

Question #12

Please provide a copy of all official correspondence sent by Destination DC to the Council or the Mayor in fiscal year 2012 and fiscal year 2013 to date.

ELLIOTT L. FERGUSON
President & CEO

December 21, 2011

Dear Christopher,

Season's Greetings! Please allow this letter to serve as an official invitation to Mayor Vincent Gray to speak at the next DC Business Coalition meeting scheduled to take place on Friday, January 6, 2011 at 8:30 am at Destination DC Offices, located at 901 7th St. NW, 4th floor, Washington, DC 20001.

DC Coalition members would like to start the new year off hearing the Mayor's thoughts on the Ethics Reform legislation, First Source bill, his vision as it pertains to the taxicab industry as well as give a brief update regarding key development projects East of the River and throughout the city. In addition, it would be nice to hear the Mayor's 2012 priorities. Mayor Gray will have about 30 minutes to address attendees, followed by a question and answer period. The DC Business Coalition meets every first Friday of the month to discuss issues important to the business community in the District. Recent issues discussed at our meeting include the budget, transportation, First Source legislation and employment issues among others.

The Coalition is represented by each of the organization's president or chief executive. The following is a partial list of current members:

The Greater Washington Board of Trade
Events DC
DC Chamber of Commerce
Hotel Association of Washington DC
Federal City Council
Consortium of Universities
Hospitals Association
Restaurant Association
DC Building Industry Association
ABC Metro Washington
AOBA
Destination DC
Cultural Tourism DC
Washington DC Economic Partnership
Golden Triangle Business Improvement District (BID)
Georgetown BID
Capitol Hill BID
NoMa BID

We hope the Mayor can join us on January 6th. On behalf of the DC Business Coalition, I would like to thank you for your consideration of my request. Please let me know if you have questions.

Best regards,



Elliott L. Ferguson II
President & CEO



March 13, 2012

The Honorable Vincent C. Gray
John A. Wilson Building
1350 Pennsylvania Avenue
Washington, DC 20004

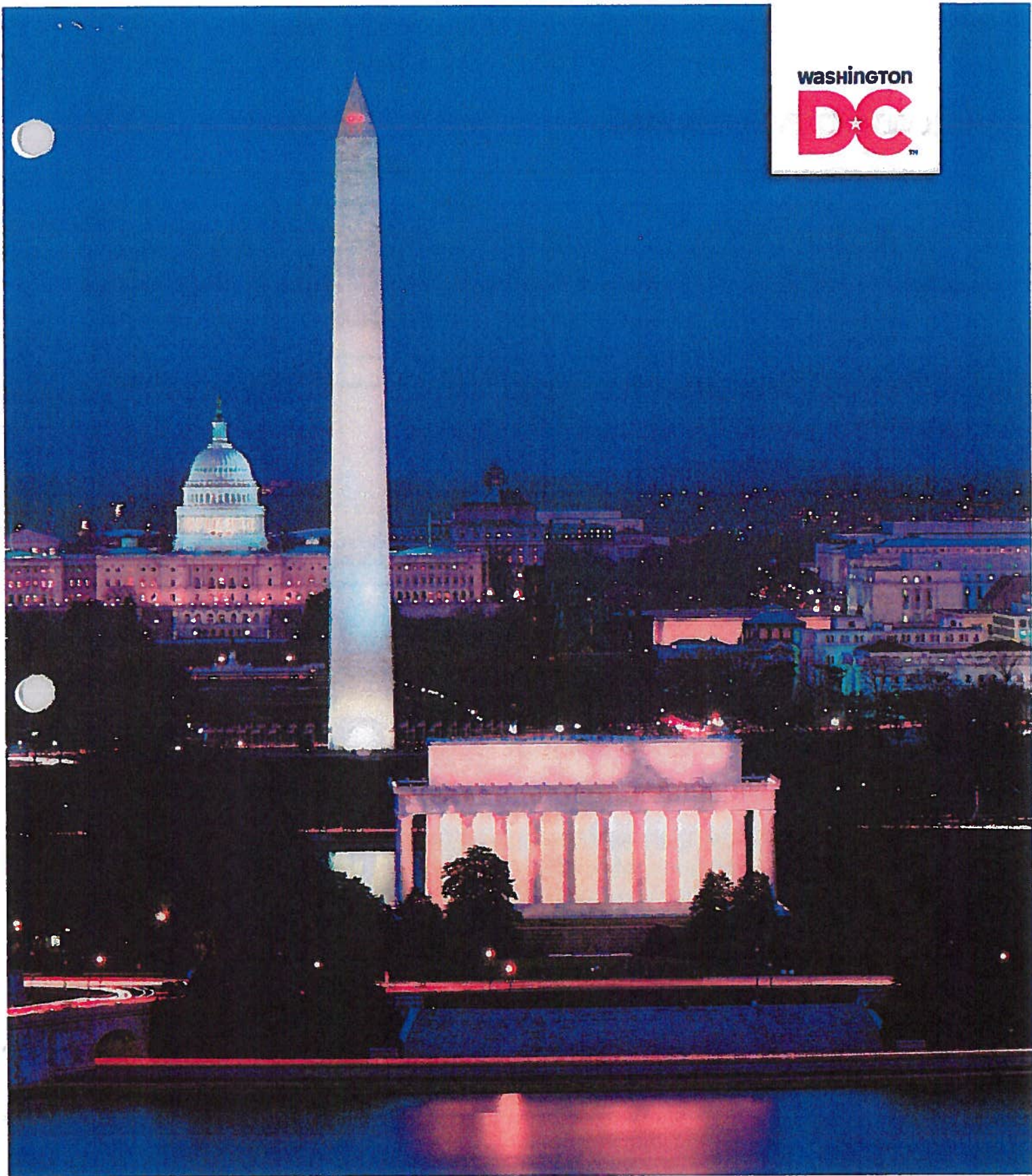
Dear Mayor Gray,

I hope this email finds you well. In our ongoing quest to bring meetings, conventions and conferences to this great city of ours, I am writing to enlist your assistance with securing the 2013 National Dealers Conference. Decision makers from the Toyota Company will be in the District attending meetings and site visits with members of the Destination DC Sales team on Thursday, March 15th from 1:15pm-2:30pm. It is my hope that you will agree to meet with our clients briefly at the Walter E. Washington Convention Center in an effort to express the city's strong desire to play host to their conference.

Please contact Tiffany Rose at (202) 789-7010 or tiffany.rose@destinationdc.com for more information. Thank you so much in advance for your unrelenting support for our industry and organization.

Kindest Regards,

Elliott L. Ferguson II



Power Up: NY
March 14th, 2012

CONTACT & LOGISTICS

CONTACT

Destination DC

Tiffany Rose
Special Assistant to the President
(P) 202-789-7010
Tiffany.rose@destinationdc.com

Accommodation

Hotel Arrangements:
70 Park Avenue
New York, New York 10016
(P) 212-973-2401
www.70parkave.com
CONFIRMATION # 91320374933

Transportation – AMTRAK
Departure DC: Tuesday evening, March 13
Departure NY: Wednesday Evening, March 14

ITINERARY

Wednesday, March 14th, 2012

8:30AM -10:00AM	Breakfast with National Association for the Specialty Food Trade, Inc.	Millesime Restaurant Inside Carlton Hotel 29 th and Madison Avenue (P) 212-889-7100
	Ann Daw, President, NASFT	

10:30AM -11:30AM	Meeting with Risk and Insurance Management Society	RIMS Office 1065 Avenue of the Americas (P) 212-655-6051
	Salvatore Chiarelli, Director of Meetings and Events	

12:00PM -2:00PM

**Convention Sales and Tourism Sales
Client Lunch Event**

Metropolitan Pavilion
123 W. 18th St. (btw 6th and 7th)
New York, New York 10011

Program Format

- o 12:00 - 12:30 pm Networking Reception
- o 12:30 - 2:00pm Seated Luncheon

Entertainment

- o Live Music
- o Mixologists Derek & Tom Brown from Passenger & Columbia Room

Remarks

- o Mayor Vincent Gray and Elliott Ferguson will offer a brief welcome and hit several highlights on what's new and to come in DC.

General Notes

- o We will have assigned seating for partners – guests can sit in any open seat.
- o Gift bags will be handed out as the guests depart.

3:00PM -4:00PM

**Meeting with International Trademark
Association**

Tricia Simpson, Manager, Meetings,
Conventions & Events Strategy

Stuart Ruff, Senior Planner, Meetings,
Conventions & Events Strategy

INTA Office
655 Third Avenue
10th Floor
(P) 212-642-1723

5:30PM-8:00 PM

Media Reception

Metropolitan Pavilion
125 W. 18th St.
New York, New York 10011

Entertainment

- o Live Music provided by the CalPro Group
- o Mixologists Derek and Tom Brown from Passenger and Columbia Room
- o Wine from Loudoun, Virginia: DC's Wine Country
- o "The Art of Video Games" – Interactive Display

Remarks

- Mayor Vincent Gray and Elliott Ferguson will offer a brief welcome and hit several highlights on what's new and to come in DC.

General Notes

- Gift bags will be handed out as the guests depart.



ELLIOTT L. FERGUSON
President & CEO

April 6, 2012

The Honorable Vincent C. Gray
Mayor of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, 6th floor
Washington, DC 20004

Dear Mayor Gray:

We are pleased to extend an invitation to you to provide brief remarks at the 2012 Travel Rally and Vote Travel Bus Tour, hosted by the U.S. Travel Association and Destination DC on Tuesday, May 8, 2012 at 10:30 on the steps of the Carnegie Library. The Travel Rally provides a platform to raise awareness of the economic impact of the travel industry on the economy. As Mayor of this fine city, it is only fitting that you join Destination DC, along with hundreds of members of the local travel and tourism industry, media representatives and Roger Dow, President the U.S. Travel Association, in emphasizing the importance of the travel industry to the local economy.

U.S. Travel's Vote Travel Bus Tour (VTBT) is a coast-to-coast tour of destinations across America to insert the travel narrative into the 2012 election season, and highlight the strength and breadth of our industry with candidates running for all levels of public office. U.S. Travel will travel across the country in a Vote Travel themed bus that will contain many of the components needed for a rally. The VTBT will aim to:

- Raise awareness with elected officials and candidates about the economic impact that travel has on all 435 Congressional districts around the country.
- Engage industry employees in the electoral process through voter registration drives and the Get America Moving Candidate Pledge.
- Grow U.S. Travel's grassroots network, the Power of Travel Coalition, which is working to make travel and tourism a top issue in local, state and federal elected bodies.

Destination DC

901 7th Street NW, Suite 400 ★ Washington, DC 20001
P: 202.789.7014 ★ F: 202.488.8590 ★ C: 202.369.9538
elliott.ferguson@destinationdc.com

destinationdc.com

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The Honorable Vincent C. Gray

April 6, 2012

It is our sincere hope that you will view this as a productive opportunity to share your thoughts and support the travel and tourism industry, while encouraging people to exercise their right to vote.

Thank you for your consideration of my request. Tiffany Rose will be following up with your office to confirm your participation.

Kindest regards,



Elliott L. Ferguson II



VINCENT C. GRAY
MAYOR

May 16, 2012

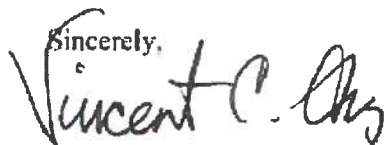
Dear Exhibitors and Attendees:

On behalf of the Government and residents of the District of Columbia, it is my pleasure to welcome you to Washington, DC for the 2012 Summer Fancy Food Show.

You will find that Washington, DC is a powerful place for learning and making connections – at the convention center and in the historic neighborhoods and fascinating attractions that make our city a popular destination for travelers around the world.

Convention goers will quickly realize that our city is an international gateway with neighborhood charm. You can enjoy our national monuments, fine dining and world-class entertainment while you experience our historic communities, local landmarks and city culture. Moreover, the District's historic neighborhoods are as fascinating as our memorial and museums. You will find 66 museums beyond the National Mall, including 13 world-class house museums. I know that your show will keep you busy but I hope you find time to experience these jewels in your Nation's Capital.

I hope you have an enjoyable event and look forward to welcoming you back to DC in the future.

Sincerely,


Vincent C. Gray



May 25, 2012

Jason Cross
Executive Office of the Mayor
John A. Wilson Building
1305 Pennsylvania Avenue, NW
6th Floor
Washington, DC 20004

Dear Jason,

As we are in a partnership with Amtrak, we used this account to receive tickets for Mayor Gray and City Administrator, Allen Lew to travel to our New York Media Mission in March. Below you will find the travel itinerary and the value of those tickets if we would have paid for them.

Mayor Gray Round-trip from DC to NY:
 $\$194.00 + \$145.00 = \$339.00$

City Administrator, Allen Lew Round-trip from DC to NY:
 $\$194.00 + \$145.00 = \$339.00$

The total cost for the trip, if we were to have paid for it, would be \$678.00. If you have any further questions or concerns, please feel free to contact me at (202) 789-7010 or via email at tiffany.rose@destinationdc.com.

Sincerely,

Tiffany Rose
Special Assistant to the President & CEO
Destination DC

ELLIOTT L. FERGUSON
President & CEO

July 5, 2012

The Honorable Vincent C. Gray
Mayor of the District of Columbia
1350 Pennsylvania Avenue, NW, 6th floor
Washington, DC 20004


Dear Mayor Gray:

Please join Destination DC and over 500 attendees on **Tuesday, August 28th** at **8:45am** at the **Walter E. Washington Convention Center** for Destination DC's *Annual Marketing Outlook Meeting*. The purpose of the Marketing Outlook Meeting is to increase awareness amongst hospitality industry professionals in the District of Columbia regarding industry trends, what Destination DC is doing to attract visitors to the District and share key insights as well as provide networking opportunities. The meeting will consist of a luncheon, panel discussion, and breakout sessions that will explain Destination DC's plan in the upcoming year for successful marketing strategies and initiatives.

Because the DC hospitality industry is the second largest industry (federal government is #1), your presence demonstrates the strong relationship between the local government and an industry that employs over 66,000 local residents. We feel it is appropriate for you to welcome everyone to the meeting as well as voice your support for Destination DC and the hospitality industry as a whole.

We hope you can attend and I will soon be in touch with your staff to discuss your availability. In the meantime, please feel free to contact Tiffany Rose at (202) 789-7010 or me at Elliott.ferguson@destinationdc.com for more details.

Sincerely,



Elliott L. Ferguson II
President & CEO



VINCENT C. GRAY
MAYOR

August 3, 2012

Congressional Black Caucus Foundation, Inc.
1720 Massachusetts Avenue, NW
Washington, DC 20036

Dear Congressional Black Caucus Foundation, Inc.:

On behalf of the residents of the District of Columbia, I would like to extend a warm welcome to The Congressional Black Caucus Foundation, Inc., as it hosts its 42nd Annual Legislative Conference in Washington, DC, on September 19-22, 2012, at the Walter E. Washington Convention Center. I applaud the efforts of your organization for its continued commitment to developing leaders, informing policy and educating the public. The Annual Legislative Conference provides an important opportunity for people around the country to discuss issues of concern to African Americans.

While you are here, I invite you to enjoy the monuments, museums, restaurants and diverse neighborhoods that help to enhance this city, our nation's capital. Experiencing these landmarks should serve to strengthen the memories of the Annual Legislative Conference.

Thank you for choosing Washington, DC as the host city for your conference. I look forward to welcoming you to our Nation's Capital!

Sincerely,

A handwritten signature in dark ink, reading "Vincent C. Gray". The signature is fluid and cursive, with the first name "Vincent" being the most prominent.

Vincent C. Gray
Mayor

ELLIOTT L. FERGUSON
President & CEO

January 28, 2013

The Honorable Vincent C. Gray
Mayor of the District of Columbia
1350 Pennsylvania Avenue, NW, 6th floor
Washington, DC 20004

Dear Mayor Gray,

You are invited to attend Destination DC's 10th Annual Media Mission, taking place March 6th-7th in New York City. This year's mission will feature two distinct events at two of the most talked about venues in Manhattan. On March 6th, a dinner will be hosted at Kitchen NYC, a private space for food-centric events, featuring selected DC based chefs. On March 7th, an intimate luncheon will be held at The NoMad Hotel's private dining space. The NoMad Hotel's dining and design has received major buzz since opening last spring. We believe these two venues are sure to draw top-tier media interested in Washington, DC. During those times you are not attending one of our media events, we would like you to meet with a few of our top convention customers.

The media events will be an opportunity for one representative from up to 15 Destination DC members to engage some of the city's top journalists about your specific tourism product, supported by Destination DC's comprehensive messaging and unique branding. We will also be working with a NYC-based PR firm to target consumer and trade press for both events.

Additionally, Destination DC will be creating an engaging marketing stunt to take place on Friday, March 8th from approximately 10 am – 2 pm. More details to come about this, but I did want to share this information with you in case you want to stay an additional day and participate in a fun event promoting Washington, DC to potential visitors.

The Destination DC team looks forward to working with you to promote our great destination to New York City based media. Thank you for your consideration. Should you need additional information, please do not hesitate to contact Tiffany Rose at (202) 789-7010.

Sincerely,



Elliott L. Ferguson II
President & CEO

November 14, 2011

The Honorable Jack Evans (Ward 2)
The John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 106
Washington, DC 20004

Dear Councilmember Evans:

I hope this letter finds you in the best of health and spirits. I am interested in scheduling a time when I can meet with you to discuss a myriad of topics related to the hospitality industry. It is my hope, we will continue to dialogue on how to better serve the DC community and increase economic development for this wonderful city of ours.

I would like to discuss additional funding legislation for Destination DC, the Washington Marriott Marquis' progress and the Internet Tax Bill. In order to maintain our momentum and position in the global marketplace, continued and consistent support from leaders such as you is crucial.

Thank you for your consideration. Please let me know if you are available to meet with me during one of the times listed below:

- Wednesday, November 23rd from 2-3:30pm
- Tuesday, December 13th from 11am-12:30pm
- Thursday, December 15th from 1-2pm

Tiffany Rose will be following up with you in a few days. In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,



Elliott L Ferguson II

cc: Gregory McCarthy, Chairman

November 14, 2011

The Honorable Muriel Bowser (Ward 4)
The John A. Wilson Building
1350 Pennsylvania Avenue, NW
Washington, DC 20004

Dear Councilmember Bowser:

I hope this letter finds you in the best of health and spirits. Once again, it was wonderful having as a guest speaker at our DC Business Coalition meeting, held on November 4th. As per our discussion, I am interested in scheduling a time when I can meet with you to discuss a myriad of topics related to the hospitality industry. It is my hope, we will continue to dialogue on how to better serve the DC community and increase economic development for this wonderful city of ours.

I would like to discuss potential Metro discounts for city-wide conventions as well as other Metro related topics. In order to maintain our momentum and position in the global marketplace, continued and consistent support from leaders such as you is crucial.

Thank you for your consideration. Please let me know if you are available to meet with me during one of the times listed below:

- Wednesday, November 23rd from 2-3:30pm
- Tuesday, December 13th from 11am-12:30pm
- Thursday, December 15th from 1-2pm

Tiffany Rose will be following up with you in a few days. In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,

A handwritten signature in black ink, which appears to read "Elliott L. Ferguson II". The signature is fluid and cursive, with a large initial "E" and "F".

Elliott L Ferguson II

July 16, 2012

The Honorable Kenyan McDuffie (Ward 5)
Council of the District of Columbia
The John A. Wilson Building
1350 Pennsylvania Avenue, NW, Ste. 410
Washington, DC 20004

Dear Councilmember McDuffie:

I hope you are having a productive and enjoyable summer. I am interested in scheduling a time when you and I can meet to discuss the local hospitality industry.

As the President and CEO of Destination DC, my number one priority is to generate economic development for the city through attracting conventions, meetings and leisure travelers to the District of Columbia, while remaining transparent in all that we do. I too would like to continue to work with our dedicated City Council to solve some of the biggest issues plaguing the city's lucrative hospitality industry. It is my sincere hope, that by meeting with me, we will continue to dialogue on how to better serve the DC community, as the hospitality industry is the second largest generator of jobs and economic development for the District (the federal government is #1).

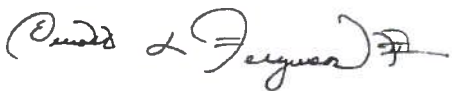
Key topics I want to discuss are; the Marriott Marquis hotel, increased efforts to market DC internationally, how DDC will be spending the additional funding that it will receive in FY2013 and having you address the DC Business Coalition in the near future. In order to maintain our momentum and position in the global marketplace, continued and consistent support from the City Council is crucial.

Thank you for your consideration of my request. Tiffany Rose will be following up with you to see if any of the dates and times listed below work for your schedule.

- August 6th (2pm-4pm)
- August 7th (2pm-4pm)
- August 10th (2pm-4pm)

In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,

A handwritten signature in black ink, appearing to read "Elliott L. Ferguson".

Elliott L. Ferguson, II

July 16, 2012

The Honorable Phil Mendelson
The John A. Wilson Building
1350 Pennsylvania Avenue, NW
Washington, DC 2004

Dear Chairman Mendelson:

I hope you are having a productive and enjoyable summer. I am interested in scheduling a time when you and I can meet to discuss Destination DC's FY2013 goals, initiatives and updates.

As the President and CEO of Destination DC, my number one priority is to generate economic development for the city through attracting conventions, meetings and leisure travelers to the District of Columbia, while remaining transparent in all that we do. I too would like to continue to work with our dedicated City Council to solve some of the biggest issues plaguing the city's lucrative hospitality industry. It is my sincere hope, that by meeting with me, we will continue to dialogue on how to better serve the DC community and increase economic development.

Key topics I want to discuss are; the Marriott Marquis hotel, increased efforts to market DC internationally, the Internet Tax Bill, and the additional funding that DDC will be receiving in FY2013. In order to maintain our momentum and position in the global marketplace, continued and consistent support from the City Council is crucial.

Thank you for your consideration of my request. Tiffany Rose will be following up with you to schedule a time that best works for your schedule. Ideally I would like to meet with you for thirty minutes prior to your appearance at the DC Business Coalition meeting taking place on July 24th at Destination DC's offices.

In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,



Elliott L. Ferguson, II

ELLIOTT L. FERGUSON
President & CEO

February 12, 2013

The Honorable David Grosso (At-Large)
Council of the District of Columbia
The John A. Wilson Building
1350 Pennsylvania Avenue, NW, Ste. 406
Washington, DC 20004

Dear Councilmember Grosso:

Good afternoon! At your earliest convenience, I am interested in scheduling a time to meet with you to discuss the local hospitality industry.

As the President and CEO of Destination DC, my number one priority is to generate economic development for the city by attracting conventions, meetings and leisure travelers to the District of Columbia, while remaining transparent in all that we do. This cannot be achieved unless we continue to work with our dedicated City Council to solve some of the biggest issues plaguing the city's lucrative hospitality industry. It is my sincere hope, that our meeting will result in continued dialogue on how to better serve the DC community, as the hospitality industry is the second largest generator of jobs and economic development for the District (the federal government is #1).

Key topics I want to discuss are; the DC Business Coalition, increased efforts to market DC internationally and ways in which DDC plans on spending the additional funding that it received in FY2013. In order to maintain our momentum and position in the global marketplace, continued and consistent support from the City Council is crucial.

Thank you for your consideration of my request. Tiffany Rose will be following up with you to see if any of the dates and times listed below work for your schedule.

- February 25th (3pm-4pm)
- or-
- February 26th (3pm-4pm)

In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,

A handwritten signature in black ink, appearing to read "Elliott L. Ferguson".

Elliott L. Ferguson, II

ELLIOTT L. FERGUSON
President & CEO

February 18, 2013

The Honorable Muriel Bowser (Ward 4)
Council of the District of Columbia
The John A. Wilson Building
1350 Pennsylvania Avenue, NW, Ste. 110
Washington, DC 20004

Dear Councilmember Bowser:

I am interested in scheduling a time when I can meet with you to discuss a myriad of topics related to the hospitality industry.

As the President and CEO of Destination DC, my number one priority is generating economic development for this great city of ours. I too believe in total transparency in all that we do, and I am committed to working closely with our dedicated City Council to solve some of the biggest issues plaguing the city's lucrative hospitality industry. It my hope that by meeting with me we will continue to dialogue on how to better serve the DC community and increase economic development.

Key topics I want to discuss are; the \$3 million supplemental funding given to us by the Council, increased efforts to market DC internationally, WMATA and the state of the local hospitality industry. In order to maintain our momentum and position in the global marketplace, continued and consistent support from the City Council is crucial.

Thank you for your consideration of my request. Tiffany Rose will be following up with you next week. Please let me know if any of the dates and times work for your calendar. An hour long meeting would be ideal.

- Monday, March 11th between 2 pm - 4 pm
- Tuesday, March 12th between 2 pm - 4 pm
- Thursday, March 14th between 2 pm - 4pm

In the meantime, if I can provide any additional information or answer any questions, please do not hesitate to contact me at 202/789-7014.

Kindest regards,

A handwritten signature in black ink, appearing to read "Elliott L. Ferguson".

Elliott L Ferguson II
President & CEO