

Performance Oversight Hearing FY14/1QFY15

Washington Convention and Sports Authority
t/a Events DC



Council of the District of Columbia
Committee on Finance and Revenue
The Hon. Jack Evans, Chairman

February 25, 2015



Question 1

Please provide a list of the Board’s current members. For each member, please provide the following:

- Name;
- Seat type (e.g. Public, ex officio; and identify who is the member representing the hotel industry, restaurant industry, organized labor);
- When the member’s term started and expires; and
- Attendance record for calendar year 2014 and 2015 to date.

**Washington Convention and Sports Authority
Board of Directors**

Member	Appointment Date	Term Expires	Seat Type ³
Michele V. Hagans (Chairman)	February 23, 2012 ¹	May 16, 2015	Public
Julio “Jay” Haddock Ortiz (Vice Chairman)	May 15, 2007	May 16, 2018	Public/Hospitality
Denise Rolark Barnes (Secretary)	February 23, 2012 ¹	May 16, 2016	Public
Linda Greenan (Treasurer)	March 17, 2009	May 16, 2018	Public
John Boardman	April 20, 2010	May 16, 2017	Public/Labor
Jeffrey S. DeWitt	January 2, 2014	<i>Ex officio</i>	<i>Ex officio</i>
Cheryle Doggett	November 6, 2014	May 16, 2017	Public
William N. Hall	November 6, 2014	October 1, 2017	Public/Restaurant
Solomon Keene, Jr.	February 23, 2012 ¹	May 16, 2015	Public/Statutory ²
Miriam “Mimsy” Huger Lindner	February 23, 2012 ¹	May 16, 2015	Public
VACANT			<i>Ex officio</i>

Notes:

¹ The Mayor’s Order effectuating the appointment of Ms. Hagans, Mr. Keene, Mrs. Lindner and Mrs. Rolark Barnes was not executed until February 22, 2013; the “appointment date” is taken from the date of the Members’ swearing-in ceremony. All term expiration dates have been confirmed with the corresponding DC Council resolution.

² Mr. Keene holds the Board seat designated for the President of the Hotel Association of Washington, DC. [See D.C. Code § 10-1202.05(a)(5)(A)(ii)].

³ Seat types were designated by the former Office of Boards and Commissions, which was responsible for managing the selection and appointment of Authority Board Members.

FY14 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date										
	10/10/2013	11/14/2013	12/12/2013	1/16/2014	2/13/2014	3/13/2014	4/10/2014	5/8/2014	6/12/2014	7/17/2014	9/11/2014
Hagans	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Haddock	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Greenan	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	
Durso	Present	Present	Present	Present	Present	Present					
Boardman	Present	Present		Present	Present	Present	Present	Present	Present	Present	
DeWitt				Present	Present	Present					
Gandhi	Present										
Hall	Present		Present	Present	Present	Present					
Keene	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Lew		Present	Present	Present			Present			Present	Present
Lindner	Present	Present	Present			Present	Present	Present	Present	Present	Present
Rolark Barnes	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present

FY15 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date			
	10/9/2014	11/13/2014	12/11/2014	1/15/2015
Hagans		Present	Present	Present
Haddock	Present	Present	Present	
Rolark Barnes	Present		Present	Present
Greenan	Present		Present	
Boardman	Present	Present		
DeWitt			Present	Present
Doggett		Present	Present	Present
Hall		Present		
Keene	Present	Present	Present	Present
Lew				
Lindner	Present	Present	Present	Present



Question 2

Please provide a list of the Board's meeting dates, times, and locations for 2014 and 2015 to-date.

All meetings of the Board of Directors for FY14 and FY15 to date took place in the Dr. Charlene Drew Jarvis Board Room at the Walter E. Washington Convention Center.

The Board of Directors met on the following dates:

<u>FY14</u>		<u>FY15 (to date)</u>	
<u>Date</u>	<u>Time</u>	<u>Date</u>	<u>Time</u>
October 10, 2013	10:00 a.m.	October 9, 2014	10:00 a.m.
November 14, 2013	10:00 a.m.	November 13, 2014	10:00 a.m.
December 12, 2013	10:00 a.m.	December 11, 2014	12 noon
January 16, 2014	10:00 a.m.	January 15, 2015	10:00 a.m.
February 13, 2014	10:00 a.m.		
March 13, 2014	10:00 a.m.		
April 10, 2014	10:00 a.m.		
May 8, 2014	10:00 a.m.		
June 12, 2014	10:00 a.m.		
July 17, 2014	10:00 a.m.		
September 11, 2014	10:00 a.m.		



Question 3

Please provide a status report on the Convention Center Hotel, including:

- Completion and opening date;
- The total increased revenue resulting from the hotel's anticipated completion;
- The number of construction jobs generated, and number of these jobs filled by District residents;
- The number of permanent jobs and temp or seasonal jobs at the hotel, and how many DC residents are employed in each of these categories; and
- The number of participants in pre-job training offered, and a breakdown of ward participation in the program.

The Marriott Marquis Washington, DC opened on May 1, 2014.

We are extremely proud of the efforts of the development team of Quadrangle Development Corp. and Capstone Development, as well as their general contractor, Hensel Phelps Construction Co., in ensuring that the project set a new standard for both Certified Business Enterprise ("CBE") participation and employment of District residents in a public-private project. Overall, the project spent \$122.6 million (or 145 percent of the \$84.5 million goal) with District CBEs. In addition, the First Source Employment Agreement between the development team and the Department of Employment Services resulted in 30.7 percent of the construction jobs being filled by DC residents. We have not yet received a final report from DOES as to the number of construction jobs generated by the project for DC residents.

In tandem with the construction project, Events DC funded a \$2 million workforce intermediary program to train District residents for jobs at the Marquis, and through a competitive process, selected Goodwill of Greater Washington to team with other organizations to implement the program. This was a first-of-its-kind program, with Goodwill partnering with One DC, the University of the District of Columbia, United Way, DOES and community and neighborhood organizations throughout the city to recruit and screen over 3,000 residents from all eight wards. The following are key program statistics and a breakdown of participation in the program by ward:

- 3,688 recruited in total from all 8 Wards;
- 3,094 completed the application process;
- After skills assessment, drug testing and interviews, 719 were eligible for the program;
- Of the 719, 579 received life skills and/or hotel training and 140 were referred directly to Marriott; and
- 178 program graduates were hired by Marriott for opening day, comprising more than one-third of the inaugural hotel staff.



Ward	Completed Applications	% of Completed Applications	Referred to Marriott	% of Referrals to Marriott
1	220	7.1%	56	7.8%
2	111	3.6%	38	5.3%
3	32	1.0%	10	1.4%
4	420	13.5%	130	18.1%
5	523	16.9%	138	19.2%
6	271	8.8%	55	7.6%
7	614	19.8%	129	17.9%
8	903	29.3%	163	22.7%
Total	3,094	100%	719	100%

Regarding Convention Center revenue as it relates to the hotel, Destination DC reports that 28 citywide meetings either booked contingent on the delivery of the Marriott Marquis for their event or have booked because only the Marriott Marquis could provide the contingent meeting space and/or the added rooms required to host the event in DC. As a result, Destination DC estimates the total delegate spending for these events at \$462 million. These meetings would generate an estimated \$11.46 million in revenue for the Authority.



Question 4

Please provide the Committee with an updated Debt Statement chart for FY2014.

**Washington Convention and Sports Authority
Combined Debt Service Requirements for the
Series 2007A and Series 2010 Bonds
as of September 30, 2014**

Fiscal Year	Principal	Interest	Total Debt Service
2015	\$16,315,000	\$32,651,892	\$48,966,892
2016	\$18,900,000	\$31,768,599	\$50,668,599
2017	\$19,760,000	\$30,837,840	\$50,597,840
2018	\$20,655,000	\$29,848,218	\$50,503,218
2019	\$21,600,000	\$28,783,697	\$50,383,697
2020-2024	\$128,780,000	\$125,351,646	\$254,131,646
2025-2029	\$173,255,000	\$87,297,136	\$260,552,136
2030-2034	\$122,200,000	\$45,841,282	\$168,041,282
2035-2039	\$82,115,000	\$21,687,116	\$103,802,116
2040-2041	\$34,535,000	\$888,250	\$35,423,250
Total	\$638,115,000	\$434,955,676	\$1,073,070,676



Question 5

Please provide a current list of all properties supported by the WSCA’s budget—including the Washington Convention Center, Carnegie Library, the DC Armory, the National Stadium, and RFK Stadium. For each property listed, please provide the following:

- Current vacancy percentage;
- Total amount of revenue for FY14 (by quarter, and total), projected and actual for FY15;
- Total amount of expenses for FY14 (by quarter, and total), projected and actual for FY15;
- Actual room-night/event production for FY14, projected and actual for FY15; and
- Total estimated economic impact of FY14, projected and actual for FY15.

Information regarding operating revenues, room night production and economic impact for the venues supported by the Authority’s budget (with the exception of Nationals Park, which is operated by the Washington Nationals Baseball Club) is included below.

Description	Conventions and Meetings ¹	Sports and Entertainment
Vacancy Percentage	41.1 percent	N/A
Operating Revenue		
Total FY14 Operating Revenue	\$20,318,849	\$4,664,814
1QFY14 Operating Revenue	\$5,629,556	\$1,065,286
2QFY14 Operating Revenue	\$6,017,594	\$1,186,807
3QFY14 Operating Revenue	\$4,029,795	\$516,287
4QFY14 Operating Revenue	\$4,641,904	\$1,896,433
Budgeted FY15 Operating Revenue	\$20,172,605	\$5,529,634
1QFY15 Actual Operating Revenue	\$5,062,339	\$1,170,632
Operating Expenses		
Total FY14 Operating Expenses	\$36,886,576	\$6,936,696
1QFY14 Operating Expenses	\$7,126,832	\$1,729,216
2QFY14 Operating Expenses	\$10,075,510	\$1,558,771
3QFY14 Operating Expenses	\$9,096,782	\$1,767,904
4QFY14 Operating Expenses	\$10,587,452	\$1,880,804
Budgeted FY15 Operating Expenses	\$41,030,228	\$8,166,647
1QFY15 Actual Operating Expenses	\$7,938,712	\$1,444,492
Room Nights²		
FY14 Actual Room Nights	285,684	N/A ³
FY15 Projected Room Nights	380,992	N/A
Actual Room Nights 1QFY15	116,856	N/A



Description	Conventions and Meetings ¹	Sports and Entertainment
Number of Events		
FY14 Number of Events	310	70
FY15 Projected Number of Events	347	55
Actual Number of Events 1QFY15	94	15
Economic Impact		
Total FY14 Estimated Economic Impact	\$265,489,853	\$30,855,171 ⁴
Total FY15 Projected Economic Impact	\$260,032,759	\$20M – \$25M
Estimated Economic Impact 1QFY15	\$106,168,909	N/A ⁵

Notes:

¹ Data includes the Walter E. Washington Convention Center and the Carnegie Library at Mt. Vernon Square; the vacancy percentage only includes FY14 operations at the Convention Center.

² There is no room night production associated with the Carnegie Library.

³ Room night production is not a performance metric for the majority of the Sports and Entertainment Division's hosted and sponsored events.

⁴ Economic impact data for FY14 comprises Events DC-sponsored events, namely the Washington International Horse Show, the DC Jazz Festival, the Washington Kastles, the 2014 Citi Open and the Events DC Nation's Triathlon.

⁵ Economic impact data for 1QFY15 events is not yet available.

Regarding vacancy percentage, we do not generally manage the utilization of the Convention Center with an emphasis on ensuring occupancy for a maximum number of calendar days, but instead work to “layer” multiple events on a given day. Because the Center is designed to host simultaneous events, we are able to increase our efficiency and reduce our operating costs with layered events; used effectively, layering can eliminate the need to have a full complement of support staff (e.g., Public Safety, Transportation Services, Meeting Services, etc.) in heated or cooled spaces for a single event. By actively working to host multiple events on a given day, we may create vacant days on the calendar as a result while maximizing our utilization of the facility. Even so, our utilization rate of approximately 60 percent is in line with industry norms.

For both the DC Armory and the RFK Stadium, the use of each building is seasonal, so vacancy percentage is not a metric we use. The Armory does not have air conditioning, and bringing in air conditioning is cost prohibitive, rendering the period from mid-June to mid-September each year as unsellable. The same holds true for RFK Stadium and the Festival Grounds at RFK Stadium during the winter months, when cold temperatures make use of the open-air stadium and grounds prohibitive to all but a handful of special events.



Question 6

Please provide the following information for all contracts entered into by the WCSA during FY14 and FY15 to date:

- Name of Vendor;
- Indicate whether the vendor is a Certified Business Enterprise;
- Indicate whether the vendor is a District-based business;
- Purpose of the contract, including consulting purposes;
- Agency employee responsible for monitoring the contract;
- Contract term;
- Contract cost, including budgeted amount and actual spent;
- Funding source;
- Whether the contract was competitively bid; and
- Proof the contract was submitted to the Council, if it is greater than \$1,000,000 or lasts longer than 12 months.

The requested information is on the attached charts.

**Washington Convention and Sports Authority
t/a Events DC
FY 2014 Contract Listing**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY14 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Allied Trailer Sales & Rentals	N	N	Trailer Sales & Rentals	N	Xayna Sanders	10/1/2013	9/30/2014	\$14,890.00	\$14,890.00	Operating	Y	N	N/A
Allstate Floors Of DC	Y	Y	Carpet Storage, Delivery & Repair Services	N	Patrick Strickland	10/1/2013	9/30/2014	\$99,999.00	\$41,714.92	Operating	Y	N	N/A
Also	N	N	Table Cloth Linen (Rental)	N	Bill Smith	10/1/2013	5/14/2014	\$25,000.00	\$10,423.16	Operating	Y	N	N/A
Aramark Sports LLC	N	Y	Housekeeping Service	N	Bill Smith	10/1/2013	9/30/2014	\$4,757,291.00	\$4,720,039.88	Operating	Y	Y	Attached
Artex Fine Art Services	N	N	Art Cleaning and Conservation	N	Patrick Strickland	10/1/2013	9/30/2014	\$96,070.00	\$93,949.00	Operating & Capital	Y	N	N/A
Artsmanager, LLC	Y	Y	Art Curator and Consultant Services	N	Patrick Strickland	10/1/2013	9/30/2014	\$52,000.00	\$51,889.45	Operating	Y	N	N/A
Atlantic Electric Supply Corp	Y	Y	Electrical Supplies	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$91,052.00	Operating & Capital	Y	N	N/A
B & B Floor Services, LLC	Y	Y	Purchase/Installation Flooring	N	Cathy Boles	10/1/2013	12/31/2013	\$99,999.00	\$40,225.69	Capital	Y	N	N/A
Bank Of New York	N	N	Bond Administration Fees	N	Henry Mosley	10/1/2010	9/30/2039	\$5,000.00	\$5,000.00	Operating	N	Y	Attached
Bankers Management Services, Inc	N	N	Bankers Courier-Courier Services	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$4,500.00	\$3,499.56	Operating	Y	N	N/A
Campbell Company, LLC	Y	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$19,100.00	Operating	Y	N	N/A
Capital Business Center	Y	Y	Promotional Items	N	Chinyere Hubbard	12/6/2013	9/30/2014	\$2,500.00	\$628.00	Operating	Y	N	N/A
Capital Services And Supplies	Y	Y	Printer Maintenance and Toner	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$13,489.12	Operating	Y	N	N/A
Centerplate	N	Y	Food and Beverage Services	N	Angelique Cofield	4/1/2004	9/31/18	Commission	\$0.00	Operating	Y	Y	Attached
Clean City, LLC	Y	Y	Window Cleaning Services	N	Patrick Strickland	10/1/2013	9/30/2014	\$257,776.00	\$254,442.50	Operating	Y	N	N/A
Continental Wireless Inc	N	N	Motorola Radio Equipment	N	Lynn Anthony	10/1/2013	9/30/2014	\$99,999.00	\$1,785.16	Operating	Y	N	N/A
Corporate Press Communications Co.	N	N	Printing Services (Payment)	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$100,000.00	\$1,506.20	Operating	Y	N	N/A
Covington & Burling Llp	N	Y	Legal Services - Outside Legal Counsel	N	Marlene Johnson	10/1/2013	9/30/2014	\$300,000.00	\$170,667.66	Operating	Y	N	N/A
CSI Corporation Of DC	Y	Y	Security Services	N	Gladys Jones	10/1/2013	9/30/2014	\$1,032,194.00	\$925,377.49	Operating	Y	Y	Attached
Daktronics Inc	N	N	FY14 Daktronics - Scoreboard Maintenance	N	Erik Moses	10/1/2013	9/30/2014	\$46,045.00	\$46,045.00	Operating	Y	N	N/A
Daylily Landscaping	Y	Y	Lawn Maintenance Services (Carnegie)	N	Patrick Strickland	10/1/2013	9/30/2014	\$43,800.00	\$43,800.00	Operating	Y	N	N/A
Daylily Landscaping	Y	Y	Exterior Horticultural Services (WEWCC)	N	Patrick Strickland	10/1/2013	9/30/2014	\$21,960.00	\$21,960.00	Operating	Y	N	N/A
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	3/7/2010	3/6/2015	Commission	\$0.00	Operating	Y	Y	Attached
Diligent Rocket, LLC	N	N	Graphic Design Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$59,755.85	Operating	Y	N	N/A
Docsav Industries Inc.	Y	Y	General and Mechanical Parts	N	Ed Heubert	10/1/2013	9/30/2014	\$99,999.00	\$86,537.84	Operating	Y	N	N/A
Document Managers	N	Y	General Office Supplies	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$500.00	\$0.00	Operating	Y	N	N/A
Don's Johns, Inc.	N	N	Portable Toilet Rentals	N	Erik Moses	10/1/2013	9/30/2014	\$100,000.00	\$9,343.51	Operating	Y	N	N/A
Door System Inc	N	N	Door System Repairs	N	Ed Heubert	10/1/2013	9/30/2014	\$99,999.00	\$25,986.35	Operating	Y	N	N/A
Dow Lohnes PLLC	N	Y	Outside Counsel for Sports & Entertainment	N	Nicole Jackson	10/1/2013	9/30/2014	\$100,000.00	\$17,223.42	Operating	Y	N	N/A
Dupont Computers	N	Y	Computer, Equipment and Supplies	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$6,750.50	Operating	Y	N	N/A
Eastern Lift Truck Co, Inc	N	N	Yale Walk Behind Forklift	N	Patrick Strickland	2/21/2014	9/30/2014	\$15,841.00	\$15,841.00	Capital	Y	N	N/A

**Washington Convention and Sports Authority
t/a Events DC
FY 2014 Contract Listing**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY14 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
E.H.T Traceries	N	N	Historic Preservation Consulting (Carnegie)	Y	Jennifer Iwu	4/7/2014	9/30/2014	\$10,000.00	\$10,000.00	Operating	N	N	N/A
Emergency 911 Security, Inc.	Y	Y	Uniforms	N	Patricia Kearney	10/1/2013	9/30/2014	\$99,999.00	\$19,203.32	Operating	Y	N	N/A
Emergency 911 Security, Inc.	Y	Y	Badging and Access Supplies	N	Patricia Kearney	10/1/2013	9/30/2014	\$4,000.00	\$3,949.63	Operating	Y	N	N/A
Engraving & Awards Of N.E., Inc	N	N	Printing and Engraving Services	N	Erik Moses	10/1/2013	9/30/2014	\$10,000.00	\$7,354.00	Operating	Y	N	N/A
Eyre Bus Service, Inc	N	N	Transportation Services	N	Candace Johnson	7/18/2014	9/30/2014	\$20,000.00	\$13,315.00	Operating	Y	N	N/A
Fannon Petroleum	N	N	Petroleum (Central Plant)	N	Patrick Strickland	3/11/2014	9/30/2014	\$99,999.00	\$13,362.18	Operating	Y	N	N/A
Fujitec America Inc	N	N	Elevator/Escalator Maintenance	N	Ed Heubert	10/1/2013	9/30/2014	\$914,748.00	\$835,853.45	Operating	Y	N	N/A
Fuse Advertising	N	N	Marketing and PR Services	N	Erik Moses	10/1/2013	9/30/2014	\$329,500.00	\$188,353.26	Operating	Y	N	N/A
General & Mechanical Svcs, LLC	N	N	General Mechanical Services	N	Ed Heubert	2/27/2013	2/26/2014	\$99,999.00	\$56,783.90	Operating	Y	N	N/A
Glp Inc	N	N	Electromechanical Rigging Services	N	Joyce Watson	12/20/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
Goetz Printing Co.	N	N	Printing Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$27,658.49	Operating	Y	N	N/A
Greatamerica Leasing Corporation	N	N	Copier Lease at RFK	N	Xayna Sanders	10/1/2013	9/30/2014	\$4,620.00	\$4,620.00	Operating	N	N	N/A
Group 360	N	Y	Marketing & Public Relations Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$6,300.00	Operating	Y	N	N/A
Hi-Tech Electric, LLC	N	N	Electrical Utility & Air/Water/Drain Services for Convention Center	N	Peter Shrogen	10/1/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
Hi-Tech Solution Inc.	Y	Y	Computer, Equipment, and Supplies	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$40,464.81	Operating & Capital	Y	N	N/A
Humphrey Rich Construction Group, Inc.	N	N	GMP for Escalator Project	N	Cathy Boles	10/1/2013	9/30/2014	\$3,866,750.21	\$2,829,028.27	Capital	Y	Y	Exempt per Regs
Ideal Electrical Supply Corp	Y	Y	Lighting Fixtures and Electrical Materials	N	Ed Heubert	10/1/2013	9/30/2014	\$217,545.09	\$217,545.09	Operating	Y	N	N/A
Ideal Electrical Supply Corp	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2013	9/30/2014	\$99,999.00	\$25,312.04	Operating	Y	N	N/A
Imagine Photography Inc	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$13,244.00	Operating	Y	N	N/A
Innovative Pest Management	N	N	Pest Control (Carnegie)	N	Patrick Strickland	2/21/2014	9/30/2014	\$46,534.40	\$46,534.45	Operating	Y	N	N/A
Inново Construction, LLC	Y	Y	Glass Repair and/or Installation Services	N	Najib Mohamed	10/1/2013	9/30/2014	\$99,999.00	\$34,255.00	Capital	Y	N	N/A
J-Dos Internationale, Inc	Y	Y	Painting Services and/Supples	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$34,451.66	Operating	Y	N	N/A
Jenks Inc	N	Y	Carpentry Supplles	N	Najib Mohamed	10/1/2013	9/30/2014	\$99,999.00	\$44,582.25	Operating	Y	N	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Trash Removal Services	N	Patrick Strickland	10/1/2013	9/30/2014	\$164,409.00	\$148,631.82	Operating	Y	N	N/A
Judd Fire Protection LLC	N	N	Sprinkler System Services	N	Ed Heubert	2/27/2013	2/26/2014	\$99,999.00	\$79,391.97	Operating & Capital	Y	N	N/A
Lee's Flower & Card Shop Inc	N	Y	Floral Services	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$5,600.00	\$4,242.01	Operating	Y	N	N/A
Leftwich & Ludaway LLC	Y	Y	Outside Legal Counsel Services	N	Marlene Johnson	10/1/2013	9/30/2014	\$535,000.00	\$432,605.11	Operating	Y	N	N/A
Marriott International	N	N	Accommodations for Nations Football Classic	N	Erik Moses	7/21/2015	9/30/2014	\$120,000.00	\$120,000.00	Operating	N	N	N/A
MB Staffing Services LLC.	Y	Y	Temporary Staffing Services	N	Misty Johnson Oratakhai	10/1/2013	9/30/2014	\$184,000.00	\$170,880.71	Operating	Y	N	N/A

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Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY14 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Mcandrews Restoration, Inc.	N	N	Waterproofing and Leak Repairs	N	Cathy Boles	10/1/2013	9/30/2014	\$100,000.00	\$99,987.00	Capital	Y	N	N/A
Mccall Handling Company	N	N	Mobile Equipment Repair	N	Patrick Strickland	10/1/2013	9/30/2014	\$99,999.00	\$99,709.66	Operating	Y	N	N/A
Mccall Handling Company	N	N	Mobile Equipment Repair	N	Patrick Strickland	2/21/2014	9/30/2014	\$39,999.00	\$39,999.00	Capital	Y	N	N/A
Mike B Photography	N	N	Photography Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$14,294.26	Operating	Y	N	N/A
Mitchell Humphrey & Co.	N	N	FMSII Annual Maintenance	N	Zeni Bekele	1/1/2014	12/31/2014	\$73,790.00	\$73,790.00	Operating	Y	N	N/A
Modern Door & Equipment Sales	N	N	Maintenance and Repair of Movable Walls	N	Ed Heubert	10/1/2013	9/30/2014	\$99,999.00	\$50,000.00	Operating	Y	N	N/A
Mvs, Inc.	Y	Y	Computer Equipment and Supplies	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$91,159.37	Operating & Capital	Y	N	N/A
Nauticon Imaging Systems	N	N	Copier Rental & Services	N	Xayna Sanders	10/1/2013	9/30/2014	\$2,500.00	\$2,500.00	Operating	Y	N	N/A
NBA Office Products	Y	Y	Break Room Supplies	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$100,000.00	\$15,043.12	Operating	Y	N	N/A
NBA Office Products	Y	Y	Non- Stock Office Supplies	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$99,999.00	\$14,277.10	Operating	Y	N	N/A
Neal R. Gross & Co., Inc.	Y	Y	Stenography Services	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$33,000.00	\$28,881.25	Operating	Y	N	N/A
Ngen, LLC	N	N	Disaster Hosting Service	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$10,929.00	Operating	Y	N	N/A
Nilfisk-Advance., Inc.	N	N	Concrete Cleaning Machines	N	Xayna Sanders	10/1/2013	9/30/2014	\$144,736.00	\$144,735.65	Operating	Y	N	N/A
Omni Elevator Inspection Servi	N	Y	Inspection Services for Elevators & Escalators	N	Ed Heubert	10/1/2013	9/30/2014	\$99,999.00	\$18,032.69	Operating	Y	N	N/A
On Sale Promos, LLC	Y	Y	Promotional Items	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$10,199.50	Operating	Y	N	N/A
Paige International, Inc	Y	Y	Lenel System Maintenance	N	Gladys Jones	10/1/2013	9/30/2014	\$99,999.00	\$88,188.86	Operating & Capital	Y	N	N/A
Paige International, Inc	Y	Y	Badging Supplies and Services	N	Patricia Kearney	10/1/2013	9/30/2014	\$99,999.00	\$4,998.46	Operating	Y	N	N/A
Palace Florists Inc	N	Y	Floral Services	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$3,300.00	\$1,911.55	Operating	Y	N	N/A
Penske Truck Leasing	N	N	Purchase of Trailers	N	Bill Smith	5/1/2014	9/30/2014	\$51,000.00	\$51,000.00	Capital	Y	N	N/A
Penske Truck Leasing	N	N	Trailer Rental (Equipment Storage)	N	Bill Smith	2/20/2013	2/19/2014	\$7,750.49	\$7,750.49	Operating	Y	N	N/A
Periscope Holdings, Inc.	N	N	Maintenance and Support Services of E-Procurement System	N	Andrea Simpson	10/1/2013	9/30/2014	\$97,684.00	\$97,684.00	Operating	Y	N	N/A
Peter Mcnamara&Associates	N	N	FY 14 AV Control Room Upgrade	N	Erik Moses	5/12/2014	6/27/2014	\$296,779.61	\$296,779.60	Operating	N	N	N/A
Polysonics Corp.	N	N	Sound System Design Services	N	Michael Waxer	10/1/2013	9/30/2014	\$84,648.00	\$84,648.00	Capital	Y	N	N/A
Porter Novelli Public Services	N	Y	Marketing Services	N	Chinyere Hubbard	5/12/2014	9/30/2014	\$249,000.00	\$249,000.00	Operating	Y	N	N/A
Premier Landscapes, LLC	N	N	Plant Leasing and Maintenance Services	N	Patrick Strickland	10/1/2013	9/30/2014	\$76,709.00	\$72,352.00	Operating	Y	N	N/A
Premier Landscapes, LLC	N	N	Holiday Decorations	N	Patrick Strickland	10/1/2013	9/30/2014	\$17,000.00	\$17,000.00	Operating	Y	N	N/A
Projections/Team Pro	N	N	Audio Visual Services	N	Joyce Watson	12/18/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
Propane Taxi	N	N	Propane	N	Bill Smith	10/1/2013	9/30/2014	\$6,000.00	\$6,000.00	Operating	Y	N	N/A
Ps Furniture, Inc	N	N	Folding Tables and Racks	N	Bill Smith	10/1/2013	9/30/2014	\$290,977.00	\$290,977.00	Capital	Y	N	N/A
Schaefer-Friedman, LLC	Y	Y	Electrical Supplies	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$50,000.00	Operating	Y	N	N/A
Schaefer-Friedman, LLC	Y	Y	Purchase of Benches	N	Najib Mohamed	2/21/2014	9/30/2014	\$5,891.00	\$5,891.00	Capital	Y	N	N/A

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Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$77,876.67	Operating	Y	N	N/A
Senoda Inc.	Y	Y	Promotional Items	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$60,834.54	Operating	Y	N	N/A
Sensory Interactive, Inc.	N	N	Conceptual Design and Programming Services	Y	Jennifer Jenkins	11/11/2013	9/30/2014	\$33,480.03	\$33,480.03	Operating	N	N	N/A
Sico America, Inc.	N	N	Stage Equipment	N	Bill Smith	10/1/2013	9/30/2014	\$99,999.00	\$77,294.91	Capital	N	N	N/A
Siemens Industry, Inc.	N	N	Life Safety Equipment, Inspection and Testing	N	Ed Heubert	10/1/2013	9/30/2014	\$104,247.00	\$104,247.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Preventative Maintenance Building Automation	N	Ed Heubert	10/1/2013	9/30/2014	\$65,000.00	\$65,000.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Life Safety Equipment/Emergency Repairs	N	Ed Heubert	10/1/2013	9/30/2014	\$58,726.00	\$50,000.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Building Automation, Emergency Repair	N	Ed Heubert	10/1/2013	9/30/2014	\$25,000.00	\$7,240.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Fire Alarm System - Computer	N	Ed Heubert	10/1/2013	9/30/2014	\$16,000.00	\$15,766.47	Capital	N	N	N/A
Signal Perfection Ltd	N	N	Audio System Upgrade and IDF Closet Retrofit	N	Michael Waxer	9/30/2013	12/30/2014	\$4,110,231.00	\$3,890,266.69	Capital	Y	Y	Exempt per Regs
Smart City	N	N	Technology Services Provider	N	Michael Waxer	6/13/2002	6/13/2018	Commission	\$0.00	Operating	Y	Y	Exempt per Regs
Social Sightings, LLC	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$99,999.00	\$9,100.00	Operating	Y	N	N/A
Sol Systems LLC	N	Y	Solar Power Generation System - Consultant	Y	Cathy Boles	10/1/2013	9/30/2014	\$18,000.00	\$18,000.00	Capital	Y	N	N/A
Southern Aluminum Mfg., Inc.	N	N	Purchase of Pedestal with casters	N	Bill Smith	10/1/2013	9/30/2014	\$99,999.00	\$33,042.35	Operating & Capital	Y	N	N/A
Standard Office Supply	Y	Y	FY14 Printer and Toner Supplies	N	Rebecca Ryan	10/1/2013	9/30/2014	\$99,999.00	\$434.52	Operating	Y	N	N/A
Standard Office Supply	Y	Y	Non Stock Office Supplies	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$99,999.00	\$52,761.53	Operating	Y	N	N/A
Standard Restoration & Waterproofing Co., Inc.	N	N	Waterproofing - Repair Work	N	Cathy Boles	10/1/2013	9/30/2014	\$279,800.00	\$279,800.00	Operating & Capital	Y	N	N/A
Storyboard, LLC	N	Y	Marketing and Event Planning Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$150,000.00	\$134,476.02	Operating	Y	N	N/A
Stranix Associates LLC	N	N	HQ Hotel Development Project Management Services	Y	Marlene Johnson	10/1/2013	9/30/2014	\$583,443.00	\$583,443.00	Operating	N	N	N/A
Stranix Associates LLC	N	N	Carnegie Library Project Management Services	Y	Marlene Johnson	10/1/2013	9/30/2014	\$275,000.00	\$152,817.00	Operating	N	N	N/A
Stranix Associates LLC	N	N	RFK/DC Armory Project Management Services	Y	Candace Johnson	7/20/2013	7/19/2014	\$258,003.00	\$258,003.00	Operating	N	N	N/A
Swanson Communications LLC	N	Y	Public Relations Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$100,000.00	\$7,500.00	Operating	Y	N	N/A
The Art Litho Company	N	N	Printing Services	N	Chinyere Hubbard	10/1/2013	9/30/2014	\$25,000.00	\$19,559.04	Operating	Y	N	N/A
The Rappaport Companies	N	N	Retail Leasing Consultant	Y	Theresa Dubois	10/1/2013	9/30/2014	\$95,000.00	\$33,076.36	Operating	N	N	N/A
The Track Group, Inc	N	N	Customer Survey Services	N	Steve Schwartz	10/1/2013	9/30/2014	\$65,169.40	\$65,169.40	Operating	Y	N	N/A
The Triage Group, LLC	Y	Y	Web Maintenance Services	N	Erik Moses	10/1/2013	9/30/2014	\$8,996.15	\$8,462.50	Operating	Y	N	N/A
The Ultimate Software Group, Inc.	N	N	HR, Payroll & Timekeeping SAAS	N	Zeni Bekele	12/31/2013	11/31/14	\$119,428.00	\$112,804.00	Operating	Y	N	N/A
Tito Contractors, Inc.	Y	Y	Painting Services and/Supples	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$33,167.11	Operating	Y	N	N/A
Tj Distributors Inc	N	N	Bleacher Replacement (Armory)	N	Erik Moses	1/16/2014	10/16/2014	\$1,707,850.00	\$1,639,500.00	Operating	Y	Y	Exempt per Regs

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Unifirst	N	N	Uniform Rental and Cleaning Services	N	Bill Smith	10/1/2013	9/30/2014	\$99,999.00	\$32,300.00	Operating	Y	N	N/A
United Parcel Services, Inc.	N	N	UPS Express Mail Services	N	Shauneille DeLaney	4/19/2014	9/30/2014	\$10,000.00	\$500.00	Operating	N	N	N/A
Washington Express	N	N	Washington Express-Legal Courier Service	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$1,200.00	\$999.48	Operating	Y	N	N/A
Willdan Financial Services	N	N	Annual Disclosure Services	N	Nuru Yimam	10/1/2013	9/30/2014	\$4,410.00	\$4,410.00	Operating	Y	N	N/A
Winfield Solutions, LLC (Fert)	N	N	RFK Ground Supplies (Fertilizer)	N	Erik Moses	10/1/2013	9/30/2014	\$6,000.00	\$4,583.13	Operating	Y	N	N/A
Winfield Solutions, LLC (Gra)	N	N	RFK Lawncare & Maintenance Products (Grass Seeds)	N	Erik Moses	10/1/2013	9/30/2014	\$10,000.00	\$7,539.21	Operating	Y	N	N/A
World Class Athletic Surfaces	N	N	RFK Ground Supplies (Paint)	N	Erik Moses	10/1/2013	9/30/2014	\$10,000.00	\$7,029.71	Operating	Y	N	N/A
Xerox Corporation	N	N	Copier Lease and Maintenance	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$106,923.00	\$5,023.20	Operating	Y	N	N/A

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Allstate Floors Of DC	Y	Y	Carpet Storage, Delivery & Repair Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$99,999.00	\$4,655.84	Operating	Y	N	N/A
AlSCO	N	N	Table Cloth Linen (Rental)	N	Bill Smith	10/1/2014	9/30/2015	\$60,000.00	\$3,396.78	Operating	Y	N	N/A
Aramark Sports LLC	N	Y	Housekeeping Service	N	Bill Smith	10/1/2014	9/30/2015	\$4,748,656.00	\$787,136.77	Operating	N	Y	Attached
Artex Fine Art Services	N	N	Art Cleaning and Conservation	N	Patrick Strickland	11/19/2014	9/30/2015	\$65,000.00	\$750.00	Operating	N (Sole Source)	N	N/A
ArtsManager, LLC	Y	Y	Art Curator and Consultant Services	N	Patrick Strickland	10/20/2014	9/30/2015	\$55,000.00	\$12,818.00	Operating	N (Sole Source)	N	N/A
Atlantic Electric Supply Corp.	Y	Y	Electrical Supplies	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$7,876.50	Operating & Capital	Y	N	N/A
Bankers Management Services, Inc	N	N	Bankers Courier-Courier Services	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$443.64	Operating	Y	N	N/A
Brailsford & Dunlavy, Inc	N	Y	Strategic Initiative	Y	Jennifer Iwu	10/1/2014	9/30/2015	\$314,100.00	\$0.00	Operating	Y	N	N/A
Campbell Company, LLC	Y	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$98,000.00	\$0.00	Operating	Y	N	N/A
Capital Segway of Washington	N	Y	Segway Maintenance & Repair FY15	N	Gladys Jones	11/6/2014	9/30/2015	\$5,000.00	\$1,278.00	Operating	N (Sole Source)	N	N/A
CDS Mechanical Services, Inc.	N	N	FY 2015 Central Plant-CDS Mechanical	N	Patrick Strickland	10/29/2014	9/30/2015	\$90,000.00	\$3,495.00	Operating	N		
Centerplate	N	Y	Food and Beverage Services	N	Gregg Malsbary	4/1/2004	9/31/18	Commission	\$0.00	Operating	Y	Y	Attached
Clean City, LLC	Y	Y	Window Cleaning Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$288,000.00	\$0.00	Operating	Y	N	N/A
Continental Wireless Inc	N	N	Motorola Radio Equipment	N	Lynn Anthony	10/1/2014	9/30/2015	\$99,999.00	\$2,500.01	Operating	Y	N	N/A
Corporate Press Communications Co.	N	N	Printing Services (Payment)	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A
CSI Corporation Of DC	Y	Y	Security Services	N	Gladys Jones	10/1/2014	9/30/2015	\$1,032,194.00	\$294,748.81	Operating	Y	Y	Attached
Daylily Landscaping	Y	Y	Lawn Maintenance Services (Carnegie)	N	Patrick Strickland	10/1/2014	9/30/2015	\$45,175.00	\$7,448.00	Operating	Y	N	N/A
Daylily Landscaping	Y	Y	Exterior Horticultural Services (WEWCC)	N	Patrick Strickland	10/1/2014	9/30/2015	\$25,960.00	\$3,623.40	Operating	Y	N	N/A
Delta Scientific Corporation	N	N	Portable Vehicle Control Barriers	N	Cathy Boles	12/11/2014	9/30/2015	\$214,467.00	\$0.00	Capital	Y	N	N/A
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	3/7/2010	3/6/2015	Commission	\$0.00	Operating	Y	Y	Attached
Diligent Rocket, LLC	N	N	Graphic Design Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A
Docsav Industries Inc.	Y	Y	General and Mechanical Parts	N	Ed Heubert	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Don's Johns, Inc.	N	N	Portable Toilet Rentals	N	Erik Moses	10/1/2014	9/30/2015	\$100,000.00	\$2,614.14	Operating	Y	N	N/A
Door System Inc	N	N	Door System Repairs	N	Ed Heubert	10/1/2014	9/30/2015	\$99,999.00	\$2,604.10	Operating	Y	N	N/A
Dupont Computers	Y	Y	Computer, Equipment and Supplies	N	Rebecca Ryan	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Eastern Lift Truck Co, Inc	N	N	Lift and Cart Maintenance	N	Patrick Strickland	10/1/2015	9/30/2015	99,999.99	\$0.00	Operating	Y	N	N/A
Emergency 911 Security, Inc.	Y	Y	Badging and Access Supplies	N	Patricia Kearney	10/1/2014	9/30/2015	\$4,000.00	\$2,121.59	Operating	Y	N	N/A
E-TEL	N	N	SED Voicemail Repair/Maintenance and Svcs	N	Lynn Anthony	10/27/2014	9/30/2015	\$2,625.00	\$650.00	Operating	Utilizing GSA Schedule	N	N/A
Fannon Petroleum	N	N	Petroleum (Central Plant)	N	Patrick Strickland	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Federal Express Corporation	N	N	Federal Express-Overnight courier service	N	Shauneille Delaney	10/20/2014	9/30/2015	\$9,000.00	\$1,407.64	Operating	Utilizing GSA Schedule	N	N/A
Fujitec America Inc	N	N	Elevator/Escalator Maintenance	N	Ed Heubert	10/1/2014	9/30/2015	\$941,581.00	\$133,341.36	Operating	Y	N	N/A
General & Mechanical Svcs, LLC	N	N	General Mechanical Services	N	Ed Heubert	2/27/2014	2/26/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
GLP Inc	Y	Y	Electromechanical Rigging Services	N	Joyce Watson	12/20/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
Group 360	N	Y	Marketing and PR Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A

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Hargrove, Inc.	N	N	Event General Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A
Hi-Tech Electric, LLC	N	N	Electrical Utility & Air/Water/Drain Services for Convention Center	N	Peter Shrogen	10/1/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
Hi-Tech Solution Inc.	Y	Y	Computer, Equipment, and Supplies	N	Rebecca Ryan	10/1/2014	9/30/2015	\$99,999.00	\$659.84	Operating	Y	N	N/A
Innovative Pest Management	N	N	Pest Control (Carnegie)	N	Patrick Strickland	10/8/2014	12/30/2025	\$99,999.00	\$12,924.56	Operating	Y	N	N/A
Innovative Pest Management	N	N	Pest Control Management	N	Patrick Strickland	10/6/2014	9/30/2015	99,999.99	\$19,450.64	Operating	Utilizing GSA Schedule	N	N/A
Iron Mountain	N	N	Iron Mountain-Records Retention storage/shredding services	N	Shauneille Delaney	10/7/2014	9/30/2015	\$11,000.00	\$3,268.76	Operating	Utilizing GSA Schedule	N	N/A
Jenks Inc	N	Y	Carpentry Supplies	N	Najib Mohamed	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Trash Removal Services	N	Patrick Strickland	10/1/2014	1/31/2015	\$35,000.00	\$28,092.12	Operating	Utilizing DGS Contract	N	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Recycling Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$30,000.00	\$11,285.01	Operating	Utilizing DGS Contract	N	N/A
Judd Fire Protection LLC	N	N	Sprinkler System Services	N	Ed Heubert	2/27/2014	2/26/2015	\$99,999.00	\$1,617.00	Operating & Capital	Y	N	N/A
Lee's Flower & Card Shop Inc	N	Y	Floral Services	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$1,112.74	Operating	Y	N	N/A
Leftwich & Ludaway LLC	Y	Y	Outside Legal Counsel Services	N	Marlene Johnson	10/1/2014	9/30/2015	\$518,000.00	\$31,755.88	Operating	Y	N	N/A
LEVIN PROFESSIONAL SVCS, INC	N	N	IED House Sound System Maintenance	N	Lynn Anthony	10/27/2014	9/30/2015	\$3,866,750.21	\$42,656.00	Operating	Y	N	N/A
Lindenmeyr Munroe	N	N	Xerox copy paper	N	Shauneille Delaney	10/13/2014	9/30/2015	\$12,000.00	\$3,016.10	Operating	Utilizing GSA Schedule	N	N/A
MailFinance, Inc.	N	N	MailFinance-lease, maintenance for postage machine	N	Shauneille Delaney	11/10/2014	9/30/2015	\$5,380.00	\$3,005.22	Operating	Utilizing GSA Schedule	N	N/A
MB Staffing Services LLC.	Y	Y	Temporary Staffing Services	N	Misty Johnson Oratakhai	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Utilizing DC Supply Schedule	N	N/A
Mccall Handling Company	N	N	Mobile Equipment Repair	N	Patrick Strickland	10/1/2014	9/30/2015	\$99,999.00	\$15,281.07	Operating & Capital	Y	N	N/A
Mike B Photography	N	N	Photography Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A
Mitchell Humphrey & Co.	N	N	FMSII Annual Maintenance	N	Zeni Bekele	10/1/2014	9/30/2015	\$76,000.00	\$0.00	Operating	Y	N	N/A
Modern Door & Equipment Sales	N	N	Maintenance and Repair of Movable Walls	N	Ed Heubert	10/1/2014	9/30/2015	\$99,999.00	\$10,642.00	Operating	Y	N	N/A
Mvs, Inc.	Y	Y	Computer Equipment and Supplies	N	Rebecca Ryan	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Nalco, an Ecolab Company	N	N	Water Treatment Services	N	Patrick Strickland	12/8/2014	9/30/2015	\$38,000.00	\$6,445.50	Operating	N	N	N/A
Navex Global	N	N	Ethics and Compliance Services	N	Misty Johnson Oratakhai	10/1/2014	9/30/2015	\$24,475.00	\$0.00	Operating	Y	N	N/A
NBA Office Products	Y	Y	Non- Stock Office Supplies	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$2,090.00	Operating	Y	N	N/A
Neal R. Gross & Co., Inc.	Y	Y	Stenography Services	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$35,000.00	\$2,817.10	Operating	Y	N	N/A
Omni Elevator Inspection Servi	N	Y	Inspection Services for Elevators & Escalators	N	Ed Heubert	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
On Sale Promos, LLC	Y	Y	Promotional Items	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	N	N/A
Paige International, Inc	Y	Y	Badging Supplies and Services	N	Patricia Kearney	10/1/2014	9/30/2015	\$5,000.00	\$1,183.46	Operating	Y	N	N/A

**Washington Convention and Sports Authority
t/a Events DC
FY 2015 Q1 Contract Listing**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY15 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Palace Florists Inc	N	Y	Floral Services	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$272.80	Operating	Y	N	N/A
Periscope Holdings, Inc	N	N	BuySpeed Annual Hosting, Maintenance/Support, and Training/Consulting	N	Laura Gray	10/1/2014	9/30/2015	149,650.00	\$0.00	Operating	N (Sole Source)	N	N/A
Porter Novelli Public Services	N	Y	Marketing Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$249,000.00	\$119,996.90	Operating	Y	N	N/A
Premier Landscapes, LLC	N	N	Holiday Decorations	N	Patrick Strickland	10/1/2014	9/30/2015	\$95,000.00	\$18,300.00	Operating	Y	N	N/A
Projections/Team Pro	N	N	Audio Visual Services	N	Joyce Watson	12/18/2012	9/30/2017	Commission	\$0.00	Operating	Y	Y	Attached
PS Furniture, Inc	N	N	Folding Tables and Racks	N	Bill Smith	10/1/2014	9/30/2015	\$87,612.00	\$21,352.80	Capital	Y	N	N/A
Rand Construction Corporation	N	N	Design/Build for Renovation of Conference Rooms and Common Space	N	Cathy Boles	11/7/2014	TBD	\$566,608.00	\$88,981.00	Capital	Y	N	N/A
RH Management Resources	N	Y	Temporary Staffing Services	N	Laura Gray	12/29/2014	9/30/2015	\$79,112.00	\$0.00	Operating	N (Emergency Procurement)	N	N/A
Schaefer-Friedman, LLC	Y	Y	Electrical Supplies	N	Najib Mohamed	2/26/2013	2/25/2014	\$99,999.00	\$1,204.26	Operating	Y	N	N/A
Senoda Inc.	Y	Y	Promotional Items	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$2,236.01	Operating	Y	N	N/A
Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	10/1/2014	7/20/2015	\$100,000.00	\$289.00	Operating	N	N	N/A
Sico America INC.	N	N	Sico Stage Maintenance, Parts Repairs & Advisory Assistance	N	Cathy Boles	10/1/2015	9/30/2015	\$99,999.99	\$6,397.96	Operating	Y	N	N/A
Siemens Industry, Inc.	N	N	Life Safety Equipment, Inspection and Testing	N	Ed Heubert	10/1/2014	9/30/2015	\$140,000.00	\$48,242.33	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Life Safety Equipment/Emergency Repairs	N	Ed Heubert	10/1/2014	9/30/2015	\$70,000.00	\$29,444.36	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Preventative Maintenance Building Automation	N	Ed Heubert	10/1/2014	9/30/2015	\$65,000.00	\$16,250.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Building Automation, Emergency Repair	N	Ed Heubert	10/1/2014	9/30/2015	\$25,000.00	\$0.00	Operating	N	N	N/A
Siemens Industry, Inc.	N	N	Fire Alarm System - Computer	N	Ed Heubert	10/1/2014	9/30/2015	\$15,767.00	\$0.00	Capital	N	N	N/A
Smart City	N	N	Technology Services Provider	N	Michael Waxer	6/13/2002	6/13/2018	Commission	\$0.00	Operating	Y	Y	Exempt per Regs
Social Sightings, LLC	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$2,980.00	Operating	Y	N	N/A
Sol Systems LLC	N	Y	Solar Power Generation System - Consultant	Y	Cathy Boles	4/17/2014	4/16/2015	\$10,000.00	\$3,200.00	Capital	Y	N	N/A
Southern Aluminum Mfg., Inc.	N	N	Tables & Accessories Prodcuts/Equipment	N	Bill Smith	10/1/2014	9/30/2015	\$99,999.00	\$0.00	Operating	Y	N	N/A
Standard Office Supply	N	Y	Non Stock Office Supplies	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$7,184.25	Operating	Y	N	N/A
Storyboard, LLC	N	Y	Marketing and Event Planning Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$250,000.00	\$0.00	Operating	Y	N	N/A
Stranix Associates LLC	N	N	Carnegie Library Project Management Services	Y	Marlene Johnson	10/1/2014	9/30/2015	\$518,000.00	\$0.00	Operating	N	N	N/A
Stranix Associates LLC	N	N	RFK/DC Armory Project Management Services	Y	Candace Johnson	7/20/2014	7/19/2015	\$213,003.00	\$3,047.50	Operating	N	N	N/A
Stranix Associates LLC	N	N	HQ Hotel Development Project Management Services	Y	Marlene Johnson	10/1/2014	11/30/2014	\$102,103.00	\$0.00	Operating	N	N	N/A
Sun Technical Services, Inc.	N	N	Water Cooler Equipment and Services	N	Shauneille DeLaney	10/1/2014	9/30/2014	\$15,000.00	\$0.00	Operating	Y	N	N/A
Talentwise, Inc	N	N	Background and Investigative Services	N	Misty Johnson Oratakhai	10/1/2014	9/30/2015	\$50,000.00	\$0.00	Operating	Y	N	N/A

**Washington Convention and Sports Authority
t/a Events DC
FY 2015 Q1 Contract Listing**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY15 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
The Calpro Group	N	N	Event Setup & Dismantling Services	N	Bill Smith	10/1/2014	9/30/2015	\$50,000.00	\$0.00	Operating	Y	N	N/A
The Rappaport Companies	N	N	Retail Leasing Consultant	N	Patricia Moorman	1/14/2015	9/30/2015	\$3,500.00	\$0.00	Operating	N	N	N/A
The Track Group, Inc	N	N	Customer Satisfaction Survey	N	Steve Schwartz	10/1/2014	9/30/2015	\$71,778.00	\$5,614.83	Operating	Y	N	N/A
The Triage Group, LLC	Y	Y	Website & Digital Content	N	Erik Moses	10/1/2014	9/30/2015	\$10,000.00	\$0.00	Operating	Y	N	N/A
The Ultimate Software Group, Inc.	N	N	HR, Payroll & Timekeeping SAAS	N	Zeni Bekele	12/1/2014	9/30/2015	\$109,848.00	\$476.50	Operating	Y	N	N/A
Trinity Consultants, Inc.	N	N	Title V Annual Compliance Certification Consultant	Y	Cathy Boles	10/20/2014	9/30/2015	\$36,000.00	\$11,238.23	Operating	Utilizing GSA Schedule	N	N/A
Unifirst	N	N	Uniform Rental and Cleaning Services	N	Bill Smith	10/1/2014	9/30/2015	\$80,000.00	\$6,477.62	Operating	Y	N	N/A
Washington Express	N	N	Washington Express-Legal Courier Service	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00	\$338.47	Operating	Y	N	N/A
Willdan Financial Services	N	N	Annual Disclosure Services	N	Nuru Yimam	10/1/2014	9/30/2015	\$5,000.00	\$0.00	Operating	Y	N	N/A
Won-Door Corporation	N	N	Fireguard Doors (Inspection and Repair)	N	Patrick Strickland	10/28/2014	9/30/2015	\$10,000.00	\$912.00	Operating	N (Sole Source)	N	N/A
Xerox Corporation	N	N	Xerox-FY 15 Maintenance for copier/fax machines	N	Shauneille Delaney	10/20/2014	9/30/2015	\$65,000.00	\$0.00	Operating	Utilizing GSA Schedule	N	N/A
Xerox Corporation	N	N	Xerox-staples for copier machines in FY 15	N	Shauneille Delaney	10/13/2014	9/30/2015	\$1,900.00	\$0.00	Operating	Utilizing GSA Schedule	N	N/A
Xerox Corporation	N	N	Xerox-FY 15 Lease for copy/fax equipment	N	Shauneille Delaney	10/27/2014	9/30/2015	\$49,000.00	\$0.00	Operating	Utilizing GSA Schedule	N	N/A

**Washington Convention and Sports Authority
t/a Events DC
FY 2014 Contract Listing**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY14 Budgeted	Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Unifirst	N	N	Uniform Rental and Cleaning Services	N	Bill Smith	10/1/2013	9/30/2014	\$99,999.00	\$32,300.00	Operating	Y	N	N/A
United Parcel Services, Inc.	N	N	UPS Express Mail Services	N	Shauneille DeLaney	4/19/2014	9/30/2014	\$10,000.00	\$500.00	Operating	N	N	N/A
Washington Express	N	N	Washington Express-Legal Courier Service	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$1,200.00	\$999.48	Operating	Y	N	N/A
Willdan Financial Services	N	N	Annual Disclosure Services	N	Nuru Yimam	10/1/2013	9/30/2014	\$4,410.00	\$4,410.00	Operating	Y	N	N/A
Winfield Solutions, LLC (Fert)	N	N	RFK Ground Supplies (Fertilizer)	N	Erik Moses	10/1/2013	9/30/2014	\$6,000.00	\$4,583.13	Operating	Y	N	N/A
Winfield Solutions, LLC (Gra)	N	N	RFK Lawncare & Maintenance Products (Grass Seeds)	N	Erik Moses	10/1/2013	9/30/2014	\$10,000.00	\$7,539.21	Operating	Y	N	N/A
World Class Athletic Surfaces	N	N	RFK Ground Supplies (Paint)	N	Erik Moses	10/1/2013	9/30/2014	\$10,000.00	\$7,029.71	Operating	Y	N	N/A
Xerox Corporation	N	N	Copier Lease and Maintenance	N	Shauneille DeLaney	10/1/2013	9/30/2014	\$106,923.00	\$5,023.20	Operating	Y	N	N/A



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

November 13, 2013

Gregory A. O'Dell, President & CEO
Washington Convention & Sports Authority
801 Mount Vernon Place, NW
Washington, D.C. 20001

Dear Mr. O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat. 803; D.C. Official Code § 1-204.51). The below contract has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 20-211	ARAMARK Management Services to provide janitorial and related services at the Walter E. Washington Convention Center and Carnegie Library	November 10, 2013

If you have any questions, please contact me at 202-724-8032.

Sincerely,

Phil Mendelson
Chairman of the Council



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

February 17, 2010

Mr. Gregory A. O'Dell, President & CEO
Washington Convention and Sport Authority
810 Mount Vernon Place, NW
Washington, D.C. 2001

Dear O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803; D.C. Official Code §1-204.51).

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA18-252	Wachovia Bank, N.A. to provide personnel, supervision, and resources necessary to provide banking and financial services to the Washington Convention and Sports Authority	February 11, 2010

If you have any questions, please contact me on 724-8032.

Sincerely,

A handwritten signature in black ink that reads "Vincent C. Gray".

Vincent C. Gray
Chairman

cc: Committee on Economic Development





COUNCIL OF THE DISTRICT OF COLUMBIA
WASHINGTON, D.C. 20001

FEB 17 2000

The Honorable Anthony A. Williams
Mayor
District of Columbia
441 Fourth Street, N.W. 11th Floor
Washington, DC 20001

Dear Mayor Williams:

This is to inform you of the status of a contract transmitted to the Council in accordance with D.C. Law 13-38, "Service Improvement and Fiscal Year 2000 Budget Support Act of 1999".

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract</u>	<u>Title</u>	<u>Date of Approval</u>
CA13-104	Contract between the Washington Convention Center Authority and Volume Services America/National Business Service Enterprises, Inc. to provide food and beverage services at the Washington Convention Center.	02-16-00

If you have any questions, please contact me on 724-8032.

Sincerely,

A handwritten signature in cursive script that reads "Linda W. Cropp".

Linda W. Cropp
Chairman of the Council



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

October 7, 2013

The Honorable Vincent C. Gray
Mayor of the District of Columbia
1350 Pennsylvania Avenue, N.W., 3rd Floor
Washington, D.C. 20004

Dear Mayor Gray:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat. 803; D.C. Official Code § 1-204.51). The below contract has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 20-194	Washington Convention and Sports Authority and CSI Corporation of DC to provide security services at the Walter E. Washington Convention Center	October 5, 2013

If you have any questions, please contact me at 202-724-8032.

Sincerely,

A handwritten signature in black ink, appearing to read "Phil Mendelson".

Phil Mendelson
Chairman of the Council





COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

February 17, 2010

Mr. Gregory A. O'Dell, President & CEO
Washington Convention and Sport Authority
810 Mount Vernon Place, NW
Washington, D.C. 2001

Dear O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803; D.C. Official Code §1-204.51).

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA18-253	Eyetrans Media Communications, Inc., to provide trained labor, supervision, supplies, and equipment required to implement, operate, manage, and sell products or services from new digital and non-digital displays and signs throughout the Walter E. Washington Convention Center	February 11, 2010

If you have any questions, please contact me on 724-8032.

Sincerely,

Vincent C. Gray
Chairman

cc: Committee on Economic Development





COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

August 29, 2012

Mr. Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

Dear Mr. O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803; D.C. Official Code §1-204.51).

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA19-373	Multi-year contract with Gary's Lighting Party, Inc. to provide electromechanical rigging services to clients at the Walter E. Washington Convention Center and Carnegie Library	August 17, 2012

If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

August 29, 2012

Mr. Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

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Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA19-374	Multi-year contract with Hi-Tech, LLC to continue the provision of temporary electrical and plumbing services to clients at the Walter E. Washington Convention Center	August 17, 2012

If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

August 29, 2012

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President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

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Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA19-375	Multi-year contract with Projection Presentation Technology over a Base Period of five (5) years to provide audio visual services to clients at the Walter E. Washington Convention Center and Carnegie Library	August 17, 2012

If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N W
WASHINGTON, D C 20004

September 26, 2014

Gregory A O'Dell
President & CEO
Washington Convention & Sports Authority
801 Mount Vernon Place, NW
Washington, D C 20001

Dear Mr O'Dell

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803, D C Official Code § 1-204 51) The below contract has been deemed approved by virtue of the Council having taken no action to disapprove it

<u>Contract No</u>	<u>Title</u>	<u>Date of Approval</u>
CA 20-444	Sole source contract with ARAMARK Facility Services	September 25, 2014

If you have any questions, please contact me on 202-724-8032

Sincerely,

Phil Mendelson
Chairman of the Council





COUNCIL OF THE DISTRICT OF COLUMBIA
WASHINGTON, D.C. 20001

FEB 17 2000

The Honorable Anthony A. Williams
Mayor
District of Columbia
441 Fourth Street, N.W. 11th Floor
Washington, DC 20001

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<u>Contract</u>	<u>Title</u>	<u>Date of Approval</u>
CA13-104	Contract between the Washington Convention Center Authority and Volume Services America/National Business Service Enterprises, Inc. to provide food and beverage services at the Washington Convention Center.	02-16-00

If you have any questions, please contact me on 724-8032.

Sincerely,

A handwritten signature in cursive script that reads "Linda W. Cropp".

Linda W. Cropp
Chairman of the Council



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N W
WASHINGTON, D C 20004

September 26, 2014

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<u>Contract No</u>	<u>Title</u>	<u>Date of Approval</u>
CA 20-443	Contract to exercise option year two with CSI Corporation of DC	September 25, 2014

If you have any questions, please contact me on 202-724-8032

Sincerely,

Phil Mendelson
Chairman of the Council





COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

February 17, 2010

Mr. Gregory A. O'Dell, President & CEO
Washington Convention and Sport Authority
810 Mount Vernon Place, NW
Washington, D.C. 2001

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If you have any questions, please contact me on 724-8032.

Sincerely,

Vincent C. Gray
Chairman

cc: Committee on Economic Development





COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

August 29, 2012

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President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

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If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
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August 29, 2012

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Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

Dear Mr. O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803; D.C. Official Code §1-204.51).

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA19-374	Multi-year contract with Hi-Tech, LLC to continue the provision of temporary electrical and plumbing services to clients at the Walter E. Washington Convention Center	August 17, 2012

If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
THE JOHN A. WILSON BUILDING
1350 PENNSYLVANIA AVENUE, N.W.
WASHINGTON, D.C. 20004

August 29, 2012

Mr. Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, N.W.
Washington, DC 20001

Dear Mr. O'Dell:

This is to inform you of the status of a contract transmitted to the Council in accordance with section 451(b) of the District of Columbia Home Rule Act, December 24, 1973 (87 Stat 803; D.C. Official Code §1-204.51).

Listed below is a contract which has been deemed approved by virtue of the Council having taken no action to disapprove it.

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA19-375	Multi-year contract with Projection Presentation Technology over a Base Period of five (5) years to provide audio visual services to clients at the Walter E. Washington Convention Center and Carnegie Library	August 17, 2012

If you have any questions, please contact me on 724-8064.

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



Question 7

Please list all FY14 and FY15 performance measures and goals along with the actual outcomes.

Each year, the Authority's Board of Directors approves a comprehensive set of performance standards that ensure the agency is operated in an effective, efficient and fiscally sound manner. The FY14 performance standards were grouped into four primary areas that were then integrated into operational work plans for each line of business; the organization's results against each standard are shown below. Late in FY14, the Board approved the FY15 performance standards that follow the same format as those for FY14; staff will report FY15 outcomes to the Board by Dec. 1, 2015.

FY14 Performance Standard: Operational Effectiveness

The effectiveness of the Authority's operations – from the day-to-day activities of its employees to the state of its physical plant – is the platform on which all other strategic objectives are based. The responsibility for driving effectiveness throughout the organization rests with the President and Chief Executive Officer, who is charged with crafting the plan needed to run our two primary lines of business: Conventions and Meetings, and Sports and Entertainment.

Included in this focus area are the following:

- Proactively and consistently monitoring progress toward goals, evaluating outcomes and revising plans as necessary to achieve desired results;
- Maintaining the necessary technical systems, policies and procedures to preserve the Authority's facilities in order to further our mission and meet our budgeted revenue and economic impact goals;
- Attracting and maintaining a premier events services staff;
- Assuring a quality human resources program, including training and skills-development opportunities; and,
- Conducting an annual assessment of staff performance and implementing organizational changes needed to ensure that facilities and services are equal or superior to convention centers in the peer and competitive sets.

Results:

- Completed significant capital projects related to the opening of the Marriott Marquis Washington, DC, to include the construction and commissioning of the pedestrian connector connecting the Center's A Concourse with the hotel's Meeting Level 2 and the retrofit installation of four new escalators to improve pedestrian flow resulting from the connector.



- Completed our first year of self-operating the Convention Center's Central Plant (previously operated under a third-party agreement with the former Trigen Pepco) including the acquisition of EPA Title V certification. Acquiring the Central Plant operations from Trigen Pepco generated about \$600,000 in operational savings in FY14 (when compared to FY12) as well as related debt service and interest on the funds originally borrowed to build the Central Plant.
- Retrofitted more than 1,800 light fixtures at the Convention Center and the Library with LED kits, a measure that we estimate will save in excess of 1 million kWh of electricity in a year's time.
- Installed new retractable bleachers on the DC Armory's drill floor and completed an analog-to-digital upgrade of the audio-visual room at RFK Stadium.
- Replaced the core switch and all access switches in the Convention Center to increase network data speeds from 100 Mbps to 1,000 Mbps, while also adding additional fiber optic cable at the 9th Street NW media panel and in the ballrooms to better support customer needs, including on-site live broadcasts by news networks.
- Started a Center-wide sound system upgrade that requires the retrofit of a number of intermediate distribution frame (IDF) closets to support new mechanical requirements for the system. Approximately 75 percent of the IDF closets were completed in FY15, and the overall project is on track to be completed in FY15.
- Successfully reorganized our Human Resources Division in FY14 to include a new employee engagement program with enhanced recognition programs (including our first celebration of National Employee Appreciation Day) and a redeveloped training curriculum designed to meet the needs of each category of employee, from line staff through executive management.
- Maintained our core event services staff, including two internal promotions and the enrollment of three event managers in the prestigious Venue Management School (considered to be one of the best professional development programs in the convention industry). Reorganized our Sports and Entertainment team to separate venue management from event operations (a model similar to the Conventions and Meetings Division) and added one new event manager position to the team.
- Engaged in extensive stakeholder engagement with Destination DC, the Lincoln Properties Management Group and the District government to produce a block party for the Microsoft Worldwide Partner Conference on the grounds of Carnegie Library, K Street NW and Techworld Plaza. Our team worked directly with city agencies and the Mayor's Special Events Task Group to coordinate an extraordinary amount of review, feedback and approval for what we were told was the first time K Street NW has been closed for a private event; this was historic in nature for Events DC and groundbreaking for the District as a destination, as many of the top-tier convention destinations routinely hold this type of outdoor event.



FY14 Performance Standard: Customer Service

Perhaps the most important factor in the Authority's success is our ability to deliver a superior product. A commitment to providing world-class customer service must be at the core of everything we do with our customers, visitors, service partners, industry stakeholders and employees.

Included in this focus area are the following:

- Development and incorporation of specific customer service targets for individual Authority departments and each in-house service partner (e.g., catering, audio-visual);
- Inclusion of customer service standards into each Department Directors' annual performance evaluation;
- Holding quarterly service reviews with service partners to ensure targets are being met; and,
- Delivering quarterly reports on customer service and satisfaction initiatives to the Board of Directors and/or its Operations Committee.

Results:

- For FY14, we statistically met our customer satisfaction goal for show managers, attaining a marked increase over our FY13 scores. Year-end scores for exhibitors and attendees had slight declines, although overall exhibitor scores in the areas of audio-visual services, phone/Internet services and electrical/plumbing services exceeded the previous year's performance.
- Our management team held regular post-event reviews and formal quarterly evaluations with each service partner to review customer satisfaction survey data and, when necessary, discuss specific instances raised by customers through the surveys (these reviews provide near-real-time analysis of customer satisfaction performance data in a range of areas that are specific to each service partner).
- During the fiscal year, we rolled out agency-wide training for the first two of our Strive for 5 quality-improvement program principals (Respect, Professionalism, Communication, Teamwork and Accountability).



FY14 Performance Standard: Sales and Marketing

The Authority's sales and marketing program entails three distinct facets: 1) the booking of large, citywide shows by Destination DC (as part of a larger program to market Washington, DC as a destination for the leisure, business and meetings/conventions market segments), 2) Convention Center sales within a zero-to-24-month (short-term) booking window that are handled directly by Convention Center staff, and 3) selling both venue space and sponsorship opportunities for our Sports and Entertainment Division's properties.

Included in this focus area are the following:

- Implementation of revised performance standards for each of the Authority's statutory marketing partners (Destination DC, the DC Chamber of Commerce, and the Hispanic Chamber of Commerce), combined with quarterly service reviews to monitor and provide feedback on each partner's contributions;
- Quarterly performance reviews of marketing partner performance by the Board's Operations and Sports and Entertainment Committees;
- For partners and in-house sales teams, identifying and maximizing opportunities within new customer market segments, such as government, small meetings and consumer shows. Creating new revenue opportunities and marketing Events DC through the targeted development of sponsorship opportunities, and attraction of new events at RFK, the DC Armory and the District generally;
- For the in-house sales teams, developing the ability to evaluate and target the correct mix of customers in order to maximize overall revenues while meeting aggressive sales goals.

Results:

- The Conventions and Meetings Division's in-house sales team had an FY14 goal of \$8 million, the highest in-house goal in the Authority's history; the team made 90.7 percent of its goal, producing revenues of \$7,260,363, including building rental and ancillary revenues generated from commissions through our service partners at the Convention Center and Carnegie Library. Our overall performance was impacted by several factors: for the Center, we hosted events that were generally smaller and that required fewer ancillary services than in the previous year, which equated to lower revenues through our service partners; we also had several events cancel due to inclement weather between December 2013 and March 2014. For the Library, we did not have the ability to sell space the building more than three or four months in advance due to ongoing work on the proposed redevelopment project with the International Spy Museum, which had a material impact on building rental revenues for the year.



- The Sports and Entertainment Division generated operating revenues of \$4.66 million, or 14.53 percent below the budgeted amount of \$5.46 million. This is attributed to the loss of several large-scale events during the year (to include the DC 101 Chili Cook-off and the AESAOne Ethiopian Soccer Tournament) and lower attendance numbers (actual ticket scans) for DC United games and the AT&T Nation's Football Classic.
- It should be noted that we still met our overall financial goals for the fiscal year due to the careful management of expenses, which helped offset the shortfall in operating revenues.
- Our management team developed and implemented FY14 performance standards for each marketing partner and conducted quarterly performance reviews.
- The Sports and Entertainment Division booked a number of new events for the RFK campus, to include the Red Bull Global Rallycross, the American Beer Classic, the Trillectro Music Festival and DAS Best OktoberFest, as well as another internationally televised night of Showtime Championship Boxing with Bernard Hopkins vs. Beibut Shumenov at the top of the card.
- Our Communications and Marketing Division worked with our new agency of record, Porter Novelli, to develop a brand marketing strategy themed "Events DC = Unforgettable Experiences." By inspiring event planners and event producers with examples of "Unforgettable Experiences" via an interactive advertising campaign, we will drive these potential customers to a microsite dedicated to lead generation, allowing us to convert inquiries into leads and then close sales. "Beyond Your Imagination" is the campaign tagline, and the advertising copy brings forth bold, "unforgettable" statements and images that will drive the potential customer to click through to our microsite, after which we will be able to capture their information, serve them with additional contextual ads, track the effectiveness of the ads and then conduct outreach to close sales.



FY14 Performance Standard: Revenue and Expense Management

Each of the first three performance measures – Operational Efficiency, Customer Service, and Sales and Marketing – strengthens the Authority’s overall financial position, which in turn drives our fourth key performance measure, Revenue and Expense Management. The implementation of this focus area is driven by recognition that the Authority will have its fullest economic impact when it remains financially stable and fiscally sound. As such, we are employing a number of strategies to not only ensure we can weather the current economic crisis, but to also lay the groundwork for a long-term reduction of the Authority’s overall operating deficit.

Included in this focus area the following:

- Ensuring that there is no increase in our historic operating deficit;
- Conducting thorough reviews of all operating expenditures, including personnel costs, to identify savings;
- Implementing aggressive in-house sales goals to drive revenues from all venues;
- Working with our marketing partners to restructure their agreements in order to focus on the Authority’s key revenue metrics (including the development of performance-based incentives for each marketing partner); and,
- Enhancing the Authority’s environmental programs that focus on energy conservation as a means to lower expenses.

Results:

- Given flat business projections for the two years prior to and the year following the opening of the Marriott Marquis Washington, DC, the Authority had a solid financial performance for FY14. Based on audited financials, we ended FY14 with operating revenues of \$24.98 million, or 2.6 percent below the budgeted amount of \$25.66 million. Our operating expenditures were \$43.82 million, or 7.68 percent below the budget of \$47.47 million.
- Overall, our FY14 operating deficit, which is the Authority’s primary financial performance metric, was \$18.84 million, or 13.61 percent below the budgeted operated deficit of \$21.81 million (convention centers generally operate at a structural deficit, which is offset by the economic impact generated by the facilities and their visitors).



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

Question 8

Please provide budget information showing your agency's approved budget and actual spending, by division, for FY14 and FY15, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures.

The requested information is on the attached charts.

**Washington Convention and Sports Authority t/a Events DC
Budget-to-Actual Variance for FY14 and 1QFY15**

		FY2014					FY2015				
		Approved Budget	Revised Budget	Variance	Actual	Variance	Approved Budget	Revised Budget	Variance	Actual As of Dec 31, 2014	
	Operating										
	Operating Revenues										
1	Building Rental	9,204,181	9,258,127	53,946	8,656,052	(602,075)	9,321,652	10,460,960	1,139,308	2,398,094	
2	Food Service	5,532,113	5,493,653	(38,460)	5,485,765	(7,889)	5,519,121	5,263,142	(255,980)	1,146,615	
3	Electrical	1,954,482	1,949,031	(5,451)	1,879,064	(69,967)	1,901,443	1,531,589	(369,854)	577,203	
4	Rigging	659,329	907,129	247,800	1,034,773	127,645	907,129	725,210	(181,919)	234,366	
5	Telecommunications	1,088,814	1,333,056	244,242	1,830,426	497,369	1,276,157	1,290,000	13,843	416,312	
6	Audio Visual	505,738	505,021	(717)	535,656	30,635	582,695	579,495	(3,200)	68,059	
7	Retail Space Rental	270,000	270,000	-	332,762	62,762	270,000	270,000	-	22,586	
8	Digital Signage	44,700	88,810	44,110	50,991	(37,819)	53,625	53,375	(250)	9,646	
9	Parking	442,038	476,720	34,683	467,551	(9,170)	495,705	496,491	786	180,960	
10	Event Services	931,303	875,285	(56,019)	809,295	(65,990)	1,148,521	1,069,784	(78,737)	232,144	
11	Advertising and Sponsorship	1,220,000	1,220,000	-	1,165,039	(54,961)	1,260,000	1,199,996	(60,004)	259,999	
12	Office Rent	638,596	638,596	-	484,338	(154,258)	481,780	484,336	2,556	121,419	
13	Facility Fee	736,995	644,620	(92,375)	482,331	(162,289)	637,745	613,370	(24,375)	90,516	
15	Carnegie Library - Special Events	1,500,000	1,500,000	-	1,121,379	(378,621)	900,000	1,200,000	300,000	358,630	
16	Other	544,995	500,451	(44,544)	648,243	147,792	479,018	464,493	(14,526)	116,422	
17	Total Operating Revenues	25,273,284	25,660,499	387,215	24,983,663	(676,836)	25,234,592	25,702,241	467,649	6,232,971	
	Operating Expenses										
	Personal Services										
18	Full-time Salaries	15,411,000	15,985,603	574,602	15,517,857	(467,746)	16,202,387	16,422,734	220,347	3,516,995	
19	Part-time Salaries	1,053,102	963,286	(89,816)	1,165,823	202,537	963,286	963,286	-	275,285	
20	Overtime	575,900	575,900	-	678,113	102,213	575,900	575,900	-	194,840	
21	Fringe Benefits	4,624,206	4,835,258	211,052	4,567,116	(268,142)	5,312,784	5,382,973	70,189	867,451	
22	Total Personal Services	21,664,209	22,360,046	695,838	21,928,910	(431,137)	23,054,357	23,344,893	290,536	4,854,571	
	Non-Personal Services										
23	Supplies	587,306	587,306	-	555,601	(31,705)	572,406	587,306	14,900	46,238	
24	Utilities	6,234,809	6,249,403	14,594	5,803,489	(445,914)	6,400,456	6,400,456	-	1,162,757	
25	Professional/Contractual	14,859,517	15,441,596	582,079	13,273,396	(2,168,201)	15,613,623	16,033,521	419,898	2,727,229	
26	Equipment	330,050	330,050	-	267,267	(62,783)	330,050	330,050	-	17,246	
28	Subsidies and Transfers	2,500,649	2,500,649	-	1,994,610	(506,039)	2,500,649	2,500,649	-	575,162	
29	Total Non-Personal Services	24,512,331	25,109,005	596,673	21,894,363	(3,214,642)	25,417,184	25,851,982	434,798	4,528,632	
30	Total Operating Expenses	46,176,540	47,469,051	1,292,511	43,823,272	(3,645,779)	48,471,541	49,196,875	725,334	9,383,203	
31	Operating Surplus(Loss)	(20,903,256)	(21,808,552)	(905,296)	(18,839,610)	2,968,943	(23,236,949)	(23,494,634)	(257,685)	(3,150,232)	
	NON-OPERATING										
	Non-Operating Revenues										
32	Dedicated Taxes	111,839,130	109,297,000	(2,542,130)	105,450,873	(3,846,127)	111,344,000	111,719,000	375,000	29,265,042	
33	Interest Income	1,000,000	800,000	(200,000)	621,288	(178,712)	700,000	700,000	-	126,677	
34	TIF Revenues - Hotel	-	-	-	4,130,623	4,130,623	16,678,000	16,678,000	-	-	
35	Transfer to DDC Marketing	3,250,000	3,250,000	-	3,250,000	-	4,000,000	4,000,000	-	1,500,000	
36	Total Non- Operating Revenue	116,089,130	113,347,000	(2,742,130)	113,452,784	105,784	132,722,000	133,097,000	375,000	30,891,719	
	Non-Operating Expenses										
37	Marketing Fund	15,632,806	15,332,000	(300,806)	14,531,745	(800,255)	19,284,013	19,841,170	557,157	4,592,101	
38	Debt Service	36,287,391	40,247,251	3,959,860	33,778,825	(6,468,426)	48,944,283	48,944,283	0	12,236,071	
39	Total Non- Operating Expenses	51,920,197	55,579,251	3,659,054	48,310,570	(7,268,681)	68,228,295	68,785,453	557,157	16,828,172	
40	Non-Operating Surplus (loss)	64,168,933	57,767,749	(6,401,184)	65,142,214	7,374,465	64,493,705	64,311,547	(182,157)	14,063,547	
41	Total Revenue	141,362,414	139,007,499	(2,354,915)	138,436,447	(571,052)	157,956,592	158,799,241	842,649	37,124,690	
42	Total Expense	98,096,737	103,048,302	4,951,565	92,133,843	(10,914,460)	116,699,836	117,982,328	1,282,492	26,211,375	
43	Surplus/(Loss)	43,265,677	35,959,197	(7,306,480)	46,302,604	10,343,407	41,256,756	40,816,913	(439,843)	10,913,314	
	Less										
44	Capital Expenditure	13,238,000	13,238,000	-	9,643,724	(3,594,276)	17,093,000	17,093,000	-	640,675	
45	Total Surplus/(Loss)	30,027,677	22,721,197	(7,306,480)	36,658,880	13,937,683	24,163,756	23,723,913	(439,843)	10,272,639	

FY14 and 1QFY15 Variance Explanations

- A) The budget for Operating Revenues increased by \$387,215. Of this amount, the Convention Center's ("WCC") revenue budget increase of \$165,730 is due to higher revenue estimates from auxiliary service providers for FY14. The Sports & Entertainment Division's ("SED") revenue budget increased by \$221,485 based on additional booked events and anticipated future bookings.
- B) The Personal Services budget increased by \$695,838 due to the addition of five full-time positions. Four positions came with the acquisition of the central plant in June 2013. One full-time position was also added to support strategic initiatives in FY14.
- C) The Non-Personal Services budget increased due to the addition of a strategic initiatives subobject of \$582,079. This program will allow for the exploration of opportunities to broaden our economic impact on the District.
- D) The Non-Operating Revenue Budget was reduced by \$2,742,130 due to a reduction in the dedicated taxes estimated by the Office of the Chief Financial Officer ("OCFO"), and a decline in the projection for interest revenue based on market conditions.
- E) The increase in the Debt Service budget is due to the inclusion of the payment on the hotel bond. The capitalized interest set-aside for the debt service was fully exhausted when the hotel opened in May 2014. The budget was increased to allow for the payment utilizing dedicated taxes or TIF Revenues (although the latter was not certain to be available).
- F) Operating revenues were lower than budgeted due to the cancellation/loss of budgeted events at SED. The uncertainty concerning the availability of the Carnegie Library during the anticipated renovation process for the planned Spy Museum relocation impacted the booking and marketing of events at the venue for the fiscal year. The WCC exceeded the targeted number of budgeted events, generating more revenue than previously anticipated.
- G) Personal services expenditures were lower than budgeted due to vacant positions in both WCC and SED.
- H) Utility expenses were lower than budgeted due to savings as a result of the acquisition of the central plant lease in June of 2013.
- I) This variance is due to reduced spending in legal services, facility maintenance, housekeeping, insurance and other professional services due to management's cost saving measures. Spending for strategic initiative deferred to FY15 also contributed to the variance.

- J) The District of Columbia's Department of General Services (DGS) is responsible for the facility maintenance on RFK stadium and the DC Armory. The Authority is obligated to pay up to \$2.5 million each year for this service. The cost of the facility maintenance services in FY14 was \$2 million.
- K) The budget was based on OCFO's revenue estimate and the actual transfer was down by \$3.8 million.
- L) The variance reflects the TIF revenue received in FY14.
- M) The Marketing fund budget is based on a formula-driven calculation of 17.4% of total projected hotel tax collection. The variance is a result of Events DC receiving lower dedicated hotel taxes than what was projected in the budget.
- N) This variance represents unanticipated TIF revenue and IRS subsidies that were applied against the debt service for the hotel bonds.
- O) The operating revenue budget was increased due to the additional booking of events for the Convention Center. Carnegie Library's operating budget was based on a nine-month operating cycle when the budget was approved. The revenue budget estimate reflects that Carnegie library will be operating for a full 12 months.
- P) The personal service budget was adjusted to reflect Cost of Living Adjustments ("COLA") and annualizing of salary increases subsequent to the original approved budget.
- Q) The professional/contractual services budget was increased to reflect higher anticipated payments for the services of the Department of Transportation ("DDOT") and contractual escalation provisions for other service providers. Carnegie library's expense budget was also increased to reflect its operation for the full fiscal year.
- R) The dedicated taxes budget increase is a reflection of higher revenue estimates by OCFO for FY15.
- S) This variance is due to the addition of Washington Convention Center Opportunity Fund expenses of \$455,000 that will be spent in FY15. The Opportunity Fund is annually expended to attract citywide events to the Convention Center. There is also an increase in marketing expenses as a result of higher than projected dedicated tax revenue from hotel taxes.



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

Question 10

Please provide information on any pending lawsuits.

The Authority has no pending lawsuits.



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

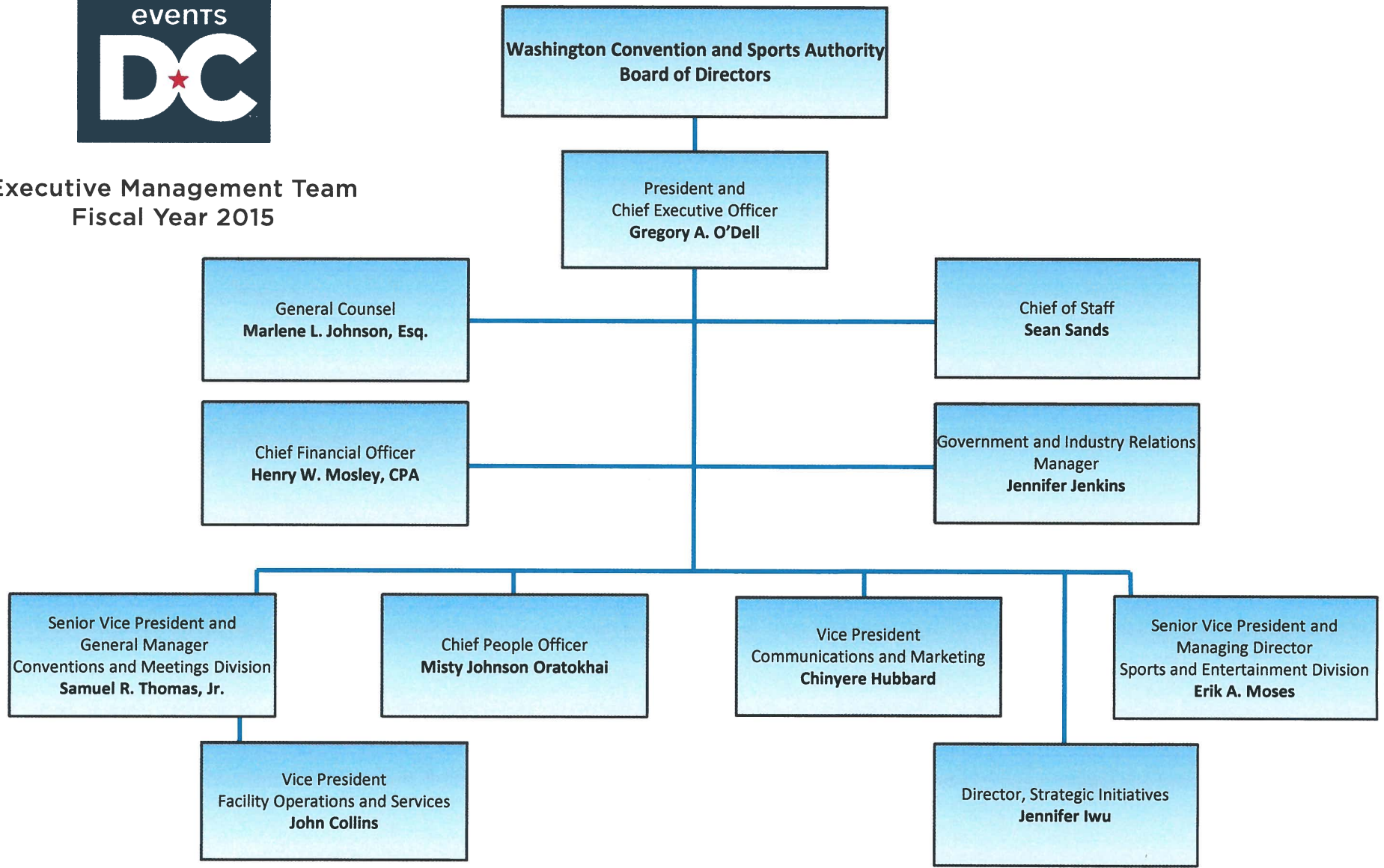
Question 11

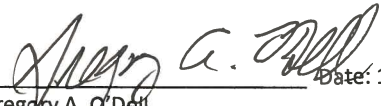
Please provide an updated organizational chart and current Schedule A.

The requested information is included on the attached charts.



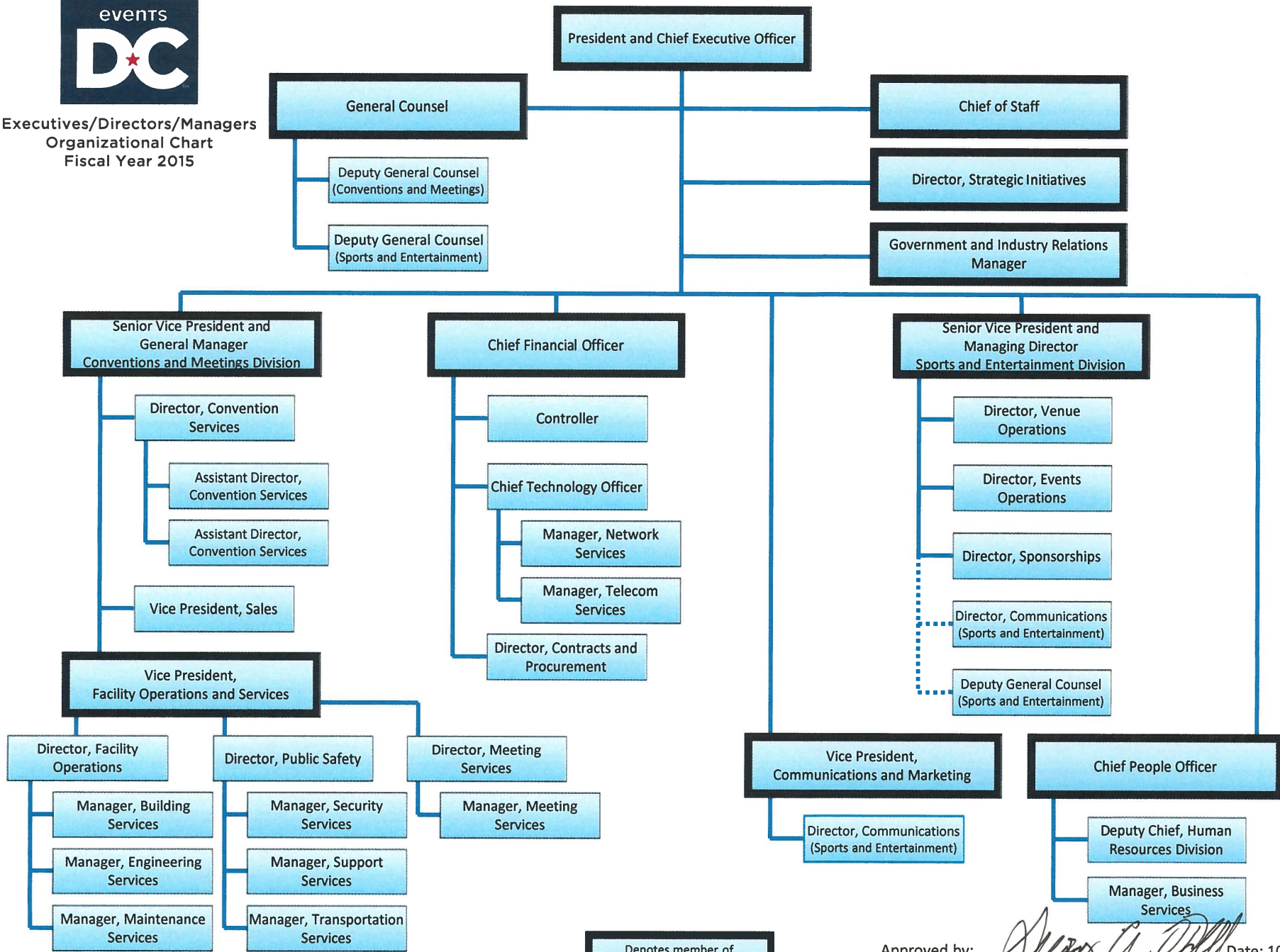
**Executive Management Team
Fiscal Year 2015**




Approved by:  Date: 10/1/2014
Gregory A. O'Dell
President and Chief Executive Officer



Executives/Directors/Managers
Organizational Chart
Fiscal Year 2015



Denotes member of Executive Management Team

Approved by:  Date: 10/1/2014
Gregory A. O'Dell
President and Chief Executive Officer



Question 12

Please provide the following:

- A list of all employees who receive cellphones, personal digital assistants, or similar communications devices at agency expense;
- A list of all vehicles (year, make, model) owned, leased or otherwise used by the agency and to whom the vehicle is assigned. Please include lease amount (if applicable) and date the lease expires;
- A list of employee bonuses or special award pay granted in FY14 and FY15, to date;
- A list of travel expenses, arranged by employee;
- A list of total overtime and workman's compensation payments paid in FY14 and FY15, to date.

The requested information is attached.



Authority-issued Communication Devices

Mobile Telephones

A/V Network Operations Engineer
Acting Administrative Assistant
Administrative Assistant to President/CEO & Chief of Staff
Administrative Aide
Administrative Assistant II
Administrative Assistant II
Administrative Assistant II
Administrative Assistant
Assistant Director, Development
Assistant Director, Convention Services
Assistant Director, Convention Services
Assistant Manager, Meeting Services
Assistant Manager, Security Services
Assistant Manager, Support Services
Assistant Manager, Transportation Services
Benefits Analyst
Booking Manager
Building Maintenance Mechanic II
Business Development Manager
Chief Financial Officer
Chief of Staff
Chief People Officer
Chief Technology Officer
Communications and Marketing Coordinator
Communications and Marketing Manager
Contracts Specialist II
Contracts Specialist II
Controller
Convention Services Assistant
Deputy Chief, Human Resources
Deputy General Counsel
Deputy General Counsel
Director, Public Safety
Director, Convention Services
Director, Event Operations
Director, Facility Operations
Director, Meeting Services
Director, Strategic Initiatives
Director, Venue Operations



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

Employee Engagement Specialist
Engineering Services Supervisor
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Executive Assistant
Executive Assistant
External Affairs Manager
Facility Automation Manager
Financial Systems Administrator
First Class Engineer
General Counsel
Government and Industry Relations Manager
Groundskeeper Leader
Head Groundskeeper
HR Business Partner
HR Project Coordinator
Information Systems Specialist II
Lead Building Ambassador
Lead Meeting Services Supervisor
Maintenance Supervisor
Manager, Building Services
Manager, Business Services
Manager, Engineering Services
Manager, Maintenance Services
Manager, Meeting Services
Manager, Network Operations
Manager, Security Services
Manager, Support Services
Manager, Technology Services
Manager, Transportation Services
Marketing Manager
Meeting Services Supervisor
Meeting Services Supervisor
Meeting Services Supervisor
Meeting Services Supervisor
Meeting Services Team Leader
Office Services Assistant
Organizational Development and Training
Patrol Services Supervisor



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

President and Chief Executive Officer
Production Services Manager
Project Manager, Quality Assurance
Receptionist
Receptionist
Sales and Event Assistant
Sales Booking and Sr. Contract Administrator
Sales Manager
Sales Manager
Senior Contracts and Procurement Administrator
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Research and Policy Manager
Senior Sales Manager
Senior Sales Manager
Senior Transportation Supervisor
Senior Vice President and General Manager
Senior Vice President and Managing Director
Shipping and Receiving Coordinator
Special Assistant

Tablet PC:

Assistant Director, Development
Assistant Director, Convention Services
Assistant Director, Convention Services
Assistant Manager, Meeting Services
Chief Financial Officer
Chief People Officer
Communications and Marketing Coordinator
Communications and Marketing Manager
Contracts Specialist II
Deputy General Counsel
Director, Convention Services
Event Manager
Event Manager
Event Manager
General Counsel



Washington Convention and Sports Authority
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Lead Meeting Services Supervisor
Manager, Meeting Services
Manager, Transportation Services
Meeting Services Supervisor
Meeting Services Supervisor
Meeting Services Supervisor
Meeting Services Team Leader
Production Services Manager
Sales Booking and Sr. Contract Administrator
Sales Manager
Sales Manager
Senior Contracts and Procurement Administrator
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Sales Manager
Senior Vice President and General Manager
Senior Vice President and Managing Director
Storekeeper II
Vice President, Communications and Marketing
Vice President, Sales



Authority-owned Vehicles

In addition to service/maintenance equipment that includes lifts and motorized carts, the Authority owns the following registered vehicles. The Authority does not hold any vehicle leases.

	List of Vehicles	Assigned to
	<i>Conventions and Meetings Division</i>	
1	2010 GEM e4	Public Safety Department
	<i>Sports and Entertainment Division</i>	
1	1990 GMC Chevy 4x2 Truck	Venue Operations Department
2	1992 Ford F Series, 4x2 Truck	Venue Operations Department
3	1993 Ford Pick-up Truck	Venue Operations Department



Employee Bonuses and Special Award Pay

The Authority's Board of Directors awarded a performance bonus in FY14 to the President and Chief Executive Officer as part of his Employment Agreement for his performance in FY13. Bonuses for chief executives are a customary practice in the convention center industry, though specific details about incentive pay is considered confidential for competitive reasons.

For FY13, the Authority awarded merit-based performance bonuses to full-time employees who completed at least 120 days of service as of September 30, 2013. The amount of the bonus varied by employee and was based on the scoring of the individual's annual performance evaluation; payments were made in FY14 (February 2014). The Authority had an identical program in FY14, and payments were made prior to the end of 1QFY15. (Note that non-bargaining unit employees did not receive a COLA in FY14.)

In FY14, the Authority awarded a recruitment bonus to the Director, Strategic Initiatives, and made relocation incentive payments to two Event Managers in the Sports and Entertainment Division.

In FY14, the Authority paid severance to six employees who were terminated as part of the restructuring of the Human Resources and Contracts and Procurement teams. In addition, the Authority paid severance to two employees in the Financial Management department who were terminated during the fiscal year.



FY14 Travel Expenses

Position	FY14 Travel Expenses
Assistant Director, Convention Services	\$3,369.82
Assistant Manager, Security Services	\$2,303.01
Board of Directors Member (Operations Committee)	\$507.62
Cash and Investments Manager	\$1,718.78
Chief Financial Officer	\$9,149.31
Chief People Officer	\$5,946.45
Director, Contracts and Procurement	\$1,709.10
Senior Contracts and Procurement Administrator	\$1,587.33
Controller	\$610.05
Production Services Manager	\$2,014.73
Deputy Chief, Human Resources	\$3,189.34
Director, Event Operations	\$312.50
Director Facilities Operation	\$1,765.82
Director, Public Affairs	\$2,748.05
Director, Convention Services	\$5,701.63
Vice President, Sales	\$3,761.43
Director, Sales and Sponsorships	\$4,639.22
Event Manager	\$1,082.79
Event Manager	\$1,048.50
Event Manager	\$322.00
Assistant Director, Convention Services	\$2,902.65
Event Manager	\$2,272.09
Human Resources Project Manager	\$2,571.24
Manager, Support Services	\$1,310.98
Communications and Marketing Manager	\$1,466.64
Marketing Manager	\$1,737.91
President and Chief Executive Officer	\$15,169.87
Senior Sales Manager	\$4,538.52
Senior Sales Manager	\$3,580.69
Booking Manager	\$1,039.49
Senior Contract Specialist	\$610.05
Senior Event Manager	\$1,236.51
Senior Event Manager	\$1,371.00
Senior Event Manager	\$248.50
Senior Payroll Specialist	\$2,787.16
Senior Research and Policy Manager	\$8,155.18



Assistant Manager, Support Services	\$1,272.98
Senior Vice President and Managing Director	\$10,254.51
Senior Vice President and General Manager	\$2,202.33
Vice President, Communications and Marketing	\$2,773.40
Vice President, Facility Operations and Services	\$816.50

\$ 121,805.68

FY15 Travel Expenses

Position	FY 15 Travel Expenses
President and Chief Executive Officer	\$886.23
Senior Vice President and General Manager	\$1,700.14
Senior Research and Policy Manager	\$915.72
Director, Strategic Initiatives	\$2,082.30
Chief People Officer	\$3,014.13
Communications and Marketing Manager	\$942.00
Director, Convention Services	\$2,796.19
Assistant Director, Convention Services	\$2,270.48
Assistant Director, Convention Services	\$615.20
Senior Event Manager	\$1,285.56
Senior Sales Manager	\$678.70
Senior Sales Manager	\$1,760.10
Senior Event Manager	\$1,683.80
Booking Manager	\$1,144.18

\$ 21,774.73



Employee Overtime

	FY14		1QFY15
Regular Overtime	\$ 508,070	\$	139,450
Holiday Overtime	\$ 112,984	\$	65,345
Total	\$621,054	\$	204,795



Washington Convention and Sports Authority
t/a Events DC
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February 25, 2015

FY14 and FY15 Workers' Compensation Payments

The Authority carries workers' compensation insurance and makes no direct payments to injured employees.



Question 13

You previously noted goals to ensure 51% of your employees are District residents. What is the current status of this goal? Please also comment on efforts with local colleges, local job fairs attended or hosted, any new or updated recruitment campaign efforts and opportunities being offered or developed.

As of September 28, 2014, the Authority employed 236 full- and part-time employees, and 110 of those employees were District residents, comprising 47 percent of our total workforce (a 3-percent increase over FY13).

During FY14, we engaged in a number of activities designed to highlight Authority employment opportunities directly to District residents. We participated in Mayor Gray's Citywide Hiring Fair and Congresswoman Eleanor Holmes Norton's D.C. Job Fair (both restricted to District residents) and the Howard University Job Fair, and used the contacts made to develop a database of candidates that we use for job vacancies. The Congresswoman's job fair resulted in three temporary hires, one of whom was hired full-time as of November 2014.

In addition, to ensure that Authority job openings can reach new and recent college graduates, we have registered with the career services offices at George Washington University, Howard University, the Catholic University of America, Georgetown University, the University of the District of Columbia and American University. The postings shared with the colleges include the fact that we offer a 10-point DC residency preference.

Other FY14 recruitment activities included:

- A contractual relationship with DCjobs.com as a "Premier Employer" that included a featured spot in a DCjobs.com television commercial that ran on the local NBC affiliate in October, 2014.
- Listing Authority job openings on LinkedIn, as well as active participation in DC-specific groups on the networking site.
- The successful launch of a new internship program for DC high school and college students between the ages of 16-21 that provides exposure to a wide range of careers in the hospitality industry with the possibility of future employment with our organization. An indicator of the success of this type of program is a 2011 intern who went on to complete graduate school and then began work as a full-time Communications and Marketing Coordinator with the Authority this past December after moving back into the District.



Question 15

Please list and describe any ongoing investigations, audits, or reports on your agency or any employee of your agency, or any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed during FY13 or FY14, to date.

In FY14, the Authority participated in its two regular audits:

- From November 2013 to January 2014, Bert Smith & Co. conducted the Authority's annual independent audit of our FY13 financial statements and supporting operations.
- In June and July 2014, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY15 revenues and reserves.

In FY15 to date, the Authority has participated in the first of its regular audits. From November 2014 to January 2015, Bert Smith & Co. conducted the Authority's annual independent audit of our FY14 financial statements and supporting operations. In addition, in January 2015, the Office of the District of Columbia Auditor initiated a performance audit as required under D.C. Code § 10-1203.05(a).



Question 16

Please provide a status on capital projects that were planned for FY15 – including overall facility renovation and public bathroom renovation; renovations and upgrades to lighting and canopy systems at the Metro entrance; street crossing restorations; updates to exterior lighting systems.

The following Convention Center capital projects were ongoing during FY14 and continue into FY15:

- Restoration of concrete slab floors in the exhibit halls;
- Replacement of the audio system; and,
- Continuing of perimeter waterproofing projects, including replacement of exterior expansion joints and trench drains.

The following Convention Center capital projects are planned or underway for FY15:

- Replacement of carpet in various public spaces;
- Installation of a solar array on the roof system to reduce annual electrical consumption by 33 percent;
- Installation of solar film on the L Street Bridge windows to reduce temperature, improve energy consumption and reduce carpet fading;
- Renovation of three office suites and conference rooms;
- Upgrading mechanical systems, lighting systems (including additional upgrades to high-efficiency fixtures and systems) and the fire alarm system throughout the Convention Center;
- Installation of an upgraded digital security camera system;
- Formal engagement with an architect with experience specific to convention centers to begin the design phase for a number of facility renovations, to include public restrooms, meetings rooms, exterior areas (to include the Metro canopy) and a new carpet design; and,
- Restoration of street crossings at the SE and SW corners of the Convention Center.

The following Stadium-Armory campus capital projects are underway or have been completed in FY15:

- Replaced the drill floor bleacher seats in the DC Armory with new sideline and end zone bleachers totaling approximately 6,400 seats in November 2014;
- Replaced all concourse, mezzanine and ramp light fixtures at RFK Stadium with LED units in December 2014; and,
- Between now and the spring of 2015, a structural engineer will survey RFK Stadium, to include vibration testing and the completion of necessary repairs.



Question 17

What is the status of the study to examine the full range of options for RFK should the anchor tenant (DC United) leave for a new soccer stadium? Please provide a copy of the Request for Proposal (RFP) for the study; and, if awarded, the name of the firm hired to conduct the evaluation, date hired, cost and copy of contract, and timeline for conducting and finalizing the study. If RFP not awarded, when do you expect a vendor to be selected and what is the timeline for conducting and finalizing the study?

The contract to perform Phase 1 of a study to examine the full range of options for future use of the RFK campus was awarded to the firm of Brailsford & Dunlavey and was executed on October 3, 2014. The total contract value for Phase 1 is \$314,100. Additional vendors working with Brailsford & Dunlavey are Gensler, Grove Slade, AMT, The Robert Bobb Group and Clark Construction.

Phase 1 of the study is proceeding as planned and is expected to be completed in May, 2015. The RFP, contract and timeline for the complete study are attached.

REQUEST FOR EXPRESSIONS OF INTEREST

No. 14-S-022-218

FUTURE USES FOR THE ROBERT F. KENNEDY MEMORIAL STADIUM CAMPUS AND THE NON-MILITARY PORTIONS OF THE DC ARMORY BUILDING

INTRODUCTION

The Washington Convention and Sports Authority (“Authority”) is an independent instrumentality of the District of Columbia, created through a 2009 merger of the D.C. Sports and Entertainment Commission into the former Washington Convention Center Authority. The original Authority was established by the District in 1994 to own, operate and manage the Walter E. Washington Convention Center. The Sports and Entertainment Commission, also created in 1994, was responsible for operating and managing the Robert F. Kennedy Memorial Stadium (including its parking lots), the non-military portions of the D.C. Armory and, on behalf of the District, served as Lessor of Nationals Park, home of the Washington Nationals baseball franchise. With the merger, the Authority’s name changed, it assumed all of the duties and powers of the Commission, and its statutory purposes were expanded to include not only attracting conventions and meetings to the District, but also to support youth sports and to promote, develop and maintain the city as a destination for sporting and entertainment events.

The Authority is governed by an 11-member Board of Directors, 9 of whom are public members appointed by the Mayor and confirmed by the Council of the District of Columbia, and 2 of whom serve in an ex-officio capacity. The Chair of the Board is a public member and is designated by the Mayor. All public Members serve 4 year terms, with no term limits. The Board is responsible for providing policy direction for the Authority, and employs a President and Chief Executive Officer who is responsible for day-to-day management. As an independent instrumentality, the Authority has the capacity to, among other things; operate under its own by-laws; maintain personnel, procurement and budgetary systems independent of the District; own and dispose of real and personal property; borrow money and issue revenue bonds; develop and construct sports and entertainment facilities; create non-profit subsidiaries to perform any of its functions; represent itself in all legal matters, including prosecuting lawsuits in its own name; and, exercise all powers normally possessed by private corporations or public enterprises.

As an independent entity, the Authority operates under the trade name of “Events DC”. Its operating and capital funds are separate and apart from the District Government’s General Fund and are derived from revenues earned from a full schedule of events at the Convention Center, the Carnegie Library Building (control of which was acquired from the District in 2010), RFK Stadium, its surrounding parking lots and the Armory, and from a dedicated portion of sales taxes on District hotel rooms, food and beverage sales, and rental and leased cars. As above, the Authority has a personnel and procurement system separate from the District Government, and except for coverage under the District’s administrative procedures and ethics laws, operates independently.

SCOPE OF WORK

Events DC seeks the services of a Contractor to undertake a two (2) phase project.

PHASE 1 will consist of a comprehensive study which examines the possible redevelopment of/uses for the RFK campus (including, its 80 acres of surrounding surface parking lots), and for the non-military areas of the DC Armory. The non-military portions of the Armory consist of a 65,000 sq. ft. main floor drill hall and two lower level spaces of 18,000 and 36,000 sq. ft., respectively.

- ❖ For **RFK**, PHASE 1 must examine two (2) options on both a long and short term basis:

Option 1: Programming the RFK campus under the assumption that the Stadium will be demolished; and

Option 2: Programming the RFK campus assuming that the Stadium will be retained for the near future with the same footprint.

For each RFK campus option, the study must evaluate parking uses, including whether all or some existing parking will remain, the revenue potential for any retained parking, and whether the existing parking lots must be supplemented, and if so, to what extent.

- ❖ For the non-military portions of the **DC Armory**, PHASE 1 must examine the feasibility, cost of and return on investment (“ROI”) derived from of limited renovations to accommodate short and long term uses. For long term uses, the study must examine a comprehensive renovation to transform the venue into a unique, regional destination for events seating between 5,000 and 10,000 patrons.

For both the RFK campus and the DC Armory, the PHASE 1 study must consider short term (8 to 10 years) and long term uses, as well as the financial investment/costs required to achieve each use, the projected ROI and the time to achieve that ROI. While non-revenue generating uses such as public parks and recreation areas are to be considered for the RFK campus, the overall short term and long term redevelopment options must collectively produce an ROI acceptable to Events DC.

In conducting the PHASE 1 Study, the Contractor must identify and engage interested parties, including but not limited to community groups, neighborhood stakeholders, athletic organizations, recreational groups, sports teams, and federal and District agencies such as the US Department of Defense/National Guard, the National Park Service, the District’s Office of Planning, the DC Department of Parks and Recreation, etc.

PHASE 2 will consist of project design and development, including architectural, engineering and landscaping designs; development of bid packages; and selection of contractors.

Although Events DC presently intends for the Contractor to complete both Phases, it expressly reserves the right not to award Phase 2 to the Contractor chosen for Phase 1 and/or not to proceed with Phase 2 in whole or in part.

STUDY CONSIDERATIONS

In implementing this Project, the Contractor must consider:

- Events DC’s statutory purposes and mission;

- The existing lease of the RFK parking lots to the District of Columbia from the US Department of the Interior;
- Legal and policy considerations regarding control and ownership of the DC Armory;
- The requirements for review of development plans by federal and/or District agencies (i.e., the National Capital Planning Commission, the DC Department of Consumer and Regulatory Affairs, etc.);
- Environmental surface and subsurface conditions, including the Water and Sewer Authority's current Combined Sewer Overflow project;
- Traffic and public transportation;
- At RFK, the requirement to accommodate the DC United MLS soccer team for the near future and the need, at the Armory, Stadium and on the RFK campus, to continue to host entertainment and other events during any transition; and,
- A public-private partnership, with Events DC as the public partner, to accomplish any or all options, including how such a partnership would be structured financially.

STATEMENT OF QUALIFICATIONS AND SELECTION OF CONTRACTOR

Contractors who are interested in providing the services described should submit a Statement of Qualifications ("Statement") **on Friday, January 3, 2014 by 5:00 pm, EST**. The Statement shall be no more than twenty **twenty-five (25) pages** and must include:

- A brief discussion of the Contractor's background and expertise in similar projects;
- A synopsis of the Contractor's specific experience in performing similar Phase 1 and Phase 2 services, including for what organizations/jurisdictions/other entities, on what dates, and the name of a contact person for each project described;
- A description of the Contractor's proposed project team, if any, including the professional disciplines represented by each team member, the names of principal(s) of each team member, and resumes for each principal;
- An outline of the Contractor's approach for the Phase 1 study;
- A not-to-exceed cost to perform Phase 1;
- The time proposed to complete Phase 1;
- The extent to which the Contractor and/or team member(s) is a District of Columbia Certified Business Enterprise; and
- A statement of where the Contractor (and each team member, as applicable) has its principal business offices.

An **original and 7 copies** of the Statement must be submitted to:

Brenda Fuller, Senior Contract Specialist
 Office of Contracts and Procurement Services
 Walter E. Washington Convention Center
 801 Mount Vernon Place, N.W.
 Washington, D.C. 20001

If a Contractor has questions about delivery arrangements, please email Ms. Fuller at bfuller@eventsdc.com. **No other questions will be entertained.**

After Statement submission, Events DC will identify not more than three (3) prospective Contractors to interview regarding the services described. Selection of the successful Contractor will be made on the basis of qualifications, approach, cost and interviews.

BACKGROUND MATERIALS, ATTACHED

Attachment 1	Events DC Enabling Statute
Attachment 2	RFK Stadium - DC Armory Campus Map
Attachment 3	RFK Stadium Property Details
Attachment 4	RFK Lease and Deed with the National Park Service
Attachment 5	DC Amory Property Details
Attachment 6	Metro System Map
Attachment 7	RFK Stadium – DC Armory Campus FY 2013 Event Schedule



CONTRACT FOR GOODS AND/OR SERVICES

ISSUED BY: Washington Convention and Sports Authority t/a Events DC
Contracts and Procurement Services
ADDRESS: 801 Mount Vernon Place, NW, Washington, DC 20001

CONTRACT NO: SO-14-032-0000890 SOLICITATION NO: 14-S-022-218
PROGRAM OFFICE: Sports and Entertainment Division
CONTRACTING OFFICER'S TECHNICAL REPRESENTATIVE (COTR): Jennifer Iwu, jiwu@eventsdc.com
CAPTION: Study of the Future Uses for the Robert F. Kennedy memorial Stadium Campus and the Non-Military Portions of the DC Armory Building
CONTRACT CONTACT: Michelle Compton mcompton@eventsdc.com

DOCUMENTS INCORPORATED BY REFERENCE

The following documents are hereby made part of this Contract and incorporated by reference:

Document Description

See Sections F and G.

The undersigned offers and agrees that, with respect to all terms and conditions as negotiated between the Contractor and Events DC and contained herein, including the provisions of the solicitation, this document constitutes the Formal Contract.

CONTRACTOR: (Contractor shall not commence performance until the Events DC has signed this document)

Brailsford & Dunlavey, Inc.
Contractor's Name

BY: [Signature]
Signature of Authorized Representative

CHRISTOPHER J. DUNLAVEY
Name (Print)

PRESIDENT
Title

10.2.14
Date

1140 Connecticut Ave, NW, Suite 400, Washington, DC 20036
Mailing Address of Contractor

202-289-4455 Telephone No. 202-289-6461 Facsimile No.

ACCEPTANCE BY Events DC:

[Signature]
Chief Contracting Officer

Gregory A. O'Dell
Type or Print Name

Date: 10/2/14

The information contained in the box below is for Events DC use only and, in the event of a discrepancy between this information and the terms of the Contract, the Contract terms shall take precedence.

PERIOD OF CONTRACT: One (1) Year from Date of Award
CONTRACT AMOUNT: NTE \$314,100.00
OPTION YEARS: N/A

**SECTION A
GENERAL**

This Contract is between the Washington Convention and Sports Authority t/a Events DC ("Events DC or the "Authority") with offices at 801 Mount Vernon Place, NW, Washington, DC 20001, and *Brailsford & Dunlavy, Inc.* ("Contractor") having offices at 1140 Connecticut Ave, NW, Suite 400, Washington, DC 20036.

**SECTION B
SERVICES, TEAM MEMBERS AND PRICE/COSTS**

B.1 SERVICES

The Contractor shall conduct a comprehensive study (the "Study") of possible future uses of the Robert F. Kennedy Memorial Stadium ("RFK" or the "Stadium") campus and the non-military portions of the DC National Guard Armory ("DC Armory"). Contractor shall provide services to Events DC in accordance with Section C and the price schedule below.

B.2 TEAM MEMBERS

Events DC acknowledges and agrees that Contractor's team members include Gensler, Gorove/Slade Associates, Inc., Clark Construction Group, LLC, AMT, LLC, and the Robert Bobb Group, LLC.

B.3 PRICE/COSTS

B.3.1 In full and complete compensation for all services provided by Contractor, Events DC shall pay the Contractor a sum not to exceed ("NTE") Three Hundred Fourteen Thousand One Hundred Dollars (\$314,100.00).

B.3.2 Contractor shall invoice Events DC as set forth in Section E.4 below for services based on the following hourly rates for Contractor's and its team members' personnel, which rates are fully-loaded, fixed rates that include base labor rates, overhead costs, fringe benefits, general and administrative expenses and profits. Contractor shall apply a [REDACTED] percent ([REDACTED]) discount to the total amount of each invoice.

Labor Category	Hourly Rate
Brailsford & Dunlavy	
B&D President	[REDACTED]
B&D Vice President	[REDACTED]
B&D Quality Control	[REDACTED]
B&D Sr. Project Manager	[REDACTED]
B&D Project Manager	[REDACTED]
B&D Assistant Project Manager	[REDACTED]
B&D Project Analyst	[REDACTED]
Gensler	
Gensler Principal	[REDACTED]

Gensler Director		
Gensler Design Director		
Gensler Sports & Rec Leader		
Gensler Project Architect		
Gensler Project Architect (2)		
Gorove Slade		
GS Principal		
GS Project Manager		
GS Engineer		
GS Tech		
AMT		
AMT Principal		
AMT Associate		
AMT Project Manager		
AMT Senior Engineer		
AMT Engineer		
Clark Construction		
Clark Senior Vice President		
Clark Vice President		
Clark Cost Estimator		
Robert Bobb Group		
RBG Managing Director		
RBG Senior Director		
RBG Consultant		

B.3.3 Unless otherwise directed by Events DC, Contractor shall categorize its costs into the five (5) task categories set forth below, and unless otherwise agreed by Events DC, the total cost for each task category shall not exceed the estimates below, which cost estimates are based on anticipated tasks. The parties expressly acknowledge and agree that Events DC may adjust the sequence and types of tasks and deliverables. In no event, however, will Contractor's compensation exceed \$314,100.00.

Task No.	Description	Estimated Cost
001	Project Initiation	
002	Data Gathering and Analysis of Existing Conditions	

003	Community/Stakeholder Engagement	
004	Market Analysis	
005	Development Scenarios/Documentation/ROI Funding Analysis	
Total NTE:		\$314,100

SECTION C
SPECIFICATIONS/SCOPE OF WORK

C.1 GENERAL REQUIREMENTS

C.1.1 Contractor shall examine the possible redevelopment of/uses for RFK, including its 80 acres of surrounding surface parking lots (the "RFK Campus"), and for the non-military areas of the DC Armory. The non-military portions of the Armory consists of a 65,000 sq. ft. main floor drill hall and two lower level spaces of 18,000 and 36,000 sq. ft., respectively. The RFK Campus and the DC Armory shall collectively be referred to herein as the "RFK/DC Armory Site".

C.1.2 Contractor shall examine two (2) redevelopment/use options on both a long and short term (8-10 years) basis:

- Option 1: Programming the RFK Campus under the assumption that the Stadium will be demolished; and
- Option 2: Programming the RFK Campus assuming that the Stadium will be retained for the near future (8-10 years) with the same footprint.

For each RFK Campus option, the study must evaluate parking uses, including whether all or some existing parking will remain, the revenue potential for any retained parking, and whether the existing parking lots must be supplemented, and if so, to what extent.

C.1.3 For the non-military portions of the DC Armory, Contractor shall examine the feasibility, cost of and return on investment ("ROP") derived from of limited renovations to accommodate short (8-10 years) and long term uses. For long term uses, the study must examine a comprehensive renovation to transform the venue into a unique, regional destination for events seating between 5,000 and 10,000 patrons.

C.1.4 For both the RFK Campus and the DC Armory, Contractor must consider short term (8 to 10 years) and long term uses, as well as the financial investment/costs required to achieve each use, the projected ROI and the time to achieve that ROI. While non-revenue generating uses such as public parks and recreation areas are to be considered for the RFK Campus, the overall short term and long term redevelopment options must collectively produce an ROI acceptable to Events DC.

C.1.5 In conducting the Study, the Contractor must identify and engage interested parties as directed by Events DC, including but not limited to community groups, neighborhood stakeholders, athletic organizations, recreational groups, sports teams, and federal and District agencies such as the US Department of Defense/National Guard, the National Park Service, the District's Office of Planning, the DC Department of Parks and Recreation, etc.

C.1.6 In conducting the Study, the Contractor must consider:

- Events DC's statutory purposes and mission;
- The existing lease of the RFK parking lots to the District of Columbia from the US Department of

the Interior;

- Legal and policy considerations regarding control and ownership of the DC Armory;
- The requirements for review of development plans by federal and/or District agencies (i.e., the National Capital Planning Commission, the DC Department of Consumer and Regulatory Affairs, etc.);
- Environmental surface and subsurface conditions, including the Water and Sewer Authority's current Combined Sewer Overflow project;
- Traffic and public transportation;
- At RFK, the requirement to accommodate the DC United MLS soccer team for the next three to five years;
- The need, at the RFK/DC Armory Site, to continue to host entertainment and other events during any transition; and
- A public-private partnership, with Events DC as the public partner, to accomplish any or all options, including how such a partnership would be structured financially.

C.2 SPECIFIC TASKS

Contractor shall, at a minimum, perform the following specific tasks in conducting the Study. The parties expressly acknowledge and agree that Events DC may adjust the sequence and types of tasks and deliverables.

C.2.1 Study Initiation:

- Contractor shall conduct initial meetings with the Events DC team and other stakeholders designated by Events DC, to fully develop the Study and finalize objectives and timelines;
- Contractor shall review any relevant background documents or materials; and
- Contractor shall set-up any websites (non-public), project tracking tools and/or other methods of communicating with the Events DC team, as requested.

C.2.2 Data Gathering/Analysis of Existing Conditions:

- Contractor shall review and evaluate the current event programming and operations on the RFK/DC Armory Site, including conducting a financial analysis;
- Contractor shall examine the existing physical structures and conditions on the RFK/DC Armory Site;
- Contractor shall analyze the current transportation, utilities, parking, stormwater and other infrastructure on or around the RFK/DC Armory Site; and
- If requested, Contractor shall analyze the statutory, legal and policy considerations in renovating and/or redeveloping the RFK/DC Armory Site (e.g., lease with US Department of Interior, Events DC statute, federal and District oversight and approvals).

C.2.3 Community/Stakeholder Engagement: As determined by Events DC, Contractor shall conduct meetings and/or give presentations to various community groups, District and federal agencies, and other designated stakeholders regarding the Study;

C.2.4 Market Analysis:

- Contractor shall review and evaluate demographic and economic data for the Washington DC market; and
- Contractor shall assess the potential demand and market viability for various sporting, entertainment and other recreational uses of the RFK/DC Armory Site.

C.2.5 Development Scenarios/Documentation/ROI Funding Analysis:

- Contractor shall develop at least four (4) framework plans for potential uses of the RFK Campus, to

include:

- Short term basis – retain the Stadium
- Short term basis – demolition of the Stadium
- Long term basis – retain the Stadium
- Long term basis – demolition of the Stadium
- Contractor shall develop at least four (4) framework plans for potential uses of the DC Armory (non-military portions), to include:
 - Short term basis – limited renovations to the DC Armory
 - Short term basis – comprehensive renovations to the DC Armory
 - Long term basis – limited renovations to the DC Armory
 - Long term basis – comprehensive renovations to the DC Armory

SECTION D
TERM AND DELIVERABLES

D.1 TERM OF CONTRACT

The Contract term shall be for one (1) year from date of award.

D.2 DELIVERABLES

The Contractor shall, at a minimum provide the following deliverables to the COTR. The parties expressly acknowledge and agree that Events DC may adjust the sequence and types of tasks and deliverables.

Task	Deliverables
Project Initiation (C.2.1)	<ul style="list-style-type: none"> ▪ Memo summarizing Study objectives and timelines; and ▪ Completed website and/or other project tracking tools.
Data Gathering/Analysis of Existing Conditions (C.2.2)	<ul style="list-style-type: none"> ▪ Report on RFK/DC Armory Site physical assessment with maps and diagrams; ▪ Report(s) on transportation, utilities, parking, stormwater and other infrastructure analyses, including required maps and/or diagrams, and including a summary of issues, challenges or other relevant infrastructure considerations; and ▪ If requested, report of statutory, legal and policy considerations.
Community/Stakeholder Engagement (C.2.3)	Report summarizing stakeholder and community input and feedback.
Market Analysis (C.2.4)	Report of market analysis.
Development Scenarios/Documentation/ROI Funding Analysis (C.2.5)	<ul style="list-style-type: none"> ▪ Report(s) describing each development/re-use scenario; ▪ Diagrams, sketches, 3D models, etc. for each development/re-use scenario; ▪ Phasing and implementation plan for each scenario; and ▪ Financial Report/ROI analysis, to include, for each of the various development/re-use scenarios presented: <ul style="list-style-type: none"> ○ Budget setting forth total estimated

- | | |
|--|---|
| | development/renovation costs;
○ Public and private funding options;
○ Operating pro formas and revenue projections; and
○ Estimated economic impact. |
|--|---|

SECTION E
CONTRACT ADMINISTRATION DATA

E.1 INVOICE PAYMENT

The Authority will make payments to the Contractor, upon the submission of proper invoices, at the prices stipulated in the Contract, for supplies delivered and accepted or services performed and accepted, less any discounts, allowances or adjustments provided for in the Contract.

E.2 PAYMENT METHOD

The Authority requires Contractors to participate in the Automated Clearing House (ACH) payment method. Within 10 days of award of a Contract, the Contractor must submit a completed electronic fund transfer enrollment form, the form of which will be supplied by the Authority upon award. The enrollment form must be sent directly to the Authority's Accounts Payable Office via e-mail at: invoices@eventsdc.com.

E.3 PAYMENT OPTIONS

The following payment options are offered by the Authority:

- (a) Discount Payment Option [Preferred]. Under this Option and at the discretion of the Authority, the Authority will pay the Contractor on or before the 10th business day after receipt of a proper invoice (and subsequent notification to Contractor regarding acceptance of such invoice) if Contractor offers a 2% discount of the invoice total amount due. Contractors may request this payment option by explicitly stating on their invoices: "(Contractor name) hereby offers a 2% discount on the total amount due if invoice is paid within 10 business days after receipt of a proper invoice and subsequent notification of acceptance by the Authority". The discount will be deducted from the amount due prior to invoice payment.
- (b) Standard Payment Option. For all Contractors who do not request the Discount Payment Option, the Authority will pay on a "net 30" basis after receipt of a proper invoice.

E.4 SUBMISSION OF INVOICES

An invoice shall be paid upon receipt of and acceptance by the Authority as a proper invoice. Prior to submission of an invoice, the Contractor shall certify each invoice for accuracy and correctness.

A proper invoice shall contain:

- (a) The name, address, e-mail, and telephone number of the Contractor and point of contact;
- (b) The Contract number and purchase order or service order number;
- (c) The period during which the services were provided ("Billing Period");
- (d) The cost of the services and tasks performed during the Billing Period;
- (e) A uniquely assigned invoice number;
- (f) The invoice date;
- (g) A description of the goods or services provided during the Billing Period;
- (h) The correct invoice amount; and
- (i) The signature of an authorized official of the Contractor.

Each invoice must be a standard typed original invoice on Contractor letterhead. The Authority will not make payment based on statements, quotations, service contracts, letters of intent, or memoranda of understanding or other non-invoice documents.

The Authority requires the Contractor to submit invoices electronically throughout the term of the Contract. Invoices shall be submitted to the Authority's Accounts Payable Office in PDF format to invoices@eventsdc.com with the name and invoice number in the e-mail subject line. All invoices must include a valid Authority purchase or service order number. Invoices with incorrect numbers will be returned unpaid to the Contractor.

Once received by the Authority, all Contractor invoices will be reviewed and signed by the COTR as verification that the services have been provided as set forth on the invoice and in accordance with the Contract. Invoices that contain incorrect or disputed amounts must be revised and resubmitted

Inquiries relative to payment(s) should be directed to the Authority's Accounts Payable Office via e-mail at: invoices@eventsdc.com.

E.5 FINAL INVOICES

The Contractor shall close out the Contract and submit final invoices no later than thirty (30) days after expiration of the Contract.

E.6 CHIEF CONTRACTING OFFICER (CCO)

Contracts will be entered into and signed on behalf of the Authority only by the Chief Contracting Officer or his/her designee. The Contracting Officer for the Contract will be:

Gregory A. O'Dell
President and CEO
Events DC
801 Mount Vernon Place, NW
Washington, D.C. 20001
(202) 249-3000

E.7 AUTHORIZED CHANGES BY THE CONTRACTING OFFICER

The Contracting Officer is the only person authorized to approve changes in any of the requirements of this Contract.

The Contractor shall not comply with any order, directive or request that changes or modifies the requirements of this Contract, unless issued in writing and signed by the Contracting Officer.

CONTRACTOR ACKNOWLEDGES AND AGREES THAT IN THE EVENT IT PERFORMS, WITHOUT PRIOR WRITTEN AUTHORIZATION FROM THE CONTRACTING OFFICER, ANY WORK NOT SET FORTH IN THE SCOPE OF WORK OR THE TERMS AND CONDITIONS OF THE CONTRACT, CONTRACTOR SHALL BE DENIED COMPENSATION OR OTHER RELIEF, WHETHER UNDER *QUANTUM MERUIT* OR OTHERWISE, FOR ANY SUCH WORK PERFORMED AND THAT IT MAY ALSO BE REQUIRED, AT ITS SOLE EXPENSE, TO TAKE ALL CORRECTIVE ACTION NECESSITATED BY THE UNAUTHORIZED WORK.

In the event the Contractor effects any change at the instruction or request of any person other than the Contracting Officer, the change will be considered to have been made without authority and no adjustment will be made in the Contract price to cover any cost increase incurred as a result thereof.

E.8 CONTRACTING OFFICER'S TECHNICAL REPRESENTATIVE (COTR)

The COTR is responsible for general administration of the Contract and advising the Contracting Officer as to the Contractor's compliance or noncompliance with the Contract. In addition, the COTR is responsible for the day-to-day monitoring and supervision of the Contract, of ensuring that the work

conforms to the requirements of this Contract and such other responsibilities as may be specified in the Contract. The COTR for the Contract will be:

Jennifer Iwu, Director, Strategic Initiatives
Events DC
801 Mount Vernon Place, NW
Washington, DC 20001
Telephone: (202) 249-3259
jiwu@eventsdc.com

The COTR shall not have authority to make any changes in the specifications or scope of work or terms and conditions of the Contract.

The Contractor may be held fully responsible for any changes not authorized in advance, in writing, by the Contracting Officer; may be denied compensation or other relief for any additional work performed that is not so authorized; and may also be required, at no additional cost to the Events DC, to take all corrective action necessitated by reason of the unauthorized changes.

SECTION F **CONTRACT CLAUSES**

F.1 ORDER OF PRECEDENCE

Any inconsistency in this Contract shall be resolved by giving precedence in the following order:

- (a) Specifications/Scope of Work (Section C)
- (b) Services, Team Members and Price/Costs (Section B)
- (c) Request for Expressions of Interest #14-S-022-218 (including all attachments thereto)
- (d) Contractor's Proposals [REDACTED]

F.2 GENERAL CLAUSES

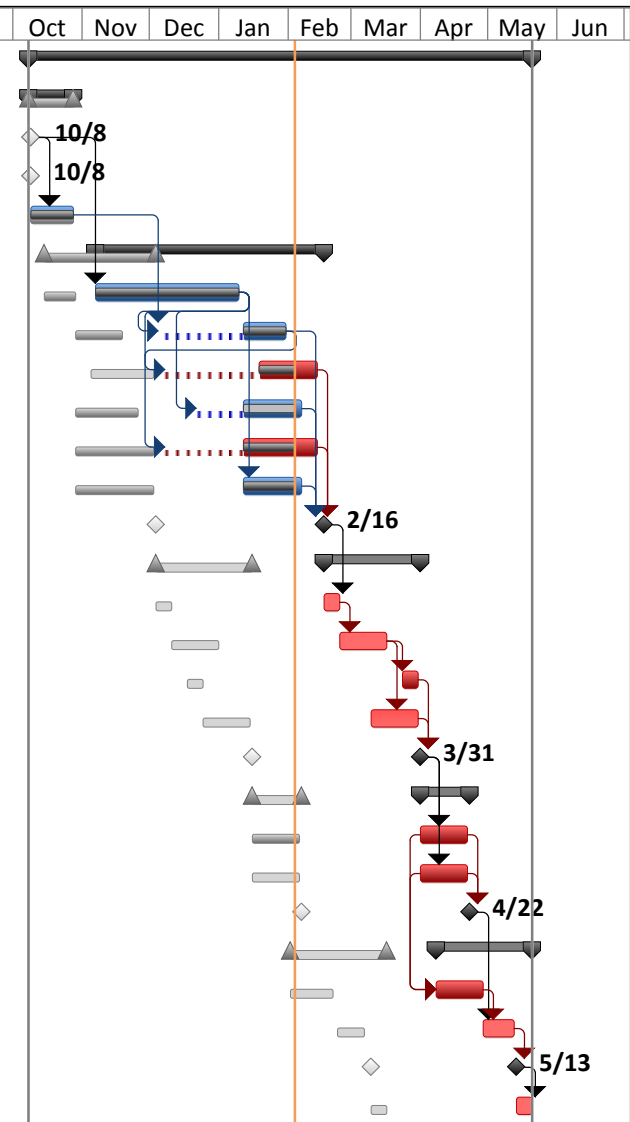
General Contract clauses are set forth in Events DC Standard Contract Provisions and are incorporated herein by reference.

SECTION G **LIST OF ATTACHMENTS**

The following attachments are hereby incorporated and made a part of this Contract No. SO-14-032-0000890:

- G.1 Request for Expressions of Interest #14-S-022-218 (including all attachments thereto)
- G.2 Events DC Standard Contract Provisions
- G.3 Contractor's Proposal [REDACTED]
- G.4 First Source Agreement

ID	Task Name	Duration	Start	Finish	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
1	FUTURE USES OF THE RFK STADIUM AND DC ARMORY	161 days	Wed 10/8/14	Wed 5/20/15										
2	Task A: Project Initiation	14 days	Wed 10/8/14	Mon 10/27/14										
3	Project Initiation/ Kick-off meeting	1 day	Wed 10/8/14	Wed 10/8/14										
4	Visioning/Strategic Asset Value (SAV) Analysis	1 day	Wed 10/8/14	Wed 10/8/14										
5	Communications and Planning Website	2.6 wks	Thu 10/9/14	Mon 10/27/14										
6	Task B: Data Gathering & Analyses	72 days	Fri 11/7/14	Mon 2/16/15										
7	RFK Campus Assessment	9.2 wks	Fri 11/7/14	Fri 1/9/15										
8	Stakeholder Interviews & Focus Groups	3 wks	Fri 12/5/14	Fri 1/30/15										
9	Market Analysis	4 wks	Mon 12/8/14	Fri 2/13/15										
10	Transportation and Parking Analysis	4 wks	Mon 12/22/14	Fri 2/6/15										
11	Utilities, Storm water &Subsurface Analysis	5 wks	Mon 12/8/14	Fri 2/13/15										
12	Overview of Potential Development Considerations	4 wks	Mon 1/12/15	Fri 2/6/15										
13	Review of Data Gathering and Analysis Findings	1 day	Mon 2/16/15	Mon 2/16/15										
14	Task C: Framework Plan / Concept Development	31 days	Tue 2/17/15	Tue 3/31/15										
15	Principles of the Framework Plan	1 wk	Tue 2/17/15	Mon 2/23/15										
16	Framework Plans	3 wks	Tue 2/24/15	Mon 3/16/15										
17	Community Meetings	1 wk	Tue 3/24/15	Mon 3/30/15										
18	Financial/ Real Estate Analysis	3 wks	Tue 3/10/15	Mon 3/30/15										
19	Review of Framework Plans/Development Scenarios	1 day	Tue 3/31/15	Tue 3/31/15										
20	Task D: Refinement	16 days	Wed 4/1/15	Wed 4/22/15										
21	Refine Preferred Project Development Scenarios	3 wks	Wed 4/1/15	Tue 4/21/15										
22	Phasing and Implementation Options	3 wks	Wed 4/1/15	Tue 4/21/15										
23	Review of Project Development Scenarios	1 day	Wed 4/22/15	Wed 4/22/15										
24	Task E: Documentation	31 days	Wed 4/8/15	Wed 5/20/15										
25	Draft Report	3 wks	Wed 4/8/15	Tue 4/28/15										
26	Review of Draft Report	2 wks	Wed 4/29/15	Tue 5/12/15										
27	Final Presentation	1 day	Wed 5/13/15	Wed 5/13/15										
28	Final Documentation	1 wk	Thu 5/14/15	Wed 5/20/15										





Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

Question 18

What events, in addition to DC United games, have been held at RFK and the surrounding grounds for Fiscal 2014 and 2015 to date? What events are planned for the remainder of FY 2015?

Please see the attached event schedules.

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. Chicago Fire	10/04/2013 - 10/04/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
DC Rollergirls	10/05/2013 - 10/05/2013	DCArmory-DrlFloor	DC Armory
Susan G. Komen Washington DC 3-Day Camp	10/11/2013 - 10/13/2013	DCArmory-DrlFloor DCArMall	DC Armory
GES Truck Marshalling	10/11/2013 - 11/01/2013	Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Philadelphia Union	10/12/2013 - 10/12/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
2013 Army Ten-Miler Expo	10/18/2013 - 10/19/2013	DCArmory-DrlFloor	DC Armory
Marine Corps Marathon Health & Fitness Expo at DC Armory	10/24/2013 - 10/26/2013	DCArmory-DrlFloor	DC Armory
D.C. United vs. Houston Dynamo	10/27/2013 - 10/27/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
Run or Dye Colorful 5K Run	11/02/2013 - 11/02/2013	Lot6-Lot8	Festival Grounds at RFK Stadium
La Feria de la Familia	11/10/2013 - 11/10/2013	DCArmory-DrlFloor	DC Armory
UFCW Local 400 Ratification Meeting	11/13/2013 - 11/13/2013	DCArmory-DrlFloor	DC Armory
Living Social 5K Dance Party	11/16/2013 - 11/16/2013	Lot6-Lot8 DCArmory-DrlFloor	Festival Grounds at RFK Stadium
Congressional Football Game for Charity	11/20/2013 - 11/20/2013	DCArmory-DrlFloor	DC Armory
DC Rollergirls	11/23/2013 - 11/23/2013	DCArmory-DrlFloor	DC Armory
DC Rollergirls	12/14/2013 - 12/14/2013	DCArmory-DrlFloor	DC Armory
UFCW Local 400 Ratification Meeting - Part 2	12/17/2013 - 12/17/2013	DCArmory-DrlFloor	DC Armory
Mayor's Senior Luncheon Holiday Celebration	12/19/2013 - 12/19/2013	DCArmory-DrlFloor	DC Armory
Hargrove Truck Marshaling 2014	01/15/2014 - 02/05/2014	Lot8	Festival Grounds at RFK Stadium
DC Rollergirls	01/18/2014 - 01/18/2014	DCArmory-DrlFloor	DC Armory
Youth Rally and Mass for Life 2014	01/22/2014 - 01/22/2014	DCArmory-DrlFloor	DC Armory
Showtime Championship Boxing - Lamont Peterson vs Dierry Jean for the IBF Jr. Welterweight Championship	01/25/2014 - 01/25/2014	DCArmory-SecOffc	DC Armory
DC Rollergirls	02/01/2014 - 02/01/2014	DCArmory-DrlFloor	DC Armory
The Congress of Future Medical Leaders	02/14/2014 - 02/16/2014	Lot3 Lot5 Lot8 DCArmory-DrlFloor ShowOffc DAExcLng	DC Armory
D.C. United vs. Columbus Crew	03/08/2014 - 03/08/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Rock 'n' Roll USA Marathon & CareFirst Rock 'n' Roll USA 1/2 Marathon	03/15/2014 - 03/15/2014	Lot3 Lot5-Lot8 DCArmory-DrlFloor	Festival Grounds at RFK Stadium
ShamrockFest	03/22/2014 - 03/22/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Chicago Fire	03/29/2014 - 03/29/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
D.C. United vs. New England Revolution	04/05/2014 - 04/05/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Anacostia River Earth Day Cleanup & Celebration	04/05/2014 - 04/05/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	Festival Grounds at RFK Stadium
Capitol Soccer Classic	04/08/2014 - 04/08/2014	RFKStad-Field	RFK Stadium

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. New York Red Bulls	04/12/2014 - 04/12/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
JFK-Bus Mock Up	04/14/2014 - 04/16/2014	Lot7	Festival Grounds at RFK Stadium
SHOWTIME CHAMPIONSHIP BOXING	04/19/2014 - 04/19/2014	DCArmory-DrlFloor	DC Armory
Truck Marshalling	04/17/2014 - 05/01/2014		Festival Grounds at RFK Stadium
USA Science and Engineering Festival Bus Shuttling	04/25/2014 - 04/25/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs. FC Dallas	04/26/2014 - 04/26/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge ChmpClub-RFKCnfrm	RFK Stadium
Bendix Demo	05/06/2014 - 05/08/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Montreal Impact	05/17/2014 - 05/17/2014	RFKStad-Field Lot4-Lot5B Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Capitol Hill Classic	05/18/2014 - 05/18/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	05/21/2014 - 05/21/2014		Festival Grounds at RFK Stadium
D.C. United vs. Houston Dynamo	05/21/2014 - 05/21/2014	RFKStad-Field Lot4-Lot5B Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Run or Dye Colorful 5K Run	05/24/2014 - 05/24/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
TAPS	05/24/2014 - 05/24/2014	DCArmory-DrlFloor	DC Armory
Road to Brazil - Honduras vs. Turkey	05/29/2014 - 05/29/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge ChmpClub-RFKMedrm	RFK Stadium
D.C. United vs. Sporting Kansas City	05/31/2014 - 05/31/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Volkswagen Rallycross DC	06/21/2014 - 06/22/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
Seventh Annual Truck Touch	06/07/2014 - 06/07/2014		Festival Grounds at RFK Stadium
Ridiculous Obstacle Challenge 5K	06/14/2014 - 06/14/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
Fair at RFK Stadium	06/27/2014 - 07/06/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
DC HBCU Alumni Alliance 5K Run/2K Walk	06/28/2014 - 06/28/2014		Festival Grounds at RFK Stadium
D.C. United vs. Seattle Sounders FC	06/28/2014 - 06/28/2014	RFKStad-Field Lot4-Lot5B Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
American Beer Classic	07/12/2014 - 07/12/2014	RFKStad-Field	RFK Stadium
Brompton US Championship	07/13/2014 - 07/13/2014	Lot8	Festival Grounds at RFK Stadium
LG Electronics/Vintage Tech LLC	07/19/2014 - 07/19/2014	Lot3	Festival Grounds at RFK Stadium
D.C. United vs. Chivas USA	07/20/2014 - 07/20/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
JFK-Bus Mock Up #2	07/28/2014 - 07/31/2014	Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Toronto FC	07/30/2014 - 07/30/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
The Glo Run	08/09/2014 - 08/09/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
D.C. United vs. Colorado Rapids	08/17/2014 - 08/17/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
DCU v Waterhouse FC CCL Group Stage	08/20/2014 - 08/20/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
Trillectro Music Festival	08/23/2014 - 08/23/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
Electric Run	08/29/2014 - 08/30/2014	Lot6-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs. New York Red Bulls	08/31/2014 - 08/31/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
2014 Copa Centroamericana	09/03/2014 - 09/03/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
AT&T Nation's Football Classic	09/13/2014 - 09/13/2014		RFK Stadium
TCT Truck Marshaling	09/09/2014 - 09/18/2014	Lot7	Festival Grounds at RFK Stadium
LIFE IN COLOR	09/20/2014 - 09/20/2014		Festival Grounds at RFK Stadium
D.C. United vs. Tauro	09/24/2014 - 09/24/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
DAS Best OktoberFest	09/27/2014 - 09/27/2014	DCArmory-DrlFloor	DC Armory
D.C. United vs. Philadelphia Union	09/27/2014 - 09/27/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium

1QFY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. Sporting Kansas City	10/03/2014 - 10/03/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Run or Dye Colorful 5K Run	10/04/2014 - 10/04/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
GES Truck Marshalling	10/06/2014 - 10/17/2014	Lot7	Festival Grounds at RFK Stadium
2014 Army Ten-Miler Expo	10/10/2014 - 10/11/2014	DCArmory-DrlFloor	DC Armory
Howard University Homecoming Step Show	10/17/2014 - 10/18/2014	DCArmory-DrlFloor	DC Armory
D.C. United vs. Chicago Fire	10/18/2014 - 10/18/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
US Womens' World Cup Qualifier	10/20/2014 - 10/21/2014	RFKStad-Field	RFK Stadium
Marine Corps Marathon Health & Fitness Expo at DC Armory	10/23/2014 - 10/25/2014	DCArmory-DrlFloor	DC Armory
La Feria de la Familia	11/09/2014 - 11/09/2014	DCArmory-DrlFloor	DC Armory
D.C. United Playoff Game	11/08/2014 - 11/08/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
The Congress of Future Medical Leaders	11/14/2014 - 11/16/2014	DCArmory-DrlFloor	DC Armory
EdFEST 2014	11/22/2014 - 11/22/2014		DC Armory
Mayor's Sr. Holiday Luncheon	12/10/2014 - 12/10/2014	DCArmory	DC Armory
Discover the Dinosaurs	12/20/2014 - 12/21/2014	DCArmory	DC Armory
6th Annual Title IX Classic	12/27/2014 - 12/30/2014	DCArmory	DC Armory

2Q-4Q FY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
DC Rollergirl Practice	01/06/2015 - 01/06/2015	DCArmory	DC Armory
DC Rollergirl Practice	01/07/2015 - 01/07/2015	DrlFloor	DC Armory
DC Rollergirl Practice	01/12/2015 - 01/12/2015	DrlFloor	DC Armory
Hargrove Truck Marshaling 2015	01/12/2015 - 02/04/2015	Lot7	Festival Grounds at RFK Stadium
DC Rollergirl Practice	01/13/2015 - 01/13/2015	DrlFloor	DC Armory
Youth Rally and Mass for Life 2015	01/22/2015 - 01/22/2015	DCArmory	DC Armory
DC Rollergirl Practice	01/26/2015 - 01/26/2015	DrlFloor	DC Armory
DC Rollergirl Practice	01/27/2015 - 01/27/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	01/29/2015 - 01/29/2015	DCArmory	DC Armory
DC Rollergirls	01/31/2015 - 01/31/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/02/2015 - 02/02/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/03/2015 - 02/03/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	02/05/2015 - 02/05/2015	DCArmory	DC Armory
DC Rollergirl Practice	02/09/2015 - 02/09/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/10/2015 - 02/10/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	02/17/2015 - 02/17/2015	DCArmory	DC Armory
DC Rollergirl Practice	02/18/2015 - 02/18/2015	DrlFloor	DC Armory
DC Rollergirls	02/21/2015 - 02/21/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	02/23/2015 - 02/23/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	03/05/2015 - 03/05/2015	DCArmory	DC Armory
D.C. United vs Montreal	03/07/2015 - 03/07/2015	RFKStad-Field Lot4-Lot5A Lot6 Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Rock N Roll Marathon Finish Line Festival	03/14/2015 - 03/14/2015	Lot3-Lot5 Lot7	Festival Grounds at RFK Stadium
Washington Area Frisbee Club Practice	03/10/2015 - 03/10/2015	DCArmory	DC Armory
ShamrockFest	03/21/2015 - 03/21/2015	Lot8	Festival Grounds at RFK Stadium
D.C. United vs LA Galaxy	03/28/2015 - 03/28/2015	RFKStad	RFK Stadium
COLOR VIBE 5K	04/04/2015 - 04/04/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
CityFair	04/09/2015 - 04/16/2015	Lot6-Lot7	Festival Grounds at RFK Stadium
DC Rollergirls	04/11/2015 - 04/11/2015	DrlFloor	DC Armory
D.C. United vs New York Redbulls	04/11/2015 - 04/11/2015	RFKStad	RFK Stadium
Capitol Soccer Classic	04/14/2015 - 04/14/2015	RFKStad	RFK Stadium
Sneaker Con	04/18/2015 - 04/18/2015	DCArmory	DC Armory
D.C. United vs Houston	04/18/2015 - 04/18/2015	RFKStad	RFK Stadium
The Glo Run	04/25/2015 - 04/25/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
Color in Motion 5K	05/02/2015 - 05/02/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
D.C. United vs Columbus	05/02/2015 - 05/02/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Kansas City	05/09/2015 - 05/09/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium

2Q-4Q FY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs Orlando	05/13/2015 - 05/13/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
COLOR ME RAD	05/30/2015 - 05/30/2015	Lot 6- Lot7-Lot 8	Festival Grounds at RFK Stadium
D.C. United vs Philadelphia	05/30/2015 - 05/30/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Chicago	06/03/2015 - 06/03/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Toronto	06/06/2015 - 06/06/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Wipe Out Run	06/20/2015 - 06/20/2015	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs New England	06/21/2015 - 06/21/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
2015 World Police and Fire Games Opening Ceremony	06/26/2015 - 06/26/2015	RFKStad-Field	RFK Stadium
Foo Fighters 20th Anniversary Concert	07/04/2015 - 07/04/2015	RFKStad-Field VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Philadelphia	07/26/2015 - 07/26/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Volkswagen Rallycross DC	08/14/2015 - 08/15/2015	Lot8-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs Real Salt Lake	08/01/2015 - 08/01/2015	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs San Jose	08/22/2015 - 08/22/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Trillectro Music festival	08/29/2015 - 08/29/2015	Lot 8	Festival Grounds at RFK Stadium
D.C. United vs Columbus	09/19/2015 - 09/19/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. Chicago Fire	10/04/2013 - 10/04/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
DC Rollergirls	10/05/2013 - 10/05/2013	DCArmory-DrlFloor	DC Armory
Susan G. Komen Washington DC 3-Day Camp	10/11/2013 - 10/13/2013	DCArmory-DrlFloor DCArMall	DC Armory
GES Truck Marshalling	10/11/2013 - 11/01/2013	Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Philadelphia Union	10/12/2013 - 10/12/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
2013 Army Ten-Miler Expo	10/18/2013 - 10/19/2013	DCArmory-DrlFloor	DC Armory
Marine Corps Marathon Health & Fitness Expo at DC Armory	10/24/2013 - 10/26/2013	DCArmory-DrlFloor	DC Armory
D.C. United vs. Houston Dynamo	10/27/2013 - 10/27/2013	RFKStad-Field Lot4-Lot8a VWLounge ChmpClub-RFKMedrm	RFK Stadium
Run or Dye Colorful 5K Run	11/02/2013 - 11/02/2013	Lot6-Lot8	Festival Grounds at RFK Stadium
La Feria de la Familia	11/10/2013 - 11/10/2013	DCArmory-DrlFloor	DC Armory
UFCW Local 400 Ratification Meeting	11/13/2013 - 11/13/2013	DCArmory-DrlFloor	DC Armory
Living Social 5K Dance Party	11/16/2013 - 11/16/2013	Lot6-Lot8 DCArmory-DrlFloor	Festival Grounds at RFK Stadium
Congressional Football Game for Charity	11/20/2013 - 11/20/2013	DCArmory-DrlFloor	DC Armory
DC Rollergirls	11/23/2013 - 11/23/2013	DCArmory-DrlFloor	DC Armory
DC Rollergirls	12/14/2013 - 12/14/2013	DCArmory-DrlFloor	DC Armory
UFCW Local 400 Ratification Meeting - Part 2	12/17/2013 - 12/17/2013	DCArmory-DrlFloor	DC Armory
Mayor's Senior Luncheon Holiday Celebration	12/19/2013 - 12/19/2013	DCArmory-DrlFloor	DC Armory
Hargrove Truck Marshaling 2014	01/15/2014 - 02/05/2014	Lot8	Festival Grounds at RFK Stadium
DC Rollergirls	01/18/2014 - 01/18/2014	DCArmory-DrlFloor	DC Armory
Youth Rally and Mass for Life 2014	01/22/2014 - 01/22/2014	DCArmory-DrlFloor	DC Armory
Showtime Championship Boxing - Lamont Peterson vs Dierry Jean for the IBF Jr. Welterweight Championship	01/25/2014 - 01/25/2014	DCArmory-SecOffc	DC Armory
DC Rollergirls	02/01/2014 - 02/01/2014	DCArmory-DrlFloor	DC Armory
The Congress of Future Medical Leaders	02/14/2014 - 02/16/2014	Lot3 Lot5 Lot8 DCArmory-DrlFloor ShowOffc DAExcLng	DC Armory
D.C. United vs. Columbus Crew	03/08/2014 - 03/08/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Rock 'n' Roll USA Marathon & CareFirst Rock 'n' Roll USA 1/2 Marathon	03/15/2014 - 03/15/2014	Lot3 Lot5-Lot8 DCArmory-DrlFloor	Festival Grounds at RFK Stadium
ShamrockFest	03/22/2014 - 03/22/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Chicago Fire	03/29/2014 - 03/29/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
D.C. United vs. New England Revolution	04/05/2014 - 04/05/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Anacostia River Earth Day Cleanup & Celebration	04/05/2014 - 04/05/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	Festival Grounds at RFK Stadium
Capitol Soccer Classic	04/08/2014 - 04/08/2014	RFKStad-Field	RFK Stadium

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. New York Red Bulls	04/12/2014 - 04/12/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
JFK-Bus Mock Up	04/14/2014 - 04/16/2014	Lot7	Festival Grounds at RFK Stadium
SHOWTIME CHAMPIONSHIP BOXING	04/19/2014 - 04/19/2014	DCArmory-DrlFloor	DC Armory
Truck Marshalling	04/17/2014 - 05/01/2014		Festival Grounds at RFK Stadium
USA Science and Engineering Festival Bus Shuttling	04/25/2014 - 04/25/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs. FC Dallas	04/26/2014 - 04/26/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge ChmpClub-RFKCnfrm	RFK Stadium
Bendix Demo	05/06/2014 - 05/08/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Montreal Impact	05/17/2014 - 05/17/2014	RFKStad-Field Lot4-Lot5B Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Capitol Hill Classic	05/18/2014 - 05/18/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	05/21/2014 - 05/21/2014		Festival Grounds at RFK Stadium
D.C. United vs. Houston Dynamo	05/21/2014 - 05/21/2014	RFKStad-Field Lot4-Lot5B Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Run or Dye Colorful 5K Run	05/24/2014 - 05/24/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
TAPS	05/24/2014 - 05/24/2014	DCArmory-DrlFloor	DC Armory
Road to Brazil - Honduras vs. Turkey	05/29/2014 - 05/29/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge ChmpClub-RFKMedrm	RFK Stadium
D.C. United vs. Sporting Kansas City	05/31/2014 - 05/31/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Volkswagen Rallycross DC	06/21/2014 - 06/22/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
Seventh Annual Truck Touch	06/07/2014 - 06/07/2014		Festival Grounds at RFK Stadium
Ridiculous Obstacle Challenge 5K	06/14/2014 - 06/14/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
Fair at RFK Stadium	06/27/2014 - 07/06/2014	Lot6-Lot7	Festival Grounds at RFK Stadium
DC HBCU Alumni Alliance 5K Run/2K Walk	06/28/2014 - 06/28/2014		Festival Grounds at RFK Stadium
D.C. United vs. Seattle Sounders FC	06/28/2014 - 06/28/2014	RFKStad-Field Lot4-Lot5B Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
American Beer Classic	07/12/2014 - 07/12/2014	RFKStad-Field	RFK Stadium
Brompton US Championship	07/13/2014 - 07/13/2014	Lot8	Festival Grounds at RFK Stadium
LG Electronics/Vintage Tech LLC	07/19/2014 - 07/19/2014	Lot3	Festival Grounds at RFK Stadium
D.C. United vs. Chivas USA	07/20/2014 - 07/20/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
JFK-Bus Mock Up #2	07/28/2014 - 07/31/2014	Lot7	Festival Grounds at RFK Stadium
D.C. United vs. Toronto FC	07/30/2014 - 07/30/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
The Glo Run	08/09/2014 - 08/09/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
D.C. United vs. Colorado Rapids	08/17/2014 - 08/17/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
DCU v Waterhouse FC CCL Group Stage	08/20/2014 - 08/20/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium

FY14 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
Trillectro Music Festival	08/23/2014 - 08/23/2014	Lot8-Lot8a	Festival Grounds at RFK Stadium
Electric Run	08/29/2014 - 08/30/2014	Lot6-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs. New York Red Bulls	08/31/2014 - 08/31/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
2014 Copa Centroamericana	09/03/2014 - 09/03/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
AT&T Nation's Football Classic	09/13/2014 - 09/13/2014		RFK Stadium
TCT Truck Marshaling	09/09/2014 - 09/18/2014	Lot7	Festival Grounds at RFK Stadium
LIFE IN COLOR	09/20/2014 - 09/20/2014		Festival Grounds at RFK Stadium
D.C. United vs. Tauro	09/24/2014 - 09/24/2014	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
DAS Best OktoberFest	09/27/2014 - 09/27/2014	DCArmory-DrlFloor	DC Armory
D.C. United vs. Philadelphia Union	09/27/2014 - 09/27/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium

1QFY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs. Sporting Kansas City	10/03/2014 - 10/03/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
Run or Dye Colorful 5K Run	10/04/2014 - 10/04/2014	Lot6-Lot8	Festival Grounds at RFK Stadium
GES Truck Marshalling	10/06/2014 - 10/17/2014	Lot7	Festival Grounds at RFK Stadium
2014 Army Ten-Miler Expo	10/10/2014 - 10/11/2014	DCArmory-DrlFloor	DC Armory
Howard University Homecoming Step Show	10/17/2014 - 10/18/2014	DCArmory-DrlFloor	DC Armory
D.C. United vs. Chicago Fire	10/18/2014 - 10/18/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
US Womens' World Cup Qualifier	10/20/2014 - 10/21/2014	RFKStad-Field	RFK Stadium
Marine Corps Marathon Health & Fitness Expo at DC Armory	10/23/2014 - 10/25/2014	DCArmory-DrlFloor	DC Armory
La Feria de la Familia	11/09/2014 - 11/09/2014	DCArmory-DrlFloor	DC Armory
D.C. United Playoff Game	11/08/2014 - 11/08/2014	RFKStad-Field Lot4-Lot8a BoxOffc VWLounge CapVwGrl-RFKCnfrm	RFK Stadium
The Congress of Future Medical Leaders	11/14/2014 - 11/16/2014	DCArmory-DrlFloor	DC Armory
EdFEST 2014	11/22/2014 - 11/22/2014		DC Armory
Mayor's Sr. Holiday Luncheon	12/10/2014 - 12/10/2014	DCArmory	DC Armory
Discover the Dinosaurs	12/20/2014 - 12/21/2014	DCArmory	DC Armory
6th Annual Title IX Classic	12/27/2014 - 12/30/2014	DCArmory	DC Armory

2Q-4Q FY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
DC Rollergirl Practice	01/06/2015 - 01/06/2015	DCArmory	DC Armory
DC Rollergirl Practice	01/07/2015 - 01/07/2015	DrlFloor	DC Armory
DC Rollergirl Practice	01/12/2015 - 01/12/2015	DrlFloor	DC Armory
Hargrove Truck Marshaling 2015	01/12/2015 - 02/04/2015	Lot7	Festival Grounds at RFK Stadium
DC Rollergirl Practice	01/13/2015 - 01/13/2015	DrlFloor	DC Armory
Youth Rally and Mass for Life 2015	01/22/2015 - 01/22/2015	DCArmory	DC Armory
DC Rollergirl Practice	01/26/2015 - 01/26/2015	DrlFloor	DC Armory
DC Rollergirl Practice	01/27/2015 - 01/27/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	01/29/2015 - 01/29/2015	DCArmory	DC Armory
DC Rollergirls	01/31/2015 - 01/31/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/02/2015 - 02/02/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/03/2015 - 02/03/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	02/05/2015 - 02/05/2015	DCArmory	DC Armory
DC Rollergirl Practice	02/09/2015 - 02/09/2015	DrlFloor	DC Armory
DC Rollergirl Practice	02/10/2015 - 02/10/2015	DrlFloor	DC Armory
Washington Area Frisbee Club Practice	02/17/2015 - 02/17/2015	DCArmory	DC Armory
DC Rollergirl Practice	02/18/2015 - 02/18/2015	DrlFloor	DC Armory
DC Rollergirls	02/21/2015 - 02/21/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	02/23/2015 - 02/23/2015	DCArmory	DC Armory
Washington Area Frisbee Club Practice	03/05/2015 - 03/05/2015	DCArmory	DC Armory
D.C. United vs Montreal	03/07/2015 - 03/07/2015	RFKStad-Field Lot4-Lot5A Lot6 Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Rock N Roll Marathon Finish Line Festival	03/14/2015 - 03/14/2015	Lot3-Lot5 Lot7	Festival Grounds at RFK Stadium
Washington Area Frisbee Club Practice	03/10/2015 - 03/10/2015	DCArmory	DC Armory
ShamrockFest	03/21/2015 - 03/21/2015	Lot8	Festival Grounds at RFK Stadium
D.C. United vs LA Galaxy	03/28/2015 - 03/28/2015	RFKStad	RFK Stadium
COLOR VIBE 5K	04/04/2015 - 04/04/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
CityFair	04/09/2015 - 04/16/2015	Lot6-Lot7	Festival Grounds at RFK Stadium
DC Rollergirls	04/11/2015 - 04/11/2015	DrlFloor	DC Armory
D.C. United vs New York Redbulls	04/11/2015 - 04/11/2015	RFKStad	RFK Stadium
Capitol Soccer Classic	04/14/2015 - 04/14/2015	RFKStad	RFK Stadium
Sneaker Con	04/18/2015 - 04/18/2015	DCArmory	DC Armory
D.C. United vs Houston	04/18/2015 - 04/18/2015	RFKStad	RFK Stadium
The Glo Run	04/25/2015 - 04/25/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
Color in Motion 5K	05/02/2015 - 05/02/2015	Lot6-Lot8	Festival Grounds at RFK Stadium
D.C. United vs Columbus	05/02/2015 - 05/02/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Kansas City	05/09/2015 - 05/09/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium

2Q-4Q FY15 Event Calendar for Stadium/Armory Campus

EVENT	EVENT DATES	AREA USED	VENUE
D.C. United vs Orlando	05/13/2015 - 05/13/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
COLOR ME RAD	05/30/2015 - 05/30/2015	Lot 6- Lot7-Lot 8	Festival Grounds at RFK Stadium
D.C. United vs Philadelphia	05/30/2015 - 05/30/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Chicago	06/03/2015 - 06/03/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Toronto	06/06/2015 - 06/06/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Wipe Out Run	06/20/2015 - 06/20/2015	Lot6-Lot7	Festival Grounds at RFK Stadium
D.C. United vs New England	06/21/2015 - 06/21/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
2015 World Police and Fire Games Opening Ceremony	06/26/2015 - 06/26/2015	RFKStad-Field	RFK Stadium
Foo Fighters 20th Anniversary Concert	07/04/2015 - 07/04/2015	RFKStad-Field VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs Philadelphia	07/26/2015 - 07/26/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Volkswagen Rallycross DC	08/14/2015 - 08/15/2015	Lot8-Lot8a	Festival Grounds at RFK Stadium
D.C. United vs Real Salt Lake	08/01/2015 - 08/01/2015	RFKStad-Field Lot4-Lot5A Lot6-Lot7 BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
D.C. United vs San Jose	08/22/2015 - 08/22/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium
Trillectro Music festival	08/29/2015 - 08/29/2015	Lot 8	Festival Grounds at RFK Stadium
D.C. United vs Columbus	09/19/2015 - 09/19/2015	RFKStad-Field Lot4-Lot5A Lot8-Lot8a BoxOffc VWLounge CapVwGrl-RFKMedrm	RFK Stadium



Washington Convention and Sports Authority
t/a Events DC
FY14-1QFY15 Performance Oversight Hearing
February 25, 2015

Question 19

What role and involvement would you anticipate having with the new DC United stadium?

To date, we have not been involved with the development of the new stadium for DC United. While it is our understanding that this project is being managed by the District of Columbia government, we would be ready to assist if appropriate.



Question 20

What efforts have been made, if feasible, to offer the grounds outside RFK to neighborhood groups, sporting or otherwise, for use?

We have hosted at no charge the following events on the RFK campus:

- **US Marine Corps Band Auditions** – DC Armory, February 4, 2014
- **Girl Scouts Cookie Distribution for the Girl Scouts Council of the Nation’s Capital** – Festival Grounds, February 21, 2014
- **Capitol Hill Classic**, a 5K race (with nominal rental fees), to raise funds for the Capitol Hill Cluster of Schools – Festival Grounds, May 18, 2014
- **DC Department of Public Works Truck Touch**, an event where DPW invites the public in to experience and physically “touch” DPW’s large equipment and vehicles – Festival Grounds, June 7 2014
- **HoyaMed Summer Sports Camp**, a program for homeless children ages 8-12 who reside at the D.C. General shelter – RFK Stadium, July 28-August 1, 2014
- **AT&T Nations Football Classic Pepsi Fan Festival**, open to the public – Festival Grounds, September 13, 2014
- **Toys for Tots Distribution** – RFK Stadium, December 13-19, 2014
- **Maloof Skate Park**, a world-class skate boarding facility - Festival Grounds, open since 2011
- **Quarterly Community Meetings** – RFK Media Room, January 13, April 14, July 14 and October 13, 2014
- **Metropolitan Police Department Recruit Training Exercises** – Festival Grounds, January 27-29, February 3-7, March 3-7, March 17-21, April 7-11, June 2-6, August 3-7, August 11-15, August 22-26, October 1-2, November 3-7, December 1-5, and December 8-11, 2014
- **Department of Public Works New Employee Driver Training** – Festival Grounds, February 17-20, February 24-27, , March 3-7, March 10-14, April 16-18, April 21 , April 30, May 1-2, May 5-6, July 2, July , 6-18 and August 11-15, 2014



Question 21

Please answer the following for RFK, the Armory, and the Convention Center: How many bike racks are available for use at each property and how many bike racks can be accommodated? What are the locations of any and all bike racks at, or on the grounds of each property? Where is the closest Capital Bikeshare station to each property? Are you able to accommodate additional Capital Bikeshare stations on or near the properties? Please also comment on efforts or ideas to offer bike valet or other options for alternative modes of transportation to and from each property for events.

Walter E. Washington Convention Center

There are seven bike racks at the Convention Center, accommodating a maximum of 42 bikes. The majority of the racks are located at the four corners of the Center's South Building (bounded by Mt. Vernon Place NW, L Street NW, 7th Street NW and 9th Street NW). In addition, there are bike racks located at the Mt Vernon Sq-7th St-Convention Center Metro station entrance outside the Middle Building and in the Center's employee parking area.

The closest Capital Bikeshare location is on the sidewalk across M Street NW from the Metro station. Given the frequency of truck and bus traffic serving Convention Center events, the narrow sidewalk widths and the frequent use of boom lifts installing exterior décor on the Center, we do not believe that there are opportunities to locate additional Capital Bikeshare stations adjacent to the Convention Center.

As the majority of major events at the Convention Center are business-focused events for out-of-town travelers or formal evening events, we have limited opportunities for bike valet service, though we have made arrangements for the service when requested by our customers. The annual Green Festival offers a bike valet service that has proven to be successful for that event.

RFK Stadium and DC Armory

There are currently no bike racks on the actual RFK Stadium/DC Armory campus. However, there is a Capital Bikeshare station located at the entrance to the Stadium-Armory Metro station on the 19th Street SE side of the campus.

In FY14, Authority staff met with a local bike valet service to discuss possibilities for providing this service on the campus. We ultimately determined the valet service was not a sound business proposition in light of the close proximity of the Capital Bikeshare location and given the fact that many of our event patrons take Metro. We can, however, revisit this as part of our study of future uses for the RFK campus; in the short term, we will review locations for interim bike racks with the Department of General Services.



Question 22

I was disappointed to learn discussions and plans for the Spy Museum at the Carnegie Library ended. What are the plans for the Carnegie Library now? You had previously mentioned plans for a visitors center, please comment on how the agency review phase [went] – what actions were conducted as part of this phase, and any anticipated or planned date for a groundbreaking this fiscal year.

Redevelopment

The outcome of our proposal to relocate the International Spy Museum to the Carnegie Library at Mt. Vernon Square was indeed a disappointment, and especially so for the members of the Authority's team who worked for nearly two years on the conceptual planning and design phases of the ambitious project. However, the Carnegie Library has and continues to be an active and important special event venue as evidenced by the fact that we hosted 106 events for nearly 39,000 guests in FY14, and expect to see continued growth in FY15.

As clarification, the redevelopment of both Carnegie Library and Mt. Vernon Square would have *enhanced* the Library as a special event venue while also activating one of downtown's prime green spaces by adding complementary uses including the proposed museum, visitors center and café. To date, we have invested more than \$2 million to maintain the building and grounds, allowing us to host amazing functions for our customers. Going forward, we will continue to invest in the building to maintain the facility and enhance the event experience. For the long term, we will pursue a redevelopment strategy for both the Library and the Square that augments the current use of the building and better activates the grounds while ensuring the preservation of this historic asset.

Visitors Center

While we are no longer pursuing the proposed redevelopment plan which included a visitors center as an addition to Carnegie Library, the Authority remains committed to the concept of a centralized welcome center for tourists who visit the District of Columbia. We have begun to evaluate options inclusive of a different configuration on Mt. Vernon Square and/or a potential co-location with other uses at potential redevelopment projects in close proximity to the Convention Center and within the central business district. As we perform additional due diligence, we will keep the Committee updated on our progress.



Question 23

Nationals Park hosted the NHL Winter Classic on January 1, 2015, which was widely viewed as a great success. What are plans or efforts being explored or coordinated to host similar professional sporting events in the future? In regards to the Winter Classic, what analysis of economic impact to the city has been conducted, measured, reviewed or examined?

The 2015 NHL Winter Classic was a great success and was the product of more than four years of lobbying by the Washington Capitals, Events DC and Destination DC to bring the event to the District of Columbia. As has been our custom, Events DC and Destination DC will continue to partner with local professional sports franchises, professional and collegiate leagues and conferences to pursue opportunities to bring other large-scale events to the city, including pursuing the possibility of hosting a Major League Baseball All-Star Game in Washington, DC.

For the Winter Classic, Destination DC conducted an Event Impact Summary, which estimates that the 2015 NHL Winter Classic generated \$20.05 million in business sales and demand for 22,184 total hotel room nights.



Question 24

You have worked with the Convention Center Advisory Committee. Please discuss this working relationship and your other neighborhood and community outreach plans.

The Washington Convention Center Advisory Committee continued to be an effective community stakeholder for the Convention Center during FY14. The Committee convened five (5) regular bi-monthly meetings with area residents, often featuring updates by nearby developers such as CityCenterDC and City Market at O. Members of the Authority's senior leadership team participated in each meeting to provide event overviews and discuss related impacts to the surrounding community. Prior to the May 1, 2014, opening of the Marriott Marquis Washington, DC, the Committee also held five (5) bi-monthly Headquarters Hotel Ad Hoc Subcommittee meetings with affected residents, hotel general contractor Hensel Phelps and the District Department of Transportation (DDOT) to discuss the construction progress and traffic management.

After nineteen years of service, the Advisory Committee has requested that Councilmember Evans introduce legislation to sunset the Committee. If the Committee is dissolved, the Authority will continue community outreach by communicating regularly through staff's comprehensive community stakeholder database; conducting special-call meetings for events with a major security and/or transportation impact; and, monitoring and responding to calls coming through a dedicated 24-hour community hotline.

In 2011, the Authority established a similar and effective community outreach program for the RFK Stadium/DC Armory community, which includes regular quarterly meetings, routine communications with stakeholders through a comprehensive electronic database and monitoring and responding to hotline calls.