



**VIRTUE**

**OF**

**MANY**

**YEAR IN REVIEW | FY2019**





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# LETTER FROM THE GOVERNOR



**T**ourism is one of New York State's most important industries, attracting millions of visitors from around the globe who support our local economy. And the Javits Center, our largest convention center, has never played a more essential role in that effort.

With an unprecedented expansion nearly completed, this iconic venue will be able to host the largest events in New York City and serve as one of the country's premier destinations for business conventions, fundraising galas and special events. Thanks to the design-build process, the construction of this important project on Manhattan's West Side has moved forward in a safe and efficient manner, while the convention center continues to operate. Upon completion in 2021, the addition of 1.2 million square feet will generate a new wave of economic activity, including 6,000 jobs.

Today, the Javits Center is considered the busiest convention center in the nation, but that doesn't mean we should be satisfied with our progress. Upgrading our infrastructure is one

of the keys to competing with other regions and ensuring a robust economy for generations to come. That's why this expansion is part of our statewide plan to enhance critical facilities, including LaGuardia Airport, Moynihan Farley Station and others.

As we improve our infrastructure, however, we also must seek to improve our community's quality of life. That's why we are building the City's largest rooftop solar array at the Javits Center, in addition to constructing a one-acre rooftop farm. These sustainable projects are helping to redefine the role of buildings in a dense urban environment such as New York City.

The function of government is to provide the tools necessary for businesses to thrive, and the Javits Center is one of the best tools the State has. Each year, up to 40,000 companies travel here to share ideas, unveil new products and explore the next big thing in their industries.

Expanding this icon means a stronger economy for New Yorkers – and more opportunities for all those who visit.

A handwritten signature in black ink, reading "Andrew M. Cuomo". The signature is fluid and cursive, with the first name being the most prominent.

Andrew M. Cuomo



# LETTER FROM THE CEO

**T**here has never been a better time to be at the Javits Center. With our historic expansion close to completion and a thriving neighborhood on all sides of our six-block campus, Manhattan's West Side is quickly becoming the new heart of New York City—and that's great news for our customers, stakeholders and all of our business partners.

Our experienced staff is working closely with the construction teams to ensure no disruptions during the expansion's construction process, while implementing a number of improvements to enhance the visitor's experience. As much as the Javits Center has transformed in recent years, we recognize there is still more room for improvement, and we are striving to build on our already substantial progress.

The creation of a new dining and hospitality brand called *Cultivated* will play a pivotal role in the future of our convention center, elevating the food and beverage experience to new levels. In collaboration with industry leaders Levy and CxRA, this brand will bring new signature menus and retail locations, new personnel and customer-focused protocols, plus a focus on sustainability that fuses homegrown ingredients with

exemplary taste and presentation. Revamping and re-energizing the catering experience follows the major improvements in our security, sustainability and technology systems, along with infrastructure upgrades which have earned accolades throughout the events industry.

And as excitement for the opening of the expansion in 2021 continues to build, it's becoming more evident that the Javits Center is no longer just a convention center. We're an economic engine and an environmental beacon that brings people together for a common purpose—launching, sharing and exploring innovative ideas. And the impact of the Javits Center is never more realized than when these ideas help New Yorkers.

Our events generate more than \$2 billion in annual economic activity and up to 18,000 jobs throughout the region. In the past year, we coordinated new programs to facilitate the donation of event-related items to non-profit organizations and provide college scholarships to local high school students.

The Javits Center is a New York icon that has been rebuilt and reimaged.

**In 2021, it will be reborn.**

Alan E. Steel



## **MISSION STATEMENT**

**The mission of the New York Convention Center Operating Corporation (NYCCOC) is to serve the citizens of the State and City of New York by generating new business and employment opportunities, serving as a catalyst for the continued redevelopment of the local community and operating in the public interest, consistent with the social, economic and environmental priorities of existing state policy.**



# OUR VALUES

NYCCOC meets these objectives through maximizing the booking of trade shows, conventions, public shows, and special events that stimulate spending within the regional economy, create jobs at the Javits Center and in the surrounding community and generate a reliable source of revenue for the State and City of New York. NYCCOC strives to achieve these results by operating in accordance with the highest professional standards, generating sufficient operating revenue to be financially self-supporting, maintaining the convention center facility in accordance with our core values and ensuring our operations are consistent with contemporary sustainability objectives and a community friendly approach.



BY THE NUMBERS

01

**\$500,000:**  
Cost Savings  
from Our  
Energy  
Demand  
Response  
Program

02

**28,000 pounds:**  
The weight of items  
donated through  
*JavitsCares*

03

**15 High-Speed  
Roll-Up  
Doors  
Installed**

04

**4 New Bird  
Species  
Identified**



**05**

**4,000: Number  
of Rooftop Solar  
Panels to be  
Installed**

**06**

**\$2 Billion  
in Economic  
Activity  
Generated  
in 2018**

**07**

**5 College  
Scholarships  
Awarded  
to Local  
Students**

**08**

**148 Bird Nests  
atop the  
Green Roof**



# INTRODUCTION

The Javits Center is a place for the thinkers, planners and dreamers— a place where the latest ideas in business, technology and pop culture are shared, explored and celebrated. From cutting-edge advances in engineering to the latest trends in food and fashion, this iconic venue on Manhattan’s West Side is a place where the future, in all its forms, debuts.



**A TOTAL OF 29 BIRD SPECIES HAVE BEEN OBSERVED ON OUR GREEN ROOF**

**IN THE PAST YEAR,** convention center staff continued to refine our operations, improve the infrastructure, engage with community members of all ages and move toward the completion of an unprecedented expansion at the north end of our six-block campus. With more than 50% of the \$1.5 billion project completed, the design-build project – overseen by the New York Convention Center Development Corporation (NYCCDC) and Empire State Development – is right on schedule and set for a remarkable completion in less than two years.

Excitement around the expansion – which will add more than 1 million square feet of total event-related space – continues to grow as more event managers and meeting planners connect with our sales and marketing teams and new events move to the existing structure, now across from the Hudson Yards development.

With new dynamic spaces on the horizon, we have launched a new dining and hospitality brand called *Cultivated* with industry leaders Levy Convention Centers and CxRA. Experienced personnel, robust training protocols and state-of-the-art technology are critical elements, along with a focus on local producers and homegrown ingredients that will be incorporated into every menu item.

Supporting the New York community is one of our core values, and our ever-growing sustainability program is one of the ways we have achieved that goal.

Our partners at New York City Audubon identified four new bird species on our green roof in 2018—making it a total of 29 in five years. A modern-day Miracle on 34th Street, to say the least.

However, our success cannot be attributed to one individual or team. It is the result of a collective effort to recognize and realize the potential of this New York icon, which first opened its doors in 1986.

And that's why this report is called the **Virtue of Many**—to acknowledge the efforts of our employees, customers, business partners, stakeholders and neighbors who together have helped to solidify this structure's reputation as one of the

**50%**  
OF THE \$1.5  
BILLION PROJECT  
COMPLETED

**1.2M**  
SQUARE FEET OF  
TOTAL EVENT-  
RELATED SPACE  
TO BE ADDED

Empire State's greatest economic and environmental assets.

Our work has changed everything. The convention center of the future is here.

**THIS ICONIC VENUE ON MANHATTAN'S WEST SIDE IS A PLACE WHERE THE FUTURE, IN ALL ITS FORMS, DEBUTS.**



# AN EXPANDED CONVENTION CENTER EMERGES

Our blockbuster expansion project moved forward in dramatic fashion during the past year—with more than 50% of the work now completed since the official groundbreaking in 2017.



**THE \$1.5 BILLION, 48-MONTH CONSTRUCTION  
PROJECT IS SCHEDULED TO BE COMPLETED  
ON-TIME AND ON-BUDGET**

**IN 2019, CONTRACTORS**

passed the half-way mark with thousands of construction workers dedicated to erecting the massive steel and concrete structure. Thanks to proper planning and design, the \$1.5 billion, 48-month construction project is scheduled to be completed on-time and on-budget in 2021, demonstrating the efficiency and effectiveness of the design-build process spearheaded by Governor Cuomo and Empire State Development.

The project, part of Governor Cuomo's statewide infrastructure plan, will add 1.2 million square feet of total space to the Javits Center's existing 2.1 million square-foot property, a 50% increase to the front-of-house and back-of-house areas. The construction work is led by a joint venture of Lendlease and Turner, with design services provided by tvsdesign.

So far, more than 12,000 tons of steel have been fabricated for the project that extends the convention center to West 40th Street. All concrete and steel work is expected to be completed by March 2020, exactly three years since the project's official groundbreaking ceremony. All of the new exhibition and meeting spaces will be equipped with the latest technology in lighting fixtures, heating and cooling systems and wireless connectivity.

Lehrer Cumming and AECOM/Tishman Construction are serving as a project advisor and consultant to NYCCDC, a subsidiary of Empire State Development that is overseeing the project.

One of the keys to this construction process is ensuring the Javits Center,

considered the busiest convention center in the United States, remains open for business at all times and that day-to-day operations are not impacted. With more than 175 events a year, the Javits Center supports up to 18,000 jobs a year and generates more than \$2 billion in annual economic activity for New York. Since work began, event operations have not been impacted by the construction work – a testament to the collaboration of all of the teams involved, including NYCCDC and NYCCOC. In recent months, protection walls have been installed along the north end of the building to ensure event operations continue while construction work moves forward simultaneously.

**12,296**

TONS OF STEEL  
FABRICATED  
SO FAR

**PROJECT HIGHLIGHTS**

- 1. 113,000 SQ.FT OF PRE-FUNCTION SPACE**
- 2. 107,000 SQ.FT OF NEW MEETING ROOM SPACE**
- 3. 53,000 SQ.FT SPECIAL EVENT SPACE**
- 4. 90,000 SQ.FT OF NEW PRIME EXHIBIT SPACE**
- 5. ROOFTOP PAVILION ACCOMMODATING 1,500 INDIVIDUALS**
- 6. 480,000 SQ.FT 4-LEVEL MARSHALING FACILITY**
- 7. 27 NEW LOADING DOCKS**
- 8. ONE-ACRE ROOFTOP FARM**

AN EXPANDED CONVENTION CENTER EMERGES

## MAJOR HIGHLIGHTS OF THE CONSTRUCTION PROCESS SO FAR

Announced by Governor Cuomo in January 2016, the historic expansion project is expected to generate nearly \$400 million in additional annual economic activity, create 6,000 permanent jobs and attract more high-impact events to New York than ever before. The work is being led by a joint venture of Lendlease and Turner, with design services provided by tvsdesign.

### CONSTRUCTION WORK IS MORE THAN 50% COMPLETED

All demolition, excavation and foundation phases are completed, including the installation of pressure slabs and more than 185 giant concrete, reinforced-steel caissons.

AS OF AUGUST  
2019

### FOUNDATION WORK COMPLETED WITHOUT INCIDENT

directly above two operating tubes for the Lincoln Tunnel that connect New York and New Jersey, a major engineering feat for the design and construction team.

## **ALL CONCRETE AND STEEL WORK IS SCHEDULED TO BE COMPLETED BY MARCH 2020**

Large concrete pours are continuing for the new four-level truck marshaling facility, and this work is expected to be completed in December 2019.

## **ERECTION OF STEEL HAS REACHED ITS HIGHEST POINT**

but unlike a high-rise tower, the remaining steel work is being extended horizontally toward 11th Avenue.

## **MORE THAN 3,000 CONSTRUCTION WORKERS**

will be on site each day when construction operations reach the height of activity for this project.

## **DEVELOPMENT OF THE TRANSFORMER BUILDING CONTINUES**

Led by AECOM/Tishman Construction, the transformer building, which was built to power the entire expanded convention center, began supplying power to the existing building in 2019.







## EXPANDING AN ICON

Thanks to proper planning and design, the expansion project is scheduled to be completed on-time and on-budget in 2021, demonstrating the efficiency and effectiveness of the design-build process spearheaded by Governor Cuomo and Empire State Development.

# POWER OF GREEN

As the Javits Center's building-wide renovation ended in 2014, the facility implemented a sustainability program to maximize the potential of the upgrades implemented throughout the campus. From new energy-efficient Heating, Ventilation and Air Conditioning (HVAC) units to high-performance, bird-friendly glass, the new sustainability program was designed to set a new standard among event venues, evaluate the overall impact of the renovation, explore innovative ways to conserve energy and improve the quality of life in the neighborhood. Five years later, the results continue to astound – and grow.



**MORE THAN 2,000 OUNCES OF HONEY WERE HARVESTED FROM ROOFTOP BEE HIVES ON THE GREEN ROOF IN 2018**

**A TOTAL OF 29 BIRD**

species, including four new species in 2018, have been identified on our 6.75-acre green roof, thousands of ounces of honey have been harvested from our rooftop bee hives and energy consumption has been driven down to historic levels, saving millions of dollars in energy costs. As a result, the convention center has emerged as a nationwide leader in sustainability. Our staff members have been asked to deliver presentations on our cutting-edge practices, advise various government and private organizations



and provide educational tours to community members interested in the green efforts. In 2019, we produced our second Sustainability Report, detailing our recent successes and future plans to enhance the program, including ground-breaking research, reductions in energy consumption and water-monitoring controls. Read the full report at [javitscenter.com](http://javitscenter.com), with some of the highlights here:

**WILDLIFE SANCTUARY**

Nearly 150 bird nests – each with two to three eggs—were identified on the green roof in 2019, a significant increase from previous years and proving the value of green space in dense urban environments.

**ENERGY CONSERVATION**

Since 2014, the Javits Center has been working with an energy broker, NuEnergen, to participate in three distinct demand-response programs, and as a result, the organization has generated more than \$1.7 million in additional savings. In the summer of 2018, the Javits Center became the largest generator of demand-response revenue for a single event in New York State, saving nearly \$530,000—proving the effectiveness of our conservation program.

**ROOFTOP SOLAR ARRAY**

The Javits Center has partnered with the New York Power Authority (NYPA) and Siemens on the installation of a 3.2MW solar array on the existing green roof – the largest rooftop solar array in New York City. The solar power generation will offset the building's electric load and directly support the state's plan to build a statewide energy system that is clean, resilient and affordable for all New Yorkers. This effort supports the goal for 50 percent of the state's electricity to come from renewable sources by 2030. As part of the project, more than 4,000 panels will be hosted on the green roof, constructed through an innovative design. Since the rooftop's sedum plants cannot be shaded by a solar array, the



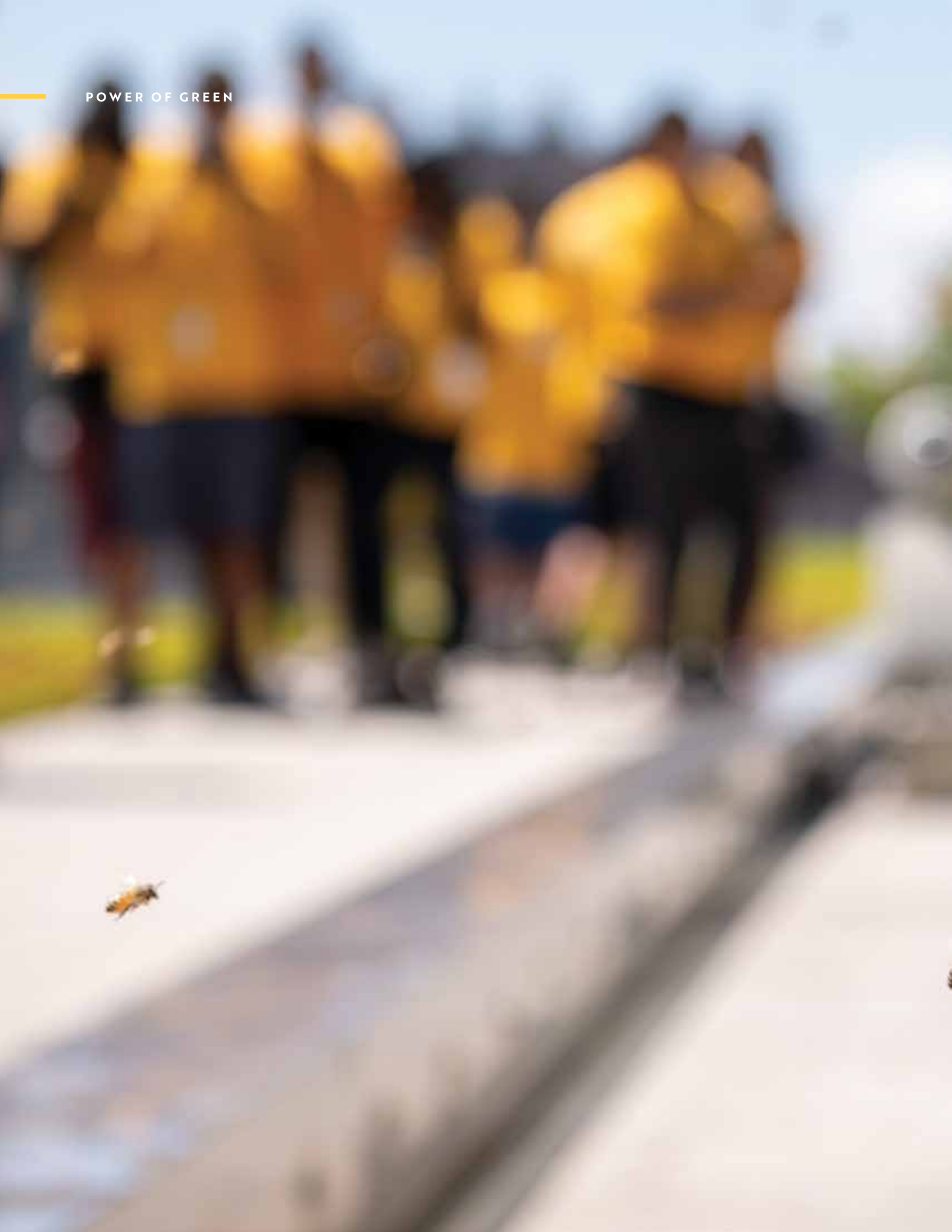
solar panels will be installed on a canopy placed over the HVAC units. Each canopy will be affixed to the concrete pad below the unit, allowing doors to open and maintenance to be conducted. The custom designs will provide structural support for the solar canopy and are necessary to accommodate the unique conditions associated with the site.

**SENSORS**

To monitor and reduce the building's water consumption, sensors have been installed on faucets and toilets. In addition, improvements to the roof's irrigation system and a new leak-detection program will help reduce consumption throughout the building. Leak sensors detect and alert members of the Facilities Management team in the event of a leak. Real-time monitoring of leaks allows for them to be fixed expeditiously, reducing the amount of wasted water in the process.

**RESEARCH, REDUCTIONS IN ENERGY CONSUMPTION AND WATER-MONITORING CONTROLS ARE PART OF OUR FUTURE PLANS**

POWER OF GREEN





## HONEY HARVESTING

More than 2,000 ounces of honey were harvested from rooftop bee hives on the green roof in 2018, and that's 10 times the amount of the initial harvest during the prior year. Our engineering department works closely with local beekeepers to monitor the bee activity and provide the best care and maintenance possible.

# A NEW HOSPITALITY BRAND LAUNCHES

In conjunction with industry titans Levy Convention Centers and CxRA, we have launched a new hospitality brand at the Javits Center called *Cultivated* – designed to reshape and reimagine the food and beverage experience throughout the convention center.



**GUESTS WILL DISCOVER A STRONG FOCUS  
ON SUSTAINABILITY AND COMMUNITY**



### **CULTIVATED WILL**

**ENHANCE THE** hospitality experience with elements rooted in the Empire State, including more New York ingredients and producers, as well as unique dining presentations, products sourced on-site and signature high-end catering for the largest and most exclusive events in New York City. Under *Cultivated*, guests will discover a strong focus on sustainability, community and state-of-the-art technology in order to create an inspirational culinary experience that captures the vibrancy and vitality of the greatest city in the world.

With a new leadership team, with decades of hospitality experience at convention centers across the United States and at exclusive dining events involving the world's largest and most iconic brands, *Cultivated* will roll out several initiatives planted around three main pillars:

### **REFLECTING THE COMMUNITY**

Implementing a sophisticated and socially responsible program that leverages local resources, ecological enhancements and producer partnerships to showcase New York's best offerings, including:

#### **Coffee Cultivated:**

A one-of-a-kind homegrown coffee roasted by El Dorado Coffee Roasters, based in the Maspeth section of Queens

#### **Baked to Brew:**

A sustainable beer program re-using bread made on-site to craft specialty brews in partnership with a local brewery

#### **Honey Harvest:**

A line of products infused with honey harvested from the Javits Center's rooftop bee hives

#### **All Compostable:**

No straws and 100% compostable serviceware at all food and beverage locations operated by *Cultivated*

### **REIMAGINING CATERING AND EVENT SERVICE**

Creation of an immersive catering experience and incredible event service featuring signature recipes, high-end menus, training, technology and uniforms that transform the venue into a sought-out dining establishment. Examples include:

#### **The Catering Experts:**

Refined, high-end catering service for special events crafted by CxRA, the acclaimed catering team serving New York cultural landmarks such as Lincoln Center, the Metropolitan Museum of Art, Solomon R. Guggenheim Museum, and American Museum of Natural History

#### **The In-House Bakery:**

An on-site bakery with hand-crafted breads, pastries and desserts from scratch with recipes only found at the Javits Center, such as fried pies made with New York State apples and local sweet corn muffins



**3**

MAIN PILLARS  
DICTATE  
CULTIVATED'S  
INITIATIVES



### **RESHAPING ON-SITE DINING**

Repositioning the Javits Center as a place to meet, eat, greet and socialize through a redefined, localized food story with upgraded facilities and technology that appeal to a diverse group of customers and stakeholders, including:

#### **Food and Beverage Destinations:**

New York-inspired restaurants and cafés serving deli sandwiches, burgers, and other local specialties prepared by Levy, the hospitality power behind amazing dining experiences at Barclays Center and the US Open Tennis Championships

#### **Robotic Service On-the-Go:**

High-tech, on-the-run beverages and salads from Briggo's Coffee Haus robotic barista and Chowbotics' Sally the Robot

**For more information about *Cultivated*, visit [javitscenter.com](http://javitscenter.com).**



# NEW EVENTS FIND A HOME

We hosted more than 40 new events in 2018 and 2019, a sign of growing interest in the Javits Center as a worldwide destination with the ongoing expansion project nearing completion. These popular new events spanned a wide range of industries and exemplify the versatility of the convention center.



**THE JAVITS CENTER SERVES AS AN INTERNATIONAL HUB OF COMMERCE AND CULTURE, HOSTING SOME OF THE WORLD'S LEADING PERFORMERS AND ORGANIZATIONS**



**10**EXHIBIT HALLS  
ACROSS FOUR  
LEVELS

**WITH AN EXISTING 760,000 SQ.FT** of exhibition space, 10 exhibit halls and 102 meeting rooms across four levels, the Javits Center continues to host events of all sizes and shapes – from product launches to corporate events to exclusive galas that require efficiency and elegance.

#### ONLINE ORDERING

In preparation for any event, exhibitors can order most of our services through Jake, our online ordering platform that debuted in January 2018.

Since then, more than 17,000 orders have been submitted from customers in 79 countries and all 50 states.

In 2019, general contractors and exhibitor-appointed contractors also

began submitting online orders through Jake, which can be accessed on our website, [javitscenter.com](http://javitscenter.com).

This online system has made it easier than ever to host an event at the Javits Center, while ensuring integrity and accountability for every order.

**Here are some event highlights in 2019:**

#### THE NEW YORK RIGHTS FAIR

**May 29-31:**

This new event served as an international adult and children's content and licensing marketplace that ran concurrently with Book Expo, placing the biggest and most important U.S. publishing event of the year under our roof.

#### LUXE PACK NEW YORK

**May 15-16:**

This new event featured cutting-edge primary and secondary packaging products and solutions for all beauty, fragrance, wine and spirits, wellness and fine foods brands.

#### GREENHOUSE OPEN 2019

**June 11-13:**

A two-day event dedicated to talent makers and the talent acquisition process in business, including leading industry speakers and networking sessions.

#### PRIDE MAIN EVENT

**June 29:**

A unique celebration that recognized the global human rights movement on the 50th anniversary of Stonewall led by international DJs, musicians and live acts.

**IN THE PAST YEAR, OUR SALES AND MARKETING TEAM ADDED TWO NEW CRITICAL MEMBERS WHO WILL LEAD OUR EFFORTS TO PROMOTE, BOOK AND MARKET THE EXPANSION'S NEW SPACES TO NEW AUDIENCES ACROSS THE COUNTRY AND THE WORLD:**



**LISA LOPEZ**

**Director of Sales and Marketing**

Lisa has more than 15 years of experience in global and regional sales and marketing, including serving as a Regional Vice President at NYC & Company where she redesigned the organization's sales culture by launching a multi-market sales mission and an interactive client event in a membership-share model.



**JOHN REILLY**

**Manager of Special Events**

With nearly 10 years of industry experience, John will focus on developing new business that capitalizes on the various new spaces as part of the expansion, from the rooftop event space to the 53,000 square-foot special event space.

## LAUNCHING NEW IDEAS

We hosted more than 40 new events in 2018 and 2019, illustrating the impact of the recent renaissance of the Javits Center and Manhattan's West Side. With the expansion project scheduled for completion in 2021, we expect more customers to consider the Javits Center as their destination of choice.







# STRENGTHENING OUR INFRASTRUCTURE

As America's busiest convention center, this iconic structure must be consistently maintained and upgraded in order to deliver the highest level of customer service. In recent months, our Facilities Department has made numerous improvements to the convention center's infrastructure, all designed to continue to enhance the experience for our customers and employees.



**THE EMaintenance PROGRAM SENDS  
ALERTS TO STAFF, REDUCING THE RISK OF  
MECHANICAL ISSUES AND BREAKDOWNS**

**ONE OF THE KEY IMPROVEMENTS** was the installation of 15 high-speed roll-up doors at every loading dock entrance on Levels 1 and 3.

The 15 roll-up doors, which remain closed until a person or vehicle approaches them, better control air temperatures on the show floor during an event's move-in and move-out periods. The doors also help to reduce energy consumption and related costs. The door installation, which was completed in December 2018, also help deter pigeons and insects from entering the building.

Our staff has implemented an EMaintenance program, a paperless

process that allows foremen to schedule routine maintenance through an easy-to-use computer software program. As part of the new software, foremen are alerted when maintenance is due on equipment, and these alerts reduce the risk of mechanical issues and breakdowns. In 2018, members of the Facilities Management team also began installing vibration sensors in mechanical equipment. These sensors send alerts to registered users when there is unusual activity in various machines, and these alerts are promptly investigated and corrected. Proper operation of machinery reduces overall energy costs and mitigates the need for new equipment to be purchased, potentially saving millions of dollars.

**ALL UPGRADES ARE DESIGNED TO FURTHER ENHANCE THE EXPERIENCE FOR OUR CUSTOMERS AND EMPLOYEES**

## SOME OF THE OTHER INFRASTRUCTURE IMPROVEMENTS INCLUDE:

**STREET GATE  
INSTALLATION  
ON 34<sup>TH</sup> ST**

These new fully automated gates on West 34th Street near 12th Avenue provide necessary egress for trucks using loading docks at the first and third levels of the Javits Center. These modernized gates are designed to increase security while allowing operational access as needed.

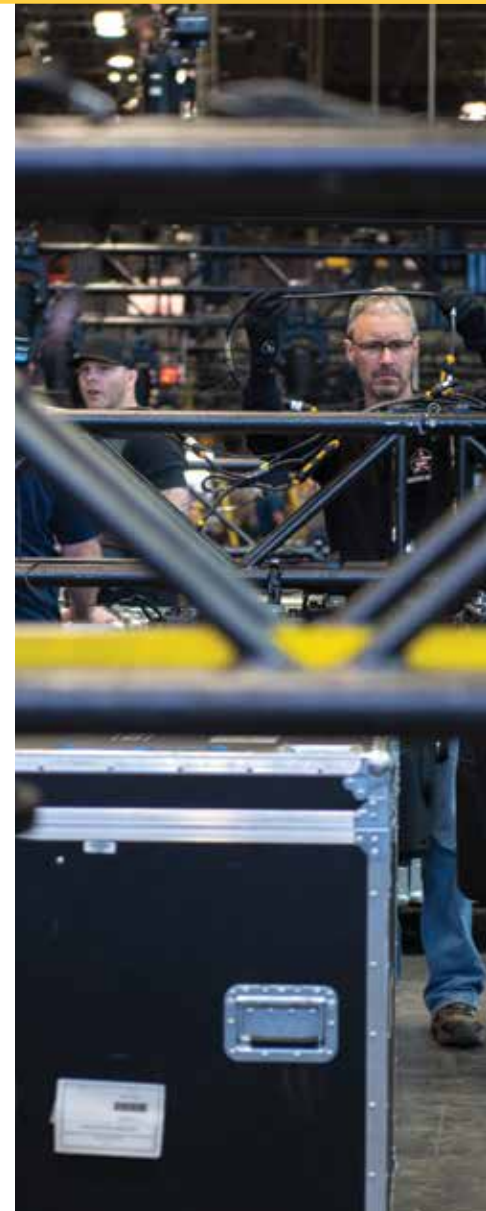
**LOADING  
DOCK  
PAINTING**

With more than 50 loading docks, our painters painted the ceiling on the first and third levels to refresh the bustling area. Customers will notice a new dark blue color thanks to our team who sought to make the area more appealing to those who use the dock area.

**30**

**NEW CHARGING  
STATIONS**

We installed more than 30 charging stations in the North and South 2D corridors, providing customers an opportunity to sit, relax and recharge during their events and in between meetings.





# THIS IS OUR COMMUNITY

We have expanded our corporate social responsibility program, engaging with more community members, non-profit organizations and employees in order to positively affect the lives of New Yorkers who live, work and study here.



**UNDER THE JAVITS JUNIORS PROGRAM,  
OUR STAFF PROVIDES BUILDING TOURS  
TO STUDENTS OF ALL AGES**

**FROM MATERIAL**

**DONATIONS**

to student scholarships, community-focused efforts illustrate the awesome impact of the Javits Center, its workforce and the events industry, which has historically generated billions of dollars in economic activity. But our influence reaches far beyond the show floor, as evidenced by these most recent efforts.

**JAVITSCARES:**

In late 2018, we launched a new program designed to facilitate the donation of event-related materials and goods to charitable groups throughout the New York region. Since then, we have worked closely with event organizers and exhibitors who agreed to have items from the show floor, such as food, furniture and lighting equipment, repurposed after the conclusion of their event. More than 28,000 pounds of materials have since been donated to various organizations, such as Materials for the Arts, Habitat for Humanity and Covenant House, as well as schools, churches and theatre groups. More than 20 of our staff members also volunteered to visit the Materials for the Arts' warehouse in Long Island City, Queens, to help them sort materials for distribution.

**JAVITS JUNIORS SCHOLARSHIP PROGRAM:**

Our scholarship program expanded this past year to provide five \$5,000 college scholarships to five high school seniors from two high schools on Manhattan's West Side, the Urban Assembly School of Design and Construction and High School of Fashion Industries. Thanks to the generous support from the Marian

B. and Jacob K. Javits Foundation, Emerald Expositions, Informa and Reed Exhibitions, three of the events industry's largest producers, the program was coordinated with the Fund for Public Schools and the New York City Department of Education. Seniors at both high schools participated in an essay

contest, and the five winning students were selected based on their essay's logic and feasibility, originality and creativity, clarity of ideas and structure. Joy Javits, the daughter of Senator Jacob K. Javits, and his granddaughter, Emma Javits, both attended a ceremony where the winning students were honored.

**5**  
SCHOLARSHIPS  
PROVIDED THIS  
YEAR!



**SUPPORTERS**

Marian B. and Jacob K. Javits Foundation



informa



THIS IS OUR COMMUNITY

**JAVITS JUNIORS:**

Under the Javits Juniors program, our staff provides building tours to students of all ages – from elementary schools to universities – to educate New York’s next generation about the importance of the convention center, the events industry and the life and accomplishments of our namesake, Senator Jacob K. Javits, who passed away in 1986, the year the building opened.

javits  
juniors  
javitscenter.com



**GREEN ROOF PUBLIC TOURS:**

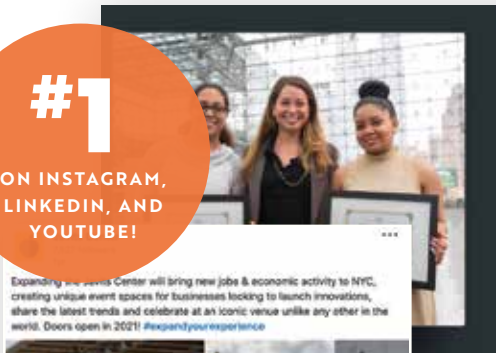
We provided more than 500 free tours of our green roof in 2018, a sign of the growing interest in our sustainability program and close collaboration with our scientific partners from New York City Audubon, Drexel University, Cooper Union, Columbia University and others. Guests learn about the installation of the green roof, its impact on area wildlife and how it helps conserve the building's energy. Individual attendees can register for a tour on our website – [javitscenter.com](http://javitscenter.com) – or contact us to schedule a tour for group of 10 or more people.



**A DIGITAL DIALOGUE**

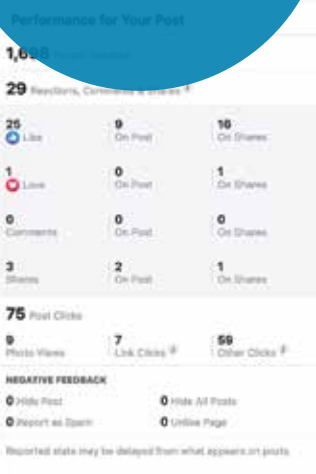
Engaging with our community is one of the hallmarks of the Javits Center, and we take pride in sharing the many ways we're supporting New York's economy and the environment. Since 2014, our social media followers have increased more than 275% –making us the leading convention center in the country on Instagram, LinkedIn and YouTube among venues of comparable size and resources. With more than 250 engagements with followers each week, we aim to provide snapshots of our events and operations, answer questions and provide insight about the rapidly changing neighborhood.

**#1**  
ON INSTAGRAM,  
LINKEDIN, AND  
YOUTUBE!



**250**  
ENGAGEMENTS PER  
WEEK ON AVERAGE

**10K**  
GROWTH ACROSS ALL  
CHANNELS ON AVERAGE

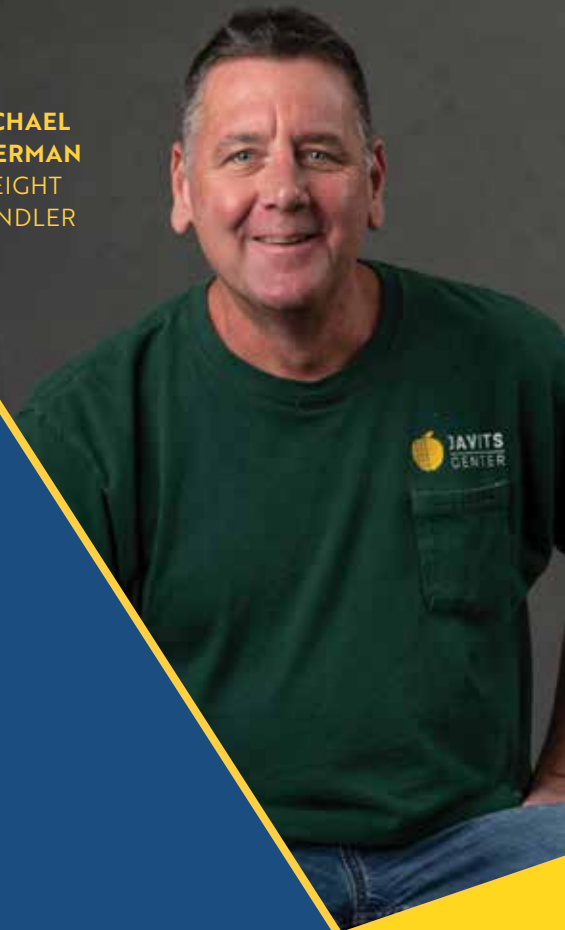


THIS IS OUR COMMUNITY

## A CELEBRATION OF FAMILY

Caring for New York's next generation of leaders is the most important job for all of us. That's why we launched a new campaign this year to celebrate our working mothers and fathers on our social media channels and digital screens throughout the Javits Center. With representatives from every department, we highlighted the challenges of balancing the responsibilities of work and home—and the benefits of raising a family in the greatest city in the world. Thank you to all of our working parents for the great work you do—inside and outside of our building.

**MICHAEL SHERMAN**  
FREIGHT  
HANDLER



**NICHOLAS TRAMA**  
ASSISTANT CHIEF  
ENGINEER



**SORAYA GONZALEZ**  
SALES AND MARKETING  
COORDINATOR





**JEMAL DUNBAR**  
SHOW CARPENTER



**ADALGISA  
SANTANA  
DE VARGAS**  
CLEANER



**BROWNETTE COOKE**  
SHOW ELECTRICAL  
FOREWOMAN



# SERVICE AWARDS WINNERS

**THE EMPLOYEE SERVICE AWARDS** is an annual ceremony where the longest-serving employees at the Javits Center are honored for their years of dedicated service. The commitment of our employees has ensured that we remain the busiest convention center in the country.

## 5 YEARS

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Joseph Cariffe  
Timothy Gaburungyi  
Hilary Ferreira  
Rebecca Marshall  
Christine McMahon  
Melanie McManus  
Tony Sclafani

## 10 YEARS

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Nicholas Boundy  
Earnest Mabry  
Michael Marmolejos  
Joseph Patti

## 15 YEARS

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Jamie Albert  
Jeffrey Felline  
Edwin Gomez  
Ulric Lloyd  
Kenneth Martin  
Dwayne Smartt  
Constadinos Stamoulis

## 20 YEARS

---

Maritza Baez  
Benny Bowers  
Claude Caldeira  
Phillip Capo  
Louis Cardace  
Michael Czerniecki  
Gustavo Dela Rosa  
Gerard Delgrosso  
Franco Fanelli  
Richard Fazio  
Devon Francis  
Marilyn Gonzalez  
Darryl Harvin  
Laura Limardo  
Edward Lopez  
David Maffia  
Francis McManus  
Tybee O'Blige  
Aubrey Pemberton  
Gilda Presvot  
Michael Rutigliano  
John Saccoccio  
Silvestre Sanchez  
Michael Vastarelli  
Anthony Vaz  
Angelo Vorrasi  
Kris Woo

## 25 YEARS

---

Marjorie Andrade-Sandoval  
John Bryan  
Michele Green-HoSang  
David Lowy  
Juan Martinez  
Daniel Matuck  
Francisco Pina Mezquita  
Errol Smart  
Debra Thompson  
Nicholas Trama  
Adela Urbina  
Henry Wemmer

## 30 YEARS

---

Anthony Bamonte  
Rosa Caraballo  
Michael Condello  
Marina Diaz  
James McCabe  
Fred Sager  
Darlene Smith

# Above & BEYOND

## PROGRAM

**GOING ABOVE AND BEYOND** is nothing new for our employees. That's why we launched a new program called Above and Beyond that recognizes exactly that — dedicated employees who provide exemplary service to co-workers, customers and the community.

Led by our Human Resources Department, this program is designed to celebrate the best of our best and acknowledge the large and small feats of kindness that ensure our bustling operations move forward in a seamless fashion. Employees can be nominated by anyone, and we built a display wall outside of our staff cafeteria to post the thankful notes submitted — for all to celebrate, admire and be inspired.

### Here are the latest nominees:

**John Walz**, Show Carpenter  
**John Franke Jr.**, Show Carpenter  
**Mike Ratigliano**, Show Carpenter  
**Mariana Evangelista**, Accounts Receivable Clerk  
**Indira Pazos**, Purchasing Agent  
**Vilma Small**, Accounts Receivable Clerk  
**Robert Rivera**, Environmental Solutions Part-time Supervisor  
**Kevin Stark**, Event Solutions Manager  
**Ashley Council**, Payroll Coordinator  
**Soraya Gonzalez**, Sales and Marketing Coordinator  
**Jeffrey Caldwell**, Associate General Counsel  
**Phil Sanchez**, Sr. Exhibitor Solutions Rep  
**Tyrone Williams**, Director, Exhibitor Solutions

**Ana Lee**, Concierge  
**Erika Quiroz**, Manager, Exhibitor Solutions  
**Winston Sweeney**, Show Carpenter  
**William Cosgarea**, Sustainability Specialist  
**Richard Harinsky**, Electrical Solutions  
**Kevin O'Dwyer**, Electrical Solutions  
**Saul Lopez**, Manager, Set-Up Solutions  
**Steve Apostolopoulos**, Electrical Solutions  
**Adriana Fargelli**, Director, Environmental Solutions  
**Daniel Sloboda**, Show Electric Foreman  
**Matt Gleason**, Electrical Foreman  
**Carol Castellaneta**, Assistant General Foreman, Electrical Solutions  
**Rory O'Moore**, Senior Event Solutions Manager  
**Jeffrey Feigenheimer**, Senior Event Solutions Manager  
**Clifton Lynch**, House Carpenter Foreman  
**Phil DiSalvio**, Public Safety Supervisor  
**Brian Carty**, Mailroom Clerk

**Jacqueline Tran**, Sustainability Manager  
**Charles Straker**, Network Administrator  
**William Guan**, Technology Support Technician  
**John Bryan**, Senior Event Solutions Manager  
**Raymond Augustus**, Environmental Solutions  
**Peter Labruno**, Carpenter Foreman  
**Pat Chierichella**, Show Carpenter  
**Louis Tramontano**, Electrical Solutions  
**Marilyn Gonzalez**, Senior Event Solutions Manager  
**Ireyna Gonzalez**, License Coordinator  
**Doreen Guerin**, Senior Vice President, Sales and Marketing  
**Rocco Ferraro**, Public Safety Contractor Supervisor  
**Ken Dixon**, Vice President, Security and Safety Solutions  
**Yury Bederman**, Ad Media Coordinator  
**Melissa Vele**, Director of Human Resources  
**Tony Sclafani**, Senior Vice President, Chief Communications Officer



# FINANCIAL STATEMENT

	03.31.19	03.31.18
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash	5,198,845	6,514,802
Short-term investments	68,078,385	63,394,635
Accounts receivable, net of allowances of \$1,207,609	10,730,949	8,176,610
Unbilled show costs	932,306	11,533,077
Other assets	4,372,325	3,057,397
Total current assets	89,312,810	92,676,521
Property, Plant and Equipment, Net	41,733,396	44,357,440
Other assets	5,677,334	5,595,260
Total assets	136,723,540	142,629,221
Deferred outflows of resources	8,277,340	5,645,307
<b>LIABILITIES AND NET POSITION</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	9,172,147	11,998,738
Accrued expenses, current	3,040,038	3,769,035
Unearned revenue	16,947,652	22,580,510
Capital lease liability, current	307,354	926,905
Insurance claim reserve	5,279,949	5,271,831
Advances for capital improvements from affiliate	4,378,486	4,973,947
Other post-retirement employee benefits obligation, current	676,895	560,000
Total current liabilities	<b>39,802,521</b>	<b>50,080,966</b>
Accrued expenses, net of current portion	779,059	866,162
Net pension liability	1,795,946	5,067,243
Capital lease liability, net of current portion	732,350	-
Other post-retirement employee benefits obligation, net of current portion	37,108,105	33,475,000
Total liabilities	<b>80,217,981</b>	<b>89,489,371</b>

## LIABILITIES AND NET POSITION (CONTINUED)

Deferred inflows of resources	8,503,772	3,927,621
<b>NET POSITION</b>		
Invested in capital assets, net	40,693,692	43,430,535
Unrestricted - board designated for other post-retirement employee benefit obligation	37,785,081	34,035,000
Unrestricted deficit	(22,199,646)	(22,607,999)
Total net position	<b>56,279,127</b>	<b>54,857,536</b>
	<b>03.31.19</b>	<b>03.31.18</b>
<b>OPERATING REVENUE</b>		
Event-related services	173,163,175	166,773,282
Space rentals	27,831,092	28,559,320
Concession commissions	6,581,747	6,680,812
Advertising and other income	2,428,587	4,430,416
Total operating revenue	<b>210,004,601</b>	<b>206,443,830</b>
<b>OPERATING EXPENSES</b>		
Employee compensation and benefits	169,266,588	159,240,077
Facility operating expenses	21,082,251	19,922,219
Selling, general and administrative expenses	8,411,010	8,004,653
Annual other post-employment benefits expenses	2,922,000	2,852,000
Total operating expenses	<b>201,681,849</b>	<b>190,018,949</b>
Operating income before depreciation and amortization	8,322,752	16,424,881
Depreciation and amortization	(7,982,632)	(7,147,333)
Operating income	<b>340,120</b>	<b>9,277,548</b>
<b>NON-OPERATING REVENUES AND (EXPENSES)</b>		
Impairment of fixed assets	-	(902,555)
Interest income, net	1,081,471	534,618
Total non-operating revenue (expenses)	<b>1,081,471</b>	<b>(367,937)</b>
<b>CHANGE IN NET POSITION</b>	<b>1,421,591</b>	<b>8,909,611</b>
<b>NET POSITION, BEGINNING</b>	<b>54,857,536</b>	<b>45,947,925</b>
<b>NET POSITION, ENDING</b>	<b>56,279,127</b>	<b>54,857,536</b>

# ECONOMIC IMPACT

The following pages present estimates of the economic and tax benefits to New York City and the State of New York generated by conventions, trade shows, and public (consumer) shows held at the Javits Center in calendar year 2018.

Figures prepared as part of prior studies for calendar years 2014 to 2017 are also presented for comparison purposes. Estimates are based on the annual event activity at the Javits Center and a variety of inputs and assumptions related to the types and levels of expenditures by event delegates, exhibitors and organizers. A summary of the annual event activity at the Javits Center in the in the calendar years analyzed is presented below.

<b>ANNUAL EVENT ACTIVITY</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>CONVENTIONS &amp; TRADE SHOWS</b>					
Events	97	115	108	120	109
Delegate Attendance	629,500	672,300	618,600	653,000	662,400
Number of Exhibiting Companies	35,641	35,845	34,098	33,973	33,965
<b>PUBLIC SHOWS</b>					
Events	11	14	15	17	15
Show Attendance	1,426,500	1,485,000	1,507,600	1,577,300	1,444,100
Number of Exhibiting Companies	3,514	3,787	3,907	4,461	4,092



As direct spending from these sources flows through the economy, additional rounds of spending, employment, and earnings are generated. The total impacts generated have been estimated by applying “multipliers” derived from the economic infrastructure of New York City and the State of New York to the estimates of initial direct spending. The following table presents the estimated total effect of conventions, trade shows, and public shows held at the Javits Center in 2018 compared to prior year estimates.

<b>TOTAL ECONOMIC IMPACTS (\$ MILLIONS)</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>NEW YORK CITY</b>					
Sales	\$1,733	\$1,833	\$1,820	\$1,920	\$1,909
Labor Income	\$851	\$903	\$906	\$938	\$950
Employment	15,500	16,400	16,000	16,800	16,000
<b>STATE OF NEW YORK</b>					
Sales	\$1,812	\$1,950	\$1,927	\$2,016	\$2,007
Labor Income	\$794	\$930	\$928	\$954	\$967
Employment	17,500	17,700	17,400	18,100	17,400

New York City and the State of New York also benefit from Javits Center operations in the form of tax revenues. The primary taxes affected by Center related expenditures include sales tax, hotel occupancy tax, and personal income tax. The total fiscal benefits to the New York City government and the State of New York government presented below are based on the estimated total expenditures generated by conventions, trade shows, and public shows held at the Javits Center in 2018 and the applicable tax rates.

<b>TOTAL FISCAL IMPACTS (\$ MILLIONS)</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
<b>NEW YORK CITY TAXES</b>					
Sales	\$45.3	\$47.6	\$48.0	\$49.9	\$49.7
Hotel	15.7	16.3	15.9	15.9	15.8
Income	18.8	20.0	20.0	20.7	22.8
Subtotal - City	\$79.9	\$83.8	\$83.9	\$86.6	\$88.2
<b>STATE OF NEW YORK TAXES</b>					
Sales	\$39.8	\$42.2	\$42.0	\$43.6	\$43.5
Hotel	1.1	1.2	1.1	1.1	1.1
Income	31.6	36.9	36.9	37.9	38.4
Subtotal - State	72.5	80.3	80.0	82.6	83.0
<b>MTA TAXES</b>					
Sales	\$3.8	\$4.0	\$4.0	\$4.2	\$4.1
<b>Total</b>	<b>\$156.1</b>	<b>\$168.1</b>	<b>\$167.9</b>	<b>\$173.3</b>	<b>\$175.3</b>

# EVENTS

## JANUARY

- 1/7–1/9** ACCESSORIES THE SHOW / ACCESSORIES CIRCUIT / INTERMEZZO COLLECTION / FAME / FASHION 2 GO / MODA MANHATTAN / CHILDREN'S CLUB / VINTAGE @ INTERMEZZO
- 1/14–1/16** NATIONAL RETAIL FEDERATION CONVENTION AND EXPO
- 1/21–1/23** MRKET / PROJECT NEW YORK / THE TENTS / VANGUARD GALLERY
- 1/22** NEW YORK PRESBYTERIAN 2018 KICK-OFF
- 1/22–1/24** TEXWORLD USA
- 1/24–1/28** NEW YORK PROGRESSIVE BOAT SHOW
- 1/25** TRAVMEDIA'S INTERNATIONAL MEDIA MARKETPLACE
- 1/26–1/28** BROADWAYCON
- 1/26–1/28** NY TIMES TRAVEL SHOW

## FEBRUARY

- 2/3–2/7** NY NOW THE MARKET FOR HOME AND LIFESTYLE
- 2/17–2/20** NORTH AMERICAN INTERNATIONAL TOY FAIR
- 2/26–2/28** CURVENY
- 2/26–2/28** CHILDREN'S CLUB / COTERIE / FAME / MODA / SOLE COMMERCE / STITCH

## MARCH

- 3/4–3/6** INTERNATIONAL BEAUTY SHOW
- 3/4–3/6** INTERNATIONAL ESTHETICS COSMETICS SPA SHOW
- 3/4–3/6** INTERNATIONAL RESTAURANT AND FOOD SERVICE SHOW OF NEW YORK
- 3/5–3/6** VINEXPO NEW YORK
- 3/8** ORACLE CODE
- 3/11–3/13** JA NEW YORK SPRING SHOW
- 3/11–3/13** MANUFACTURING JEWELERS AND SUPPLIERS OF AMERICA
- 3/16–3/18** INTERNATIONAL VISION EXPO
- 3/19–3/20** NEW YORK BUILD EXPO
- 3/30–4/8** NEW YORK INTERNATIONAL AUTOMOBILE SHOW

## APRIL

- 4/17–4/19** INTERPHEX
- 4/21–4/22** BEAUTYCON
- 4/22** COLLEGE FAIR NACAC
- 4/23–4/26** THE PLUMB CLUB
- 4/26** SALESFORCE WORLD TOUR
- 4/28–4/30** AMERICAN SOCIETY FOR AESTHETIC PLASTIC SURGERY

## MAY

- 5/3** SMALL BUSINESS EXPO
- 5/6–5/8** AMERICAN PSYCHIATRIC ASSOCIATION
- 5/8–5/9** BUILDINGS NEW YORK
- 5/12** US CAREER FORUM
- 5/14** ROBIN HOOD DINNER
- 5/15** GNYHA AWARDS 2018
- 5/15–5/16** SUPPLIERS' DAY 2018
- 5/16–5/17** ASIS NEW YORK CITY CHAPTER TRADE SHOW
- 5/19** FINANCIAL RISK MANAGERS EXAM
- 5/20–5/23** INTERNATIONAL CONTEMPORARY FURNITURE FAIR
- 5/20–5/23** NATIONAL STATIONARY SHOW / SURTEX
- 5/30–6/3** BOOK EXPO AMERICA AND BOOK CON
- 5/31–6/2** CANNABIS BUSINESS EXPO
- 5/31–6/2** INTERNATIONAL FRANCHISE EXPO

## JUNE

- 6/10–6/12** ACCESSORIES THE SHOW / COTERIE / FAME / MODA
- 6/12–6/14** MD&M EAST / EASTPACK / D&M ATLANTIC PLASTECH EAST / QUALITY EXPO / ATX EAST
- 6/16** METROPOLITAN COLLEGE GRADUATION
- 6/20–6/21** CE WEEK
- 6/21–6/22** AIA CONFERENCE ON ARCHITECTURE
- 6/30–7/2** SUMMER FANCY FOOD SHOW

**JULY**

7/11-7/12	ACCOUNTING AND FINANCE SHOW NY
7/15-7/17	JA NEW YORK SUMMER SHOW
7/17	AWS SUMMIT
7/22-7/24	ACCESSORIES THE SHOW / CHILDREN'S CLUB / FAME / MODA MANHATTAN / MRKET / PROJECT MEN'S / PROJECT WOMEN'S THE TENTS
7/23-7/24	FUNCTIONAL FABRIC FAIR POWERED BY PERFORMANCE DAYS
7/23-7/25	TEXWORLD USA / HOME TEXTILES FABRIC SOURCING EXPO AND INTERNATIONAL APPAREL SOURCING SHOW
7/29-7/31	CURVENY

**AUGUST**

8/5-8/7	CHILDREN'S CLUB
8/6	THE DEUCE FILM SHOOT
8/12-8/15	NY NOW THE MARKET FOR HOME AND LIFESTYLE
8/23	HIGH LINE MILE LONG OPERA
8/25-8/28	THE RUG SHOW
8/29-8/30	NATIONAL WILDLIFE FEDERATION

**SEPTEMBER**

9/9-9/11	ROSH HASHANAH SERVICES
9/12-9/13	O'REILLY STRATA DATA CONFERENCE
9/15-9/17	COTERIE / FAME / MODA / SOLE COMMERCE / SOURCING
9/18-9/19	YOM KIPPUR SERVICE
9/23	RELAY GRADUATE SCHOOL OF EDUCATION
9/26	NY IAEE INFORMS
9/28-9/30	RUPAUL'S DRAGCON
9/29	CIRCLE OF SISTERS

**OCTOBER**

10/4-10/7	NEW YORK COMIC CON
10/10	BIG APPLE STARS AWARDS
10/10-10/11	SUNY COLLEGE FAIR
10/11	THE COOPERATOR EXPO NEW YORK
10/12-10/13	MORRIS CERULLO WORLD EVANGELISM
10/13-10/14	IPSY GENERATION BEAUTY
10/14	NEW YORK CITY STEM COLLEGE AND CAREER FAIR
10/17-10/18	IN-COSMETICS NA 2018
10/17-10/18	NAB SHOW NEW YORK

10/17-10/19	AUDIO ENGINEERING SOCIETY
10/18-10/19	REAL ESTATE EXECUTIVE EDITION
10/21	BIG APPLE COLLEGE FAIR
10/24	BIZBASH
10/24-10/25	SMX EAST
10/25-10/27	PDN PHOTO PLUS INTERNATIONAL CONFERENCE - NEW YORK VIRTUAL REALITY
10/25-10/28	IFPDA PRINT FAIR
10/28-10/30	JA SPECIAL DELIVERY
10/30	NEW YORK BUSINESS EXPO

**NOVEMBER**

11/1-11/3	TCS NEW YORK CITY MARATHON HEALTH AND WELLNESS EXPO PRESENTED BY NEW BALANCE
11/2-11/3	AMERICA'S GOT TALENT
11/5	FRIENDS OF THE NEW YORK TRANSIT MUSEUM
11/5	PERFORMING AND VISUAL ARTS COLLEGE FAIR
11/6-10/8	PRI MED
11/7-10/8	DMWF EXPO NORTH AMERICA
11/8-11/9	CLINICIAN'S BRIEF PRESENTS NY VET
11/8-11/9	FINANCE INDUSTRY EDITION
11/10	NEW YORK NATIONAL PORTFOLIO DAY HOSTED BY FIT
11/11-11/12	BOUTIQUE DESIGN NEW YORK / HX THE HOTEL EXPERIENCE
11/14	BUILDON GALA
11/14-11/15	INFOSECURITY NORTH AMERICA
11/14-11/15	ISC EAST - UNMANNED
11/15-11/16	EXECUTIVE EDITION
11/16-11/18	ANIME 2018
11/17-11/18	PETCON
11/25-11/28	GREATER NEW YORK DENTAL MEETING
11/29-11/30	INTERIOR DESIGN HALL OF FAME AWARDS AND BEST OF YEAR CELEBRATION
11/30-12/2	PROGRESSIVE INTERNATIONAL MOTORCYCLE SHOW

**DECEMBER**

12/1-12/2	THE WOMANLY ART EXPERIENCE
12/5-12/6	AI SUMMIT NEW YORK
12/5-12/6	ICSC NEW YORK DEAL MAKING
12/8	FLOOR HOCKEY TOURNAMENT
12/12	NY PRODUCE SHOW AND CONFERENCE 2018
12/13	SALESFORCE WORLD TOUR

# EXECUTIVE STAFF



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**BRADLEY SICILIANO**

Chief Operating Officer



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Chief Financial Officer



**MARK S. SIMS**

Senior Vice President  
Chief Information Officer



**MARIAM KARIM**

Vice President  
Guest Experience



**DOREEN GUERIN**

Senior Vice President  
Sales and Marketing



**KENNETH SANCHEZ**

Senior Vice President  
Facilities Management,  
Chief Sustainability Officer



**KENNETH DIXON**

Vice President  
Security and Safety  
Solutions



**SONIA LOW**

Vice President  
General Counsel  
Corporate Secretary



**CHRISTINE MCMAHON**

Senior Vice President  
Human Resources and  
Labor Solutions



**TONY SCLAFANI**

Senior Vice President  
Chief Communications  
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**TIMOTHY GABURUNGYI**

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Technology Solutions



**MICHAEL RUBERRY**

Vice President  
Set-Up and Event  
Solutions

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**GEORGE TSUNIS**

# WHAT'S NEXT

There is no building in New York City like the Javits Center.

The glass-enclosed structure serves as a home to some of the world's top events where major brands and companies unveil their latest innovations. These blockbuster events attract visitors from across the globe who support the Empire State's hotel, restaurant, tourism and transportation industries and fuel our economic engines, year after year.

In 2021, those engines will shift into high gear.

With more than 1 million square feet of new space, the expansion will allow us to redefine how people meet, innovate and celebrate in the greatest city in the world. Event producers will have more options than ever before, and in a city where event space is critical, that means more than just new events. It means more jobs and more economic opportunities to strengthen our economy for generations to come.

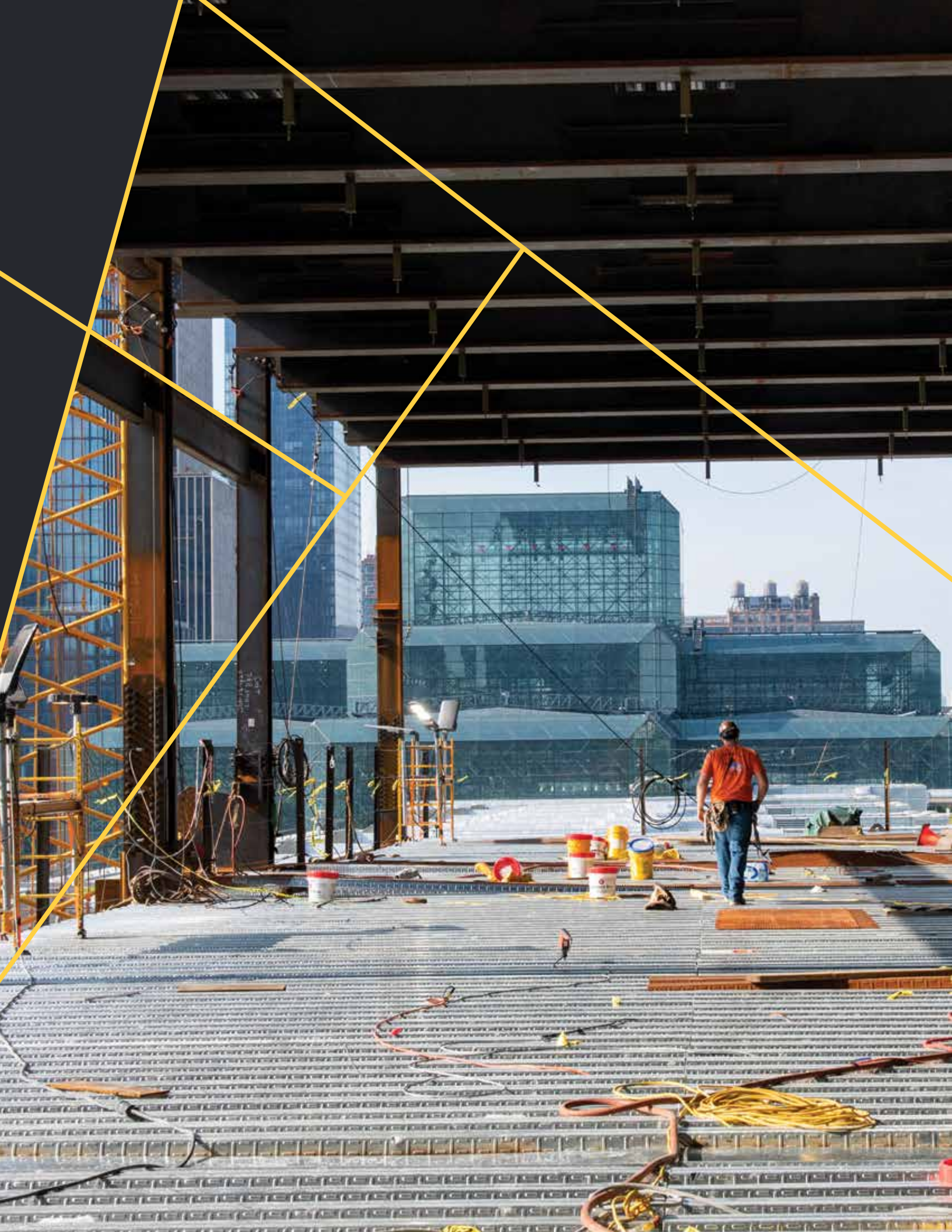
But serving as one of New York's greatest economic assets is only part of our story. With more cutting-edge sustainable projects on the horizon, we're seeking to maximize our potential as an environmental leader, demonstrating the power of green building.

Our staff is working closely with experts to maintain our rooftop sanctuary for wildlife, while designing the largest rooftop solar array in New York City. As the construction of a one-acre rooftop farm takes shape, our teams are planning for the use of homegrown produce in the meals we serve every day—an amazing leap in sustainability from the completion of the existing green roof just five years ago.

In a city with more than 1 million buildings, the Javits Center truly stands out as iconic, inspirational -- and certainly unconventional. Our unique operation epitomizes the importance of collaboration, of bringing people together, of the virtue of many.

**OUR FUTURE DEPENDS ON IT.**







JAVITSCENTER.COM

