were entered. So, it's pretty amazing, the reach of something that's a little promotion for avid basketball fans. And frankly, offices all over the country enter these pools as well, even if they don't know about the sport. Some of the media exposure through our social channels, I think last year over 8 billion media impressions were made through TV, local news, newspaper, radio, and then our social channels as well as our partners' social channels who push out messages. And these you see here are from the actual games taking place at the time, and these are like live pushes during the games. And just a quick summary, I'm not going to go through all these numbers but you've seen a few of these, or heard a few of these earlier. The total media impressions last year was close to 6 million, over the course of time, 80 million impressions have been made by the tournament through those various outlets, and you can see the other numbers here as well. And we are very, very involved in the community and, you know, I was telling some of the Councilmembers over the last few months and last few days that somebody asked me, "well, why do you even do this?" It starts at the top, our chairman, our founder, every event he's done over his 40 years of owning this company both on the golf side and on the sports side, every event he does, there's a giveback to the community in which that event happens, and we carry that on. Our own office of 30 people...I think that just went out, our employees take a full day and they go out on their own and have to volunteer and then come back and report to us what they did that day. And then this past year, for the first time we offered some pro bono work to a youth organization in Chicago called Beyond Sports, and it's a group that was started a few years ago for at risk athletes who were looking to get in college, they're talented enough to get into college and earn a scholarship, they just don't have the grades. So, not only do they help them work out, they help them with their studies and teach them life lessons, and we did PR and branding and marketing for them for an entire year; and we just saw 16 kids graduate about a month ago, and every one of them earned a college athletic scholarship at Division One schools across the country. So, we're very proud of that as well. You've heard some quotes and

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comments, this one I really appreciate. Jim O'Connell just passed away recently, but for 30 years was our main basketball writer for the Associated Press. He covered the tournament every year, was out here every year until he was ill. He made the comment that, you know, the best in-season tournament in the country is the Maui Invitational, and the standard by which all others are compared. It was true then, and it's true all these years later. And the fact of the matter, none of this happens to the success that we've had without you and without participation and a phenomenal partnership from the County and your organizations, your kids, and your people. So, we appreciate it, and thank you for the time, again.

**. . .END OF POWERPOINT PRESENTATION. . .**

CHAIR HOKAMA: Okay, thank you very much, Tom. Okay, that was the nice part. We still have the work part to do this afternoon, okay? So, the Chair is going to ask the Members...I went through the various proposals. I also went through the latest draft that we have before us that the Department did its best efforts representing the County's and community's interest as well as then working with KemperLesnik's team to also have them ensure that their interest was fairly represented. So, if any questions about the draft at this time? Do you need a few moments to...

COUNCILMEMBER MOLINA: Yeah.

CHAIR HOKAMA: Can you go through your document? Okay? So, I'm going to...we'll take a short recess until 2:20, and then we'll come back, we'll start the review. We'll have the Department start their comments and then the Chair's going to go over the areas of adjustments, okay? Including the term of the agreement, the dates, the fees, how we've come up to certain financial considerations, as well as other adjustments in the properties and the use of and control. Okay? So, we'll be in recess until 2:20. . . .(gavel). . .

**RECESS:            2:14 p.m.**

**RECONVENE:    2:20 p.m.**

CHAIR HOKAMA: . . .(gavel). . . Okay, we're back to order. First, I want to thank KemperLesnik for that presentation, we appreciate definitely the cumulative benefits of you showing us that the County has received. We appreciate the components of your outreach to our youth sector in our community. We appreciate how you try to, in your way, incorporate certain cultural components into your event, so we thank you for that, those efforts. So, right now, Members, okay, we looking at a, I would say...I'll let the Director, but the Chair had wanted a new agreement, give us time for us to take a look and see if terms and adjustments needed to be, so it's more accurately reflects the time and needs of this County, the departments, as well as the event. So, Director Peters, comments?

MS. PETERS: Thank you, Chair, thank you, Committee Members. So, we're here as the

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proposed resolution says, to continue the annual Maui Invitational Basketball Tournament at the Lahaina Civic Center. What you see as the May 29<sup>th</sup> transmittal is the draft agreement that we have worked with KemperLesnik for the period of 2021 through 2030. Exhibit "3" of the attached proposed agreement does show that the first amendment to the license agreement that both parties, should they wish to extend, that we begin negotiating this amendment no later than 60 days after the 2018 activities, and then we need to submit a proposed amendment to this body no later than 60 calendar days after the 2019 activities. So, that's why we're here at this moment in time. The agreement that, or proposed agreement that you have in front of you is for that 2021 to 2030 period. So, like Chair Hokama mentioned, we recognize that we needed to better review what was presented in 2018 to the previous PRL Committee, and provide a new agreement that showed changes in the language fees, we did some housekeeping and then I can go through and identify as you would like.

CHAIR HOKAMA: Okay. Tom, any comments or questions you want to present at this time?

MR. VALDISERRI: I just want to again thank the Parks and...for helping working on this with us and we appreciate their efforts over the years as well. Thank you.

CHAIR HOKAMA: Okay, so, why don't we go through this new proposal, Members. I'm going to take it by general areas, description of licensed premises is the first key area. I would say, basically we only did some, a few housekeeping adjustments regarding names. We had some clarification on storage facilities, Director, correct?

MS. PETERS: Thank you, Chair, yes, so the secured storage that was mentioned in the original agreement was taken out as part of this new license agreement.

CHAIR HOKAMA: Okay, Members, Ms. Sugimura first. Any questions in this area description of premises?

VICE-CHAIR SUGIMURA: No, no questions on this section. Thank you.

CHAIR HOKAMA: Okay, Ms. Kama?

COUNCILMEMBER KAMA: None.

CHAIR HOKAMA: Mr. Molina?

COUNCILMEMBER MOLINA: No.

CHAIR HOKAMA: Ms. Rawlins-Fernandez?

COUNCILMEMBER RAWLINS-FERNANDEZ: None at this time.

CHAIR HOKAMA: Okay, Ms. King?

COUNCILMEMBER KING: So, Chair, did we, you said, we took out the reference to? Was

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that something that required us to provide it that we took out?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. Yes, Chair King, it was in the original agreement and as such those are containers, 40-foot containers that are stored on site with the tournament's stages and I...Tom can better identify what's in them. Where they were currently located is within the area where we're proposing the new West Maui Maintenance Baseyard. So --

COUNCILMEMBER KING: Okay.

MS. PETERS: --we were anticipating by the time in 2021, that we would no longer have space for them and Tom can better expound --

COUNCILMEMBER KING: Okay.

MS. PETERS: --on what's in them.

COUNCILMEMBER KING: What's the fix for that? Where is the storage going to be?

MR. VALDISERRI: We will find a appropriate place to store the equipment. It's the, you can see in that slide, those signs that on the courtside, those are in there as well as some lumber that we use to create a platform for fans, media, and the NBA scouts who attend, as well as the courtside chairs that are in there, and a number of other things that we have, skirting, table skirting, those kind of things are --

COUNCILMEMBER KING: Okay.

MR. VALDISERRI: --in those units.

COUNCILMEMBER KING: Okay, so you just have those there for use on an annual basis --

MR. VALDISERRI: Yes.

COUNCILMEMBER KING: --somewhere. I won't make you say where it is because it's probably not a good idea to let people know where it's being stored. Thank you.

MR. VALDISERRI: Sure.

CHAIR HOKAMA: Ms. Paltin?

COUNCILMEMBER PALTIN: Thanks, I feel pretty familiar with the area.

CHAIR HOKAMA: Yeah, okay, good. The second general area is the term of this new agreement. As you heard the Director, it is being proposed to this Committee for consideration of a ten-year agreement. I not sure, but be aware that this new



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agreement will start in 2021, okay? That's the start of the agreement, '21, 2021. Any need for clarification under the term, Members? Yes, Ms. King?

COUNCILMEMBER KING: Just a quick question. So, the current agreement goes 'til 2021?

CHAIR HOKAMA: Director? Ms. Sheppard?

MS. SHEPPARD: Yes, the current agreement goes through 2020.

COUNCILMEMBER KING: Oh, okay. So, we're just picking up --

MS. SHEPPARD: Yes.

COUNCILMEMBER KING: --at the end. And then, is there a penalty for cancellation? Okay, or...

CHAIR HOKAMA: Ms. Sheppard?

MS. SHEPPARD: Cancellation of the agreement --

COUNCILMEMBER KING: Yeah.

MS. SHEPPARD: --or cancellation of a particular event?

COUNCILMEMBER KING: Of a particular event or, you know, a cancellation of a year. I'm just wondering, because if we hold it for, you know, on an annual basis and we give up some other potential events is there...

MS. SHEPPARD: Yeah, there's a cancellation fee built into this.

COUNCILMEMBER KING: Oh, okay, great. Okay, thank you.

CHAIR HOKAMA: Okay, thank you. Next, that is a little bit more lengthy, Members, it's under the use of premises. I'll have the Director give her comments on the areas of adjustments.

MS. PETERS: Thank you, Chair. So, we just did, again, some housekeeping. The section code was updated from 13.04A.070 in item B, initially in the current agreement it reflects the code before we changed it. We did change the time from which the use is authorized, it's, in the current agreement it starts, we allow at 8:00 a.m., and now it's 7:00 a.m. For clarity, we removed the dates in paragraph form and inserted a table which clearly states the tournament dates and it separates it from the license periods.

CHAIR HOKAMA: Okay. Okay, one thing I do know under use of premises, where is it...I wanted you to give comment to the Committee. Okay, under 3A, just so that the Members are clear, you see, we hear it's the Maui Jim Maui Invitational, okay? But as you read in A, the last sentence, yeah, this is in partnership with Chaminade

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University, okay? So, if either the Director or maybe Valdiserri can give comment regarding the role of Chaminade University in this agreement, please.

MR. VALDISERRI: Sure, the events of this nature, and there's probably about 15 of them now in the, on the mainland, by NCAA rule, we have to have a NCAA school as the host for the event. So, we work with Chaminade as our host and interestingly enough, of these events, they're the only one that actually plays in the event versus any other host in these events across the country. And we've had a long-term, wonderful relationship with them as well.

CHAIR HOKAMA: Okay, thank you for that response. Mr. Molina, any questions you have under premises, number three, in this general area?

COUNCILMEMBER MOLINA: Not at this time, Chair. But if I could backtrack if you'd allow me just on the follow up on the question that Chairman King asked with regards to cancellations, if you'll allow me. I just needed just additional clarification.

CHAIR HOKAMA: Sure, go ahead.

COUNCILMEMBER MOLINA: With regards to an opt-out clause for KemperLesnik, I mean, let's say in the future, you know, like this current contract we're considering is from 2021 to 2030 if I'm correct, Mr. Chair. And let's say what if four or five years from now, there's a change with KemperLesnik, they'd prefer not to continue with this, what options do they have if they decide to opt out of this contract? Is there a fee they have to pay or a penalty or whatever?

CHAIR HOKAMA: Who do you want to respond, the attorney, or the Director?

COUNCILMEMBER MOLINA: Yeah, Miss..., yeah, either. I guess, maybe Corporation Counsel first if they have that info.

CHAIR HOKAMA: Ms. Sheppard?

MS. SHEPPARD: I'm looking for the assignment of, assignment restrictions, sorry.

COUNCILMEMBER MOLINA: Okay, I...it can be provided at a later time, Mr. Chairman, if...

CHAIR HOKAMA: Okay.

COUNCILMEMBER MOLINA: Yeah, no hurry.

CHAIR HOKAMA: We'll get back to you on that, Mr. Molina.

COUNCILMEMBER MOLINA: Yeah, okay. Alright, thank you.

CHAIR HOKAMA: Okay, thank you. Ms. Rawlins-Fernandez?

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COUNCILMEMBER RAWLINS-FERNANDEZ: Mahalo, Chair.

CHAIR HOKAMA: You have a question?

COUNCILMEMBER RAWLINS-FERNANDEZ: So, is the answer to Member Molina's question not on Page 5? The cancellation? Their they licensee, yeah? The 120 days?

MS. SHEPPARD: No, that's if they're going to cancel for a particular event, like something happens and they are not going to have the event. But I'm trying to find out if they withdraw as --

COUNCILMEMBER RAWLINS-FERNANDEZ: The entire contract.

MS. SHEPPARD: --the coordinator of the whole thing, can they assign this agreement. And I just don't, can't lay my fingers on that provision.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay.

MS. SHEPPARD: That's what I'm looking for.

COUNCILMEMBER RAWLINS-FERNANDEZ: Got it, mahalo. Okay, I...so, Chaminade University, you said, participates in the tournament. Do they, are they allowed to participate every year or every four years?

MR. VALDISERRI: As the host and being a Division Two school, they're allowed to participate every year, and they have been up until last year, we struck a new relationship agreement with them that allows them to actually play games on the mainland in some of these schools' gymnasiums, arenas, which they've never done before. And from a coach perspective and team, it's a real help for them in recruiting student athletes to be able to let them know they'll not only be on TV three times every other year, but then the odd year...even year, they'll play in arenas, like last year they played at San Diego State and at the University of Arizona; and it also provides them the opportunity to bring their alumni and boosters and have gatherings for their boosters and fundraisers around those events as well. So, that's what we struck with them.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay, mahalo.

CHAIR HOKAMA: Okay, thank you.

COUNCILMEMBER RAWLINS-FERNANDEZ: They found it.

CHAIR HOKAMA: Thank you. Ms. Sheppard?

MS. SHEPPARD: Thank you, Chair. In response to your previous question, on Page 11 of the new agreement, item 17 does talk about assignment. They're not allowed to assign this agreement to another organization without our consent. So, it would have to be a

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like capable coordinator before we could probably agree to a further replacement of KemperLesnik.

COUNCILMEMBER MOLINA: Thank you.

CHAIR HOKAMA: Okay. Thank you. Ms. King, any questions?

COUNCILMEMBER KING: Thank you, Chair. Yeah, I do have a question about the tournament dates because I notice in your video, somebody, one of the beneficiaries mentioned that, you know, this was coming at the slowest time of the year, but it looks like it's like right around Thanksgiving. So, are these dates meant to have this tournament happen like right before Thanksgiving? I don't...I'm just asking because I don't have the calendars for these years.

MR. VALDISERRI: Yeah, it's always the Monday, Tuesday, and Wednesday of Thanksgiving week. So, Thanksgiving is the next day.

COUNCILMEMBER KING: Okay, so, it happens...because I know we start picking up at Thanksgiving and it's usually slow right up 'til then, so that was a deliberate, not to --

MR. VALDISERRI: Yeah.

COUNCILMEMBER KING: --come on that weekend?

MR. VALDISERRI: Correct.

COUNCILMEMBER KING: Okay. Thank you, Chair.

CHAIR HOKAMA: Thank you. Ms. Paltin, any questions?

COUNCILMEMBER PALTIN: My only question is, are we going number by number and if we have a question that we wait 'til the number?

CHAIR HOKAMA: Yeah.

COUNCILMEMBER PALTIN: Okay, I have no questions on this number.

CHAIR HOKAMA: Okay, thank you. Ms. Sugimura? Ms. Kama?

COUNCILMEMBER KAMA: None.

CHAIR HOKAMA: Okay. No, because I think we can go faster just going through since I would like you to go, kind of understand this whole agreement. It's gotten better over the years. This is, I think, my third agreement. So, we both got better at it. Okay, use of premises, anything else, Director, regarding the use of premises?

MS. PETERS: No, Chair. We actually can move on to item number 5 on Page 4 if no one...

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CHAIR HOKAMA: Okay.

MS. PETERS: So, the acceptance of premises, repairs, alterations, improvements thereon, and ownership of improvements, if we look at item, we inserted item, oh, sorry, F, and it says no later than the end of the license period. The licensee agrees to remove all decals and stickers, and repair any damage to the gymnasium court floor in order to restore said court to the same or better condition as it was prior to the license period. So, this will answer the questions and concerns with in regards to the gym floor we just did a major refinishing last year, and so this will assist the Department and Kemper in bringing it back to its existing state, as well as Kemper does agree, the licensee, to employ a licensed flooring contractor to do the work.

CHAIR HOKAMA: Okay. Yeah, I think it should settle some of the concerns we've received in the past about whether or not the County is taking care of some of the expenses that the tournament should have been borne. So, I think this clarifies and makes it easier for both the Department as well as the event promoters to have it more black and white and clear of who is responsible for what. So, I think this is an improvement; especially with that component, acceptance of premises. Any questions, Members in this area? Ms. Sugimura?

VICE-CHAIR SUGIMURA: I like this. So, this is over and beyond the increase of the fees? They would, this...

CHAIR HOKAMA: Correct.

VICE-CHAIR SUGIMURA: Oh, that's good. Okay, thank you.

CHAIR HOKAMA: Okay, any other questions? Yes, Ms. Paltin?

COUNCILMEMBER PALTIN: I just was wondering, is there other things that the County does annually in preparation for the tournament that if it's in a future section, or that we need to do, like, paint stuff and like that?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. Thank you, Member Paltin. So, we do our annual maintenance of the air conditioning, and of the painting of the buildings, and beautification, but that's just what we do on an annual basis, not just for the tournament.

COUNCILMEMBER PALTIN: And then, you know, say if there ever was a time that we wanted to bring the Civic Center up to like hurricane shelter standards, and...do you think it would be possible to do that in under a year and still have this tournament?

CHAIR HOKAMA: Director?

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MS. PETERS: Chair, thank you. Yes, so, we try to do all of our improvements as soon as the tournament ends. So, when we get funding we...in 2017 we redid the restrooms, the upper and lower restrooms, and so we ensure that the window of construction is when the tournament is over and then right before they start.

COUNCILMEMBER PALTIN: So, if we wanted to upgrade the facility to hurricane shelter, would it be able to be done within that timeframe?

CHAIR HOKAMA: Director?

MS. PETERS: Chair, I would need to go and look what that would entail. So, we would have to check to see what the scope of work would be to bring it up to that standards, and then ensure that we can accommodate that timeframe.

COUNCILMEMBER PALTIN: Thank you.

CHAIR HOKAMA: Okay, thank you. Ms. Kama?

COUNCILMEMBER KAMA: Thank you, Chair. So, I don't think I've ever...I think I've been in the Civic Center but I've never been really in it or upstairs. So, I don't know what the locker rooms look like, I don't know what the bathrooms look like, or the showers, but are they all up to par? I mean, when I think about these people coming in all these...

CHAIR HOKAMA: It depends who you ask, I would say.

COUNCILMEMBER KAMA: I just want to make sure that, you know, I mean, we always want to have things that look like the state of the art, you know, because we have a state-of-an-art invitational over here. So, do we have the facilities that would depict a state-of-the-art invitational?

CHAIR HOKAMA: Director?

MS. PETERS: Chair, thank you, Member Kama. So, the restrooms were just recently renovated in 2017, we refinished the flooring last year, the locker rooms do need some work. They are not functioning as it is right now. It was part of the contract in 2017 and it was...we were underfunded, so that would be something that we would have to reintroduce as a request for capital improvement replacements. The Wi-Fi contract will be spoken about in the next agenda item. And then, you know, again, with our Concession and Sponsorship Bill is where we're looking to be able to have better scoreboards, and then I can let Tom identify some items that they would like to see within the area.

CHAIR HOKAMA: Okay.

COUNCILMEMBER KAMA: Oh. Thank you.

CHAIR HOKAMA: Tom?

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MR. VALDISERRI: Sure, I...is it on? Yeah, she covered a number of things, probably the power in the building. We have to bring in two large generators from Honolulu just to make sure the tournament can happen. Not only to light the building, but all the needs outside, and the fan fest, and as well as ESPN's trucks that need to be powered. So, we pay for those to be brought over annually from Honolulu. We talked to Chairman Hokama the other day and his assistant, if there's somebody on the island that can provide that, we'd be more than happy to use them, and we provided them with the power needs last night, yesterday. So, if there is a provider here, we'd much rather use them here. In the long-term, I think it probably makes sense for the building, if it wants to host other events other than ours at point, you probably would need some power upgrade to make that happen.

CHAIR HOKAMA: Okay. I think was, what Tom? At least 125 kilowatts generation?

MR. GOUGH (*from gallery*): Two 150 kilowatts.

CHAIR HOKAMA: Two 150?

MR. VALDISERRI: Two 150.

CHAIR HOKAMA: Two 150 kilowatt generators. Okay, that's power.

MR. VALDISERRI: One other thing we do have a company that we've been using for years and they're probably the preeminent company that makes basketball courts. They make them for NBA teams, for college teams, for the NCAA tournament, and they make them for us for two other events that we run on the mainland. And they said, you know, in the next two or three years, three or four years maybe, tops, this court will probably need to be replaced. It can only take so much sanding down and repainting before the wood gets too thin to be able to use for an event like this. So, that would be one other element. And, let's see, what else. We mentioned the showers and the restrooms. And just some, just for safety of the guests, is if at some point a leveling or the paving of the parking lots. When it rains they're muddy and people are parking in mud. Now, we've gone over these with the County and the Parks, these aren't things that need to be all done tomorrow, you know. We, the way we would view it is over the course of this agreement, if these could be made it'd be, that'd be terrific.

CHAIR HOKAMA: Ms. Kama?

COUNCILMEMBER KAMA: Thank you, Chair. So, I just want to follow up with is this all written somewhere? And whose responsibility actually is it to provide all of these things? Is it us or is it the invitational?

CHAIR HOKAMA: Would be us for the money, would be the Department for implement the projects. Because one of the things is for Mister...for Kemper's people, they need to definitely meet the standards of the NCAA also, yeah, to ensure the sanctioning entity,

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yeah, will verify the games, and the teams travel, and everything outstanding. So --

COUNCILMEMBER KAMA: So, this is...

CHAIR HOKAMA: --I think if we want to be --

COUNCILMEMBER KAMA: Yeah.

CHAIR HOKAMA: --known as a host of world-class events, then we're going to need to put in the money to maintain facilities at a responsible level.

COUNCILMEMBER KAMA: So, is this written in the contract somewhere?

CHAIR HOKAMA: I do not believe it...Ms. Sheppard? Chair does not believe it is written in the agreement.

MS. SHEPPARD: No, Chair. Capital improvements would be the responsibility of the Administration and the Department. It's not in this agreement.

COUNCILMEMBER KAMA: Okay. Okay, thank you, Chair.

CHAIR HOKAMA: Okay, thank you.

COUNCILMEMBER MOLINA: Chair?

CHAIR HOKAMA: Yeah, yes, Mr. Molina?

COUNCILMEMBER MOLINA: Can I ask a follow-up question --

CHAIR HOKAMA: Sure.

COUNCILMEMBER MOLINA: --on the same topic that Member Kama brought up about --

CHAIR HOKAMA: Sure, yes.

COUNCILMEMBER MOLINA: --Tom from KemperLesnik. And I apologize, what was your last name, I keep forgetting.

CHAIR HOKAMA: Valdiserri.

COUNCILMEMBER MOLINA: Valdiserri. I think at a previous meeting you mentioned that these upgrades are needed because some of the blue-bloods of college basketball are now maybe discouraging others from participating because of the lack of these improvements and why it's important for us to upgrade. And I know it was directly mentioned about the parking as well. I know it's \$20 for parking and if you have, you know, gravel parking and mud and which, you know, not really a good, in my opinion, a good reflection for some members of the public who, you know, pay this 20...I guess



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it was \$20 they paid for parking last year? And I know it goes to all, it doesn't go to KemperLesnik, it goes to the non-profits that do this. Tom, if you could just further elaborate on, you know, what I just said about the talk you've been hearing from the college blue-blood teams, and we're hoping that they don't try to continue that negative message.

MR. VALDISERRI: Sure. I'll be glad to. So, when we started this event, there were only us and another event called the National Invitational Tournament, the NIT, another pre-season event. There are now about 15 to 17 of them. ESPN owns seven of them, so while they are our biggest partner, they are our biggest competitor at the same time because they're trying to get the same teams on events that are on the mainland, and they're playing in, you know, world-class facilities. So, the United Center of Chicago, T-Mobile Arena in Vegas, Madison Square Garden, Brooklyn Barkley Center, Smoothie King Center in New Orleans, and on, and on, and on. Some of them are played in smaller venues. But what we hear is, if I'm going to go all that way, travel that far, I need to make sure my kids are taken care of, my players. So, yeah, there have been mentions about the showers not working from schools. We have a couple schools that won, actually, in 2009, which was my first year, about four months before the event cancelled and hasn't come back. Kentucky hasn't been back since 2010 and I don't see them coming back. The concern really with that too, is that some of those coaching trees, those coaches who run those programs, they've had assistants who have now taken over head coaching positions elsewhere, and they have that same thought in their head. Florida, for instance has never come because this coach, the former coach there was the assistant at Louisville, and he just wouldn't come because he heard the head coach there say, "I'm not coming." But even more than that too, is the coaches that do want to be here every four years, which is the length that is allowed by the NCAA, you're only allowed, they're only allowed to play in a particular tournament such as this once every four years. The coaches who do want to come back, the Duke, and Carolina, and Michigan State, and Kansas, and UCLA, and those, those coaches are in their 70s and they're not going to be around a lot longer. They're going to retire and the younger coaches who might come and replace them may not have an affinity to coming here. They may have never been, have never played here, but they may have played at other events on the mainland. So, our concern is, if we are not presenting a world-class, or something very close to that, or facilities that work, that we're concerned that that news spreads. And it's just a business thing on our end too that we want the event here.

COUNCILMEMBER MOLINA: Sure.

MR. VALDISERRI: Yeah.

COUNCILMEMBER MOLINA: Okay, thank you for elaborating on that. And again, Mr. Chair, you know, the importance of upgrading our facility so we can, you know, at least present a positive perception of the facility for schools in the future. And the parking, I know, it's standard fare is at like at these other tournaments, is it typically like \$20 or probably more, maybe?

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MR. VALDISERRI: Oh yeah, you would get more.

COUNCILMEMBER MOLINA: Oh yeah?

MR. VALDISERRI: At the United Center it can go 25 to 50 for a game.

COUNCILMEMBER MOLINA: Wow. A game, right? Not the whole, yeah.

MR. VALDISERRI: Yeah, for a single game or a doubleheader, like two games in one day.  
But yeah, so, it's a lot more and we don't want to go there --

COUNCILMEMBER MOLINA: Yeah.

MR. VALDISERRI: --for that reason.

COUNCILMEMBER MOLINA: Yeah. And I just bring this up because there were some members of the public that questioned it, but, you know, I try to tell them you're looking at world-class basketball here, pretty much, and sometimes you got to pay yeah, and the proceeds are going not to KemperLesnik, it's going, to my understanding, to all of the non-profits that do this. So, anyway...I'm sorry, Madam Director, would like to say something?

MS. PETERS: Chair?

CHAIR HOKAMA: Ms. Peters?

MS. PETERS: Chair, yes, so I just want to call your attention to Exhibit B in the agreement, the draft agreement. Parking lot number four is where the cars are being parked. That lot is leased by the County from the Housing, Hawaii Housing Finance and Development Corporation, so HHFDC is who we lease that property from. So, if we do any improvements per the lease, then it goes back to the lessor, which is HHFDC upon the cancellation or ending of this lease agreement.

COUNCILMEMBER MOLINA: Thank you.

CHAIR HOKAMA: Okay, Ms. Rawlins-Fernandez?

COUNCILMEMBER RAWLINS-FERNANDEZ: Mahalo, Chair. I wanted to follow up on Member Kama's question. So, Section H says that the lessor shall at all times maintain the premises including the playing floor in accordance with the national, or with the latest national collegiate NCAA regulations and standards in effect. Are we there now?

CHAIR HOKAMA: Director? Tom?

MR. VALDISERRI: We are currently as of today. However, just yesterday they passed a new rule that the arch, the three-point line is going to be moved back in college athletics,

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in college basketball, so you see the two black --

COUNCILMEMBER RAWLINS-FERNANDEZ: Yeah.

MR. VALDISERRI: --half-circles? That's going to come back further. So, the shot is now longer, and so that would have to be repainted by this coming tournament because beginning in this season...

COUNCILMEMBER RAWLINS-FERNANDEZ: By November?

MR. VALDISERRI: Yeah.

COUNCILMEMBER RAWLINS-FERNANDEZ: This year? After we already did the floors? Okay. So, that's already going to be a cost. How much do you estimate that being, Ms. Peters?

MS. PETERS: Chair?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Member Rawlins-Fernandez. So, we did not...this is the first we've heard about it.

COUNCILMEMBER RAWLINS-FERNANDEZ: Oh, okay.

MS. PETERS: So, I would have to go and get information and then, again, we have to follow procurement, so we would have to put it out to bid and get the proper cost. So, we would have to find the specs and...

UNIDENTIFIED SPEAKER: . . . *(inaudible)* . . .

MS. PETERS: Yeah. So, I can get back to this body about what that's going to cost us.

COUNCILMEMBER RAWLINS-FERNANDEZ: So, five months.

MR. VALDISERRI: My mistake, it's 2020 that'll come in play.

COUNCILMEMBER RAWLINS-FERNANDEZ: A year and five months?

MR. VALDISERRI: Yeah. They deferred it for a year. Thank you.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay. Alright, so that was kind of going to be my follow-up question, you know, like, how much do we anticipate those standards to change and how much do we anticipate those to cost us? And do we have the capacity to pay for those changes, it sounds like some of the Members are willing to make that investment, but...

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CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. So, currently we do not have that in our, or, we didn't propose it in the Fiscal Year '20 Budget, but if this body would like, and you know, we can either do a budget amendment or I would, you know, say we could do it in our Fiscal Year '21 proposal, as what we were doing right now, it would have been status quo based on in discussions with the negotiations.

COUNCILMEMBER RAWLINS-FERNANDEZ: Mahalo, Ms. Peters. How much was it to upgrade the flooring, this, just last year?

MS. PETERS: Chair?

CHAIR HOKAMA: Director?

MS. PETERS: So, we just did a refinishing, and so it was about \$55,000. To totally renovate the flooring, like Tom had said, we would have to take it down to the subgrade and remove all existing wood, that's about 250 to \$300,000. The flooring contractor did say we have about three to five years, so it is on our six-year plan.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay. Okay, and so, what happens to us as the lessor if we do not meet the Section H?

CHAIR HOKAMA: Ms. Sheppard?

MS. SHEPPARD: There is an excusal of performance if we don't meet that and, I would have to find where the section is, but there is a section that talks about, yeah, Section 18 on Page 12, if we don't meet NCAA standards, they don't certify this as a tournament, then they're excused from their performance. The agreement ends.

COUNCILMEMBER RAWLINS-FERNANDEZ: The entire agreement, the 30 year?

MS. SHEPPARD: Yes.

COUNCILMEMBER RAWLINS-FERNANDEZ: And are we, would we be subjected to fines and penalties?

MS. SHEPPARD: No, there's no penalty to us, no.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay. Okay, and then I like...last question, sorry, Chair. In Section F, the insertion of the repair any damage to the gymnasium court floor in order to restore said court, so, who determines what is, will be considered damage?

CHAIR HOKAMA: Director?

MS. PETERS: Chair, thank you. So, we do a walkthrough with the, with Kemper in July and

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then the flooring and everything will be documented. We would document it right before the event as well, and then from there we would see what types of, or if there was any damage or anything that needed to be repaired. This was not, it's not in the current agreement, we did work with them. It just as, in a good-faith measure, they did it this year and it turned out great.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay. Okay, mahalo, Chair. Mahalo, Ms. Peters.

CHAIR HOKAMA: Thank you. Ms. King, question?

COUNCILMEMBER KING: Thank you, Chair. Yeah, I just, I want to follow up on because I had the same concerns as Councilmember Rawlins-Fernandez that we really don't know what we're obligating ourselves to as far as expense if we sign this contract. It sounds like we're going to have to in the next year repaint, but then, we have to tear all that up. So, we just refinished, then we're going to have to repaint, and then we're going to have to tear all that up in two or three years after that and redo the floor, and then repaint again. So, we're actually probably obligating ourselves to several hundred thousand dollars over the next couple of years if we sign this agreement and that, none of that comes back from the lessee, correct? Or, is there any investment that the Maui Invitational puts in as to the infrastructure?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair, Chair King. So, it would just be what's proposed as far as their fee, which will be coming up next in the agreement. So, that's what we would get from them is the 30 --

COUNCILMEMBER KING: Okay.

MS. PETERS: --\$36,000.

COUNCILMEMBER KING: Okay.

VICE-CHAIR SUGIMURA: Went up.

COUNCILMEMBER KING: So, yeah. It would be good if we could have some, you know, we would have had some, you know, idea of what we're committing to by signing this. Because right now, do we know if there's any other changes in the regulations or the standards upcoming? If that happens, we have to do additional work on the gym, correct? I mean, we're basically obligated to whatever the standards do change to.

MR. VALDISERRI: Yeah, at this time, we're not aware of any other changes that, for the court standpoint...

COUNCILMEMBER KING: Okay. But you're not really, you're not in charge of it so it's stuff that comes up without your knowledge.

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MR. VALDISERRI: Correct, yeah.

COUNCILMEMBER KING: Thank you, Chair.

CHAIR HOKAMA: Ms. Paltin?

COUNCILMEMBER PALTIN: I was wondering how much does it cost to bring in the generators, the 150 watt, kilowatt generators, or rent?

MR. VALDISERRI: It's like 30,000.

COUNCILMEMBER PALTIN: Each, or?

MR. VALDISERRI: No, total.

COUNCILMEMBER PALTIN: Oh. And, I mean, for me, I'm good with taking out the money from the MVB next year because it's a proven tourist revenue generator, right? So, if it's going to be 200, 300,000 to renovate the floor, that's just a little less off the 3 million, right?

CHAIR HOKAMA: You...that's one way to do it. That's one way to do it, yeah.

COUNCILMEMBER PALTIN: 'Cause, I mean --

CHAIR HOKAMA: No, yeah --

COUNCILMEMBER PALTIN: --it's a visitors --

CHAIR HOKAMA: --we hear your proposal.

COUNCILMEMBER PALTIN: --industry.

CHAIR HOKAMA: Yeah, so it's definitely one way to get it done.

COUNCILMEMBER PALTIN: Okay, just throwing it out there.

CHAIR HOKAMA: Yeah. It's not in our budget so, she...you going to take from somebody else. Ms. Sugimura, any questions?

VICE-CHAIR SUGIMURA: Yeah, so I'm thinking about the shower and restroom portion. Because not only is it for this event but you have other, like, schools using it; other people, other organizations using the Lahaina Civic.

CHAIR HOKAMA: Director?

MS. PETERS: Chair, yes, thank you, Member Sugimura. So, we do have a lot of sporting

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events and even our own Department sponsored. What we found out is a lot of the kids go back to the schools and shower so they don't really utilize it. But the upgrade, we do have a leak that we're trying to identify so our in-house staff is trying to figure that out. As well as, like I said, in 2017 it just came way over budget so the importance of the ADA improvements to the restrooms were where we felt was the priority, but we can definitely look at it. And again, for the greater community, I would say.

VICE-CHAIR SUGIMURA: So, do you know how much that would cost?

MS. PETERS: So in looking--

VICE-CHAIR SUGIMURA: The showers?

MS. PETERS: --at what we did, where we were short in 2017 and adding in some inflation and unforeseen, because a lot of the plumbing is within the walls and the building was built a while ago, that we were looking at about estimating \$250,000 for that.

VICE-CHAIR SUGIMURA: I suppose it's nothing that we could get done today? Or is it not that we have the money for it, but if you did, how long would it take to do?

MS. PETERS: Chair?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you for that question, we definitely would not be able to do it in time for this year's event, but we can again look at it. We would have to put the project back out to bid, and then again, following procurement and contracting requirements.

VICE-CHAIR SUGIMURA: Wow, sounds like something we should do, right, for not only for this event, but for the schools and other organizations that use the facility. So, they wouldn't have to go back to their homes to shower, is that what you're saying?

MS. PETERS: Chair?

CHAIR HOKAMA: Director?

MS. PETERS: Well, from what I hear from the kids and just my son in general who played a lot --

VICE-CHAIR SUGIMURA: Oh.

MS. PETERS: --they'd rather go back. But, you know, it's, I guess it would be a good amenity for everyone to be able to utilize what's currently there. And yes, we should bring it up to par, I agree.

VICE-CHAIR SUGIMURA: Thank you.

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CHAIR HOKAMA: Okay. Ms. Kama, any questions in this area?

COUNCILMEMBER KAMA: None, Chair, thank you.

CHAIR HOKAMA: Okay, let's go, move on to the area that, I guess, most of us may have some comments on, it's under fees and deposits. Director?

MS. PETERS: Thank you, Chair. So, currently there's a \$5,000 a year fee, annual fee for this agreement. We did do a revision based on aligning it with the Department's schedule of fees and deposits as shown in Exhibit E, and so, for the 2021 to 2025 it would be a \$37,677, and then for the 2026 to 2030, it would be the current fee schedule of Fiscal Year '26, not to exceed 25 percent of the fee that is determined for the period of 2021 to 2025.

CHAIR HOKAMA: Okay, Tom, any comments?

MR. VALDISERRI: No, Chairman, this is what we've worked on with the County and I believe you'll see in the current agreement there is no increase during the whole ten-year period, this one provides an increase, not only from year one to five, but then six through ten.

CHAIR HOKAMA: Okay, Mr. Molina, any questions in this area?

COUNCILMEMBER MOLINA: No, not at this time, Chair.

CHAIR HOKAMA: Okay, Ms. Rawlins-Fernandez?

COUNCILMEMBER RAWLINS-FERNANDEZ: None at this time.

CHAIR HOKAMA: Thank you. Ms. King? Thank you. Ms. Paltin?

COUNCILMEMBER PALTIN: No.

CHAIR HOKAMA: Ms. Sugimura? Ms. Kama?

COUNCILMEMBER KAMA: None.

CHAIR HOKAMA: Okay, great. So, again, Members, the second half of the agreement term is be dependent upon what that Council, future Council will determine on the fee structure. Ms. Peters?

MS. PETERS: Chair, I just wanted to mention one more thing too. In the language it says that the fee would be reduced if there was any decrease in the rates and fees.

CHAIR HOKAMA: Unless somebody can make magic and decrease expenses for the Members, I cannot see it going down. Okay, and I think the last adjustment within



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this proposed new agreement, Director, is under concessions and parking.

MS. PETERS: Yes, thank you, Chair. So, we did in, again, aligning with what we're trying to do with our concession and sponsorships, we did add on a sentence here that says the licensor can utilize a ten-foot by ten-foot space as a concession space, and licensor will coordinate with licensee prior to the event to ensure that the concession doesn't conflict with what's currently happening.

CHAIR HOKAMA: Okay, thank you. Ms. Sugimura, questions?

VICE-CHAIR SUGIMURA: You know, I have a question if I could just go back to the fees.

CHAIR HOKAMA: Okay.

VICE-CHAIR SUGIMURA: Lahaina Civic Social Hall, I was looking at this, is the rate that we charge is for community center with a cap up to 400. So, the 400 comes because the civic complex, that looks like more than 400 people, but is it?

COUNCILMEMBER PALTIN: That's the downstairs.

UNIDENTIFIED SPEAKER: . . . *(inaudible)* . . .

VICE-CHAIR SUGIMURA: Oh, I see.

MS. PETERS: Chair?

CHAIR HOKAMA: Okay.

MS. PETERS: It's the...

CHAIR HOKAMA: Where the seniors have their program --

VICE-CHAIR SUGIMURA: Downstairs.

CHAIR HOKAMA: --is downstairs, yeah.

VICE-CHAIR SUGIMURA: Oh.

CHAIR HOKAMA: That's the social area. This is the, yeah, the...

VICE-CHAIR SUGIMURA: Oh, okay, that's upstairs.

CHAIR HOKAMA: Yeah. Yeah.

VICE-CHAIR SUGIMURA: Okay, I get it. Thank you.

CHAIR HOKAMA: It's bigger than --

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VICE-CHAIR SUGIMURA: Yeah.

CHAIR HOKAMA: --you think sometimes. Okay, any other questions? Director, comments, additional comments?

MS. PETERS: Chair, I'd just like to also say that we did receive some comment back from some of the attendees who would, who needed to visit the courthouse during the time of the tournament.

CHAIR HOKAMA: Okay.

MS. PETERS: So, we did add on item B that the licensee shall manage, supervise, and control parking during the activities, and that parking lot number one on Exhibit B would remain available to the public on weekdays between the hours of 7:45 and 4:30 to allow for our public who needs to access the Lahaina Courthouse.

CHAIR HOKAMA: Okay, thank you for that. Have you received any comments from Fire, Police, or Postal Services regarding any concerns they may have with the event as proposed on those dates?

MS. PETERS: Chair, no, not at this date.

CHAIR HOKAMA: Okay, because, that was be, I would think the big three agencies that would have a concern. Yes, Ms. Sugimura?

VICE-CHAIR SUGIMURA: So, last, maybe it was two years ago through Council, we got land through that Leialii, so for additional parking. So, what is the status of that? I think it was to provide parking in the back area past, above the...

CHAIR HOKAMA: I think it's number four.

VICE-CHAIR SUGIMURA: Oh.

CHAIR HOKAMA: Is that lot four, Director?

MS. PETERS: Yes, Chair.

VICE-CHAIR SUGIMURA: Lot four?

MS. PETERS: Member Sugimura, it's parking lot number four on Exhibit B as in bravo.

VICE-CHAIR SUGIMURA: That's the gravel or --

MS. PETERS: Correct.

VICE-CHAIR SUGIMURA: --it's not paved, yeah?

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MS. PETERS: Yes, correct.

VICE-CHAIR SUGIMURA: Oh, I see. I'm glad we're using it, though. That was done through Committee. Yeah.

CHAIR HOKAMA: Okay, so you have the proposal. We do have an adjustment from 5,000 to 36-plus, from the term '21 to '25. So, if you have any issues with that, make it known. Again, maximum, there is a cap, 25 percent of this amount for the adjustment of the term from '26 to '30. I think maybe for Mr. Valdiserri and Mr. Gough, maybe if you can give us like a, because I think gosh, I didn't even think about Mr. Molina, you made me get one little doubt, but hearing the comment about some of our maybe I would say younger coaches, but we also know the development of international basketball. Is our event viable that for the next ten years, so that Ms. King or, you know, our Budget Chair can feel confident that, you know, this is a smart agreement. Ten years is not too long an agreement, it's not too short because, you know, this type of basketball is going to keep thriving as you mentioned earlier.

MR. VALDISERRI: Yeah, the sport itself is probably more popular now than it has been and we see, our arrangement with Chaminade goes beyond this one. So, we, if you think it's going to be viable...we think it's going to be viable for quite a long time. We have no intention of wanting to move it or cancel it or call it off. Again, it's kind of our owner's baby, I would say, you know, it's been 36 years and he's had the company for 40. So, it's probably the longest event that the company has including anything golf that we've done in the past and other events that we've either created or managed for other people. So, this...our full intent is it'll live well beyond me, I think, for sure. So, I don't have, anticipate at all that this event will not happen, will be cancelled, or anything like that, no. No, we have full intent of continuing.

CHAIR HOKAMA: Okay.

COUNCILMEMBER KING: Chair?

CHAIR HOKAMA: I'll let Ms. Peters have a...you have a comment you wanted to share, Director?

MS. PETERS: Chair, I just wanted to make a correction on Exhibit E, Page 2.

CHAIR HOKAMA: Okay.

MS. PETERS: There was a grammatical error on the Lahaina Civic Amphitheater total cost is 6,000, therefore the total fees...and we're only using the 2019 schedule just for example, so total would be 37,677 instead of the 38.

CHAIR HOKAMA: Okay, we'll make the appropriate adjustments. Members, with no objection, we'll make those adjustments.

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COUNCILMEMBERS: No objections.

CHAIR HOKAMA: Thank you. Ms. King, yes?

COUNCILMEMBER KING: Thank you, Chair. So, see, I can't remember, I just got distracted from what I was going to ask. I had a comment and a question. Oh, I know one question I had was you were, you, well, yeah I have a couple questions. One was the name of it, because it looks like you rebranded it Maui Jim Maui Invitational, but it says Maui Invitational throughout the agreement. So, is that the actual name is Maui Invitational and then this sponsor may change from year to year?

MR. VALDISERRI: Yeah, the sponsor can change.

COUNCILMEMBER KING: Okay.

MR. VALDISERRI: Maui Jim has been our partner since 2015, I want to believe. The 14 years prior that, it was a video gaming company out of San Francisco called EA Sports. So, it was called the EA Sports Maui Invitational and it can change, the name. But, if a sponsor goes away, like in 2014 we didn't have one, it was the Maui Invitational.

COUNCILMEMBER KING: Oh, okay. Good for you, I'm glad you got one. And then the other question I was going to ask, Ms. Rawlins-Fernandez just reminded me, is on the utilities. So, does the lessee pay for water and electricity?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. Thank you, Chair King. So, we...in the current agreement they would pay a portion of the electrical cost but in the new agreement what's being proposed is when we rent out the Civic Center and its different meeting rooms and social halls, that's incorporated in the fee, so there is, if you look at the fee schedule, it says with or without AC so we take that into the electrical cost.

COUNCILMEMBER KING: Okay.

MS. PETERS: As far as the water, that would all be in there. We did also add in the janitorial supplies, which would mean we would in the new agreement it's stating that we would restock, or, we would stock the restrooms like we do for any permittee, and then they're responsible to restock throughout the event.

COUNCILMEMBER KING: Okay, so you're...right, so we have different fees for...I mean, we did that last year. And then the last thing I had was a comment because I'm getting, I feel like I'm getting mixed messages and, you know, how wonderful this is and how everybody, you know, thinks it's so great, they're going to keep coming. And then I just heard all this cautionary thing about people that don't want to come, and the coaches are getting old and maybe they'll stop coming, so which is it? I mean, do we have like a really popular event that's going to last ten years? Or are we really worried

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that people are going to stop coming because our showers didn't work one year? Yeah.

CHAIR HOKAMA: I would say, you know, hearing those in the sector, sports and whatnot. I would say college basketball is still an exciting thing. A lot of people rather watch college basketball than professional basketball. I would say the impact of the international components on the game is kind of unique because if you look at the professionals, over 30 percent now are international or foreign players. So, you know, part of the uniqueness, I think, that we have here that I've mentioned to Tom and David is that we're in the perfect geographical spot to promote international competition and tournament. And why not?

COUNCILMEMBER KING: Chair? Yeah, no, I appreciate that, because that's what I was getting from the presentation. But what I was referring to was Mr. Valdiserri's cautionary, you know, about the people that don't want to come anymore --

CHAIR HOKAMA: Right, right.

COUNCILMEMBER KING: --because they remembered when the showers didn't work one time, and these coaches are getting older, or they're transferring to different teams and they're telling their new teams don't come. So, can you just speak to that, is that a real issue for us? I mean --

MR. VALDISERRI: Sure, well --

COUNCILMEMBER KING: --what's the other side of the coin?

MR. VALDISERRI: --I think you, if you look across the landscape of the sport, pro or college, and we'll stick with college here, there've been a lot of investments made by schools and universities and pro teams in their buildings, whether it's Wi-Fi, or better parking, or better concessions, or shower facilities, or they've razed buildings and built new ones because they're not up to par. So, that tells me that from a business standpoint that people are looking at that. They want to play in...I mean, nobody expects this to be the United Center or Madison Square Garden, that's not what they're looking for. They're just looking for some small amenities that would, you know, keep them coming. I mean, again, there's 17 of these things, events. And right now they want to come here. But we have, this is the first time we've heard it in the last, you know, in the 35 years of the event or my 10 years that schools are saying, well, we'll get back to you on that, or, no we're not going to come, we'd rather play on the mainland, or we'd rather play in bigger buildings. You know, so, it does happen. Will they all cancel? I don't think so. But I think what happens is when the lesser, if lesser teams are coming and not the main name brands, the TV ratings go down, the amount of people who will follow the sport, and the fans will go down --

COUNCILMEMBER KING: Okay.

MR. VALDISERRI: --and it lessens the event. And, frankly I think it lessens the preeminence of Maui as a first-class County that can now, is now, staging a world-class event. I

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just, we would hate to see that happen. That's all.

COUNCILMEMBER KING: Okay, well, no, I'm just concerned because, you know, I just felt like we were getting mixed messages between all the wonderful things that all these ESPN people, and the coaches, and the sports writers are saying, and now you're saying maybe that's not true and maybe we have to worry about, you know, we're not as popular as we were told we were.

MR. VALDISERRI: Well, like any of our businesses, we always look out to the future and see what things are on the horizon, what can change, what will be different. I mean, with this event in the past, unrelated to the building itself, is we just put on a basketball tournament. We had 12 games in 3 days and people went home. But we know particularly the NCAA, the way the schools are treated at that event, or their conference tournaments and how the fans are treated, we knew we had to up the game over the course of time to make it more than just about basketball. You're seeing attendance in all sports on the mainland kind of take a dip because fans are looking for more than just the ball bouncing, or the bat hitting the ball, or whatever. They're looking for a lot of experience around events. And so, we've done a lot to increase that experience. We added a players event on Saturday night that we bring VIPs to, or sponsors, or the administrators from the schools. On Sunday night, we created the banquet on the beach that honors the schools, the coaches, and brings in the Hawaiian entertainment. That wasn't there at the beginning. We added a fan fest in my first year, 2009. We never had that before. So, people came to the games and they left. Now, they come and they stay and they may go back into the game because they'll buy all tournament tickets. When we put that fan fest in, people started buying all 12 games instead of their school's three. So, you just have to look...we have to look ahead, and we hear the rumblings, and we want to head that off at the pass.

COUNCILMEMBER KING: Okay.

MR. VALDISERRI: We don't want to make it an issue. So, that's what it is. I mean, every business it changes and we try to be ahead of the curve on those kind of things. In fact, the things we're doing for this event we're starting to do for the other events that we do on the mainland. We have the McDonald's High School American Games, which is the 24 best girls and 24 best boys in the country that they own it, we run it for them, and we...for 10 years now. And we said, you know what, to keep fans coming, to keep the interest in this, we need to add, we've added a concert to that event, we've added a fan fest modeled off of this one, so we've added a lot of things that people will want to come and keep coming every year. So, that's what we do. And we created an event in Chicago that will start this year, and we're going to do these things around. Even though it's at the United Center, and they have all the great and beautiful facilities, we're still going to do some of this stuff that we do here because we want fans to come, and we just know it's part of the changing landscape in sports.

COUNCILMEMBER KING: Okay, thank you, Chair.

CHAIR HOKAMA: Okay, thank you.

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COUNCILMEMBER KAMA: Chair?

CHAIR HOKAMA: Yes, Ms. Kama?

COUNCILMEMBER KAMA: So, under the concessions and parking, the sentence that says licensor can utilize the ten-by-ten space as a concession space, and licensor will coordinate with licensee to prior to the event each year to ensure that its concessions does not conflict with the concessions licensee is utilizing. What does that mean?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. Thank you, Member Kama. So, that allows the County and Department to be able to put out an RFP for a concession in that area, that ten-foot by ten-foot area within the invitational and provide whatever concession we feel that needs...that could be complementary to the event.

COUNCILMEMBER KAMA: Chair, and what would that be?

MS. PETERS: Chair?

CHAIR HOKAMA: Director?

MS. PETERS: So, it...they do food concessions and the...

MR. VALDISERRI: So, we have a number of concessionaires that provide food. We don't want to duplicate what they're already offering so that everybody has...it's really a, becomes a taste of Maui, really --

COUNCILMEMBER KAMA: Yeah.

MR. VALDISERRI: --and, I don't have to buy a hamburger there and a hamburger there --

COUNCILMEMBER KAMA: Right.

MR. VALDISERRI: --if I buy a hamburger there, maybe a hotdog and pizza over here. So, it's a variety and everybody maximizes their opportunity that way.

COUNCILMEMBER KAMA: So, what would the County be putting in?

MS. PETERS: So, we haven't determined that yet. We just wanted to make sure that we secured some language in the agreement for that opportunity.

COUNCILMEMBER KAMA: Okay, so it's our opportunity?

CHAIR HOKAMA: Yes.

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COUNCILMEMBER KAMA: I like that. Is it new? Is this new?

CHAIR HOKAMA: That component is new because we have enacted the Concession Ordinance in the Maui County Code, and this is going to, supposed to help the Department get additional financial resources to take care needs of facilities --

COUNCILMEMBER KAMA: I see.

CHAIR HOKAMA: --like Civic Center.

COUNCILMEMBER KAMA: Thank you, Chair.

CHAIR HOKAMA: Yes, Ms. Sugimura?

VICE-CHAIR SUGIMURA: The improvements are really good. I remember when this contract came up before. So, the huge difference, besides all of this, is that the amount, which is 37,000 a year, right, versus 6,000? So, that's a huge leap and I hope it'll help the County take care of some of the things that were brought up as possible areas that we need to pay attention to for future games, but I think that's huge. These changes are very encouraging. I look forward to the Department doing a lot of this similar things when we have other sports activities that may come up. So, congratulations. Very good. Progressive.

CHAIR HOKAMA: Okay, anything else? Ms. Paltin?

COUNCILMEMBER PALTIN: I was wondering, you know, for that County concessions, is using the kitchen in the social hall part of it, or they just got to do everything offsite?

CHAIR HOKAMA: Director?

MS. PETERS: Thank you, Chair. Member Paltin, so the licensee, which is KemperLesnik, would have use of the kitchen in the social hall as part of this agreement. So, would have to be probably an offsite kitchen or some vendor that could, we could utilize their kitchen.

COUNCILMEMBER PALTIN: Oh, okay. So, KemperLesnik uses the whole bottom part --

MS. PETERS: Correct.

COUNCILMEMBER PALTIN: --social hall?

MS. PETERS: Yes.

COUNCILMEMBER PALTIN: Oh, okay.

MS. PETERS: Yeah, the social hall in definition includes the kitchen.



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COUNCILMEMBER PALTIN: Okay, thanks.

CHAIR HOKAMA: Okay, any other questions, Members?

COUNCILMEMBER MOLINA: Chair?

CHAIR HOKAMA: Yes, Mr. Molina.

COUNCILMEMBER MOLINA: Just a follow-up question on the adjusted fees --

CHAIR HOKAMA: Sure.

COUNCILMEMBER MOLINA: --for the contract. Mr. Valdiserri, I know you've made the statement about the adjustments. So, basically, it's okay, right? I mean, I hope you understand because of the improvements that the County of Maui needs to make that commitment to, you know, for the perception-wise of future teams that we upgrade these facilities, the jump from 6,000 to 37,000, you guys are okay with it? I don't know if you've heard from your superiors any concerns, because we certainly wouldn't want to put any obstacles in there that could impede your participation the future. And I know you're not going to be one to tell us, yes, please raise the fees and whatnot. But I guess it's just the cost of doing business, so any other thoughts?

MR. VALDISERRI: Yeah, we are, we're fine with the fees going up. And, you know, how you use those additional funds is obviously your decision in how that goes, but if it goes towards some of the improvements, we'll be very happy about that, yeah. I mean, we don't have a problem with...we saw that it was flat for ten years and we get it. It's the cost of doing business anywhere. So, in our view it's fairly reasonable to do that.

COUNCILMEMBER MOLINA: And, to follow up on Mr. Hokama's question about the, you know, the concerns from some of the teams out there. Now, what makes our tournament different, in your opinion, versus some of these other tournaments that are held in like Alaska, Puerto Rico? Do our...the feedback you get from the players and coaches, do they feel something a little bit more special from Maui? Do our, is our community tends to be more, show more aloha towards the players and all of the participants? Do you see a difference there versus other tournaments?

MR. VALDISERRI: I do, I think it's a combination of a number of things. One is it's Maui. Two, I think the improvements and additions we've made as ancillary components to the event have improved the experience overall. We're trying to keep up with, you know, the Millennials, the Z Generation, who now have money and can make decisions on how to use it and they're looking at experiences. I think when you talk to some of the coaches who are perennial top teams that make it to the NCAA tournament every year, one of them, I don't know if we have his quote in here but Bill Self who coaches Kansas, you know, he said, "this feels like the final four. In fact, if not, better because the fans are right on you. They're part of the action." And that doesn't happen in the 75,000 seat arena. Is it louder in that arena? Probably. But even the good seats you're a good city block away from the court. So, this is

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intimate and, you know, that adds to it as well. And, again, I think what we provide for the fans when they come over with your help and the involvement of the community really makes a difference. On our website when people order their package travel, they now have the ability to add Kapalua Ziplines, or Snorkel Store events, or other things that we didn't have in the past. And we worked with those companies and we see that they're great partners, and we said, why don't we allow fans to bolt on those extras so that then when they get here, they're not looking for things to do when their team isn't playing, that they have it. So, I think it's a lot of those things. I think the other thing is, and this is interesting to me, is ESPN owns seven of these competitive events. Ours is the only one that they televise all 12 games, and six of those are in prime time. Because they know how we treat teams, players, coaches, the media, and fans and they keep coming up to this point. And that's why we want to make sure that they keep coming.

COUNCILMEMBER MOLINA: Yeah, so the setting an ambiance, and your relationship working with our Department, Parks Department, I presume is very good and you...our employees do, I think, do an outstanding job out there.

MR. VALDISERRI: Well, they're outstanding too. And even with the changeover it's...there's been an upgrade too in that Department. We appreciate the past group and we appreciate this group because they've worked with us very closely on this and nothing hidden, everything is upfront and on the table and we appreciate that.

COUNCILMEMBER MOLINA: Alright, thank you. Thank you, Chair.

CHAIR HOKAMA: Okay, thank you. Yes, Ms. Kama?

COUNCILMEMBER KAMA: Thank you, Chair. I was just wondering, what does it cost to put on this entire event?

CHAIR HOKAMA: Tom, you want to try and give us a good estimate?

MR. VALDISERRI: Well, I can give you some generals. We are a privately held company that has a lot of competition out there that would like to know those things --

COUNCILMEMBER KAMA: Oh.

MR. VALDISERRI: --and so we're not in favor of sharing that publicly.

COUNCILMEMBER KAMA: Come over here tell me.

MR. VALDISERRI: However, you know, I can tell you that the 200 people that come, and the way that's calculated is 25 in the official travel party from each school; players, coaches, trainers, managers, and some athletic administrators times eight schools, that's, you know, 200. We pay for all their flight, ground, hotel, per diem, and so if you've looked on any websites lately on what just costs to fly from the East Coast or Midwest, you'll get a sense of what that is. And then our travel group is our staff and

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we do bring some event and security-type people from Chicago, and that number is about 80. And those people are there for maybe 12 days versus the five or six that the schools are there. So, that can give you an indication of what...and then we work with 60 companies here. So, if I'm playing in Chicago, I'm working with the United Center, that's it. They have all the facilities, they have concessions and restrooms and ticket takers, and ushers, and security, and all that. We're bringing that in. We're bringing in tents, we're bringing in roadblocks so that we've secured the perimeter of this building. Unfortunately because of what the world has come to today, we want to make sure that --

COUNCILMEMBER KAMA: Security.

MR. VALDISERRI: --we have checkpoints everywhere. So, we bring all that in. So, the expense is substantial, frankly.

COUNCILMEMBER KAMA: I have this follow up.

CHAIR HOKAMA: Sure.

COUNCILMEMBER KAMA: So, if the expense is substantial, is the revenue received just as?

MR. VALDISERRI: I'll tell you this, we wouldn't keep doing this or any other event if we were losing money.

COUNCILMEMBER KAMA: Thank you. Thank you, Chair.

CHAIR HOKAMA: Okay, thank you. Yes, Ms. Sugimura?

VICE-CHAIR SUGIMURA: You reminded me of something. In 2001, I helped with the, I was working for Office of Economic Development and I helped with, and you helped me with the UH football game that was held here, the one and only football game. And your security people, I mean, little did I know how to do security, but your security people came and volunteered and helped us. And if you didn't do that, we wouldn't think of all the pockets that --

MR. VALDISERRI: Yeah.

VICE-CHAIR SUGIMURA: --were open people could just come charging in, because it was packed. You remember?

COUNCILMEMBER KAMA: Oh, yes, I do.

VICE-CHAIR SUGIMURA: It was them.

COUNCILMEMBER KAMA: The 20,000.

VICE-CHAIR SUGIMURA: I forgot about that.

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MR. VALDISERRI: Yeah, our, the company we use out of South...Chicago. I almost said my hometown there. Out of Chicago, they manage the event called Lollapalooza in Chicago, which is a four or five day music event that attracts over a million people to downtown in the park. They do security for the Chicago Bears football games and many other events for *Chicago Tribune*, for Allstate. I think Allstate brings a couple thousand people here every year for a national sales and reward program and they stay, they're at the Hyatt and Kaanapali and they're brought in concerts and that security company works that event as well. As well for Allstate and Ireland and Germany, and so they're pretty experienced and they've been our partner for as long as we've been involved.

VICE-CHAIR SUGIMURA: They're excellent.

MR. VALDISERRI: Yeah.

VICE-CHAIR SUGIMURA: I still remember that.

MR. VALDISERRI: We're blessed to have them.

VICE-CHAIR SUGIMURA: I forgot about that, yeah.

MR. VALDISERRI: Yeah.

CHAIR HOKAMA: Okay, anything else?

VICE-CHAIR SUGIMURA: No, that's it. Let's vote.

COUNCILMEMBER KAMA: . . . *(inaudible)* . . .

CHAIR HOKAMA: Okay, Director --

VICE-CHAIR SUGIMURA: Oh, we're not done.

CHAIR HOKAMA: --any other last comments? Director?

MS. PETERS: Chair, no. I just wanted to say that we did work on improving the proposed agreement with Kemper, and also what we did was with the fees align them with the current fee schedule so that everything made sense to the amounts that we were asking.

CHAIR HOKAMA: Okay, very good, thank you very much. If there are no other questions, the Chair will entertain a motion, one, to recommend to Council the adoption of a proposed revised resolution entitled Authorizing the Proposed Maui Invitational Basketball Tournament Licensed Agreement Pursuant to Section 13.04A.100, Maui County Code; that also includes an Exhibit E, that sets forth the annual rental fee; allowing Staff to make any non-substantive changes and adjustments; and filing of all

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appropriate communications.

VICE-CHAIR SUGIMURA: So move.

COUNCILMEMBER MOLINA: Second.

COUNCILMEMBER KING: Second.

CHAIR HOKAMA: Okay, a motion from Ms. Sugimura, seconded from, we'll give it to Mr. Molina this afternoon. We're under discussion, Members, again, this is agreement that will commence in 2021 for a ten-year period. Any discussion? With none, all in favor of the motion, please say, "aye."

COUNCILMEMBERS: Aye.

CHAIR HOKAMA: Opposed say, "no." Motion passes with seven "ayes" and we're completed with this item.

**VOTE:       AYES:   Chair Hokama, Vice-Chair Sugimura, and Councilmembers Kama, King, Molina, Paltin, and Rawlins-Fernandez.**

**NOES:       None.**

**ABSTAIN:   None.**

**ABSENT:    None.**

**EXC.:       None.**

**MOTION CARRIED.**

**ACTION:                Recommending ADOPTION of revised proposed resolution and FILING of communication.**

VICE-CHAIR SUGIMURA: Thank you.

CHAIR HOKAMA: So, take a short recess until 3:40, and then take up the last item quickly, and then we should be done about four o'clock. We are in recess. . . .(gavel). . .

**RECESS:       3:32 p.m.**

**RECONVENE:   3:44 p.m.**

CHAIR HOKAMA: . . .(gavel). . . Okay, we are back to order. Thank you very much, Members.

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**ITEM HFC-11: PUBLIC INTERNET ACCESS AT COUNTY FACILITIES** (CC 17-221)

CHAIR HOKAMA: We have one item left on today's agenda, that is under HFC-11, Public Internet Access at County Facilities. This is via County Communication 17-221, from Ms. Sugimura, that relates to the matter of the County establishing public wireless access points at County facilities. And this afternoon we have Ms. Peters from Parks Department, as well as Mr. Baz, Director of Management to give us any comments. So, who wants to start, Mr. Baz?

MR. BAZ: Sure, I'll start, yeah.

CHAIR HOKAMA: Thank you.

MR. BAZ: Thank you. So, first of all, Chair, Members, welcome and good afternoon, happy to be here to discuss this topic. And thank you, Councilmember Sugimura, for your initiative. It's been a while coming and we're very, very close. So, just to recap the Department of Management did a request for information about the idea of providing public, free public Wi-Fi at County locations. And we had some interest in that and then we ended up sending out a proposal, request for proposals, and we received one proposal that we've been working with that company, that offer back and forth for a significant period of time, it seems like. And I really wanted to express my appreciation to Baron Sumida in my office as well as our Corporation Counsel who's sitting here today, Jerrie Sheppard, because, you know, you're working with lawyers from the big corporation, you know, Spectrum Charter Communications. And I'd say our attorney's actually even smarter than them, put it that way. And we really just have negotiated, I think, the final pieces and we have a meeting that's going to be set up with the vendor to be able to finalize the...our, you know, we finalize our contract and just get them to go ahead and process it, and then we're going to hopefully start implementation and installation of these Wi-Fi services in our County facilities, which is why Ms. Peters is here. So, what...the original discussion was that the offer had, was going to provide one free hour of Wi-Fi per 24-hour day, we were able to negotiate with them two free hours. And it's not just two straight hours. So, if you start your meeting at 8:00 a.m., it doesn't, like, shut off at 10:00, it's actually two hours of use. So, if you're on there doing e-mails or using your phone, then it's broken-up time. It could actually last the whole eight-hour day, unless you're like streaming Facebook live, yes, that's constant, you know, and that kind of stuff. And then because it is Spectrum, they do have the offer for their current customers that it'd be unlimited free. That's just the way that they process things. And we are comfortable with the negotiated contract and with the stipulations moving forward. There were some pieces in there that we're still...we, you know, wanted to make sure that County was covered as far as the facility, you know, not to impact our park facilities and their operations and activities and functions and not to be liable for anything that was related to that and we have resolved all of those issues and we're ready to move forward pending the execution of this contract and notice to proceed. So, Mr. Chair, that's kind of a brief overview on this implementation. We do have...it's going to be in two phases, I can

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talk about the different facilities that we're planning. We're going to start off with the Kihei Community Center in South Maui, and...right? Oh, I'm sorry. I got corrected here. Sorry, Chair. So, we're going to start with Lahaina Civic Center, oh, it's in this...

UNIDENTIFIED SPEAKER: . . . *(inaudible)* . . .

MR. BAZ: Okay.

CHAIR HOKAMA: . . . *(inaudible)* . . .

MR. BAZ: . . . *(inaudible)* . . . Actually, I shouldn't say even that it's going to be one then the next, then the next, then the next. Because really, just like they install Internet at your house, it's going to take just about the same amount of time. So, I would expect two to three hours or so per site, working with the facility, identified the people, the different division chiefs within the Parks Departments. So, the first phase, which will probably be done all at once, Lahaina Civic Center, War Memorial Gym, Mitchell Pauole Center on Molokai, Lanai Community Center, Hannibal Tavares Community Center, and Kihei Community Center. So, those are the first phase. And I can attest to especially the Mitchell Pauole having...try use your cell phone over there for data just does not work. So, we're very happy to have that going and as well as on Lanai, Mr. Chair, and throughout our community. These were the locations that were identified heavy usage of our public and so we wanted to put those in phase one. Phase two will be Iron Maehara Stadium in Wailuku, the South Maui Gym that's being completed, and then War Memorial Stadium, as well as the Velma McLean Community Center in Wailuku. So, that'll be phase two. Once those two phases settle, then we can evaluate the implementation of it and any future phases as well and the ability for us to expand this into different areas, and...yeah. That's basically it, Mr. Chair, we'll leave it at that for right now --

CHAIR HOKAMA: Okay.

MR. BAZ: --and if there's any questions the Committee might have to move forward.

CHAIR HOKAMA: Thank you. Ms. Peters, any comments?

MS. PETERS: Thank you, Chair. Thank you, Sandy and Jerri, for being here. So, we are excited to get this into the areas that were identified. And we will be, we have assigned point of contacts which our district crew will be assisting Spectrum in identifying the electrical needs and we'll be giving them our site plans and drawings that they require to execute this.

CHAIR HOKAMA: Okay. Ms. Sheppard, any comments regarding the potential agreement?

MS. SHEPPARD: No, thank you.

CHAIR HOKAMA: Okay, very good. Ms. Sugimura, questions to our representatives?

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VICE-CHAIR SUGIMURA: Yeah, I'm glad to see this happen. I think I started this in 2017, yeah. But, so what happens after the one-hour period? Or, two-hour free period?

MR. BAZ: And so, Mr. Chair?

CHAIR HOKAMA: Mr. Baz?

MR. BAZ: So, the offer that, what was negotiated with them is two free hours of usage, you know, so, actual usage. Should they, any participant at one of our facilities need additional services within a 24-hour period, they have the option of paying for those services, right? So, there's a...I haven't tested it myself because I'm a customer, but there's a way for them to enter in a credit card or set up an account so that they can get charged. And it's a pretty reasonable amount, I forget how much it was but it was a reasonable amount.

VICE-CHAIR SUGIMURA: Great. Thank you.

CHAIR HOKAMA: Okay, thank you. Ms. Kama?

COUNCILMEMBER KAMA: Thank you, Chair. So, when you sign on, you would sign on as a guest and then you'd get a password? Or do you just sign in and you're on?

CHAIR HOKAMA: Mr. Baz?

MR. BAZ: So...thank you. So, when...if you connect to a Wi-Fi hotspot, you're just connected to it. You have to click basically an accept button and there's a banner that comes up. And then it tracks your device specifically. So, once that device hits the two-hour limit, then it'll pop up again and then you have to then, you know, sign in or something like that. But each device will have that two-hour limit. So, if you have two cell phones and a computer, you could theoretically get six hours' worth of free Wi-Fi.

COUNCILMEMBER KAMA: Well, that's good to know.

MR. BAZ: Carry them around with you.

COUNCILMEMBER KAMA: Okay, one County phone, one personal phone, one laptop.

MR. BAZ: There you go.

COUNCILMEMBER KAMA: Very nice, thank you.

MR. BAZ: Okay.

COUNCILMEMBER KAMA: And so, my next question is, would that increase the cost of the rental of the facility?



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MR. BAZ: No, not at all. Yeah, so the Internet services are being provided at no cost to the County. You know, this is part of the negotiation with Spectrum on that.

COUNCILMEMBER KAMA: Oh, cool, thank you. Thank you, Chair.

CHAIR HOKAMA: Okay, thank you. Mr. Molina?

COUNCILMEMBER MOLINA: Yeah, thank you, Mr. Chairman, and for Mr. Baz, and the Director. Not to sound selfish but as far as the locations, nothing in my district, Makawao, Haiku, Paia. And especially like Eddie Tam is a large complex, a lot of activity. So, I was wondering how was the determination made that there's not enough activity at, for example, those three places? And I was kind of disappointed not to see it as a phase-two candidate, one of these three community centers. Can I get an assessment of this?

CHAIR HOKAMA: Mr. Baz?

MR. BAZ: Yeah, thank you, Mr. Chair and Member Molina. I apologize that these were identified in the prior Administration, when they did the request for proposal it was done within the prior Administration's time period, so I do not know what the exact information was to be able to be provided in the RFP and decide which factors...I was made aware that it was most likely the actual usage there. I agree with you, Eddie Tam is a heavily utilized facility and I can talk to the vendor to see if maybe it's something they could add in. Once we get started in this, and of course, you know the legal document that has been prepared is for those specific sites that were part of the original RFP. But...and Ms. Sheppard probably cringe but maybe we could amend that as we move forward. We want to get it executed first, then get moving, and possibly add that to phase two is a good idea, yeah.

COUNCILMEMBER MOLINA: Okay, well, thank you for that clarification and I'll see if I can find some former members of the prior Administrations to just ask why. And I thank Member Sugimura for bringing this to Committee as well, Mr. Chairman. So, but, thank you for that. And just really quick one more question, is there a reason the County does not have any heat maps available for each of the facilities? Any comments on that?

MR. BAZ: Any --

CHAIR HOKAMA: Mr. Baz?

COUNCILMEMBER MOLINA: Heat maps?

MR. BAZ: --heat maps?

COUNCILMEMBER MOLINA: Yeah.

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MR. BAZ: What do you mean by heat maps?

COUNCILMEMBER MOLINA: Yeah.

CHAIR HOKAMA: Ms. Sheppard --

MR. BAZ: Oh, yeah.

CHAIR HOKAMA: --can you explain it?

COUNCILMEMBER MOLINA: Yeah.

MR. BAZ: Thank you, go ahead and answer, yeah. Sorry.

MS. SHEPPARD: All my technical knowledge that I've gained. The heat map is basically showing the coverage and the saturation of the coverage, right? And that's going to be part of their site survey when they come out and determine how many units to put in to make that facility wireless so that's satisfactory. And they will do heat studies after the installation to see whether or not they have cold spots, and if they need to we can adjust the number of ports. Right now, we're calling for 44 ports. At however many locations we have a total of 44 ports. So, that will be evaluated that's up to them to make sure the coverage is plentiful.

COUNCILMEMBER MOLINA: Oh, okay. Well, thank you for that, Ms. Sheppard. And, you know, Mr. Chair, I'm trying to get myself up to speed on technology so, just kind of what my question, and, you know, I had staff kind of help me with that to help me get into this century for my understanding of new technology, so. But overall this is a great thing, you know, for getting all of our facilities up to speed, so to speak, as it relates to the Internet and wireless and everything else, so --

MR. BAZ: Thank you.

COUNCILMEMBER MOLINA: --but, thank you.

CHAIR HOKAMA: Ms. Rawlins-Fernandez, any questions?

COUNCILMEMBER RAWLINS-FERNANDEZ: No questions, Chair, but I love this. I think this is wonderful. Oh, actually, yeah, one question. So, okay, you mentioned hotter spots and cold spots and so after the 44 terminals are installed, then they'll determine where to move them. So, they could...community members could potentially catch the Internet outside the doors of the facility?

CHAIR HOKAMA: Ms. Sheppard?

MS. SHEPPARD: Yeah, I don't know how big the connection will extend by each facility, so I don't know if you can sit in the parking lot and use the facility's Wi-Fi, or if you have to be within the boundaries. But that will be determined once they get them in and

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they check the service and the capacity. And if they say something else...what they did initially in their proposal was go through and give the best estimate they can without digging into the walls and doing a test and mounting something and seeing it. And I don't know how much trees interfere or other walls and things like that. So, once they get the ports in, and they have a prediction for each facility, they'll see if that's sufficient or if they need more.

COUNCILMEMBER RAWLINS-FERNANDEZ: Mahalo. Mahalo, Chair.

CHAIR HOKAMA: Okay, thank you. Ms. King?

COUNCILMEMBER KING: Thank you, Chair. Thank you for doing, for following up on this issue. I was going to suggest that we stay within the facility because most facilities that I've been in, you have to go outside to get the Internet connection, so outside isn't usually a problem, it's usually inside the building. And big problem at Mitchell Pauole, it's really hard to get a connection there. But I was also going to suggest to you that you give, you have some sticker dots at all of these facilities and then when people are using them and they find a cold spot, they can stick that on the floor where they're standing. It doesn't work in this area. That might be really helpful. Thank you.

CHAIR HOKAMA: Okay.

MS. SHEPPARD: Chair, if I may?

CHAIR HOKAMA: Yes, Ms. Sheppard?

MS. SHEPPARD: I do want to emphasize that this will be Spectrum's Wi-Fi provision. So, there will be a banner notice that says you are not signing on to a County website, this is Spectrum's, and there's a terms of service and a privacy notice that the user can review and accept or not. But it won't be the County's Wi-Fi service, it will be Spectrum's.

COUNCILMEMBER KING: Okay, that's even better. So, we have no liability with anything --

MS. SHEPPARD: No --

COUNCILMEMBER KING: --that they might do on the Wi-Fi.

MS. SHEPPARD: --and that's built into the contract.

COUNCILMEMBER KING: Okay, that's great.

MR. BAZ: And we wanted to make sure it didn't cross our network, right, and affect our security --

COUNCILMEMBER KING: Right, okay.

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MR. BAZ: --levels as well. So, yeah.

COUNCILMEMBER KING: Great, great, you guys thought of everything. Thanks.

MR. BAZ: I'm sure we didn't, but then we'll try.

CHAIR HOKAMA: Ms. Sugimura?

VICE-CHAIR SUGIMURA: So, I just want to support Mr. Molina, because this idea actually came from a budget meeting when we went out to the community when you were Budget Chair when we went out to your community, Mr. Molina, and I think we were at the Paia Community Center, and that was...came from the testifier, he says why doesn't, you know, County facilities have Wi-Fi access? And that's where the thought came from. And I actually e-mailed him last year only to find out he had moved away from Maui. But I just wanted him to know that it still had a thought behind it and I wanted to thank him for it. So, I want to hopefully get Wi-Fi into Mr. Molina's areas, because it did come from his district.

MR. BAZ: Yeah, Chair, and this was your, kind of, push and actually there's nothing in your district either. So, we'll work on that. I did...and I hope that this works out well, smooth installation, and there's no hiccups and we can move forward, because I'd like to expand this throughout our community. There is going to be a push, we've heard, coming, you know, down. There is a big, just a couple seconds, Mr. Chair, there's a big interest in what's considered the digital divide and it's basically access to broadband and who has access to broadband. And the more access, public access we can provide to our community, the more resources they have ability to...because if you think about it, applying for jobs, banking, you know, there's so many different aspects that we depend on the internet for right now and if you don't have access to the internet, it really prevents us from participating completely in our community. So, we're working on that, yeah.

VICE-CHAIR SUGIMURA: Thank you.

CHAIR HOKAMA: Very good. Anything else?

COUNCILMEMBER RAWLINS-FERNANDEZ: Chair?

CHAIR HOKAMA: Yes, Ms. Rawlins-Fernandez?

COUNCILMEMBER RAWLINS-FERNANDEZ: On phase one, the Mayor Hannibal Tavares Community Center is in there. So, it's Pukalani, and that's Member Sugimura's district, yeah?

MR. BAZ: Oh, that is Member Sugimura's. Thank you, yeah.

COUNCILMEMBER RAWLINS-FERNANDEZ: Okay.

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CHAIR HOKAMA: The low side, lower side. Okay, you know, the Chair wants this...I'm going to defer this, I still want updates on this and when appropriate maybe give us a little bit more details of the draft agreement, Mr. Baz. Because I understand what you said with Spectrum, but I still think the data coming out of the County facility should be data that we own and control. So, for me, it's about money. It's about potential revenues with that data for the County's benefit. So, it's something I think we should be paying attention to. Our sister counties are already doing it, New York especially. And I would say Mr. Baz is right, the Feds have extra money under rural counties for broadband, the broadband divide. So, Congress is way of rural America's needs for communication. So, I think there's monies for us in that area too.

MR. BAZ: Yeah, thank you, Mr. Chair. I'd like to work with you on evaluating how other jurisdictions possibly handle that data management and processing.

CHAIR HOKAMA: Okay, thank you.

COUNCILMEMBER MOLINA: Mr. Chair?

CHAIR HOKAMA: Yes, Mr. Molina?

COUNCILMEMBER MOLINA: Just a follow up on that, you know, as you being our senior NACo person with the upcoming NACo convention, I'm not...I believe in years past they've had committees on this broadband, would that be...

CHAIR HOKAMA: That would be under our IT --

COUNCILMEMBER MOLINA: IT?

CHAIR HOKAMA: --Committee, yes.

COUNCILMEMBER MOLINA: Alright.

CHAIR HOKAMA: That is a big discussion. There's about a third of rural America that still has very minimal opportunities for communications. And so, that is one of the big divides, including the economic divide --

COUNCILMEMBER MOLINA: Okay.

CHAIR HOKAMA: --because of communication access.

COUNCILMEMBER MOLINA: Yeah, and for those of us going to the convention, that will...that committee is...

CHAIR HOKAMA: We will have a, yeah, we will have committees on that subject.

COUNCILMEMBER MOLINA: Yeah, really interesting to go to, sure, yeah, thank you.

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CHAIR HOKAMA: Thank you, Mr. Molina. Okay, with no further questions, Members, any objections to a deferral of the item?

COUNCILMEMBERS: No objections.

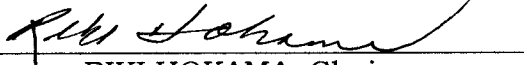
**COUNCILMEMBERS VOICED NO OBJECTIONS.**

**ACTION:        DEFER PENDING FURTHER DISCUSSION.**

CHAIR HOKAMA: Okay, we'll defer this item, and with no further discussion, Members, we are adjourned. Thank you. . . .(gavel). . .

**ADJOURN:**    4:03 p.m.

APPROVED:



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RIKI HOKAMA, Chair  
Healthy Families and Communities  
Committee

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Transcribed by: Crystal Sakai

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CERTIFICATE

I, Crystal Sakai, hereby certify that the foregoing represents to the best of my ability, a true and correct transcript of the proceedings. I further certify that I am not in any way concerned with the cause.

DATED the 19<sup>th</sup> day of June, 2019, in Kahului, Hawaii



Crystal Sakai