



BOARD OF LOS ANGELES DEPARTMENT OF CONVENTION AND TOURISM DEVELOPMENT COMMISSIONERS

Commissioners: Jon F. Vein, President; Ray Bidenost, Vice President;
Jeremy Bernard; Stella T. Maloyan; Otto Padron

Members of the public who wish to speak during the meeting must submit a "Request to Speak" form to the Board Secretary prior to the commencement of the public comments for each agenda item of interest. Comments by the public on matters not identified on the agenda, but within the subject matter jurisdiction of the Commission, will be heard only during the item designated as "Public Comment." Public speaking will be limited to two minutes per speaker, unless the presiding officer grants some other amount of time before the commencement of the public comment.

Regular Meeting
Wednesday, September 16, 2015
9:00 a.m. – 10:30 a.m.
Los Angeles Convention Center
1201 S. Figueroa Street, L.A., CA 90015
Executive Board Room

1. CALL TO ORDER / ROLL CALL

2. PUBLIC COMMENT

3. ACTION ITEMS:

- a. Approval of Meeting Minutes from August 5, 2015, CTD Commission meeting, and September 9, 2015, Joint Commission meeting.
- b. Approval of FY 15/16 Capital Improvement Projects

4. DISCUSSION ITEMS:

- a. Monthly Reports for July 2015
 - AEG Monthly Report Presented by Keith Hilsen, VP Finance; and Ellen Schwartz, VP Sales and Marketing
 - LATCB Monthly Report Presented by Darren Green, Sr. VP Sales
- b. FY 15/16 CIP Projects

5. ADJOURNMENT

AGENDA FORECAST / SPECIAL TOPICS:

- | | | |
|------------------|---|---|
| October 7, 2015 | - | Monthly Reports for August 2015 |
| | - | Approving the Earned Incentive Fee for 2014-15 |
| | - | Approving the Discretionary Incentive Fee for 2014-15 |
| | - | Approving the Discretionary Incentive Fee goals for 2015-16 |
| | - | Approval of the 9/16/15 Minutes |
| October 21, 2015 | - | Expansion and Futurization Update |
| | - | CIP Update |

Materials related to an item on this agenda submitted to the Board of Los Angeles Convention and Tourism development after distribution of the agenda packet are available for public inspection in the Executive Office of the Los Angeles Convention Center, 1201 S. Figueroa Street, Los Angeles, CA 90015, during normal business hours.

DRAFT
**BOARD OF LOS ANGELES CONVENTION
AND TOURISM DEVELOPMENT COMMISSION**

Meeting Minutes
August 5, 2015
9:00 a.m.

The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, August 5, 2015 at 9:07 a.m. at the Los Angeles Convention Center (LACC), located at 1201 S. Figueroa Street, Los Angeles, CA 90015, in the Executive Board Room.

PRESENT:

President Jon F. Vein
Vice President Ray Bidenost
Commissioner Otto Padron

Bud Ovrom, Executive Director –
Los Angeles Department of Convention & Tourism Development (CTD)
Tom Fields, Assistant General Manager & COO – CTD
Kimberly Miera, Deputy City Attorney – Office of the City Attorney
Brad Gessner, Sr. Vice President & General Manager – AEG Facilities
Keith Hilsen, Vice President, Finance – AEG Facilities
Ellen Schwartz, Vice President, Sales & Marketing – AEG Facilities
Darren Green, Sr. Vice President, Sales –
Los Angeles Tourism & Convention Board (LATCB)
Kathy McAdams, Vice President, Convention Sales – LATCB
John Boudouvas, Sr. Director, Marketing - LATCB
Natalie Brill, Chief of Debt Management – Office of the City Administrative Officer (CAO)
Derik Pearson, Management Assistant - CAO
Cristine Villorante, Executive Administrative Assistant – CTD
Adria Ybarra, Executive Administrative Assistant – CTD

ABSENT:

Commissioner Jeremy Bernard
Commissioner Stella T. Maloyan

Item 1. Call to Order / Roll Call

President Vein called the meeting to order.

Item 2. Public Comment

There was no public comment.

Item 3a. Approval of Meeting Minutes from July 15, 2015

APPROVED

Moved by: Commissioner Padron

Seconded by: Commissioner Vein

Ayes: President Vein, Vice President Bidenost, Commissioner Padron

Nays: None

Absent: Commissioners Bernard and Maloyan

Items 4a. Monthly Reports for May 2015

- a. Mr. Brad Gessner, Mr. Keith Hilsген, and Ms. Ellen Schwartz presented the LACC/AEG monthly report.
- b. Mr. Darren Green presented the LATCB monthly report and Mr. John Boudouvas presented LATCB's Regional Initiatives.

Item 4b. CIP

Mr. Tom Fields updated the Board on FY 14-15 CIP projects of which three out of the fourteen are still in progress with completion before the end of this calendar year. Mr. Fields also updated the Board on alterations and improvements of which two out of eight are still in progress with completion by the end of this calendar year.

ADJOURNMENT

The meeting was adjourned at 10:07 a.m.



**LOS ANGELES CONVENTION CENTER DEPARTMENT
and
LOS ANGELES CONVENTION & EXHIBITION CENTER AUTHORITY
JOINT COMMISSION MEETING MINUTES**

**September 9, 2015
9:30 a.m.**

The Los Angeles Convention Center Department Commission (Department) and the Los Angeles Convention and Exhibition Authority Commission (Authority) convened a joint Commission meeting on Wednesday, September 9, 2015 at 9:41 a.m., at the Los Angeles Convention Center (LACC), located at 1201 South Figueroa Street, Los Angeles, CA 90015, in Meeting Room 503.

ITEM NO. 1 CALL TO ORDER / ROLL CALL

The Joint Commission meeting was called to order by President Jon Vein.

Department Commissioners Present:

President Jon Vein
Vice President Ray Bidenost
Jeremy Bernard
Stella T. Maloyan
Otto Padron

Department Commissioners Absent:

None

Authority Commissioners Present:

President Wayne Avrashow
Vice President Cheryl Turner
Ray Bishop
Martin Cooper
David Cunningham
Ingrid Hutt
Courtney Reum
Jason Seward

Authority Commissioners Absent:

Peter Gravett
J. Richard Leyner
Robert Mallicoat
Keith Martin
Majib Siddique

ITEM NO. 2 PUBLIC COMMENT

None

ITEM NO. 3 EXECUTIVE DIRECTOR'S REPORT

- a. Mr. Bud Ovrom introduced Ms. Deborah Weintraub from Bureau of Engineering. Ms. Weintraub updated the Commissions on the status of the Populous Contract process and at Commissioner Seward's request, agreed to provide the Commissions project timeline including the Hotel RFI component.
- b. Mr. Bud Ovrom introduced Ms. Jenny Scanlin from Economic Development Department. Ms. Scanlin updated the Commissions on the status of the Hotel RFI and informed the Commissions that Strategic Advisory Group has been hired to assist in the RFI process. Ms. Scanlin will report back to the Commissions at a future meeting with an update of the RFI process.
- c. Mr. Bud Ovrom introduced Ms. Natalie Brill from the Office of the City Administrative Officer. Ms. Brill updated the Commissions on the modernization financing plan and at Commissioner Seward's request, agreed to provide the Authority with an analysis of taxable versus tax exempt bonds.
- d. Mr. Bud Ovrom introduced Mr. John Kaatz from Conventions, Sports, & Leisure. Mr. Kaatz presented the Commissions data from the "Preliminary Market and Economic Impact Analysis for Potential Los Angeles Convention Center Development". Commissioner Seward requested a breakdown of the categories included in the ranking of Competitive/Comparable Markets. CTD staff will respond to the request. President Vein requested a projected ROI analysis of the modernization project, to include citywide components, not limited to City revenue. CTD staff will respond to the request.
- e. Mr. Bud Ovrom provided the Public Outreach Strategy to the Commissions. At the suggestion of Commissioner Cooper, President Avrashow requested Outreach Strategy be placed on the next Authority meeting agenda.

ITEM NO. 4 ADJOURNMENT

The meeting was adjourned at 11:22 a.m.

Los Angeles Convention Center Monthly Status Report July 2015

Keith Hilsgen



EMPLOYEE OF THE MONTH – July 2015



Kellen Love
Event Services Assistant

LACC JULY 2015 EVENTS

<u>DATE</u>	<u>EVENT</u>	<u>ATTENDANCE</u>
July 2 - 5	Anime Expo	75,000
July 6 - 12	2015 County of L.A. HR Testing	2,500
July 10 - 12	El Sembrador	10,000
July 14 - 19	IDEA Health and Fitness Association	18,300
July 17 - 20	California Gift Show	12,000
July 22	Naturalization	16,000
July 23 – 26	International Indoor Gardening Expo	1,800
July 24 – 26	The Voice Auditions	4,700
July 25 – Aug. 2	Special Olympics World Summer Games	24,000
July 28	Get Motivated Seminars	1,900
July 31 – Aug. 2	K-CON	24,000
<u>TOTAL EVENTS: 11</u>		<u>TOTAL ATTENDANCE: 190,200</u>

LACC JULY 2015 FILMING AND PHOTO EVENTS

<u>Date</u>	<u>Name</u>	<u>Amount</u>
July 20	NFL Digital	\$7,570
July 21	B-Reel/Mercedes	\$7,200

TOTAL FILMING: \$14,770

LACC July 2015 Financials

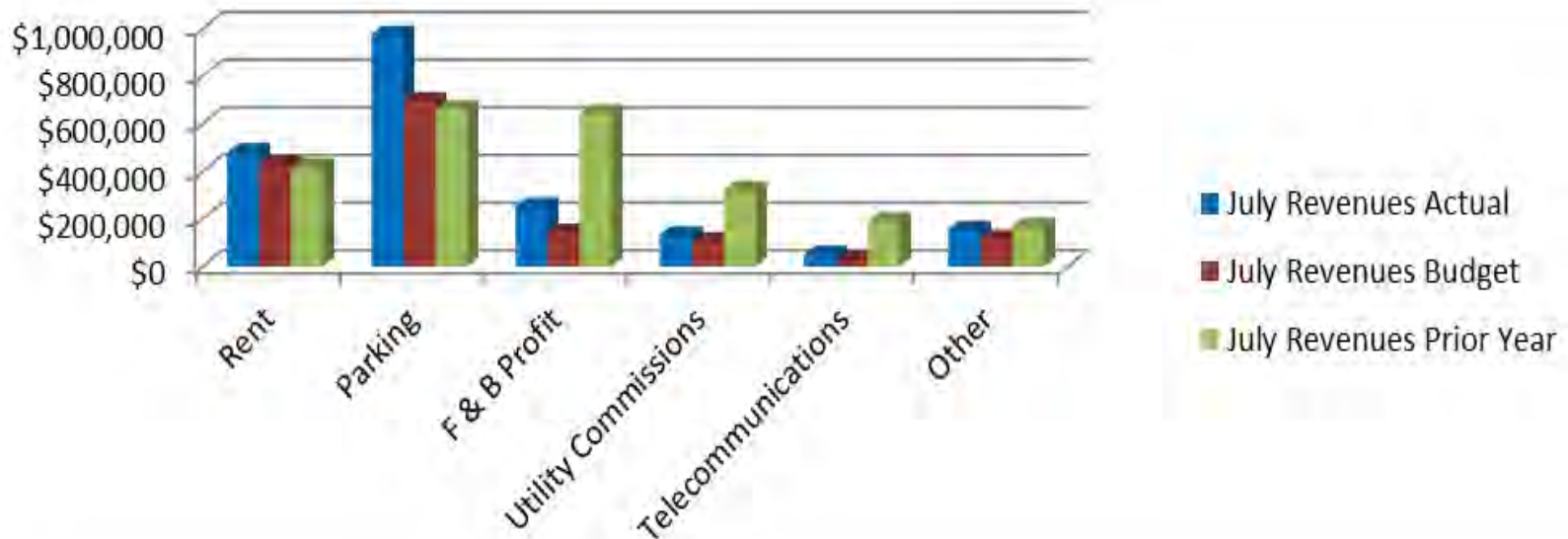
Operating Deficit: \$102K (Before prior year approved A&I projects)
\$560K above budget

REVENUES:

\$2.0 Million

\$523K above budget

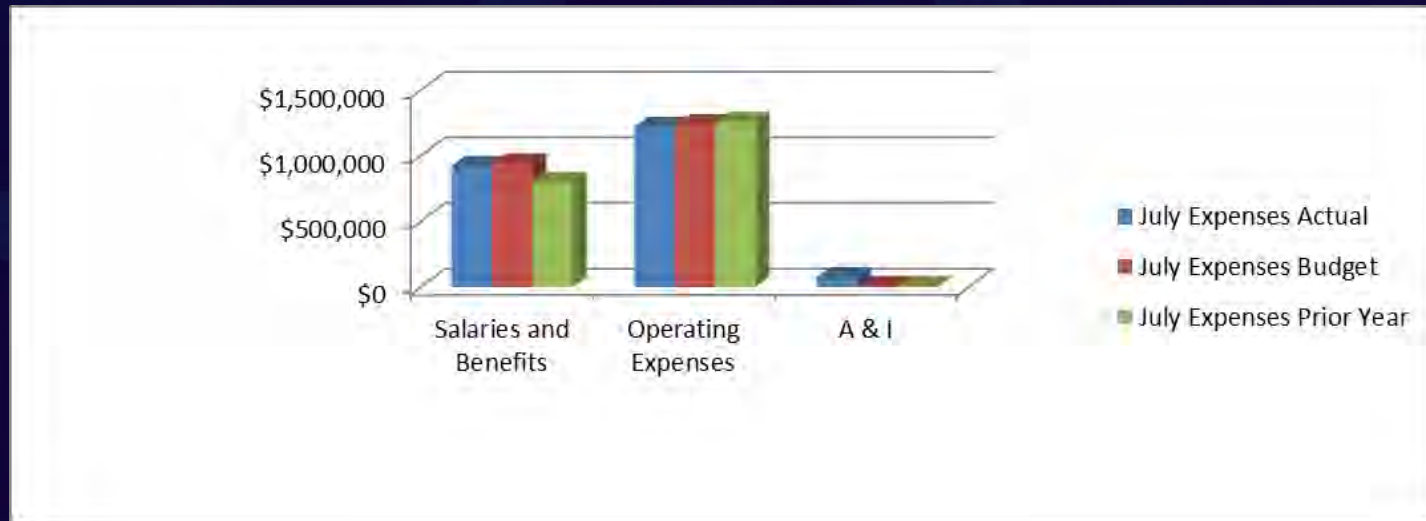
\$357K below prior year



LACC July 2015 Financials

Expenses:

\$2.2 million Million for July
\$23K above budget



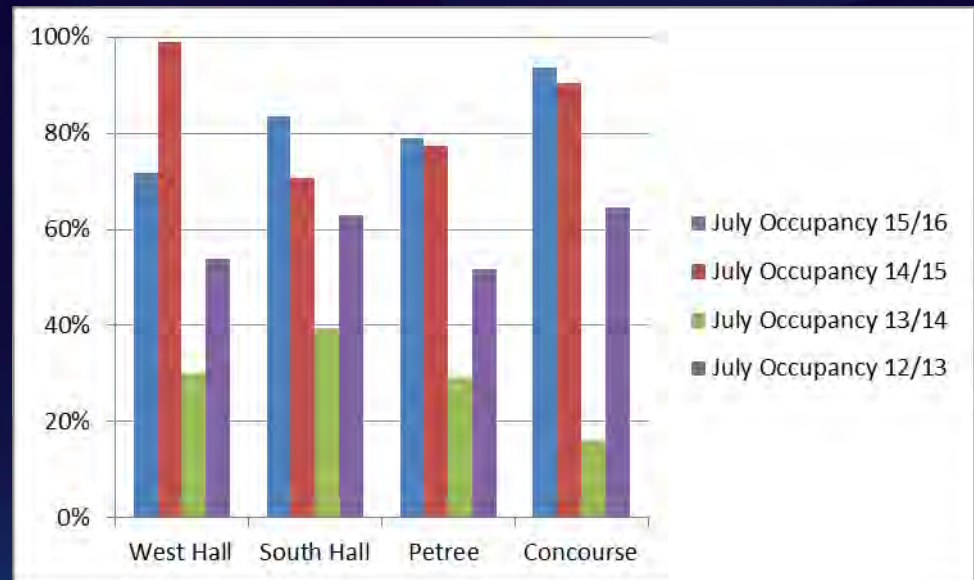
A & I projects:

Access Control to Show Offices
Window Cleaning repairs

Capital Purchases:

Administrative Carpet
Concessions Equipment

Occupancy





CONGRATULATIONS
ELLEN SCHWARTZ

**Recipient of the IAEE Outstanding Achievement in
Marketing and Sales
Award**

LOOKING FORWARD

- AEG 1-Source and LACC Team Administering 10 of the 15 CIP projects
- HERE Culinary Union Negotiations on-going; LEVY Restaurants
- BOE Union Negotiations
- LEED EB O&M Recertification – GOLD 9/28

AEG-LACC
Statement of Revenues and Expenditures - Revenue Expense - Unposted Transactions Included In Report
From 7/1/2015 Through 7/31/2015

(In Whole Numbers)

	Period Actual	Period Budget	Prior Year Current Period Actual	Current Year Actual	YTD Budget - Original	Prior Year Actual	Total Budget	Percent Total Budget Remaining - Original
Revenue								
Rent								
Gross Rent	950,025	858,627	1,397,175	950,025	858,627	1,397,175	10,810,952	(91)%
Discounts	(471,041)	(430,151)	(980,678)	(471,041)	(430,151)	(980,678)	(4,667,699)	(90)%
Total Rent	478,984	428,476	416,497	478,984	428,476	416,497	6,143,254	(92)%
Food and Beverage								
Food and Beverage Sales	1,215,100	806,500	2,107,225	1,215,100	806,500	2,107,225	12,679,987	(90)%
Food and Beverage Expenses	(963,682)	(665,249)	(1,465,193)	(963,682)	(665,249)	(1,465,193)	(10,474,041)	(91)%
Total Food and Beverage	251,418	141,251	642,033	251,418	141,251	642,033	2,205,946	(89)%
Utility Services								
Utility Sales	282,921	231,598	788,030	282,921	231,598	788,030	10,073,070	(97)%
Service Provider Share	(152,924)	(126,450)	(469,492)	(152,924)	(126,450)	(469,492)	(6,444,076)	(98)%
Total Utility Services	129,997	105,148	318,538	129,997	105,148	318,538	3,628,994	(96)%
Parking receipts (net of sales tax)								
	973,008	694,480	660,655	973,008	694,480	660,655	8,502,187	(89)%
Telecommunications								
Telecommunications Sales	127,627	78,200	471,026	127,627	78,200	471,026	2,749,127	(95)%
Service Provider Share	(79,307)	(50,830)	(281,684)	(79,307)	(50,830)	(281,684)	(1,786,933)	(96)%
Total Telecommunications	48,320	27,370	189,343	48,320	27,370	189,343	962,194	(95)%
Audio / Visual								
Audio Visual Sales	13,547	10,500	16,667	13,547	10,500	16,667	687,730	(98)%
Service Provider Share	(10,908)	(7,980)	0	(10,908)	(7,980)	0	(437,730)	(98)%
Total Audio / Visual	2,640	2,520	16,667	2,640	2,520	16,667	250,000	(99)%
Event Billing	70,561	52,778	66,098	70,561	52,778	66,098	620,445	(89)%
Cell Towers	36,868	34,886	33,237	36,868	34,886	33,237	384,855	(90)%
Advertising and Sponsorship	38,650	18,750	43,875	38,650	18,750	43,875	249,500	(85)%
Other Income	4,706	5,550	5,878	4,706	5,550	5,878	59,189	(92)%
Total Revenue	2,035,152	1,511,208	2,392,820	2,035,152	1,511,208	2,392,820	23,006,563	(91)%
Expenses								
Personnel								
Salaries and Wages Full Time	585,865	601,024	492,647	585,865	601,024	492,647	7,252,977	92 %
Salaries and Wages Part Time	81,714	84,685	86,549	81,714	84,685	86,549	1,016,893	92 %
Parking Labor	92,524	66,381	63,456	92,524	66,381	63,456	864,016	89 %
Overtime	41,027	16,426	38,701	41,027	16,426	38,701	195,080	79 %
Payroll Taxes	35,426	56,604	42,771	35,426	56,604	42,771	652,832	95 %
Fringe Benefits	83,666	105,709	68,412	83,666	105,709	68,412	944,747	91 %
Workers Comp	850	5,922	5,922	850	5,922	5,922	71,060	99 %
Total Personnel	921,073	936,749	798,459	921,073	936,749	798,459	10,997,604	92 %
Operating Expenses								
Event Expenses	176,227	83,217	91,990	176,227	83,217	91,990	674,935	74 %
Staples Bond Share	0	83,333	83,333	0	83,333	83,333	1,000,000	100 %
Printing and Binding	6,722	15,867	15,146	6,722	15,867	15,146	62,130	89 %
Contracted Services	272,257	325,872	358,895	272,257	325,872	358,895	3,289,019	92 %
Field Equipment	8,249	36,500	0	8,249	36,500	0	102,718	92 %
Maintenance Supplies	34,107	41,750	26,290	34,107	41,750	26,290	138,000	75 %
Transportation Reimbursement	1,418	1,152	822	1,418	1,152	822	13,819	90 %
Parking Expenses	0	0	46,489	0	0	46,489	574,320	100 %
Utilities	577,455	532,176	558,821	577,455	532,176	558,821	4,841,146	88 %
Office and Administration	5,960	11,600	9,298	5,960	11,600	9,298	56,200	89 %
Operating Supplies	72,122	23,050	4,869	72,122	23,050	4,869	294,647	76 %
Modification and Repairs	16,799	1,000	9,400	16,799	1,000	9,400	18,000	7 %
Advertising and Promotion	17,983	35,135	10,054	17,983	35,135	10,054	292,443	94 %
Uniforms	194	1,967	3,114	194	1,967	3,114	12,000	98 %
Recruiting	628	700	586	628	700	586	5,283	88 %
Employee Welfare	661	9,245	6,617	661	9,245	6,617	49,345	99 %
Insurance	10,518	19,371	13,825	10,518	19,371	13,825	169,391	94 %
Management Fee	15,146	15,471	14,743	15,146	15,471	14,743	364,105	96 %
Total Operating Expenses	1,216,447	1,237,406	1,254,293	1,216,447	1,237,406	1,254,293	11,957,501	90 %
Total Expenses	2,137,520	2,174,155	2,052,752	2,137,520	2,174,155	2,052,752	22,955,105	91 %
Operating Profit before Special Projects	(102,368)	(662,946)	340,068	(102,368)	(662,946)	340,068	51,458	(299)%
Capital and A&I Projects								
Alteration and Improvements	69,049	0	0	69,049	0	0	0	0 %
Depreciation on Capital Purchases	5,253	4,694	4,694	5,253	4,694	4,694	50,000	89 %
Total Capital and A&I Projects	74,302	4,694	4,694	74,302	4,694	4,694	50,000	(49)%
Net Income (Loss)	(176,670)	(667,640)	335,375	(176,670)	(667,640)	335,375	1,458	(12,215)%

CTD Board of Commissioners Meeting

September 16, 2015

Los Angeles
TOURISM & CONVENTION BOARD





Citywide Convention Sales Update

Darren K. Green
Senior Vice President, Sales



Citywide Convention Sales

FY 15/16 (July 1, 2015 to September 4, 2015) Lead Production

Lead Production	Leads Actual
FY 15/16 Goal	220
FY 15/16 YTD	32
FY 14/15 STLY	35

Sales Pipeline- Future Years

- FY 14/15 YTD **117 Leads**, representing **1,445,141 room nights**
- FY 14/15 YTD **153 Leads**, representing **1,958,473 room nights**

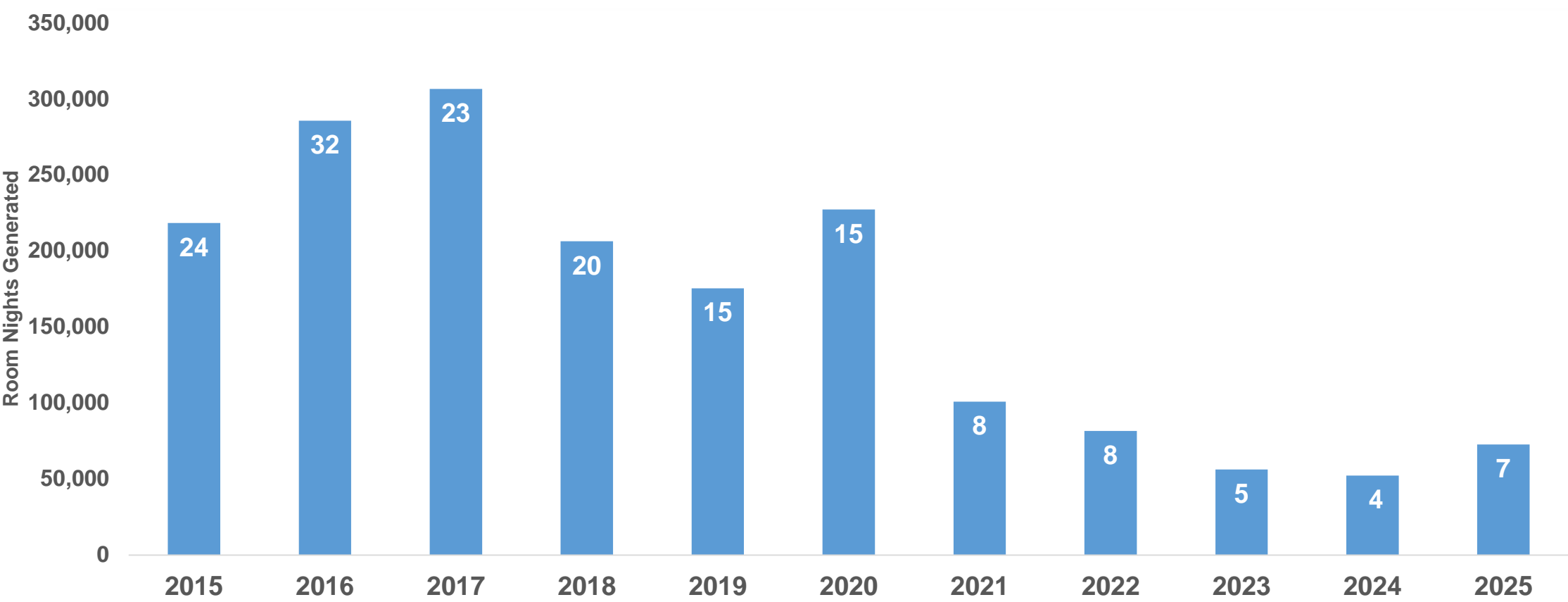
Citywide Convention Sales

FY 15/16 (July 1, 2015 to September 4, 2015) Booking Production

LOI Production	LOIs Actual
FY 15/16 Goal	38
FY 15/16 YTD	6
FY 14/15 STLY	0

Booked Room Nights Produced	RNs Actual
FY 15/16 Goal	351,000
FY 15/16 YTD	124,518
FY 14/15 STLY	0

Citywide Convention Sales Booked Room Nights 2015 to 2025 Calendar Year Arrival



New Citywide Prospects



9,475 TRNs
May 2018
Recent Site Inspection



6,455 TRNs
June 2019



15,480 TRNs
November 2018
Recent Site Inspection



8,518 TRNs
February 2023, 2025



2017 ALL-STAR GAME

★ *Los Angeles* ★

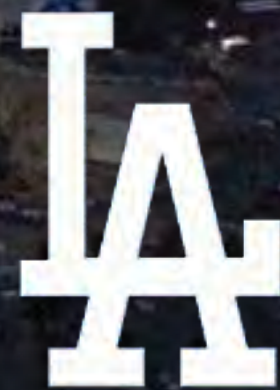
2018 All-Star Game





MAJOR LEAGUE BASEBALL

2020 All-Star Game

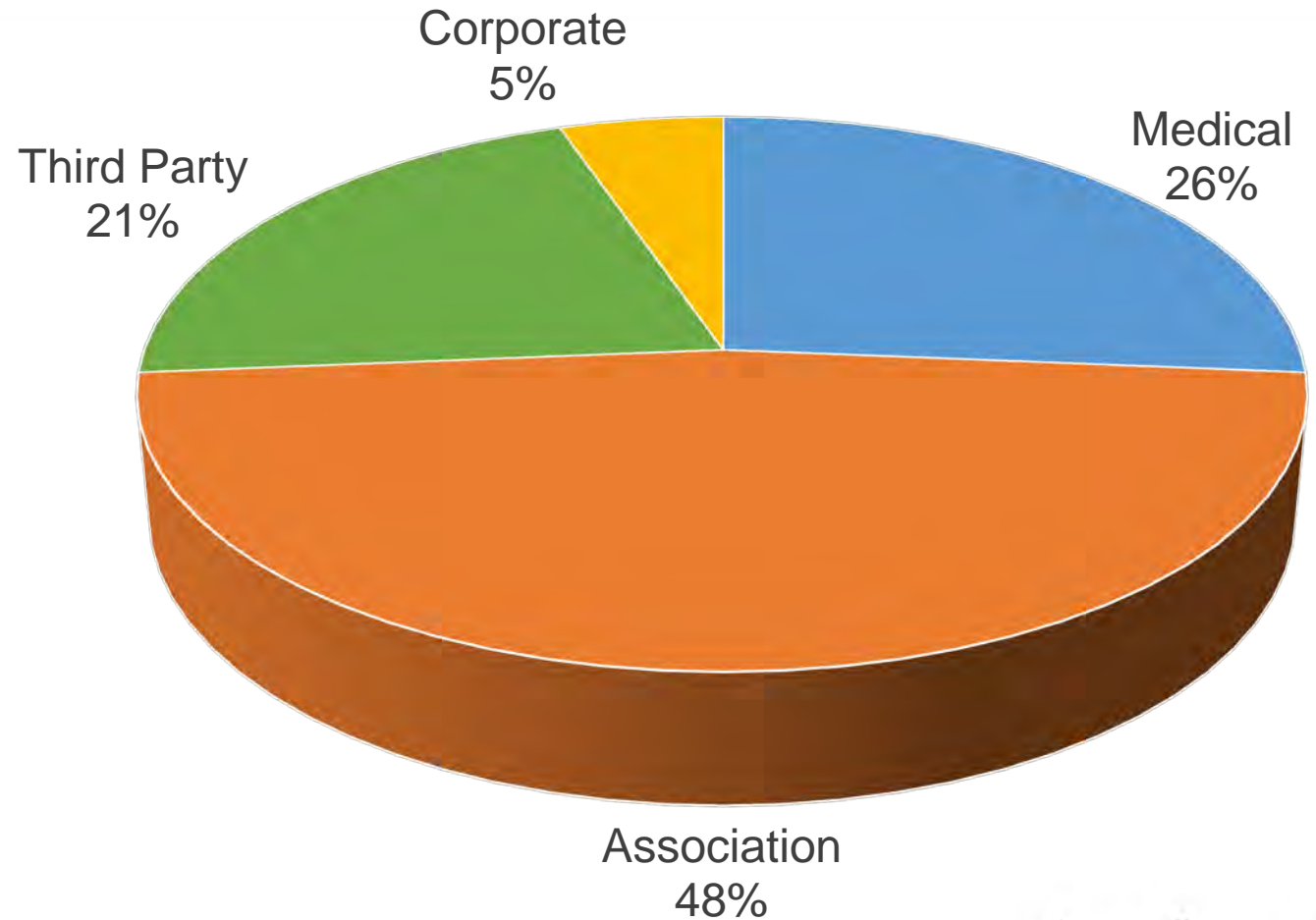


Sales Customer Advisory Board Meeting

September 19-21, 2015

19 Board Members Attending

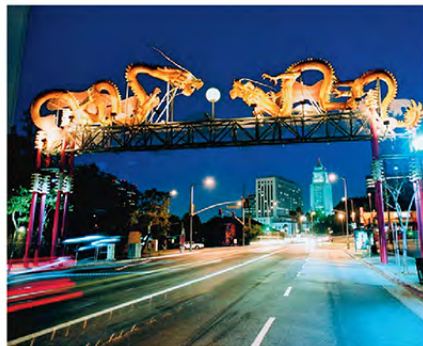
- Stephen Miner, Solar Energy Tradeshow
- Steve Scatino, HPN Global
- Madeline Kruzel, IDG/ World Expo
- David Coray, Optical Society of America
- Blanca Ferreris, Risk and Insurance Management Society Incorporate
- Christine Hilgert, Meeting Expectations
- Jeremy Figoten, National Apartment Association
- Christine “Shimo” Shimasaki, DMAI
- Kate Hurst, U.S. Green Building Council
- Chris Vranas, American Association of Orthodontists





B2B Website

Bill Karz
Vice President, Digital Marketing



Digital Personas

Sarah

Networker



Unique Characteristics:

- Uses her smartphone and social networking apps frequently throughout the day, including Facebook, Twitter, Flickr, Instagram, Foursquare, Pinterest and YouTube.
- Loves connecting with friends and family online and through social media as it augments her experience throughout

Segment Persona Traits:

- Explorer
- Achiever

Mike

Achiever



Unique Characteristics:

- Uses his smartphone and apps frequently throughout the day
- Uses his Google app to search
- Wants to quickly find what he's looking for but open to deals
- Uses some social media (LinkedIn)

Segment Persona

Traits:

- Achiever
- Traditionalist

Katelyn

Dreamer



Unique Characteristics:

- Uses many types of media
- Uses the web (Google mostly) to search
- Dreams of "getting away," for a quick or longer vacation
- Likes to browse destination pages

Segment Persona

Traits:

- Explorer
- Traditionalist

Becky

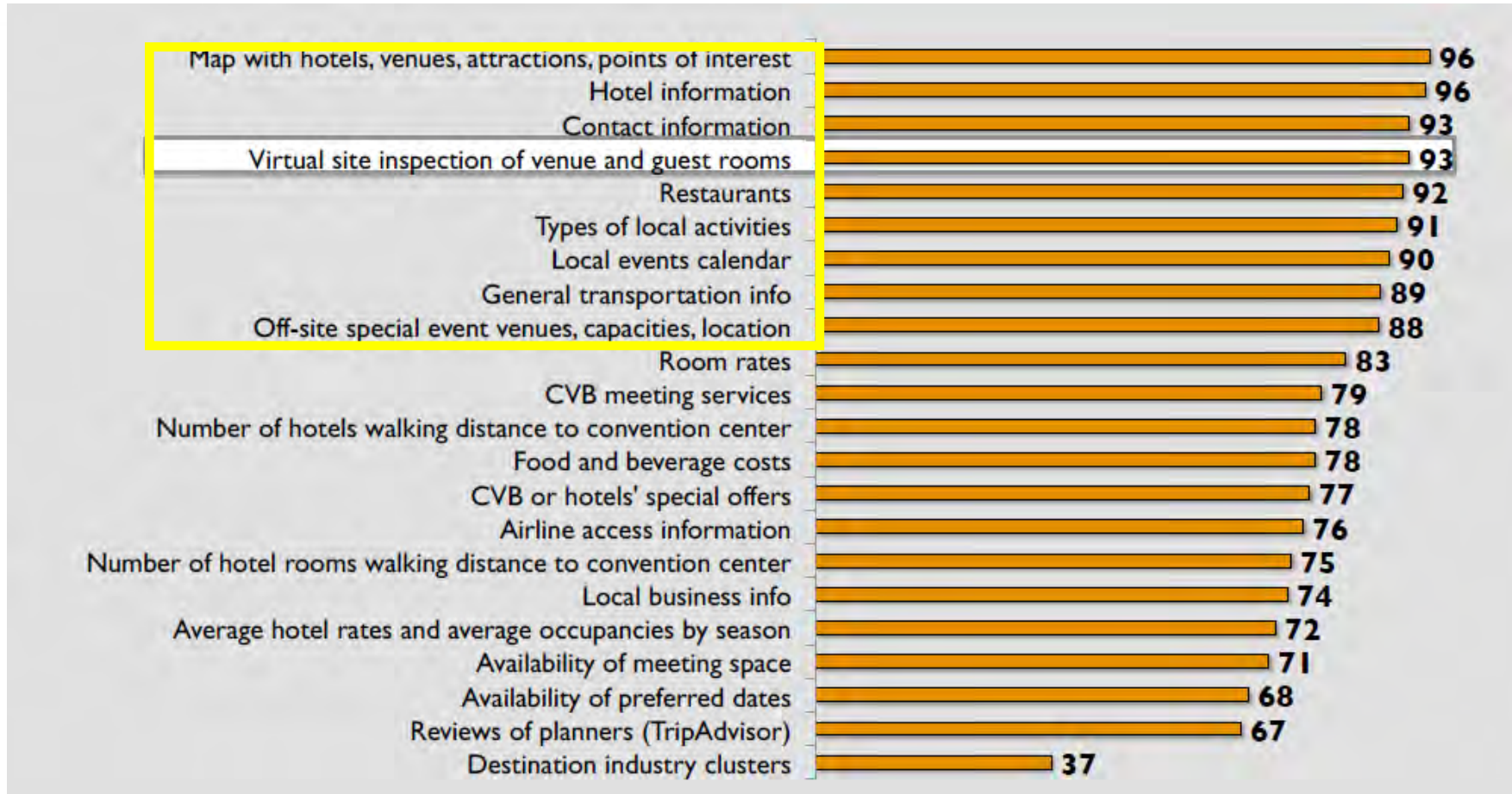
Meeting Planner



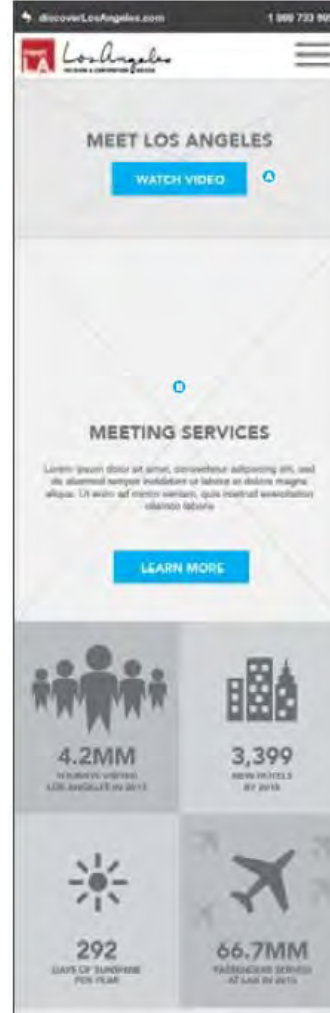
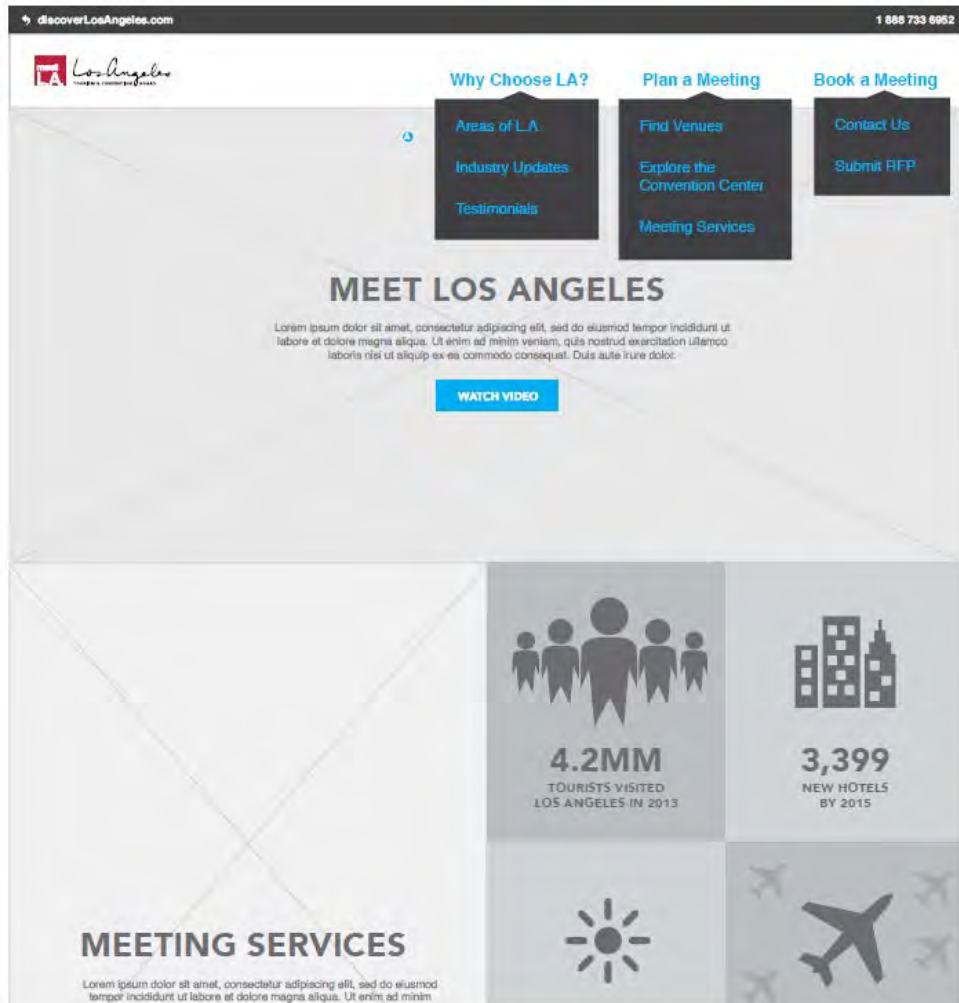
Unique Characteristics:

- Uses eLeads or other lead generator to
- Works with either the CV or with the hotels / conference sites directly
- Uses Google search, empowerMINT.com, MPLweb.org and
- DestinationMarketing.org and other meeting planner sites to find options for her group

DMAI Study: Information Requested by Meeting Planners

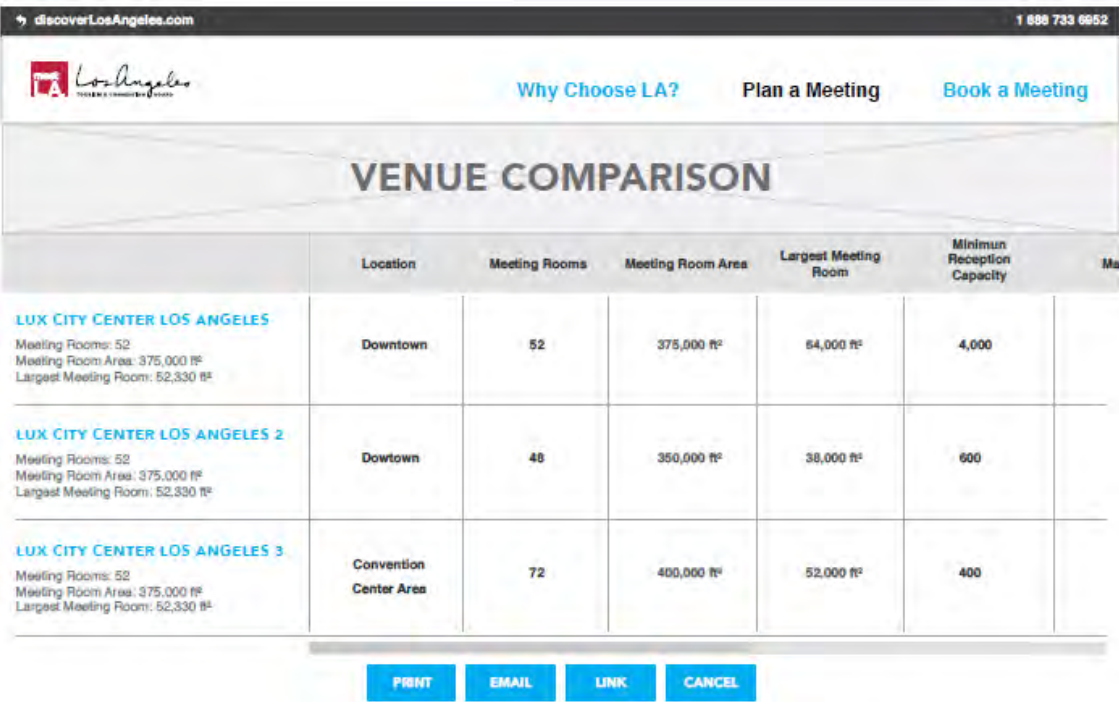
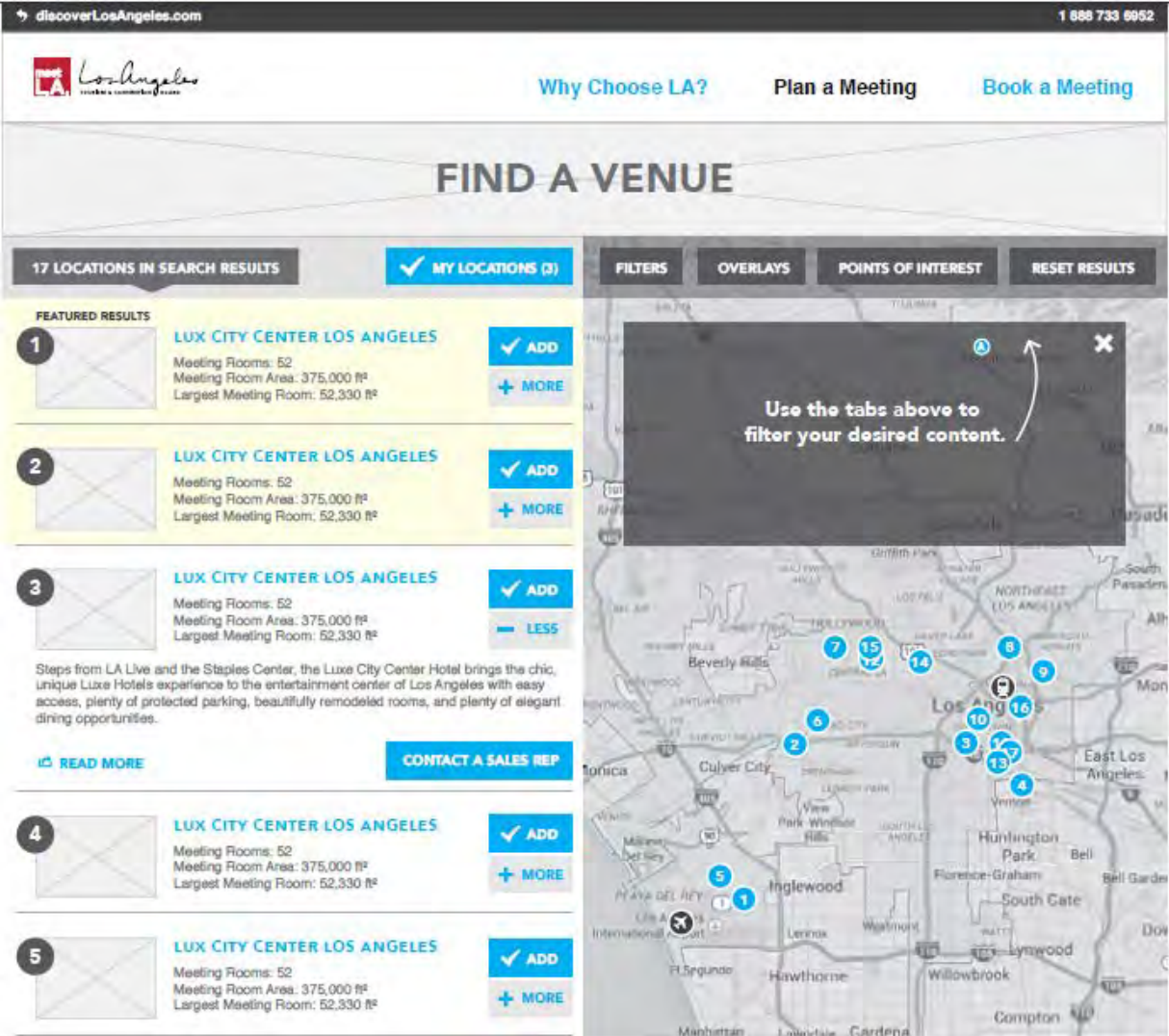


meetLA: Wireframes



- Responsive to Mobile
- Key infographic callouts
- Modern flat design
- Consistent with B2C style

meetLA: Wireframes





[Why Choose L.A.?](#)

[Plan a Meeting](#)

[Book a Meeting](#)

meet LOS ANGELES

Partner with LA Tourism and benefit from an extensive menu of free services. We'll match your goals and objectives with our local partners, and they'll provide you with a variety of proposals for your review. Our complimentary services are designed to simplify your life by providing our award-winning experience, knowledge and convenience.

[Play Video ▶](#)

meeting SERVICES

When you're planning an event in LA, you need to work with the local industry experts. You want to partner with the people who have the insider knowledge, the powerful connections and the ability to go to extraordinary lengths to make your meeting a success. LA Tourism's sales team is standing by, ready to make it happen for you — 24/7. And there's never any charge for our services.

[Learn More →](#)

292

DAYS OF
SUNSHINE

66.7^{MM}

PASSENGERS SERVED
AT LAX IN 2013

3,399

NEW HOTELS
BY 2015

4.2^{MM}

TOURISTS VISITED
LOS ANGELES IN 2013



Los Angeles **CONVENTION CENTER**

One of the most technologically advanced convention and exhibition centers in the world, the Los Angeles Convention Center attracts over 2.5 million visitors annually and is renowned internationally as a prime site for conventions, trade shows and exhibitions.

Virtual Tour →

find a VENUE

From historic, 1925 Spanish construction hotels in bustling Downtown to posh hotels designed by Philippe Starck near Beverly Hills. Search some of the top venues in Los Angeles.

Search Now →



The Griffith Observatory™ (Hollywood)

industry UPDATES

[View All News](#) ➔



Green Event Venues in Los Angeles

November 2014

When it comes to hosting a meeting or event in Los Angeles, green minds think alike. Buzz words such as sustainable, recyclable, solar energy and biodegradable tend to roll off the tongues of eco-minded planners as they go in search of venues that are both breathtaking and kind to Mother Earth.

[Read More](#) ➔



The Best L.A. Restaurants for Affordable Group Dining

December 2014

Whether it's the holidays, a family reunion or a gathering of friends, there are occasions that call for more than a quiet corner table. Fortunately, there are restaurants throughout Los Angeles that not only offer family style menus and private rooms, but are affordably priced as well.

[Read More](#) ➔



Los Angeles Hotel Business Amenities

January 2014

When traveling to Los Angeles for business, there are amenities and services that have come to be expected as standards, like high-speed Internet and business center access. However, it's reassuring to know that a hotel is known for going above and beyond the norm to ensure a productive stay.

[Read More](#) ➔

Why Choose L.A.?

[Areas of LA](#)

[Industry Updates](#)

[Testimonials](#)

Plan a Meeting

[Explore the
Los Convention Center](#)

[Meeting Services](#)

[Promotional Tools](#)

Book a Meeting

[Contact Us](#)

[Submit an RFP](#)

Discover Los Angeles

[MultiMedia Library !\[\]\(9c2e8d1b5bd77cb5c9f83b7a9cff79fd_img.jpg\)](#)

[Find Members !\[\]\(e3275251d0893157c3584e20c81dc3ba_img.jpg\)](#)



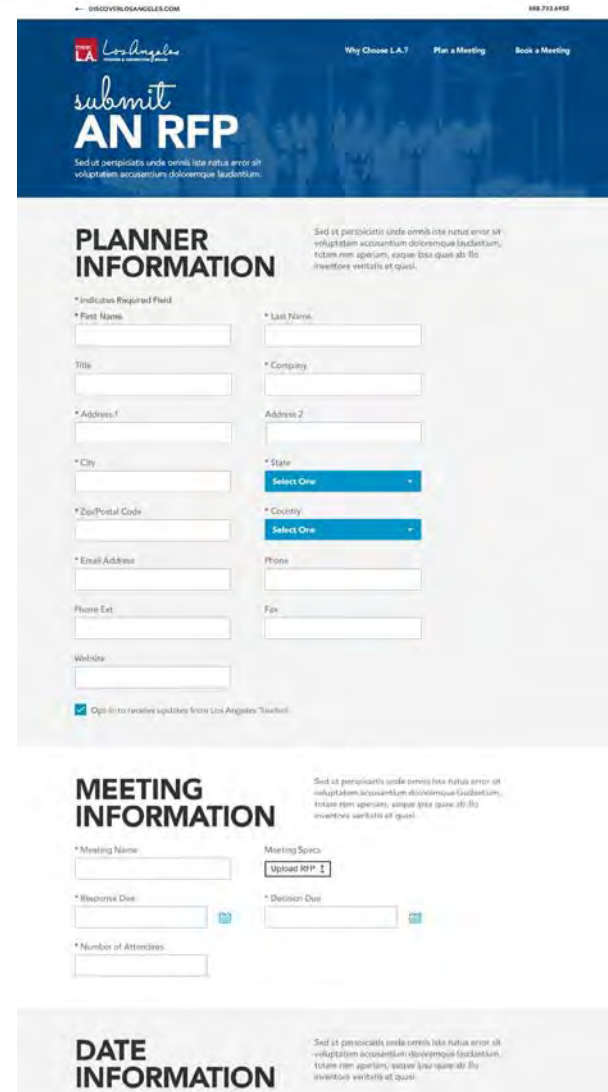
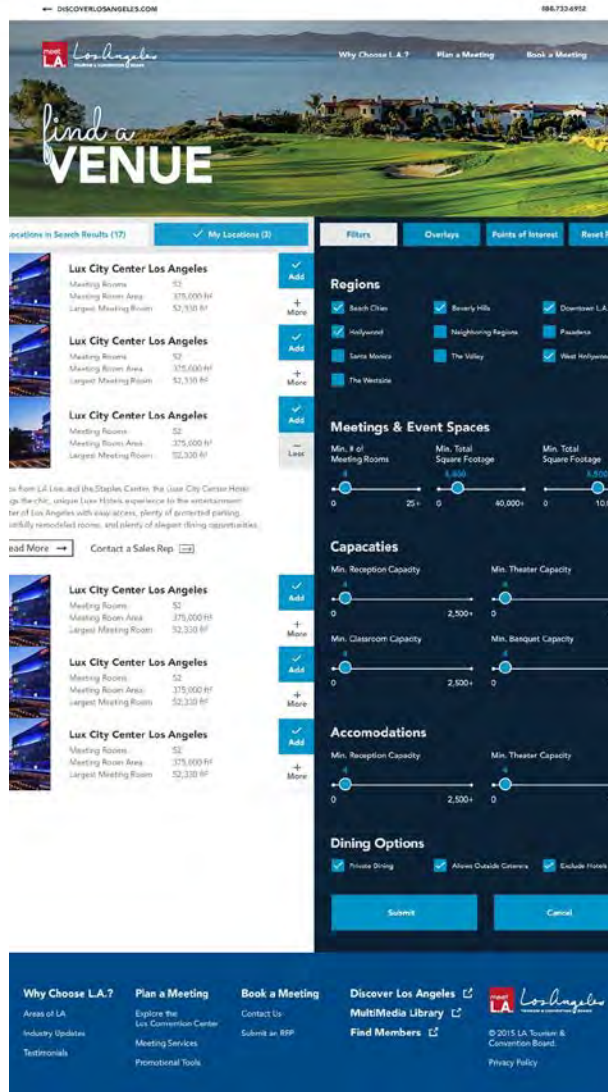
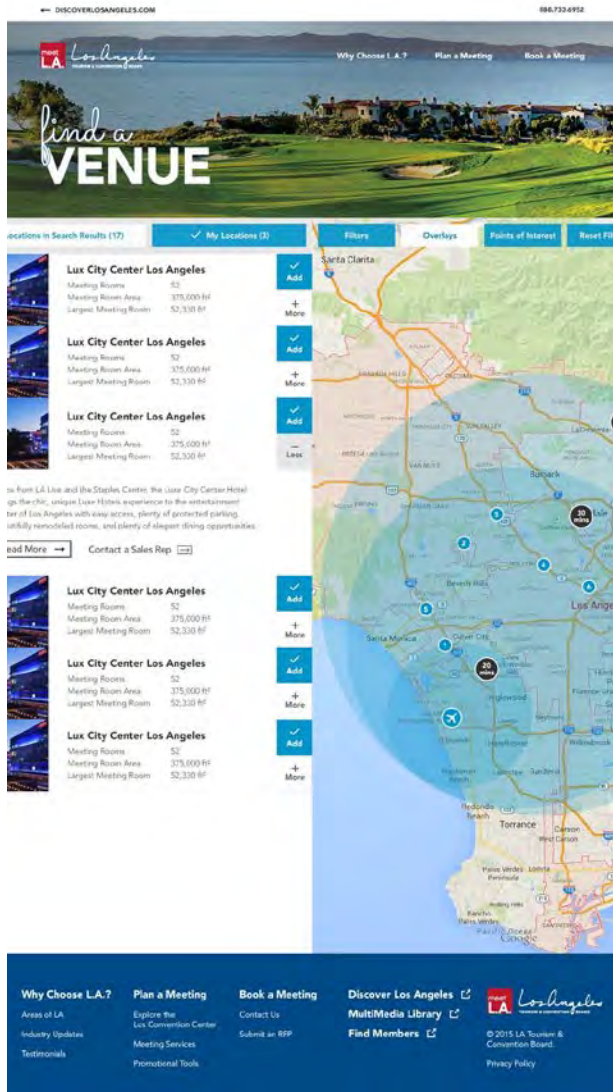
© 2015 LA Tourism &
Convention Board.

[Privacy Policy](#)

meetLA: Mobile Responsiveness



meetLA: Find a Venue

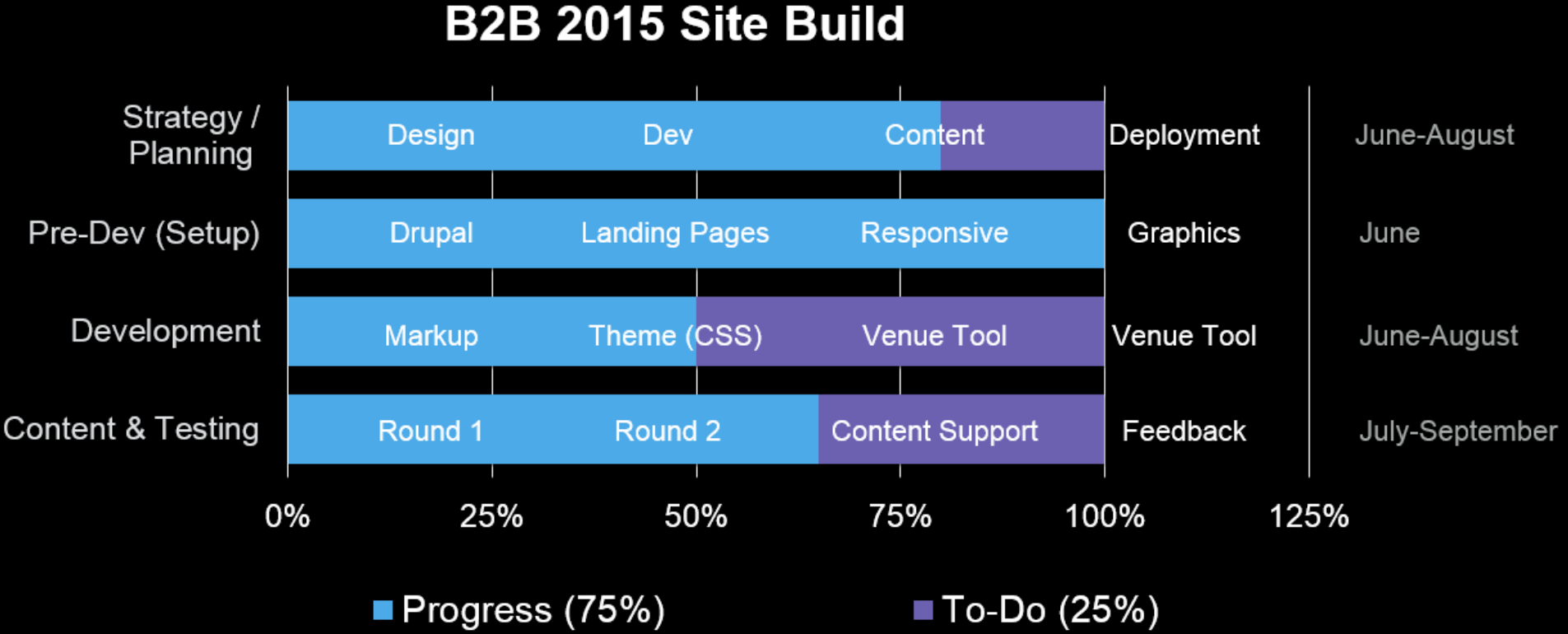


meetLA: Virtual Tour 2.0

VIRTUAL TOUR



meetLA: Timeline to Launch

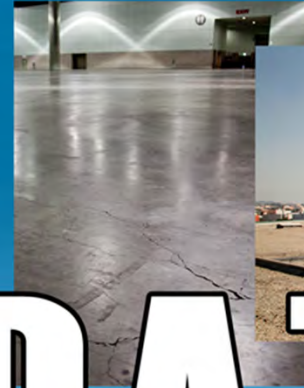
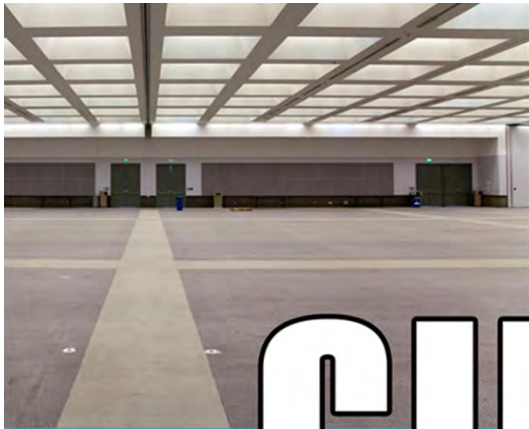


Thank You



Los Angeles
TOURISM & CONVENTION BOARD

CIP UPDATE



FY 2015-16 CIP UPDATE - SUMMARY

IN PROGRESS

Graphic Command Control Computer Upgrade
Toilet Upgrade
Urinal Replacement
Xeriscaping*
Roof Replacement*

PLANNING AND CONTRACTING STAGE

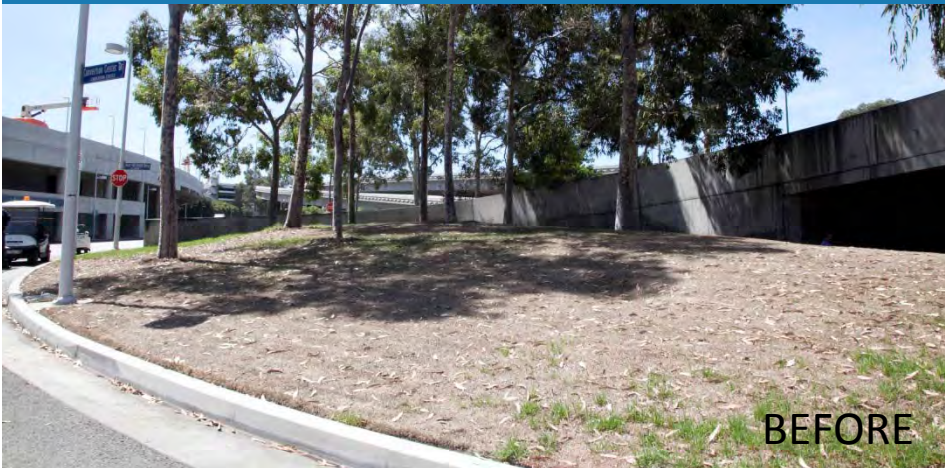
Solar	Compactor Replacement
Escalator and Elevator Repair/Modernization	Dimming Control System
Two-Pole Sign Upgrade	Visual Interaction Displays
South Hall Floor Remediation	Security Ramp Gates
HVAC System for IDF	Two-way Radio Upgrade
Cooling Tower Pump Package	Access Control
Carpet Replacement	

FY 2015-16 CIP UPDATE - SUMMARY

PROJECTS TO BE COORDINATED WITH EXPANSION DESIGN
South Hall Lighting System
Meeting Room Sound System Upgrade
Concession Stand Renovation
Restroom Remodel

XERISCAPING PROJECT

- 30,000 square feet of turf removal
- Total water savings of 317,000 gallons per year
- Will result in nearly 80% reduction in water usage



ROOF REPLACEMENT

- Rock removal complete on Concourse roof
- South Hall roof rock removal in progress
- Cool roof installation continues on Concourse roof

