

# A BEACON OF HOPE

YEAR IN REVIEW | FY2020

**MASK UP AMERICA**



**#NewYorkTough**



**JAVITS  
CENTER®**



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# INTRODUCTION

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**Convention centers are designed to generate economic activity by hosting events that support local businesses and spur job creation. However, to be successful, its operations must be efficient in order to move events in and out of the facility in a seamless fashion, reducing overall costs and creating space for other events. In March 2020, our staff lived up to that standard by transitioning from a convention center – the busiest in the nation – to a fully functional hospital created to treat COVID-19 patients and reduce the growing burden on local hospitals throughout New York City.**

As we faced the single greatest public health emergency of our generation, our employees rose to the occasion to ensure New Yorkers received necessary medical care during an unprecedented crisis – providing hope to patients and family members in a seemingly hopeless situation. As millions stayed home at the height of the outbreak, our staff left their families to work around the clock and erect a life-saving hospital in a matter of days. With the world watching, our organization served as a new model in emergency response and an inspiration to Americans in these uncertain times.

Today, with COVID-19 infection rates remaining at low levels statewide, we are now focused on restoring our event operations and supporting the Empire State economy once again. With the completion of our expansion project on the horizon, it's a perfect time for the Javits Center to host new events that revitalize our city and re-energize our businesses for years to come.





OPERATIONAL SECURITY  
Alan Savel  
Javits Center

OPERATIONAL SECURITY  
Christina McMillan  
Javits Center





# GREETING FROM THE CEO

This has been an unprecedented year for the Javits Center. Like so many New Yorkers, our employees have endured professional and personal challenges in the past few months. Despite these hardships, we have worked together to maintain our operations while providing support to those in need – from COVID-19 patients to struggling non-profit organizations.

With a host of federal, state and city agencies on site, we constructed a temporary hospital in the midst of the COVID-19 outbreak to alleviate the burden on local hospitals. Our work served as a model for similar facilities throughout the United States and reinforced the importance of convention centers in our society – not only as economic generators but as beacons of hope for the surrounding communities and its people. However, as large-scale events canceled due to the pandemic, we have been forced to reduce our budget costs significantly. Only critical projects have been allowed to move forward, and a comprehensive cleaning program was implemented in order

to protect the well-being of our employees and visitors in the wake of this invisible enemy.

Under the leadership of Governor Andrew M. Cuomo, the COVID-19 infection rate in New York State has been driven down to its lowest levels, and as a result, we are working diligently to resurrect the events industry and reopen the Javits Center for future events. In the meantime, we have created a state-of-the-art broadcast studio – the largest of its kind in New York City – to host virtual and hybrid events, while maintaining hundreds of patient care units on site as a precaution.

The ability to pivot and change direction in an effective manner is the hallmark of any successful event venue, and I am proud to state our employees are the very best at doing so. With the world watching this past year, our staff demonstrated why we have operated the nation's busiest convention center for so many years – and why we will be once again.

**Look forward to seeing you on the show floor.**

**Stay safe,**

Alan E. Steel



# BY THE NUMBERS



**460:** Number of employees who constructed and coordinated our COVID-19 field hospital

**1,000:** Number of lip balm containers produced with honey harvested from our green roof

**86:** Percentage of our expansion project completed

**1,095:** Number of patients treated at our hospital



**4 New Bird**  
species  
identified  
on our green  
roof in 2019

**4,000:** Number  
of solar panels  
to be installed  
on our rooftops

**99,000**  
**pounds:**  
The weight  
of carpet  
recycled

**30,000:** Square  
feet of our new  
broadcast studio  
designed to  
host virtual and  
hybrid events

**100:** Number of stainless  
steel bollards being installed  
around our campus perimeter







# FACING AN INVISIBLE ENEMY

**AS A CONVENTION CENTER**, our employees are comfortable operating on the world stage, working when the stakes are at their highest.

In the aftermath of the 9/11 attacks, we opened our doors to serve as a staging area for first responders and support staff, hosting family members of victims and officials from all levels of government. In the wake of Hurricane Maria that devastated Puerto Rico in 2017, we served as a citywide collection point for donations, receiving and sorting truckloads of items from all corners of the five boroughs. And when the COVID-19 outbreak emerged in March 2020, we were proud to answer the call from Governor Cuomo as he and his team led the state's response to this invisible enemy.

With most of our workforce working from home, our employees stayed in contact with co-workers on site via phone, email and video conference – as they coordinated the construction and operation of the hospital. From designing meal preparation to installing makeshift telephone banks, more than 450 employees played a role in the operation of the hospital – the first of its kind in the country – and what some federal officials called the largest hospital in America at the time.

Our teams of carpenters, cleaners, electricians, engineers, freight handlers, painters, plumbers and administrative staffers all pitched in, sacrificing time away from their families to support New Yorkers in their time of need. In a matter of days, 2,000 patient care units were constructed on our show floors, as well as 50 mobile restrooms and shower units, a nurse's station, a pharmacy and a command center – filled with representatives from more than 20 federal, state and city agencies, including the U.S. Army Corps of Engineers and the Federal Emergency Management Agency (FEMA).

"This is an amazing accomplishment. It's transformative. In just one week, the Javits Center looks entirely different," Governor Cuomo said on March 27, 2020, when the first phase of the hospital was completed. "This is a place that's literally going to save lives."

In a little over one month, a total of 1,095 patients were transported from the region's hospitals and treated at our hospital – thanks to the teams of doctors and nurses who volunteered on site and the cooperation of all of the agencies stationed at the convention center. Given the ongoing fight against COVID-19, about 1,000 patient care units remain on site as a precaution.









# MOVING FORWARD TOGETHER

**IN TODAY'S ENVIRONMENT**, it is imperative to ensure the safety of our employees, customers and stakeholders. That's why we have instituted a series of new safety protocols at the Javits Center and conducted a comprehensive sanitization program to sterilize all areas of the building. As a result of this diligent work, we have achieved the Global Biorisk Advisory Council (GBAC) STAR accreditation, the gold standard for facilities implementing strict infectious disease protocols in today's environment. To achieve GBAC STAR, our staff demonstrated compliance with 20 core elements, from standard operating procedures to personal protective equipment. Some elements include:

- Installation of specialized, hospital-grade air filters to improve air quality and reduce any air contaminants;
- Enhanced cleaning of all high-volume, high-touch areas and distribution of hand-sanitizing stations throughout the building; and
- Requirement of all employees and visitors to be temperature screened and wear appropriate Personal Protection Equipment (PPE).



With no more patients on site, we have developed a reopening guide for the Javits Center, providing guidance to event planners looking to reimagine their events with new safety measures, such as designated travel paths and social distancing requirements. The 28-page guide is available on our website, [javitscenter.com](http://javitscenter.com), and is intended to foster a dialogue among our employees and customers in order to create the safest, most effective plan for each upcoming event.

We also have created a state-of-the-art broadcast studio inside our Special Events Hall (1D) with a dedicated, on-site production team that can live stream conference and announcements to audiences around the world. The 30,000 square-foot space can host up to 300 participants in a comfortable, socially distanced setting, serving as the perfect location for virtual and hybrid events. Affordable packages include use of a control room, green room and 10 hours of studio time.

In September, we hosted The Nest Summit – a part of Climate Week NYC – as our first customer in the dynamic studio, and event organizers coordinated virtual remarks from dozens of speakers dedicated to the importance of climate change. In October, we hosted our first hybrid event with a combination of in-person and virtual participants, a full catering program and a host of safety protocols designed to protect attendees and employees. We continue to work with state officials and industry partners to determine how to fully restore event operations. For more information about the Javits Broadcast Studio, please contact our sales team at [sales@javitscenter.com](mailto:sales@javitscenter.com).

In September, we also hosted our first live music video on our 6.75-acre green roof as part of NPR's Tiny Desk Concert series – with singer and New Yorker Linda Diaz. Diaz won NPR's 2020 competition, and her video has collected more than 288,000 views on YouTube in less than a month.

**WE HAVE ACHIEVED THE GLOBAL BIORISK ADVISORY COUNCIL (GBAC) STAR ACCREDITATION, THE GOLD STANDARD FOR FACILITIES IMPLEMENTING STRICT INFECTIOUS DISEASE PROTOCOLS IN TODAY'S ENVIRONMENT.**







# ENHANCING OUR INFRASTRUCTURE

## OUR 1.2 MILLION SQUARE-FOOT EXPANSION

**PROJECT** is moving forward at a steady pace and is on schedule to be substantially completed by early 2021. The design-build project, which is more than 85% complete, will add a number of new features to the Javits Center's operations, including a 54,000 square-foot special event space, more than 200,000 square feet of meeting room and pre-function space, an additional 90,000 square feet of exhibit space and a rooftop pavilion and terrace, along with a one-acre rooftop farm. Led by the New York Convention Center Development Corporation, as well as contractors Lendlease and Turner, the project is expected to attract new events to New York, generating nearly \$400 million of additional annual economic activity.

The Javits Center is consistently improving our infrastructure through a series of upgrades that enhance operations, improve public safety and create a better experience for customers, business partners and employees. Some of the latest projects include:

- Construction of an expanded Command Center;
- Installation of a modernized fire alarm system;
- Re-painting of the Level 1 and Level 3 loading dock areas;
- Creation of permanent office space on Level 3 for our Exhibitor Solutions team;
- Installation of more than 100 stainless steel bollards along the campus perimeter;
- Redesign of our food court and public cafes, including a new self-checkout location;
- Development of a mobile monitoring system for all trucks arriving and leaving the venue.









# CREATING A SUSTAINABLE FUTURE

**OUR SUSTAINABILITY PROGRAM** continued to expand in the past year – with several new initiatives designed to build upon our previous successes. In recognition of those accomplishments, the Events Industry Council (EIC) has certified the Javits Center as a Platinum level, the highest certification level for sustainability in the EIC standards, which are based on energy and waste practices, supply chain management and other factors.

Over the past year, we implemented a new internal waste management plan among our administrative and labor workforces, including new waste and recycling receptacles, employee education protocols and signage posted in common areas. In FY 2020, we improved waste diversion initiatives, recycling 99,000 pounds of carpet and facilitating the donation of more than 2,300 items to community groups through our JavitsCares program.

Four new bird species were identified on our green roof in the past year – thanks to an ongoing partnership with New York City Audubon. Members of New York City Audubon observed a Chipping Sparrow, Purple Finch, Gray Catbird and Cooper's Hawk on the green roof, making it a total of 33 bird species identified since the installation of the green roof was completed in 2014.

The green roof was part of an overall, five-year renovation to the Javits Center, which included the installation of bird friendly glass panels, new energy-efficient equipment and upgraded entrances and event areas. The green roof, which also is home to five bat species, also has helped to reduce the building's energy consumption by 26%, translating into millions of dollars in energy savings.



## SOLAR IN THE SKY

In conjunction with the New York Power Authority and Siemens, a model solar canopy was constructed atop the Javits Center's green roof – showing exactly what Manhattan's largest rooftop solar array will look like when completed in the coming months. The 1.4 megawatt solar energy project, which includes up to 2 megawatts of battery storage, will help lower the convention center's electric use and advance New York State's aggressive solar and energy storage goals to fight climate change. The Javits Center's new solar storage system will offset the building's electric load and support Governor Cuomo's Green New Deal, a nation-leading clean energy and jobs agenda that pledges the state's power system will be 100 percent carbon-free by 2040 and 70 percent of its electricity will come from renewable energy sources by 2030.



## HONEY-INFUSED LIP BALM

The Javits Center continues to enhance its robust sustainability program with the creation of a new lip balm infused with honey harvested from bee hives atop the convention center's green roof, one of the largest of its kind in the United States. The lip balm was produced by team members of Cultivated, the venue's new dining and hospitality team powered by Levy Convention Centers and CxRA. Known as Jacob's Honey Lip Balm, this lip-servicing item exemplifies the Javits Center's commitment to a sustainable environment and serves as a pre-cursor to the opening of a one-acre rooftop farm, which is being constructed as part of the Javits Center's \$1.5 billion expansion project. The farm, which will be managed by urban roofing company Brooklyn Grange, will open in 2021 and is expected to produce up to 40,000 pounds of fruits and vegetables a year, creating a true roof-to-table experience.





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# CONNECTING WITH OUR COMMUNITY

**THE JAVITS CENTER FACILITATED** the donation of five \$10,000 college scholarships to five local high school students who participated in an essay competition as part of our annual Javits Juniors Scholarship Program. Three seniors from the High School of Fashion Industries and two seniors from the Urban Assembly School of Design and Construction received the scholarships, which were funded by the Marian B. and Jacob K. Javits Foundation and six industry leaders including Emerald, Greater New York Automobile Dealers Association, Informa, Reed, MetroMultimedia and Specialty Food Association. The program is coordinated in conjunction with the Fund for Public Schools and the New York City Department of Education.

As part of our Javits Juniors program, we continued providing green roof tours to hundreds of students across the New York region, educating them about the importance of sustainable building and the impact of our energy-efficient protocols.

With support from our dining and hospitality team, Cultivated, we created an interactive boxed lunch food rescue collection wall during several events – where attendees dropped off parts of their boxed lunch that they were not going to eat. These items were then donated to our food donation partners, including City Harvest, New York Common Pantry and Rethink Food. More than 16,000 pounds have been donated so far, proving the value of such a community-focused program.

As part of Cultivated's outreach program, we developed a partnership with the Food and Finance High School, whose students visited the Javits Center to tour our green roof and learn from employees on site. Members of the Javits Center and Cultivated teams also visited the school as guest lecturers and mentors as part of a recent Career Day.



# 2019 EVENTS CALENDAR

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## 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 PLASTEC 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



# FY2020 FINANCIAL STATEMENT

	2020	2019
<b>ASSETS</b>		
<b>CURRENT ASSETS</b>		
Cash and equivalents	5,331,859	5,198,845
Short-term investments	60,728,135	68,078,385
Accounts receivable, net of allowances of \$1,207,609 in 2020 and 2019	4,874,926	10,730,949
Unbilled show costs	388,862	932,306
Other assets	10,176,720	4,372,325
Total current assets	81,500,502	89,312,810
Property and equipment, net	43,124,502	41,733,396
Other assets	5,470,400	5,677,334
Total assets	130,095,404	136,723,540
Deferred outflows of resources	5,288,416	8,277,340
<b>LIABILITIES AND NET POSITION</b>		
<b>CURRENT LIABILITIES</b>		
Accounts payable	5,816,798	9,172,147
Accrued expenses, current	3,037,636	3,040,038
Unearned revenue	4,934,709	16,947,652
Capital lease liability, current	6,041,766	307,354
Insurance claim reserve	5,432,119	5,279,949
Advances for capital improvements from affiliate	2,446,612	4,378,486
Other post-retirement employee benefits obligation, current	571,200	676,895
Total current liabilities	<b>28,280,840</b>	<b>39,802,521</b>
Accrued expenses, net of current portion	780,933	779,059
Net pension liability	3,668,886	1,795,946
Capital lease liability, net of current portion	5,721,852	732,350
Other post-retirement employee benefits obligation, net of current portion	37,925,800	37,108,105
Total liabilities	<b>76,378,311</b>	<b>80,217,981</b>

\*Economic impact statistics were not available for Calendar Year 2019 due to the impact of COVID-19 on our customers and business partners, who provide numerical data on their event operations needed in order to determine the amount of economic activity generated in any given year.



## LIABILITIES AND NET POSITION (CONTINUED)

Deferred inflows of resources	5,588,665	8,503,772
<b>NET POSITION</b>		
Invested in capital assets, net	36,493,639	40,693,692
Unrestricted - board designated for other post-retirement employee benefit obligation	38,497,000	37,785,081
Unrestricted deficit	(21,573,795)	(22,199,646)
Total net position	<b>53,416,844</b>	<b>56,279,127</b>
	<b>2020</b>	<b>2019</b>
<b>OPERATING REVENUE</b>		
Event-related services	154,913,381	173,163,175
Space rentals	25,895,418	27,831,092
Concession commissions	1,965,953	6,581,747
Advertising and other income	2,205,886	2,428,587
Total operating revenue	<b>184,980,638</b>	<b>210,004,601</b>
<b>OPERATING EXPENSES</b>		
Employee compensation and benefits	151,304,316	169,266,588
Facility operating expenses	19,736,603	21,082,251
Selling, general and administrative expenses	8,738,215	8,411,010
Annual other post-employment benefits expenses	2,916,000	2,922,000
Total operating expenses	<b>182,695,134</b>	<b>201,681,849</b>
Operating income before depreciation and amortization	2,285,504	8,322,752
Depreciation and amortization expense	(6,592,120)	(7,982,632)
Operating income (loss)	<b>(4,306,616)</b>	<b>340,120</b>
<b>NON-OPERATING REVENUES AND (EXPENSES)</b>		
Nonoperating revenue - interest income, net	<b>1,444,333</b>	<b>1,081,471</b>
<b>CHANGE IN NET POSITION</b>	<b>(2,862,283)</b>	<b>1,421,591</b>
<b>NET POSITION, BEGINNING</b>	<b>56,279,127</b>	<b>54,857,536</b>
<b>NET POSITION, ENDING</b>	<b>53,416,844</b>	<b>56,279,127</b>



# EXECUTIVE STAFF



**ALAN STEEL**

President and CEO



**BRADLEY SICILIANO**

Chief Operating Officer



**MELANIE MCMANUS**

Senior Vice President  
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  
Officer



**TIMOTHY GABURUNGYI**

Vice President  
Technology Solutions



**MICHAEL RUBERRY**

Vice President  
Set-Up and Event  
Solutions

# BOARD OF DIRECTORS

**HENRY R. SILVERMAN**

Chairman

**ROBERT S. AZEKE**

**HUGH L. CAREY II**

**FRED DIXON**

**CHRISTINE FERER**

**RONALD GOLDSTOCK**

**EDWARD P. KANE**

**STEVEN C. KOPPEL**

**GARY LAVINE**

**ANDREW M. MURSTEIN**

**BRIAN O'DWYER**

**LEE H. PERLMAN**

**MARK SCHIENBERG**

**JOSEPH E. SPINNATO**

**GEORGE TSUNIS**

\*John Lee Compton retired from the Board of Directors in May 2020.







# THE YEAR AHEAD

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**FOR ANY BUSINESS TO SUCCEED**, being able to evolve and execute is critical. And that's exactly what we've done at the Javits Center in 2020. Our employees transformed this iconic venue from a convention center to a COVID-19-fighting hospital to a state-of-the-art broadcast studio ready to lead the industry in a new direction during its most challenging times.

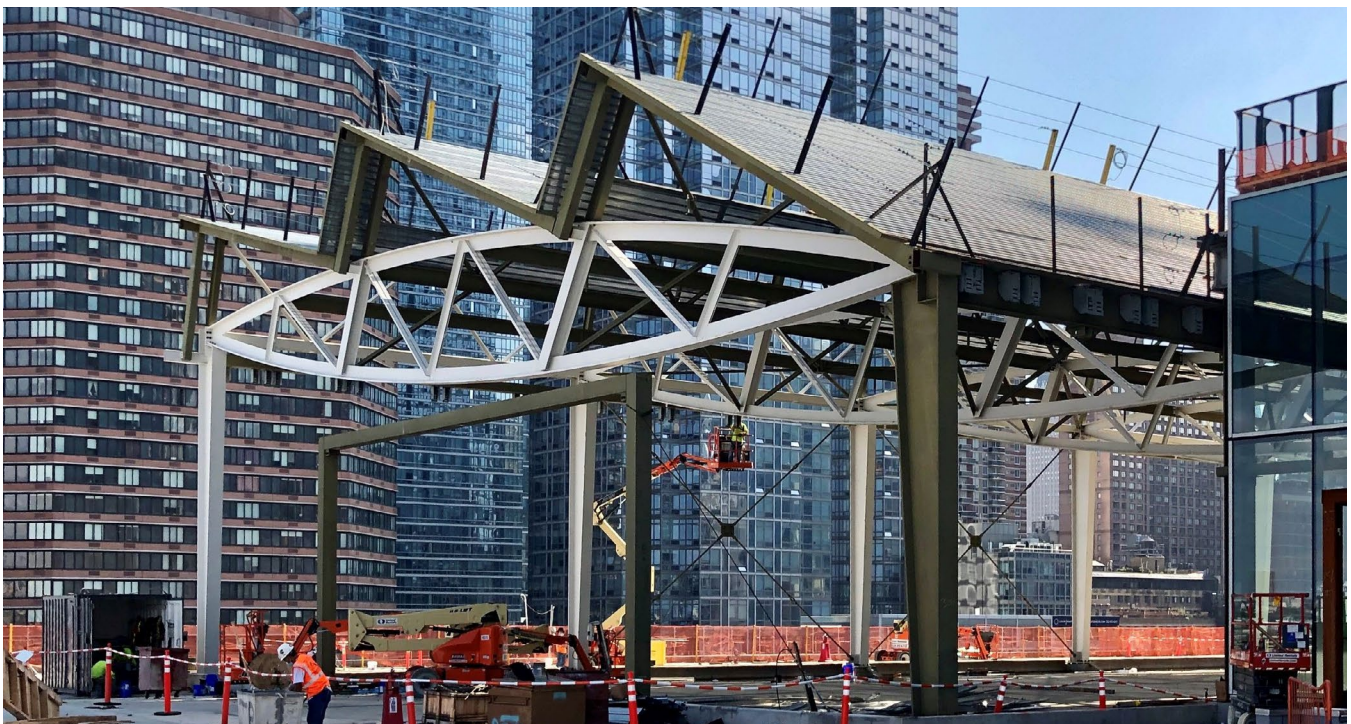
This year has been unlike any other – with COVID-19 having a dramatic impact on the events industry, across the country and around the world. We expect to face similar challenges in the next 12 months as we struggle with further budget constraints in the wake of ongoing uncertainty among large and small businesses and government officials at every level.

However, with our historic expansion project set to be completed in the coming months, the addition of these new spaces will provide added relief as event organizers search for larger spaces that can accommodate guests in a socially distanced setting. The impact of COVID-19 has forced almost every organization to re-examine its business model, and as a result, we will be targeting new customers that can take advantage of our new spaces that meet the demands of today's environment.

We're also looking forward to complete other important projects that will improve our operations and reduce our impact on the community. In the coming year, we will complete the installation of our rooftop solar array and more than 100 stainless steel bollards along the property's perimeter. As part of the expansion project, a massive truck marshaling facility will become operational, allowing us to relocate all event-related trucks off local streets.

These are unprecedented times, but time and time again, we have proven our ability to meet the challenges of any moment at any time. Not only can the Javits Center serve as a beacon of hope during a health crisis – but an economic one as well. The isolation caused by this virus has reinforced the importance of face-to-face business and the need for in-person connections that can electrify our economy, energize our spirit and inspire us to move this society forward.

**Thank you for reading – and we hope to see you soon, in person and on the show floor.**





**This page is dedicated to all New Yorkers who have lost their lives due to COVID-19 and all of the family members, friends and emergency workers, uniformed and civilian, who worked to protect them from this invisible enemy.**

**And**

**In honor of Paul Cary, a Colorado paramedic who volunteered at our hospital and later lost his life to COVID-19. His sacrifice is not forgotten.**