

Brenda Bazan  
Chief Financial Officer



Working  
behind the  
scenes  
to make  
Houstonfirst.

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to make  
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**Working  
behind the  
scenes  
to make  
Houstonfirst™**

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.

# Houston First

## **Vision**

Houston First is leading the effort to have Houston recognized as one of the great cities of the world.

## **Mission**

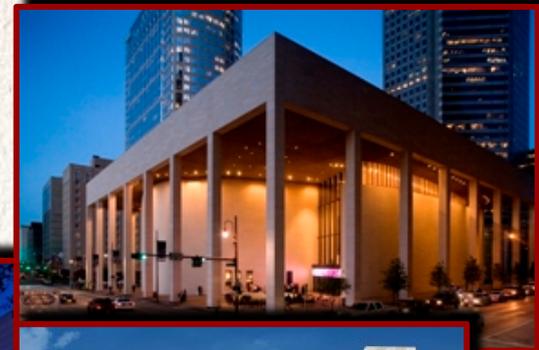
The mission of Houston First is to advance the quality of life of Houstonians and to advance the economic prosperity and development of Houston through our services, attractions and venues, and by inspiring:

- 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



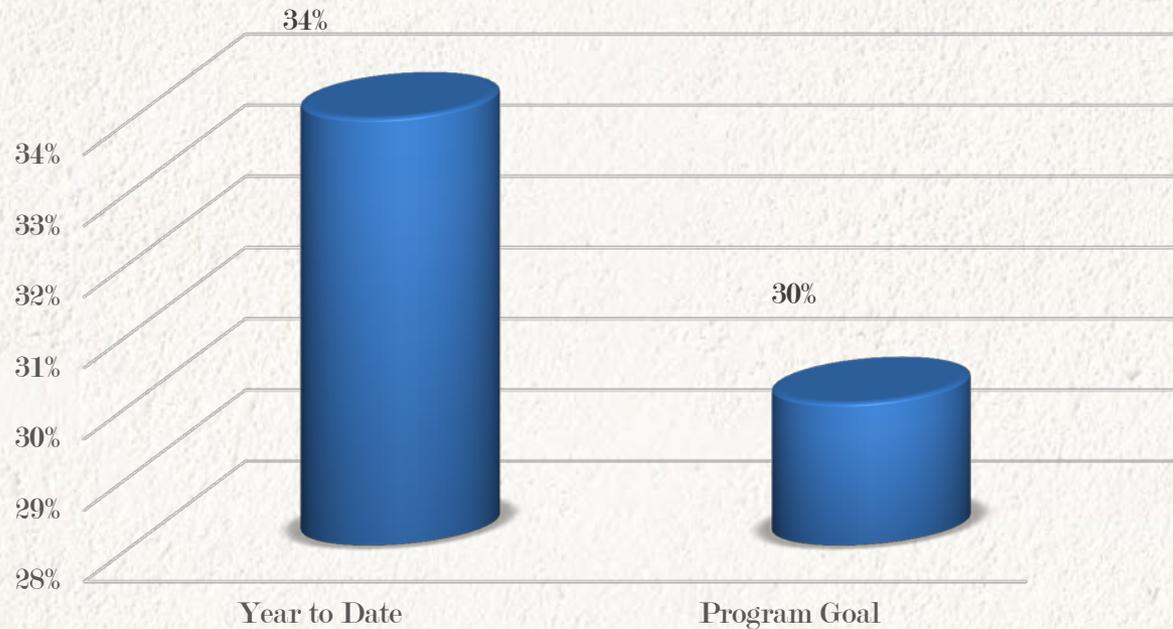
# HFC SUPPLIER DIVERSITY PROGRAM

- **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

# HFC SUPPLIER DIVERSITY PROGRAM

## Diversity Participation

Total Diversity Participation  
Year To Date 34%  
Program Goal 30%



# DOING BUSINESS WITH HFC

- **POSTED ON HFC WEBSITE**

[www.HoustonFirst.com](http://www.HoustonFirst.com)

**Doing Business With HF**

- **Vendor Registration**
- **Solicitations**
- **2014-2015 Procurement Plan**
- **HFC Capital Improvements Projects**



The screenshot shows the 'HoustonFirst Diversity Program Registration' form. At the top, there is a header with the HoustonFirst logo and the text 'Diversity Program Registration'. Below the header is a photograph of a modern building at dusk. Underneath the photo, it says 'Visit us online at [houstonfirst.com/DoingBusinesswithHFC.aspx](http://houstonfirst.com/DoingBusinesswithHFC.aspx)'. The main body of the form contains a thank-you message and a 'New Registration? (Y/N)' checkbox. Below this are fields for 'Business Name', 'Contact Name/Title', 'Address', 'Phone', and 'Email'. There is a section for 'NAICS Code(s)' with a link to 'See (800.007)'. The form includes several certification checkboxes: 'City of Houston MWBE', 'Houston Minority Supplier Development Council', 'METRO's Small Business Certification Program', 'Texas Small Business Association', 'TX DOT Unified Certification Program', 'Women's Business Enterprise Alliance', and 'Texas Historically Underutilized Business Program'. There are also checkboxes for 'Vendor Under 500,000', 'Gender' (Male/Female), and 'Ethnicity' (African-American, Hispanic-American, Subcontinent Asian-American, Native American, Asian/Pacific-American). At the bottom right, there is a 'Submit by Email' button and a small number '88213'.

# 2014-2015 PROCUREMENT PLAN

## Houston First Corporation 2014 Strategic Economic Opportunity Forum

2014-2015 HFC Contract Opportunities (\* All Dates Subject To Change)

Item	Scope of Services	Current Contractor	Current Contract Expiration Date	Procurement Process Start Date *	Location	Estimated Contract Value
1	Security Guard Services at all HFC Facilities	G4S Secure Solutions	3/31/2014	In Process	All HFC Facilities	\$4,000,000.00
2	Parking Operations and Management	Republic Parking System, Inc.	June 30, 2014	Jan. 1, 2014		\$10,000,000.00
3	Parking Operations and Management	Ace Parking	June 1, 2014	1/1/2014	Hilton Hotel	\$4,000,000.00
4	Operations and Maintenance Services at all HFC facilities	TD Industries, Ltd.	Sept. 30, 2014	Mar. 2014	All HFC Facilities	\$4,000,000.00
5	Building Automation Systems	N/A	N/A	Jun. 2014	Wortham Theater	\$1,000,000.00
6	Installing Louvers On Second Level, Eastside	N/A	N/A	2014	George R. Brown Convention Center	\$115,000.00
7	Staging Lot Fencing, Lighting and Driveways	N/A	N/A	2014	George R. Brown Convention Center	\$300,000.00
8	Upgrade Meeting Rooms - Phase II (330 & 340)	N/A	N/A	2014	George R. Brown Convention Center	\$600,000.00
9	WCOC Backstage Equipment	N/A	N/A	2014	Wortham Theater	\$350,000.00
10	Boiler Replacement	N/A	N/A	2014	Jones Hall	\$250,000.00
11	Replace 6 A/C Units and Add Building Automation System	N/A	N/A	2014		\$120,000.00
12	Electric Wire Replacement - Phase I	N/A	N/A	2014	Theater District Parking	\$300,000.00
13	Parking Access Equipment and Infrastructure	N/A	N/A	2014	Theater District Parking	\$1,000,000.00
14	Interior Way-Finding Signage	N/A	N/A	2014	Theater District Parking	\$130,000.00
15	Greenroom Kitchen and Restroom Construction	N/A	N/A	2014	Wortham Theater	\$250,000.00
16	Prairie Street lobby Enhancements	N/A	N/A	2014	Wortham Theater	\$130,000.00
17	Landscaping Services	Western Horticultural	Mar. 1, 2014	Sept. 2013	All HFC Facilities	\$307,000.00
18	Audio-Visual Services	Freeman Audio Visual Solutions	Aug. 31, 2014	Feb. 2014	George R. Brown Convention Center	\$950,000.00
19	Utilities Services	Smart City Electric	Sept. 30, 2014	Mar. 2014	George R. Brown Convention Center	\$1,000,000.00
20	Telecommunications Services	Smart City Networks	Oct. 31, 2014	April, 2014	George R. Brown Convention Center	\$498,000.00
21	Job Order Contracts Services	Times Construction	Jan. 31, 2015	Aug. 2014	George R. Brown Convention Center	Varies
22	Re-upholster Banquet Chairs	N/A	N/A	Jul. 2014	Hilton Hotel	\$190,000.00
23	Lobby Renovation Design	N/A	N/A	Jul. 2014	Hilton Hotel	\$40,000.00
24	Fire Suppression System	N/A	N/A	2014	Hilton Hotel	\$110,000.00
25	Guestroom Refrigerators (Phase 1)	N/A	N/A	2014	Hilton Hotel	\$210,000.00
26	Broker of Record	Willis of Texas, Inc.	Mar. 1, 2014	Dec. 2013	HFC	\$200,000.00
27	Copy/Printer Lease and Maintenance	Konica Minolta	Nov. 30, 2014	Mar. 2014	Hilton Hotel	\$500,000.00

# **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

Houstonfirst<sup>SM</sup>

[www.Houstonfirst.com](http://www.Houstonfirst.com)