Working behind the scenes to make Houston first

Houston First Corporation operates our city’s finest convention, arts and entertainment venues.
What is Houston First?
What is Houston First?

• In 2000, the city created a local government corporation named Houston Convention Center Hotel Corporation to construct, operate and maintain the Hilton Americas-Houston hotel.

• Effective July 1, 2011, the city’s Convention and Entertainment Facilities Department was consolidated into the hotel corporation and renamed Houston First Corporation, or HFC.

• In 2014, HFC aligned with the Greater Houston Convention & Visitors Bureau (GHCVB) to create one voice for the Houston product in conventions and tourism.
Vision
Houston First is leading the effort to have Houston recognized as one of the great cities of the world.

Mission
The mission of Houston First is to advance the quality of life of Houstonians and to advance the economic prosperity and development of Houston through our services, attractions and venues, and by inspiring:

• The world to think Houston First
• Houstonians to explore Houston First
• Employees to deliver Houston First Class
HFC OPERATIONS

Facilities Managed and Operated

- George R. Brown Convention Center
- Hilton Americas-Houston Hotel
- Wortham Theater Center
- Jones Hall
- Jones Plaza
- Miller Outdoor Theatre
- Theater District Parking
- Houston First Outdoors
- Houston Center for The Arts
- Talento Bilingue de Houston
HFC OPERATIONS

• **HFC Annual Operating Budget**
  • Approximately $215 Million
  • Approximately 220 employees plus 450-500 contractor employees

• **Typical Contracting Opportunities**
  • Professional Services
  • Printing Services
  • HVAC
  • Parking Garage Signs, Banners & Advertising
  • Landscape Architects/Landscaping
  • Computer Equipment and Supplies
  • General Contracting
  • Electrical Contracting
  • Office Supplies
  • Janitorial Services & Supplies
  • Theatrical Audio and Lighting Equipment
  • Copy Services and Supplies
HFC SUPPLIER DIVERSITY PROGRAM

- **HFC Supplier Diversity Program**
  - Establish Annual Diversity Participation Goals
    - 30% Annual Participation Goal
  - Establish Project Goals
    - Varies Based On Project Scope
  - Certification Requirements
    - MBE, MWBE, HUB, WBE, SBE, DBE
  - Certification Agencies
    - HMSDC, City of Houston, State of Texas, Metro, WBEA, TUCP
Diversity Participation

Total Diversity Participation
Year To Date 34%
Program Goal 30%
DOING BUSINESS WITH HFC

• POSTED ON HFC WEBSITE
  www.HoustonFirst.com
  Doing Business With HF

• Vendor Registration

• Solicitations

• 2014-2015 Procurement Plan

• HFC Capital Improvements Projects
<table>
<thead>
<tr>
<th>Item</th>
<th>Scope of Services</th>
<th>Current Contractor</th>
<th>Current Contract Expiration Date</th>
<th>Procurement Process Start Date</th>
<th>Location</th>
<th>Estimated Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Security Guard Services at all HFC Facilities</td>
<td>G4S Secure Solutions</td>
<td>3/31/2014</td>
<td>In Process</td>
<td>All HFC Facilities</td>
<td>$4,000,000.00</td>
</tr>
<tr>
<td>2</td>
<td>Parking Operations and Management</td>
<td>Republic Parking System, Inc.</td>
<td>June 30, 2014</td>
<td>Jan. 1, 2014</td>
<td>All HFC Facilities</td>
<td>$10,000,000.00</td>
</tr>
<tr>
<td>3</td>
<td>Parking Operations and Management</td>
<td>Ace Parking</td>
<td>June 1, 2014</td>
<td>1/1/2014</td>
<td>Hilton Hotel</td>
<td>$4,000,000.00</td>
</tr>
<tr>
<td>4</td>
<td>Operations and Maintenance Services at all HFC facilities</td>
<td>TO Industries, Ltd.</td>
<td>Sept. 30, 2014</td>
<td>Mar. 2014</td>
<td>All HFC Facilities</td>
<td>$4,000,000.00</td>
</tr>
<tr>
<td>5</td>
<td>Building Automation Systems</td>
<td>NIA</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
<td>$1,000,000.00</td>
</tr>
<tr>
<td>6</td>
<td>Installing Louvers On Second Level, Eastside</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>George R. Brown Convention Center</td>
<td>$115,000.00</td>
</tr>
<tr>
<td>7</td>
<td>Staging Lot Fencing, Lighting and Driveways</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>George R. Brown Convention Center</td>
<td>$300,000.00</td>
</tr>
<tr>
<td>8</td>
<td>Upgrade Meeting Rooms - Phase II (330 &amp; 340)</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>George R. Brown Convention Center</td>
<td>$600,000.00</td>
</tr>
<tr>
<td>9</td>
<td>WCOCC Backstage Equipment</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Womuth Theater</td>
<td>$350,000.00</td>
</tr>
<tr>
<td>10</td>
<td>Boiler Replacement</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Jones Hall</td>
<td>$250,000.00</td>
</tr>
<tr>
<td>11</td>
<td>Replace 6 A/C Units and Add Building Automation System</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>N/A</td>
<td>Theater District Parking</td>
</tr>
<tr>
<td>12</td>
<td>Electric Wire Replacement - Phase I</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Theater District Parking</td>
<td>$1,000,000.00</td>
</tr>
<tr>
<td>13</td>
<td>Parking Access Equipment and Infrastructure</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Theater District Parking</td>
<td>$130,000.00</td>
</tr>
<tr>
<td>14</td>
<td>Interior Way-Finding Signage</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Theater District Parking</td>
<td>$250,000.00</td>
</tr>
<tr>
<td>15</td>
<td>Greenroom Kitchen and Restroom Construction</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Womuth Theater</td>
<td>$300,000.00</td>
</tr>
<tr>
<td>16</td>
<td>Prairie Street Lobby Enhancements</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Womuth Theater</td>
<td>$130,000.00</td>
</tr>
<tr>
<td>17</td>
<td>Landscaping Services</td>
<td>Western Horticultural</td>
<td>Mar. 1, 2014</td>
<td>Sept. 2013</td>
<td>All HFC Facilities</td>
<td>$307,000.00</td>
</tr>
<tr>
<td>18</td>
<td>Audio-Visual Services</td>
<td>Freeman Audio Visual Solutions</td>
<td>Aug. 31, 2014</td>
<td>Feb. 2014</td>
<td>George R. Brown Convention Center</td>
<td>$950,000.00</td>
</tr>
<tr>
<td>19</td>
<td>Utilities Services</td>
<td>Smart City Electric</td>
<td>Sept. 30, 2014</td>
<td>Mar. 2014</td>
<td>George R. Brown Convention Center</td>
<td>$1,000,000.00</td>
</tr>
<tr>
<td>20</td>
<td>Telecommunications Services</td>
<td>Smart City Networks</td>
<td>Oct. 31, 2014</td>
<td>Apr. 2014</td>
<td>George R. Brown Convention Center</td>
<td>$498,000.00</td>
</tr>
<tr>
<td>22</td>
<td>Re-upholster Banquet Chairs</td>
<td>NIA</td>
<td>N/A</td>
<td>Jul. 2014</td>
<td>Hilton Hotel</td>
<td>$190,000.00</td>
</tr>
<tr>
<td>23</td>
<td>Lobby Renovation Design</td>
<td>NIA</td>
<td>N/A</td>
<td>Jul. 2014</td>
<td>Hilton Hotel</td>
<td>$40,000.00</td>
</tr>
<tr>
<td>24</td>
<td>Fire Suppression System</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Hilton Hotel</td>
<td>$110,000.00</td>
</tr>
<tr>
<td>25</td>
<td>Guestroom Refrigerators (Phase 1)</td>
<td>NIA</td>
<td>N/A</td>
<td>2014</td>
<td>Hilton Hotel</td>
<td>$210,000.00</td>
</tr>
<tr>
<td>26</td>
<td>Broker of Record</td>
<td>Willis of Texas, Inc.</td>
<td>Mar. 1, 2014</td>
<td>Dec. 2013</td>
<td>HFC</td>
<td>$200,000.00</td>
</tr>
<tr>
<td>27</td>
<td>Copy/Printer Lease and Maintenance</td>
<td>Konica Minolta</td>
<td>Nov. 30, 2014</td>
<td>Mar. 2014</td>
<td>Hilton Hotel</td>
<td>$500,000.00</td>
</tr>
</tbody>
</table>
HFC CAPITAL IMPROVEMENTS PROJECTS

- Parking Garage and Office Building
  - 1900 Spaces
  - Two Pedestrian Bridge

- Reduction/Relocation/Removal of lanes on ADLA

- New Exterior Landscaping and Streetscape

- Renovating the GRB Lobbies and Façade Fronting ADLA

- Creation of Retail Opportunities

- Increased Ground-level Interior Space at GRB

- Improved Drop-off Zones for Buses, and Vehicles

- South Bus Drop-Off /Terminal Transit Center
PARKING GARAGE AND OFFICE BLDG
GRBCC WEST ELEVATION
Nau Center for Texas Cultural Heritage

- A multi-story, 60,000 square foot, state-of-the-art visitors’ center and regional gateway for tourism’s fastest growing sector, cultural heritage tourism
- Restores and preserves one of Houston’s remaining homes from the elegant Quality Hill
- Connect the history and stories of region to its people and places
Sunset Coffee Building

• Houston First providing final $2.5 million to rebuild and renovate the historic structure built in 1910
• Partnering with Buffalo Bayou Partnership

• Goal is to help breathe new life into Allen’s Landing and north end of downtown and strengthen connection between downtown and the bayou
• Houston First will own and operate the building and grounds
  • Ground levels will be canoe-kayak rental
  • Upper levels (and rooftop terrace) event rental space and BBP office
  • Boat tours, other activities planned for site
• Launch event planned for spring 2015
HFC CONCLUSION

- **ECONOMIC OPPORTUNITY**
  - $215 M Annual Operating Budget
  - Variety of Services Required
  - $500 M Special Projects

- **HFC COMMITTED TO DIVERSITY**
  - Strong Diversity Program
  - Strong Participation Goals
  - Strong Compliance Monitoring of Requirements

- **DOING BUSINESS WITH HFC**
  - Good Business Sense to Market HFC
  - Consider HFC - Resource For Economic Business Growth