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.

Special Meeting  
Wednesday, March 7, 2018  
10:00 a.m.  
Los Angeles Convention Center  
1201 S. Figueroa Street, L.A., CA 90015  
Executive Board Room

1. CALL TO ORDER / ROLL CALL

2. COMMENTS FROM THE PUBLIC
   a. General Public Comments
   b. Neighborhood Council representatives on any Neighborhood Council Resolution or Community Impact Statement filed with the City Clerk which relate to any agenda item listed or being considered on this agenda for Board of Los Angeles Department of Convention and Tourism Development Commissioners

3. APPROVE MINUTES:
   a. Approval of the regular meeting minutes from February 7, 2018

4. REPORTS:
   a. Executive Director Report
   b. Monthly Update – January – AEG
   c. Monthly Update – January – LATCB
   d. CIP Update – CTD

5. ACTION ITEMS:
   None

6. ADJOURNMENT

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.

As a covered entity under Title II of the Americans with Disabilities Act, the City of Los Angeles does not discriminate on the basis of disability and, upon request, will provide reasonable accommodation to ensure equal access to its programs, services and activities.
The Board of Los Angeles Convention and Tourism Development Commission (Board) convened a regular meeting on Wednesday, February 7, 2018 at 9:00 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
Commissioner Ana Cubas
Commissioner Stella T. Maloyan
Commissioner David Stone

ABSENT:
Vice President, Otto Padron

PRESENTERS:
Keith Hilsgen, AEG
Ellen Schwartz, AEG
Doane Liu, CTD
Bryan Churchill, LATCB
Darren Green, LATCB

Item 1. Call to Order / Roll Call
President Vein called the meeting to order at 9:01 a.m.

Item 2. Public Comment
None

Item 2b. Neighborhood Council
None

Item 3a. Approval of the special meeting minutes from January 10, 2018
UNANIMOUSLY APPROVED.

Item 4a. Executive Director Report
Mr. Doane Liu provided an overview of his activities since the last Board meeting which included: a walk audit of the route delegates might take to/from the LACC to local hotels; meetings with both AEG and City staff regarding modernization, Gensler regarding the “Paper Plane” advertising campaign, and Council District 4’s Griffith Park Mobility meeting; events attended which included a naturalization ceremony, Central City Association (CCA) reception for Martha Saucedo, LA County Federation of Labor’s Martin Luther King breakfast; and presentations at the CCA Livability and Tourism Committee meeting, VerdeXchange, and the Trade, Travel, and Tourism Committee meeting.
**Item 4b. AEG Monthly Update – December**

Ms. Ellen Schwartz recognized Karla Gonzalez, Employee of the Month for November and Ms. Michelle Riehle-Ludtke, Employee of the Month for December. Ms. Schwartz reported that December had nine events, with a total attendance of over 1M, two of which were filmings. Ms. Schwartz noted that the LACC won the 2017 GEELA Award for sustainability. Mr. Hilsgen presented the financial data for December. Mr. Hilsgen also reported that occupancy for December was 56%, which was higher than previous years due to Auto Show moving to December. Mr. Hilsgen stated that the Economic Impact was $67.3M, all from short term business, of which $64.1M was due to Auto Show.

**Item 4c. LATCB Monthly Update – December**

Mr. Darren Green reported that year to date, LATCB has processed 118 leads, the year-end goal is 220 leads, resulting in 245,207 room nights while the year-end goal is 390,000. Mr. Green also reported that LATCB surveyed 44 hotels and noted hotel market mix as 35.9% leisure, 30.9% corporate, 24.1% group and that LACC’s competition by city is (in order) San Diego, San Francisco, Anaheim, Phoenix, and New York. Mr. Green stated that hotels find Citywide conventions very important, 36%.

**Item 4ci. Hotel Survey**

Mr. Bryan Churchill reported on self-contained hotel business and that LATCB partners with 154 hotels, 41,129 rooms in all regions of the City. Mr. Churchill also reported that lead production has increased 75% since 2013 with a 30% conversion rate, resulting in 1M room nights. Mr. Churchill noted that LATCB has self-contained sales representatives internationally, in UK/Europe, China, and Australia.

**Item 4d. CIP Update**

Mr. Tom Fields provided a CIP update noting that seven marquees have been updated, with the last one in progress. Mr. Fields stated that the new carbon monoxide sensors in the garages save 1M kw hours per year. Mr. Fields also stated that the LACC’s 6,228 individual solar panels is the largest for a convention center on the West Coast, producing 3.4M kw a year which is 17% of the overall load and enough energy to power 565 home.

**Item 4e. Expansion & Modernization**

Mr. Doane Liu reported that positive dialog continues and that all parties have positive feelings about a solution to the hotel expansion in the LACC campus, including an on-site hotel, the JW expansion, and a headquarter hotel that could be attached to the convention center. Mr. Liu noted that once AEG has finalized approval, the City would work on designs and that the best possible/responsible outcome is to have construction done for the 2022 NFL Super Bowl.

**ADJOURNMENT**

The meeting was adjourned at 10:10 a.m.
Los Angeles Convention Center
Monthly Update
JANUARY 2018

BRAD GESSNER
LEADER OF THE 4TH QUARTER 2017

CHARLES CORDRAY
PROJECT MANAGER
EMPLOYEE OF THE MONTH – JANUARY 2018

DENISE BELL
EVENT MANAGER
<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>ATTENDANCE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan. 6 - 7</td>
<td>The FitExpo Los Angeles 2018</td>
<td>65,000</td>
</tr>
<tr>
<td>Jan. 10 - 14</td>
<td>2018 L.A. Art Show</td>
<td>25,000</td>
</tr>
<tr>
<td>Jan. 12 - 18</td>
<td>Simulation Healthcare IMSH 2018</td>
<td>10,000</td>
</tr>
<tr>
<td>Jan. 13 - 14</td>
<td>Aloha Spirit Presents GSSA Championship</td>
<td>5,000</td>
</tr>
<tr>
<td>Jan. 18</td>
<td>Naturalization Ceremony</td>
<td>12,000</td>
</tr>
<tr>
<td>Jan. 20 – 27</td>
<td>American Heart Assoc. International Stroke Conference</td>
<td>5,500</td>
</tr>
<tr>
<td>Jan. 20</td>
<td>MLK Jr. Labor Breakfast</td>
<td>1,000</td>
</tr>
<tr>
<td>Jan. 21</td>
<td>Equipovision</td>
<td>5,000</td>
</tr>
<tr>
<td>Jan. 25 - 28</td>
<td>World GN American Convention</td>
<td>5,000</td>
</tr>
<tr>
<td>Jan. 27 - 28</td>
<td>Jurassic Tour</td>
<td>11,265</td>
</tr>
<tr>
<td>Jan. 28 – Feb. 1</td>
<td>County of L.A. HR Testing</td>
<td>1,750</td>
</tr>
</tbody>
</table>

*Citywide

TOTAL: 146,515
<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uber Commercial</td>
<td>Venice Garage</td>
<td>$6,140</td>
</tr>
<tr>
<td>Brooklyn 99</td>
<td>West Lobby</td>
<td>$17,390</td>
</tr>
<tr>
<td>This is Us</td>
<td>Bond St. / West</td>
<td>$7,500</td>
</tr>
</tbody>
</table>

**TOTAL FILMING:** $31,030  
(January 2016: $46,335)
FINANCIALS

OPERATING SURPLUS:

- $140K (before approved City Reimbursements, A & I and Capital Projects)
- $717K below budget
- $476K below prior year

REVENUES:

- $4.6 million gross revenue (before discounts and service provider share)
- $2.1 million net revenue
- $478K below budget and $228K below prior year
FINANCIALS

OPERATING EXPENSES:

- $2.0 million (before approved A & I, Capital Projects, and City reimbursement)
- $239K above budget and $248K above prior year

CITY REIMBURSEMENT - $588K – Includes Utility user tax (estimate for August 2017 – January 2018)
OCCUPANCY

Exhibit Hall Occupancy

- 2018: 69%
- 2017: 76%
- 2016: 77%
- 2015: 52%

Occupancy by Exhibit Hall

- West Hall
- South Hall
- Petree
- Concourse

- 2018
- 2017
- 2016
- 2015
It has been recognized industry-wide that the “practical” maximum exhibit hall occupancy rate is approximately 70 percent and the “efficient” range is considered to be approximately 50 to 60 percent. Occupancy levels less than 50 percent generally suggest the existence of marketable opportunities or open dates, while an occupancy rate above 60 percent increases the potential for lost business or “turnaways.”
$30.1 million in Projected Economic Impact
TASTE OF LA

Partnership Presentation
We are hospitality people.
We are listeners, we are learners, we are thinkers and we are doers.
CONVENTION CENTER
GUIDING PRINCIPLES

Passionate  Innovative  Experiential  Nice
HOW WE WORK
PARTNERSHIP ACCOMPLISHMENTS
## STRATEGIC SALES & PROFITABILITY GROWTH

### SALES

<table>
<thead>
<tr>
<th>Year</th>
<th>Concessions</th>
<th>Catering</th>
<th>Total</th>
<th>YOY Growth</th>
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</thead>
<tbody>
<tr>
<td>2014</td>
<td>$3,503,666.68</td>
<td>$5,990,853.51</td>
<td>$9,494,520.19</td>
<td>-</td>
</tr>
<tr>
<td>2015</td>
<td>$3,478,263.50</td>
<td>$8,621,449.20</td>
<td>$12,099,712.70</td>
<td>27%</td>
</tr>
<tr>
<td>2016</td>
<td>$4,412,580.19</td>
<td>$10,037,717.25</td>
<td>$14,450,297.44</td>
<td>19%</td>
</tr>
<tr>
<td>2017</td>
<td>$4,257,295.37</td>
<td>$11,217,929.39</td>
<td>$15,475,224.76</td>
<td>7%</td>
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</table>

### PROFIT

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit</th>
<th>Increase</th>
<th>YOY Growth</th>
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<tr>
<td>2014</td>
<td>$1,145,698.01</td>
<td>-</td>
<td>-</td>
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<tr>
<td>2015</td>
<td>$2,067,373.74</td>
<td>$921,675.73</td>
<td>80%</td>
</tr>
<tr>
<td>2016</td>
<td>$4,195,120.36</td>
<td>$2,127,746.62</td>
<td>103%</td>
</tr>
<tr>
<td>2017</td>
<td>$4,299,320.96</td>
<td>$104,200.60</td>
<td>2%</td>
</tr>
</tbody>
</table>

**TOTAL PARTNERSHIP GROWTH:**

- **SALES:** 63%
- **PROFIT:** 275%
IN HOUSE PASTRY & BAKING

- ROLLS
- PASTRIES
- CINNAMON ROLLS
- BREAKFAST BREADS
- PRETZELS
- CRUMBLES
- CAKES
- PIES
- CANOLIS
- STRUDELS
- DONUTS
- SAVORY DESSERTS
- PUFF PASTRIES
• TASTE OF LA PARTNER
• LOCAL GRASSROOTS COMPANY
• REGIONAL SPECIFIC BRAND
• CERTIFIED ORGANIC
  • COFFEE
  • TEA
• FAIR TRADE ORGANIZATION
  • FARMLAND STRUCTURE
• COMMUNITY ORIENTED
• QUALITY STANDARDS
  • HOUSE ROASTED
• MORE PROFITABLE LICENSE
• SUSTAINABLE COMPANY
CASE STUDY

ANIME EXPO
FOOD TRUCK/SUB SALES 2016:
$293,803.24
FOOD TRUCK/SUB SALES 2017:
$448,782.73
YEAR OVER YEAR INCREASE:
+$154,979.49
53% GROWTH!!
CLIENT SURVEY RESULTS

LA TOURISM SURVEYS

0% - 29% N/A - POOR
30% - 49% BELOW AVERAGE
50% - 69% AVERAGE
70% - 89% ABOVE AVERAGE
90% - 100% EXCELLENT

2017 SURVEY RESULTS
83.25%
RE-INVESTING IN THE BUSINESS

• GALAXY CAFÉ FURNITURE
  • MODERN TABLES
  • INDUSTRIAL CHAIRS
  • RE-UPHOLSTERY
• CAFÉ EQUIPMENT UPDATE
  • COMPASS
  • GALAXY
  • COMMISSARY
• QUEST POINT OF SALE SYSTEM
  • 72 NEW REGISTERS
  • TOUCH SCREEN
  • UPDATED SALES REPORTS
  • WIFI CAPABLE
• COFFEE BREWER EQUIPMENT
  • DOUBLE BREWING CAPACITY

750K+ RE-INVESTED IN 2017
EVENT HIGHLIGHTS
• MAKE A WISH FOUNDATION
  • RAISED MONEY, PROVIDED SNACKS AND BEVERAGES, AND DONATED AUCTION ITEMS FOR THE WALK FOR WISHES EVENT
• TURKEY BASKET BRIGADE
  • DONATED AND HANDED OUT 500 THANKSGIVING DINNER PACKAGES TO DOWNTOWN L.A. FAMILIES IN NEED
• DOWNTOWN WOMENS SHELTER
  • DONATED FOOD AND VOLUNTEERED TIME TO FEED 150 MEALS TO THOSE IN NEED
THANK YOU
MEET

Los Angeles
**CITYWIDE CONVENTION SALES**  
**FY 17/18 PRODUCTION**

<table>
<thead>
<tr>
<th>Lead Production</th>
<th>Leads Actual</th>
<th></th>
<th>Booked Room Nights Produced</th>
<th>RNs Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 17/18 Goal</td>
<td>220</td>
<td></td>
<td>FY 17/18 Goal</td>
<td>390,000</td>
</tr>
<tr>
<td>FY 17/18 YTD</td>
<td>136</td>
<td></td>
<td>FY 17/18 YTD</td>
<td>245,207</td>
</tr>
<tr>
<td>FY 16/17 STLY</td>
<td>134</td>
<td></td>
<td>FY 16/17 STLY</td>
<td>269,563</td>
</tr>
</tbody>
</table>

Dated February 28, 2018
FEBRUARY PROSPECT SITE INSPECTIONS

Shell Oil Company
Shell Convention & Trade Show
April 2019
3,740 Total Room Nights

Cisco Systems Incorporated
Cisco-Partner Summit
November 2024
12,540 Total Room Nights
FIRST Robotics Competition 2021
April 2021
33,925 Total Room Nights
2018 MPG Now Available

Our annual Meeting Planner Guide is now available in both print and digital formats. Packed with information on the newest attractions and spaces, group-friendly dining, and a detailed inventory of hotels and venues, this comprehensive guide will guarantee that planning your event in Los Angeles is seamless. Contact us to request a printed guide, view the online version, or download your own copy.

Meet Your Director

Kathy McAdams is the Vice President of Citywide, Convention Sales. She has worked with L.A. Tourism for over 20 years. While she is currently based in the Washington, D.C. area, she travels to Los Angeles regularly.

Contact Me ➔

UPCOMING EVENTS

Feb 16-18, 2018
NBA All-Star Weekend
STAPLES CENTER, DOWNTOWN
LOS ANGELES

Feb 21
The Academy Museum Opens
MIRACLE MILE, LOS ANGELES

March 2
Los Angeles Stadium at Hollywood Park Opens
INGLEWOOD, CA

March 4
Super Bowl LVI
INGLEWOOD, CA

March 16
Summer Olympics
LOS ANGELES, CA

Did You Know?

January marked the 10th anniversary of Dine L.A., which has helped put Los Angeles on the map as a food city. In fact, Los Angeles was just rated the No. 1 Most Exciting Food City by Zagat, thanks, in part, to a handful of amazing new restaurants.

Read Zagat Article ➔

PCMA Kickoff Brunch

At PCMA Convening Leaders in Nashville last month, Client Services put on a lively brunch event for over 90 customers, including a build-your-own Bloody Mary bar, massages and live music. It was such a success that we created a recap video so you can share in the fun.

Watch Video Recap ➔
CREATIVE EVOLUTION

Jeremy Bacharach, Group Creative Director
Los Angeles Tourism & Convention Board
Building on the success of our #EveryoneIsWelcome campaign, our new films continue to celebrate the diverse faces and places that make Los Angeles special.
These films allow us to build the larger, emotional story of our campaign in longer form.

We’re also extending our story in new, impactful ways across media that rely on a quicker read.
It’s our way of welcoming everyone to experience (and love) all the diverse faces and places we care about. It’s our fun, ownable way of talking about all things L.A.
LA

EVERYBODY

LA

THAT VIEW

EVERYONE IS WELCOME

#EVERYONEISWELCOME

DISCOVER Los Angeles

#EVERYONEISWELCOME

DISCOVER Los Angeles
ADVERTISING UPDATE

John Boudouvas, Vice President, Marketing
Los Angeles Tourism & Convention Board
# FY18 Media Plan - Domestic

<table>
<thead>
<tr>
<th>Market</th>
<th>Funnel Location</th>
<th>Tactic</th>
<th>Flight Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>National</td>
<td></td>
<td>Hulu</td>
<td>1/1-3/25</td>
</tr>
<tr>
<td></td>
<td></td>
<td>OOH</td>
<td>2/12-3/18</td>
</tr>
<tr>
<td>New York</td>
<td></td>
<td>ConnectedTV</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Vevo</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
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<td>Glassview</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Social Video</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td>Long Haul</td>
<td>Upper</td>
<td>Atlas Obscura</td>
<td>1/1-4/1</td>
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<tr>
<td></td>
<td></td>
<td>INSIDER</td>
<td>1/1-4/1</td>
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<tr>
<td></td>
<td></td>
<td>Thrillist</td>
<td>2/19-4/15</td>
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<tr>
<td></td>
<td>Middle</td>
<td>Social Posts</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Native</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
<td>Lower</td>
<td>Expedia</td>
<td>2/14-4/8</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sojern</td>
<td>2/14-4/8</td>
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<tr>
<td></td>
<td></td>
<td>Trip Advisor</td>
<td>2/14-4/8</td>
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<td></td>
<td>National</td>
<td>Remarketing</td>
<td>1/1-6/30</td>
</tr>
<tr>
<td></td>
<td>Short Haul</td>
<td>Content</td>
<td>1/1-5/31</td>
</tr>
</tbody>
</table>
# FY18 Media Plan - International

## Mexico City & Guadalajara

<table>
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<th>Market</th>
<th>Funnel Location</th>
<th>Tactic</th>
<th>Flight Dates</th>
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<tbody>
<tr>
<td></td>
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<td>2/22-4/8</td>
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<tr>
<td></td>
<td></td>
<td>Social Video</td>
<td>2/22-4/22</td>
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<tr>
<td></td>
<td>Middle</td>
<td>Social Posts</td>
<td>2/22-6/1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Audience</td>
<td>1/1-1/15</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Native</td>
<td>2/22-6/1</td>
</tr>
<tr>
<td></td>
<td>Lower</td>
<td>Kayak</td>
<td>2/22-4/8</td>
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<tr>
<td></td>
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## Seoul, South Korea

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<th>Tactic</th>
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</thead>
<tbody>
<tr>
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<td>Upper</td>
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<td>2/26-4/22</td>
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<tr>
<td></td>
<td>Middle</td>
<td>Social Posts</td>
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<tr>
<td></td>
<td></td>
<td>Native</td>
<td>2/26-6/1</td>
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<tr>
<td></td>
<td>Lower</td>
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<td>1/1-6/30</td>
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</table>

## Shanghai

<table>
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<th>Tactic</th>
<th>Flight Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Upper</td>
<td>OOH</td>
<td>5/6-6/10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Premium Video</td>
<td>5/6-6/10</td>
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<td></td>
<td></td>
<td>Online Video</td>
<td>4/9-6/10</td>
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<td>Middle</td>
<td>Native</td>
<td>1/12-6/30</td>
</tr>
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<td></td>
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<td>Yitiao</td>
<td></td>
</tr>
<tr>
<td></td>
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<td>Banner Ads</td>
<td>1/1-6/30</td>
</tr>
<tr>
<td></td>
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<td>Tuniu</td>
<td>3/12-6/30</td>
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<tr>
<td></td>
<td></td>
<td>C-Trip</td>
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## Shanghai & Beijing

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<tr>
<td></td>
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<td>ConnectedTV</td>
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<tr>
<td></td>
<td>Middle</td>
<td>Native</td>
<td>1/1-1/5, 4/9-6/3</td>
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<td></td>
<td></td>
<td>Grade School Ads</td>
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<td></td>
<td>Lower</td>
<td>Tuniu</td>
<td>3/12-6/30</td>
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NYC OUTDOOR EXAMPLES
SOCIAL MEDIA EXAMPLES
CIP UPDATE
# CIP UPDATE - SUMMARY

## PLANNING AND CONTRACTING STAGE

<table>
<thead>
<tr>
<th>Work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fire Alarm Panel Upgrade</td>
</tr>
<tr>
<td>Fire Alarm System Peripheral Devices</td>
</tr>
<tr>
<td>New Security Command Center A/C</td>
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</table>

## IN PROGRESS

<table>
<thead>
<tr>
<th>Work</th>
</tr>
</thead>
<tbody>
<tr>
<td>Security Surveillance System Upgrades</td>
</tr>
<tr>
<td>Water Heater Replacement</td>
</tr>
<tr>
<td>Escalator and Elevator Repair/Modernization</td>
</tr>
<tr>
<td>Meeting Room Divider Wall Repair/Reconditioning</td>
</tr>
<tr>
<td>Solar</td>
</tr>
<tr>
<td>Carbon Monoxide Sensors</td>
</tr>
<tr>
<td>Cooling Towers Motors &amp; VFD Replacement – South Plant</td>
</tr>
</tbody>
</table>
## CIP UPDATE - SUMMARY

### COMPLETED

<table>
<thead>
<tr>
<th>Project Description</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Fiber Optic Cable Infrastructure Upgrade</td>
<td>LAN Core Switch Upgrade</td>
</tr>
<tr>
<td>Dimming Control System: Phase II</td>
<td>Security Surveillance System: Phase II</td>
</tr>
<tr>
<td>Marquee Signage Upgrade: Phase I</td>
<td>Carpet Replacement: Phase I</td>
</tr>
<tr>
<td>Parking Emergency Call Boxes</td>
<td>South Hall Entry and Dock Lighting</td>
</tr>
<tr>
<td>Carpet Replacement: 300s MR Corridor</td>
<td>Carpet Replacement: Kentia</td>
</tr>
<tr>
<td>Compactor Replacement</td>
<td>Marquee Signage Upgrade: Phase II</td>
</tr>
<tr>
<td>Exhibit Hall Lighting Retrofit: Phase I</td>
<td>Fire Suppression System for IDF 2.0</td>
</tr>
<tr>
<td>Carpet Replacement: 500s + Petree</td>
<td>Exhibit Hall Lighting Retrofit: Phase II &amp; III</td>
</tr>
<tr>
<td>Compactor Replacement: Final Phase</td>
<td>South Hall Floor Remediation</td>
</tr>
</tbody>
</table>

*Marquee Signage Upgrade: Final Phase*
MARQUEE SIGNAGE UPGRADE

• Final phase of marquee signage upgrade completed
• Empty marquee now features front and back digital signs
SOLAR: IN PROGRESS