



Performance Oversight Hearing Materials

FY17 / Q1FY18

**Washington Convention and Sports Authority
t/a Events DC**

February 26, 2018
Council of the District of Columbia
Committee on Finance and Revenue



COUNCIL OF THE DISTRICT OF COLUMBIA
1350 PENNSYLVANIA AVENUE, SUITE 106
WASHINGTON, DC 20004

JACK EVANS
Councilmember, Ward 2
Chair, Committee on Finance and Revenue

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January 30, 2018

Gregory O'Dell
Chief Executive Officer Events DC
Walter E. Washington Convention Center
801 Mount Vernon Place, NW
Washington, DC 20001

Dear Mr. O'Dell:

I wanted to formally invite you to attend the Committee's Monday, February 26, 2018 public oversight hearing on the FY 2017 and FY 2018 performance of Events DC (previously known as the Washington Convention and Sports Authority). The hearing is scheduled to commence at 10:00 a.m. in Room 120 of the John A. Wilson Building. In addition to your attendance at the hearing, I welcome any other board members to attend.

I have some questions in advance of the hearing (attached) and I would appreciate having your responses by *10:00 a.m., Friday, February 23, 2018* so we may circulate them to the Members of the Committee. Please provide six (6) hard copies as well as an electronic version of your responses. Please also provide an electronic version that is suitable for posting on the Council website.

Thank you for your attention to this matter, and I very much look forward to your testimony, as always. Please contact me or Ruth Werner on my staff at 202-724-8058, should you or your staff have any questions.

Sincerely,

Jack Evans, Chairman
Committee on Finance and Revenue

Enclosures

FY 2017 and FY 2018 Oversight Questions Events DC

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 seats representing the hotel industry, restaurant industry, organized labor);
 - When the member's term started and expires;
 - Attendance record for calendar year 2016 and 2017 to date. In the case of ex officio, please indicate when member or designee attended meetings; and
 - Identify any open seats, with current term of the seat.
2. Please provide a list of the Board's meeting dates, times, and locations for 2017 and 2018, to date.
3. Please comment on the performance of the Convention Center Hotel. Please include the following in your response:
 - The total increased revenue resulting from the hotel's completion;
4. Please provide the Committee with an updated debt statement chart for FY 2017, and note the maturity date for all bonds issued, and dates of any refinancing.
5. Please provide a current list of all properties supported by the WSCA's budget and/or included in your portfolio-including the Washington Convention Center, Carnegie Library, the DC Armory, Gateway DC, Nationals Park, and RFK Stadium. For each property in your portfolio, please provide the following (per property):
 - Number of events held for 2017 and anticipated for 2018; and a comparison to any goals for usage.
 - Total amount of revenue for FY 2017 (by quarter, and total), projected and actual for FY 2018;
 - Total amount of expenses for FY 2017 (by quarter, and total), projected and actual for FY 2018;
 - Actual room-night/event production for FY 2017, projected and actual for FY 2018; and
 - Total estimated economic impact of FY 2017, projected and actual for FY 2018.
6. Please provide total revenue and expenses, by total rentable square foot, for the Convention Center.

7. Please provide the following information for all existing contracts, as well as those contracts entered into by the WCSA during FY 2017 and FY 2018, 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 or BPA;
 - Contract term (including start year);
 - Contract cost, including budgeted amount and actual spent;
 - Funding source;
 - Whether this is a blanket purchase agreement;
 - 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.
8. Please list all FY 2017 and FY 2018 performance measures and goals along with the actual outcomes.
9. Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2017 and FY 2018, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures. Please also include the transfer amount to Destination DC.
10. Please provide the FY 2017 and FY 2018 business plan for the convention center division, the sports and entertainment division and the strategic initiatives team. Please comment on the status of the solar power project installation, the update of the Event Management Operations Manual, digital signage upgrades, the Community Grant Program, well as any other projects in progress or planned.
11. Please provide an update on esports, including budget, events held and planned.
12. Please provide information on any pending lawsuits.
13. Please provide an updated organizational chart and current Schedule A.
14. Please provide the following:
 - A list of employee bonuses, additional benefits, or special award pay granted in FY 2016 and FY 2017, to date;
 - A list of travel expenses, arranged by employee; and
 - A list of total payments made in FY 2017 and FY 2018, to date for overtime and workman's compensation.
15. 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 area colleges, local job fairs attended or hosted, any new or updated recruitment campaign efforts, internship programs and opportunities being offered or developed.

16. Please provide an update on your contract with Destination DC.
17. 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 FY 2017 or FY 2018, to date.
18. Please provide a status on capital projects that were planned for FY 2017 and FY 2018.
19. Please provide a status update on your long range capital plan.
20. What is the status of the redevelopment plans and/or options for RFK and the surrounding grounds in the short term, medium and long term? Please also include a proposed or anticipated schedule and timeframe.
21. What events, have been held at RFK and the surrounding grounds in FY 2017 and FY 2018? What events are planned for the remainder of FY 2018? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY17 and FY18 (including planned events in FY18).
22. Please provide an update on the Carnegie Library.
23. What efforts has Events DC undertaken in FY 2017 and FY 2018, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?
24. What's the status of the Entertainment and Sports Arena at the St. Elizabeth's campus? Please include updates on construction, community outreach and stakeholder meetings/presentations in your response.
25. Please provide a status of the retail bays around the Convention Center including tenant, address, approximate area and status (occupied, leased, etc).
26. Please provide a status of any efforts to open the retail spaces around Nationals Park, including a projected opening date or timeline.
27. Please list any awards or accolades your agency has won or been nominated for in the past year.



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 seats representing the hotel industry, restaurant industry, organized labor);
- When the member's term started and expires;
- Attendance record for calendar year 2017 and 2018 to date. In the case of ex officio, please indicate when member or designee attended meetings; and
- Identify any open seats, with current term of the seat.

**WASHINGTON CONVENTION AND SPORTS AUTHORITY
T/A EVENTS DC**

**BOARD OF DIRECTORS
FEBRUARY 2018**

Member	Appointment Date	Term Expires	Seat Type ¹
Max Brown (Chairman)	May 17, 2015	May 16, 2019	Public
John Boardman (Vice Chairman)	April 20, 2010	May 16, 2017	Organized Labor
Denise Rolark Barnes (Secretary)	April 4, 2017	May 16, 2020	Business Finance
Linda Greenan (Treasurer)	March 17, 2009	May 16, 2018	Municipal Finance
Alan Bubes	May 17, 2015	May 16, 2019	Public
Jeffrey S. DeWitt	January 2, 2014	<i>Ex officio</i>	<i>Ex officio</i>
Cheryle Doggett	November 6, 2014	May 16, 2021	Business Finance
Julio "Jay" Haddock Ortiz	May 15, 2007	May 16, 2018	Tourism Industry
William N. Hall	November 6, 2014	October 1, 2017 ²	Restaurant Industry
Solomon Keene, Jr.	February 7, 2012	<i>Ex officio</i>	Hotel Industry ³
Brian Kenner	March 20, 2015	<i>Ex officio</i>	<i>Ex officio</i>
Miriam "Mimsy" Huger Lindner	February 7, 2012	May 16, 2019	Business Finance

¹ Industry-specific seat designation is maintained by the Mayor's Office of Talent and Appointments (MOTA). The seat types listed above are taken from MOTA's records as of February 19, 2018.

² Pursuant to D.C. Code § 1-523.01, Mr. Hall is serving in a hold-over capacity for 180 days following the expiration date of his term.

³ Per the Authority's organic statute, Mr. Keene is an *ex officio* Member of the Board by virtue of his employment as the president of the Hotel Association of Washington, DC.

FY17 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date											
	10/13/2016	11/10/2016	12/8/2016	1/12/2017	2/9/2017	3/10/2017	4/13/2017	5/11/2017	6/8/2017	7/13/2017	7/27/2017	9/14/2017
Brown	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Boardman	Present	Present	Present	Present	Present	Present		Present	Present	Present	Present	Present
Rolark Barnes	Present								Present	Present	Present	Present
Greenan	Present		Present		Present	Present	Present	Present		Present	Present	
Bubes	Present	Present	Present	Present	Present			Present	Present	Present		Present
DeWitt	<i>Designee</i>	Present	Present	<i>Designee</i>	Present	Present	Present		Present	Present	Present	<i>Designee</i>
Doggett	Present		Present	Present	Present	Present	Present		Present		Present	Present
Haddock	Present	Present		Present	Present		Present	Present	Present	Present	Present	Present
Hall			Present									
Keene	Present	Present	Present	Present		Present			Present	Present		Present
Kenner			Present	Present			Present	Present	Present	Present	Present	
Lindner	Present	Present	Present	Present	Present	Present	Present	Present		Present	Present	Present

FY18 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date					
	10/12/2017	11/9/2017	12/14/2017	1/11/2018	1/24/2018	2/8/2018
Brown	Present	Present	Present	Present	Present	Present
Boardman					Present	
Rolark Barnes	Present	Present		Present		Present
Greenan	Present		Present	Present		Present
Bubes	Present	Present	Present	Present		Present
DeWitt	Present	Present	Present	<i>Designee</i>	Present	<i>Designee</i>
Doggett	Present	Present		Present		Present
Haddock	Present	Present	Present	Present	Present	Present
Hall						
Keene	Present		Present	Present	Present	
Kenner		Present	Present	Present	Present	
Lindner		Present	Present	Present	Present	Present

Note: The Authority's by-laws do not permit a Members' designee to vote at a Board Meeting. Jeff DeWitt is the only *ex-officio* Member with someone who staffs his attendance at Board Meetings.



Question 2

Please provide a list of the Board's meeting dates, times, and locations for 2017 and 2018 to date.

With two exceptions, meetings of the Board of Directors for FY17 and FY18 to date took place in the Dr. Charlene Drew Jarvis Board Room at the Walter E. Washington Convention Center. The January 11, 2018 meeting took place at the R.I.S.E. Demonstration Center, while the May 11, 2017 meeting took place at the Washington Nationals Youth Baseball Academy.

The Board of Directors met on the following dates:

<u>FY17</u>		<u>FY18 (to date)</u>	
<u>Date</u>	<u>Time</u>	<u>Date</u>	<u>Time</u>
October 13, 2016	10 a.m.	October 12, 2017	10 a.m.
November 10, 2016	10 a.m.	November 9, 2017	9:30 a.m.
December 8, 2016	3 p.m.	December 14, 2017	10 a.m.
January 12, 2017	10 a.m.	January 11, 2018	9 a.m.
February 9, 2017	10 a.m.	January 24, 2018	11:30 a.m.
March 10, 2017	9:30 a.m.	February 8, 2018	10 a.m.
April 13, 2017	10 a.m.		
May 11, 2017	10 a.m.		
June 8, 2017	4 p.m.		
July 13, 2017	10 a.m.		
July 27, 2017	11 a.m.		
September 14, 2017	10 a.m.		



Question 3

Please comment on the performance of the Convention Center Hotel. Please include the following in your response:

- The total increased revenue resulting from the hotel's completion

During the Headquarter Hotel pre-opening sales period Destination DC secured 28 new citywide accounts that would only book their event on condition of guaranteed delivery of the hotel. For FY17, Destination DC identified the following three pieces of business that would not have booked their events in Washington, DC without the availability of the hotel: the Society of Interventional Radiology, the American Thoracic Society and Microsoft Inspire. These events combined for \$2.3 million in revenues to the Authority and \$59.7 million in economic impact for the District of Columbia.

However, the booking patterns of certain other events (American College of Surgeons, Transcatheter Cardiovascular Therapeutics, Transportation Research Board, American College of Cardiology) clearly show that these events were heavily solicited prior to 2014 but did not commit to multiple bookings until *after* the Marriott Marquis Washington DC's opening in 2014. In addition, the hotel was an integral component of the successful soliciting of the 2017 IPW and Splunk events; these two events combined for \$4.04 million in Authority revenues and \$95.8 million in direct-spending economic impact for the District.



Question 4

Please provide the Committee with an updated debt statement chart for FY 2017, and note the maturity date for all bonds issued, and dates of any refinancing.

The Authority's debt service schedule as of December 31, 2017, is included in the attached chart.

The final maturity for the Authority's Series 2007A (Convention Center) Bonds is October 1, 2030. The final maturity for the Authority's Series 2010A and 2010C (Headquarters Hotel) Bonds is October 1, 2040, while the Series 2010B (Headquarters Hotel) Bonds reach final maturity on October 1, 2039. All bond series are subject to optional redemption and mandatory sinking fund redemption prior to maturity.

In January 2018, the Authority's Board of Directors authorized the issuance of Senior Lien Dedicated Tax Revenue Refunding Bonds (Series 2018A and Series 2018B) for refunding the Authority's currently outstanding Series 2007 and Series 2010C bonds. On a combined basis, the refunding will result in significant debt-service savings for the Authority. The Series 2018 bonds are expected to close during the week of March 5, 2018.

Washington Convention and Sports Authority
Series 2007 and 2010 Bonds
Combined Debt Service Schedule
As of December 31, 2017

2010 Bonds (Hotel Bonds)				2007 Bonds (Convention Center Bonds)			Combined		
Fiscal Year	Principal	Interest	Total	Principal	Interest	Total	Principal	Interest	Total
2018	3,185,000	14,485,243	17,670,243	18,415,000	15,362,975	33,777,975	21,600,000	29,848,218	51,448,218
2019	4,090,000	14,341,472	18,431,472	19,335,000	14,442,225	33,777,225	23,425,000	28,783,697	52,208,697
2020	4,245,000	14,190,133	18,435,133	20,300,000	13,475,475	33,775,475	24,545,000	27,665,608	52,210,608
2021	4,410,000	14,030,800	18,440,800	21,315,000	12,460,475	33,775,475	25,725,000	26,491,275	52,216,275
2022	4,570,000	13,856,352	18,426,352	22,385,000	11,394,725	33,779,725	26,955,000	25,251,077	52,206,077
2023	4,740,000	13,669,430	18,409,430	23,390,000	10,387,400	33,777,400	28,130,000	24,056,830	52,186,830
2024	4,915,000	13,477,294	18,392,294	24,470,000	9,309,850	33,779,850	29,385,000	22,787,144	52,172,144
2025	7,250,000	13,279,683	20,529,683	25,690,000	8,086,350	33,776,350	32,940,000	21,366,033	54,306,033
2026	7,635,000	12,979,623	20,614,623	26,975,000	6,801,850	33,776,850	34,610,000	19,781,473	54,391,473
2027	8,770,000	12,611,986	21,381,986	28,325,000	5,453,100	33,778,100	37,095,000	18,065,086	55,160,086
2028	9,625,000	12,225,418	21,850,418	29,600,000	4,178,475	33,778,475	39,225,000	16,403,893	55,628,893
2029	10,285,000	11,819,468	22,104,468	30,930,000	2,846,475	33,776,475	41,215,000	14,665,943	55,880,943
2030	10,980,000	11,393,134	22,373,134	32,325,000	1,454,625	33,779,625	43,305,000	12,847,759	56,152,759
2031	11,725,000	9,674,008	21,399,008		-	-	11,725,000	9,674,008	21,399,008
2032	12,545,000	9,175,703	21,720,703				12,545,000	9,175,703	21,720,703
2033	13,410,000	8,650,812	22,060,812				13,410,000	8,650,812	22,060,812
2034	14,335,000	8,098,495	22,433,495				14,335,000	8,098,495	22,433,495
2035	15,320,000	7,517,165	22,837,165				15,320,000	7,517,165	22,837,165
2036	16,360,000	6,905,395	23,265,395				16,360,000	6,905,395	23,265,395
2037	17,460,000	6,261,847	23,721,847				17,460,000	6,261,847	23,721,847
2038	18,640,000	5,585,183	24,225,183				18,640,000	5,585,183	24,225,183
2039	19,890,000	4,873,476	24,763,476				19,890,000	4,873,476	24,763,476
2040	14,645,000	4,125,050	18,770,050				14,645,000	4,125,050	18,770,050
		-	-					-	-
	239,030,000	243,227,168	482,257,168	323,455,000	115,654,000	439,109,000	562,485,000	358,881,168	921,366,168



Question 5

Please provide a current list of all properties supported by the WSCA's budget and/or included in your portfolio-including the Washington Convention Center, Carnegie Library, the DC Armory, Gateway DC, Nationals Park, and RFK Stadium. For each property in your portfolio, please provide the following (per property):

- Number of events held for 2017 and anticipated for 2018; and a comparison to any goals for usage.
- Total amount of revenue for FY 2017 (by quarter, and total), projected and actual for FY 2018;
- Total amount of expenses for FY 2017 (by quarter, and total), projected and actual for FY 2018;
- Actual room-night/event production for FY 2017, projected and actual for FY 2018; and
- Total estimated economic impact of FY 2017, projected and actual for FY 2018.

The requested information related to the number of events and total revenues and expenses, as well as room night production and estimated economic impact (where applicable), is included on the attached chart. Consistent with previous years, please note that our accounting structure does not provide venue-level reporting for properties on the Robert F. Kennedy Memorial Stadium Campus (including the Stadium, the Festival Grounds at RFK Stadium, the DC Armory and the Maloof Skate Park). Data listed for Gateway DC also includes events held at the R.I.S.E. Demonstration Center. Further, the Authority only acts as landlord Nationals Park; Washington Nationals Baseball Club LLC operates the facility.

In addition, expense data for the Walter E. Washington Convention Center (“WEWCC”) also includes all corporate overhead for the Authority.

The FY17 goals, which include all net-to-Authority revenues (including event-related service partner commissions and facility fees), for each of the Authority’s sales units were as follows:

Sales Unit	FY17 Revenue Goal	FY17 Results	Percentage of Goal
Destination DC Sales	\$14,954,123	\$17,394,482	116%
Convention Center Sales	\$6,477,329	\$6,845,914	106%
Carnegie Library Sales	\$500,000	\$588,084	118%
Sports and Entertainment Sales	\$5,875,173	\$4,643,681	79%

Washington Convention and Sports Authority
Venue-Specific Data
FY17 and FY18

	FY2017					FY2018	
	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Total FY17	Budgeted	Q1FY18
Revenue							
WEWCC	\$ 4,960,780	\$ 6,721,857	\$ 7,220,285	\$ 6,445,358	\$ 25,348,280	\$ 21,191,426	\$ 4,967,468
Carnegie Library	\$ 59,501	\$ 132,536	\$ 275,668	\$ 120,379	\$ 588,084	\$ 1,698,204	\$ -
Gateway	\$ 49,823	\$ 57,901	\$ 90,691	\$ 283,351	\$ 481,766	\$ 476,055	\$ 89,309
SED	\$ 904,240	\$ 995,056	\$ 1,295,428	\$ 967,191	\$ 4,161,915	\$ 4,484,963	\$ 827,084
Total	\$ 5,974,345	\$ 7,907,350	\$ 8,882,072	\$ 7,816,280	\$ 30,580,046	\$ 27,850,648	\$ 5,883,860
Expenses							
WEWCC	\$ 9,787,541	\$ 11,916,064	\$ 9,361,736	\$ 11,945,802	\$ 43,011,143	\$ 54,686,922	\$ 10,306,605
Carnegie Library	\$ 210,010	\$ 237,853	\$ 270,780	\$ 251,616	\$ 970,258	\$ 841,488	\$ 114,517
Gateway	\$ 71,936	\$ 65,561	\$ 66,570	\$ 67,201	\$ 271,269	\$ 439,822	\$ 81,537
SED	\$ 1,720,194	\$ 1,804,588	\$ 1,719,054	\$ 398,686	\$ 5,642,521	\$ 9,185,077	\$ 1,836,798
Total	\$ 11,789,680	\$ 14,024,065	\$ 11,418,141	\$ 12,663,306	\$ 49,895,192	\$ 65,153,308	\$ 12,339,458
Number of Events							
WEWCC	46	38	50	50	184	171	39
Carnegie Library	5	15	30	10	60	-	
Gateway	32	14	40	82	168	81	81
SED	20	31	26	19	96	57	
Total	103	98	146	161	508	309	120
Room Nights							
WEWCC	119,827	138,033	160,256	119,444	537,560	490,326	111,487
Total	119,827	138,033	160,256	119,444	537,560	490,326	111,487
Economic Impact							
WEWCC	\$ 105,192,310	\$ 110,955,295	\$ 112,931,313	\$ 100,818,349	\$ 445,686,563	\$ 341,659,526	\$ 83,887,200
SED/Sponsored Events					\$ 29,852,309		
Total	\$ 105,192,310	\$ 110,955,295	\$ 112,931,313	\$ 100,818,349	\$ 475,538,872	\$ 341,659,526	\$ 83,887,200



Question 6

Please provide total revenue and expenses, by total rentable square foot, for the Convention Center.

FY17 Operating Revenue:	\$25,348,280
Leasable SF:	908,627
Operating Rev per LSF:	\$27.90

FY17 Operating Expenses:	\$43,011,143
Leasable SF:	908,627
Operating Exp per LSF:	\$47.34

Note that expense data for the Walter E. Washington Convention Center also includes all corporate overhead functions for the Authority.



Question 7

Please provide the following information for all existing contracts, as well as those contracts entered into by the WCSA during FY 2017 and FY 2018, 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 or BPA;
- Contract term (including start year);
- Contract cost, including budgeted amount and actual spent;
- Funding source;
- Whether this is a blanket purchase agreement;
- 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 following pages.

**Washington Convention and Sports Authority
FY17 Contract Roster**

Vendor Name	Purpose/ Description	CBE	District Based	Consulting	COTR	Beginning Date	Ending Date	FY17 NTE	Actual Spent	Competively Bid	Greater Than 1,000,000 or Multi-year	Proof Contract Submitted to Council	Funding Source
AGM Container Controls, Inc	ADA Lift Parts	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Alamo Travel Group	Managed Travel Services	No	No	No	Shaneille Delaney	12/22/2016	12/21/2017	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Allied Trailer Sales & Rentals	Ticket Trailer Rental	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 40,000.00	\$ 17,407.50	Yes	No	N/A	Operating
Allstate Floors of DC	Flooring Purchase, Repair, Replacement and Installation	Yes	Yes	No	William Smith	10/1/2016	9/30/2017	\$ 50,000	\$ 29,792.64	Yes	No	N/A	Capital
Allstate Floors of DC	Carpet Storage, Transportation, Removal, and Installation Services	Yes	Yes	No	Cathy Boles	10/1/2016	7/12/2017	\$ 515,304.43	\$ 515,304.00	Yes	No	N/A	Operating
AlSCO	Linen Services	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 25,000.00	\$ 21,500.03	Yes	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Service and Maintenance	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 58,619.00	Yes	No	N/A	Operating
Analytica	Computer Application Software and Related Products	No	Yes	No	Rebecca Ryan	12/19/2016	9/30/2017	\$ 100,000.00	\$ 80,484.25	Yes	No	N/A	Operating
Aon	Risk Management, Insurance Brokerage, Consulting	No	No	Yes	Reginald Smith	10/1/2016	9/30/2017	\$ 100,000	\$ 2,016,095.30	Yes	No	N/A	Operating
Aquaverve	Water Coolers	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 100,000.00	\$ 14,674.00	Yes	No	N/A	Capital
Aramark Sports LLC	Housekeeping Service	No	No	No	William Smith	10/1/2015	9/30/2020	\$ 23,604,202.00	\$ 4,322,735.28	Yes	Yes	Yes	Operating
Arnold & Porter Kaye Schloer LLP	Legal Services	Yes	Yes	No	Marlene Johnson	10/1/2016	9/30/2017	\$ 250,000.00	\$ 306,535.00	Yes	No	N/A	Operating
Artex Fine Art Services	Art Conservation Services	No	No	No	Patrick Strickland	2/3/2017	9/30/2017	\$ 100,000.00	\$ 32,068.00	Yes	No	N/A	Operating
Atlantic Electric Supply	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 82,865.29	Yes	No	N/A	Operating
B&B Floor Services, LLC	Flooring Purchase, Repair, Replacement and Installation	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000	\$ -	Yes	No	N/A	Capital
Ballard Spahr	Legal Services	No	Yes	No	Marlene Johnson	5/31/2017	5/30/2017	\$ 100,000.00	\$ 26,624.12	Yes	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Henry Mosley	10/1/2016	9/30/2039	\$ 5,000.00	\$ -	Yes	Yes	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shaunelle Delaney	10/1/2016	9/30/2017	\$ 7,500.00	\$ 876.48	Yes	No	N/A	Operating
BearCom	Portable Motorola Radio Repairs	No	No	No	Lynn Anthony	10/1/2016	9/30/2017	\$ 20,000.00	\$ 4,723.66	Yes	No	N/A	Operating
Bloomberg BNA	Bloomberg Subscription Agreement	No	No	No	Misty Oratokhai	11/22/2016	11/21/2017	\$ 12,360.00	\$ 12,360.00	No	No	N/A	Operating
Blue Skye Construction, LLC	General Contractor iDIQ V	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 201,200.00	\$ 163,875.00	Yes	No	N/A	Capital
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	11/15/2016	9/30/2017	\$ 75,005.00	\$ 52,442.50	Yes	No	N/A	Capital
Bollinger Energy Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 2,324.17	Yes	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	ESA Program Management Services	Yes	Yes	No	William Leibner	10/1/2016	11/30/2018	\$ 1,391,500.00	\$ -	Yes	Yes	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	No	William Leibner	10/1/2016	9/30/2017	\$ 100,000.00	\$ 100,000.00	No	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Study for Future Uses of RFK Campus and DC Armory	Yes	Yes	No	Ryan Conway	10/2/2016	9/30/2017	\$ 648,260.00	\$ 534,227.63	Yes	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 6,900.00	Yes	No	N/A	Operating/ Capital
Buy Sod Inc	RFK Field Replacement	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 99,796.20	Yes	No	N/A	Capital
CALPRO Group	Event Setup and Dismantling Services	No	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 90,000	\$ 24,677.63	Yes	No	N/A	Operating
Cap8 Doors & Hardware	Flush Metal Doors	Yes	Yes	No	Najib Mohammed	11/22/2016	9/30/2017	\$ 100,000.00	\$ 33,176.00	Yes	No	N/A	Capital
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 15,000.00	\$ -	Yes	No	N/A	Operating
CAPITAL SEGWAY OF WASHINGTON	Segway Regular Maintenance and As-Needed Repair Services, and Parts	No	Yes	No	Brandon Robinson	10/1/2016	9/30/2017	\$ 9,393.22	\$ 4,995.00	No	No	N/A	Operating
Capitol Services Management, Inc.	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 84,636.10	Yes	No	N/A	Operating
CDS Mechanical Services Inc.	Central Plant- Chiller Maintenance and Inspection Services	No	NO	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 99,999	\$ 43,482.00	Yes	No	N/A	Capital
Centerplate	Food Service Management	Yes	Yes	No	Bonita Easter	5/19/2011	3/31/2019	\$ 100,000.00	\$ 334,916.07	Yes	Yes	Yes	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 1,200.00	Yes	No	N/A	Operating/ Capital
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 368,127.24	Yes	No	N/A	Operating/ Capital
Clean Decisions	Community Clean Up	Yes	Yes	No	Candace Butler	10/1/2016	9/30/2017	\$ 15,000.00	\$ 11,463.62	Yes	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	5/9/2017	9/30/2017	\$ 100,000.00	\$ 59,840.71	Yes	No	N/A	Operating
CNR Lighting	Custom Wall Sconces	No	No	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 45,600.00	\$ 15,200.00	No	No	N/A	Capital
Continental Wireless Inc.	Portable Motorola Radios and Accessories	No	No	No	Lynn Anthony	10/1/2016	9/30/2017	\$ 50,000.00	\$ 46,643.49	Yes	No	N/A	Operating
Convergent Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Cathy Boles	11/1/2016	9/30/2017	\$ 100,000.00	\$ 94,224.35	Yes	No	N/A	Operating/ Capital

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Corporate Press Communications Co.	Printing and Other Related Services	No	No	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 7,053.93	Yes	No	N/A	Operating
Corporate Systems Resources Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 79,947.18	Yes	No	N/A	Operating
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	2/11/2017	9/30/2017	\$ 60,000.00	\$ -	Yes	No	N/A	Capital
CSI Corporation of DC	Security Services	Yes	Yes	No	Gerald Wilson	10/1/2016	9/30/2017	\$ 1,563,935.71	\$ 1,015,962.01	Yes	Yes	Yes	Operating
CSV, LLC	Business Development Services	No	No	No	Ryan Conway	10/1/2016	8/6/2017	\$ 75,000.00	\$ 80,000.00	No	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 82,073.00	Yes	No	N/A	Capital
Daylily Landscaping	Lawn Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000	\$ 21,960.00	Yes	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000	\$ 43,453.21	Yes	No	N/A	Operating
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	12/19/2016	9/30/2017	\$ 10,000.00	\$ 4,000.00	Yes	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	Yes	No	Joyce Leveston	10/1/2016	3/6/2017	\$ 271,625.00	\$ 144,012.48	Yes	No	N/A	Operating
Diligent Rocket LLC	Artistic Graphic Design Services	No	No	No	Patricia Kearney	10/1/2016	9/30/2017	\$ 100,000	\$ 55,387.90	Yes	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 153,322.73	Yes	No	N/A	Operating
Docsav Industries Inc	General Mechanical Supplies	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 36,000	\$ 61,825.83	Yes	No	N/A	Operating
Drapes 4 Show inc.	Event Table Linens & Supplies	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 70,000.00	\$ 15,819.89	Yes	No	N/A	Capital
DS Waters of America Inc.	Water Delivery Services	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 50,000.00	\$ 9,025.73	Yes	No	N/A	Operating
Dunbar Armored, Inc	Armored Car Services	No	No	No	Sharlene Henley	1/19/2017	9/30/2017	\$ 10,000.00	\$ 2,023.00	Yes	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 30,845.95	Yes	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	William Leibner	12/21/2016	9/30/2017	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	11/16/2016	9/30/2017	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 30,000.00	\$ -	Yes	No	N/A	Operating
Emergency 911 Security Inc	Badging Access Supplies	Yes	Yes	No	Gladys Jones	10/1/2016	7/19/2017	\$ 224,000	\$ 22,222.76	Yes	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Monica Bullock	7/1/2017	6/30/2018	\$ 10,000.00	\$ 1,000.00	Yes	No	N/A	Operating
Engineers Outlet	Hardware Supplies	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 7,562.88	Yes	No	N/A	Operating
Fannon Petroleum	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Rodney Hess	10/1/2016	9/30/2017	\$ 100,000.00	\$ 5,462.07	Yes	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shaunelle Delaney	10/21/2016	9/30/2017	\$ 20,000.00	\$ 2,075.93	Yes	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 50,000.00	\$ 31,306.06	Yes	No	N/A	Operating
Fisher & Son Co. Inc.	Grass Seed and Fertilizer	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 17,000.00	\$ 13,626.30	Yes	No	N/A	Operating
Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	10/1/2016	9/30/2017	\$ 100,000.00	\$ 11,626.88	Yes	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 1,054,959.00	\$ 1,045,169.75	Yes	Yes	Yes	Operating/ Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 200,000.00	\$ 29,800.00	Yes	No	N/A	Capital
Gem Laser Express Inc.	Printer Maintenance and Supplies	No	No	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 29,077.39	Yes	No	N/A	Operating
General & Mechanical Services, LLC	General Mechanical Services and Supplies	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000	\$ 65,667.00	Yes	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	Yes	No	Ed Heubert	10/1/2016	9/30/2017	\$ 100,000.00	\$ 6,200.00	Yes	No	N/A	Capital
General Merchandise Supplies Unlimited	Greenware Cups	Yes	Yes	No	William Smith	10/1/2016	9/30/2017	\$ 6,000.00	\$ 3,221.13	Yes	No	N/A	Operating
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2017	\$ 100,000.00	\$ 5,250.00	Yes	No	N/A	Operating
GLP Inc	Electromechanical Rigging Services	Yes	Yes	No	Joyce Leveston	10/1/2016	9/30/2017	Commission	\$ 74,563.05	Yes	No	N/A	Operating
Goetz Printing Co.	Printing Services	No	No	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 16,165.14	Yes	No	N/A	Operating
Goulston & Storrs	Legal Services	No	Yes	No	Marlene Johnson	6/12/2017	9/30/2017	\$ 100,000.00	\$ 15,039.60	Yes	No	N/A	Operating
Herrick, Feinstein LLP	Legal Services	No	No	No	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 58,114.40	Yes	No	N/A	Operating
Hi Pro Productions and Media LLC	Photography and Videography Services	No	No	No	Ashley Forrester	10/1/2016	9/30/2017	\$ 45,000	\$ -	Yes	No	N/A	Operating
Hi-Tech Solution Inc.	SQL Server & Visual Studio Software Licenses	Yes	Yes	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 35,647.00	\$ -	Yes	Yes	N/A	Operating
Hi-Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 28,105.63	Yes	No	N/A	Operating

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Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	10/1/2016	9/30/2017	\$ 200,000.00	\$ 156,654.00	Yes	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	12/7/2016	9/30/2017	\$ 20,000.00	\$ 23,958.00	Yes	No	N/A	Operating
Ideal Electrical Supply Inc	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 71,804.08	Yes	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	10/1/2016	9/30/2017	\$ 20,000.00	\$ 3,875.00	Yes	No	N/A	Operating
Innovative Pest Management	Pest Control Management	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 82,181.32	Yes	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Patricia Kearney	10/1/2016	9/30/2017	\$ 10,000	\$ 3,100.00	Yes	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	2/7/2017	2/7/2019	\$ 57,750.00	\$ 57,750.00	No	No	N/A	Operating/ Capital
Interface Media	Photography and Videography Services	No	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 70,000.00	\$ 6,000.00	Yes	No	N/A	Operating
Iron Mountain	Iron Mountain Document Services	No	No	No	Shaunelle Delaney	7/24/2017	9/30/2017	\$ 20,000.00	\$ 6,458.94	No	No	N/A	Operating
ISOM Global Strategies	ESA Groundbreaking Event Services	Yes	Yes	No	Chinyere Hubbard	6/12/2017	9/30/2017	\$ 100,000.00	\$ 15,392.68	Yes	No	N/A	Capital
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 88,360.00	\$ -	Yes	No	N/A	Capital
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 57,212.62	Yes	No	N/A	Operating
Jerome L. Taylor Trucking Inc	Recycling Services	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 40,000	\$ 28,325.62	Yes	No	N/A	Operating
Jerome L. Taylor Trucking Inc	Trash Hauling	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 150,000.00	\$ 145,396.21	Yes	No	N/A	Operating
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Ed Huebert	10/1/2016	9/30/2017	\$ 100,000.00	\$ 22,898.91	Yes	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 50,270.65	Yes	No	N/A	Operating
Leftwich LLC	Legal Services	Yes	No	No	Mariene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 178,878.40	Yes	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	11/6/2016	9/30/2017	\$ 100,000.00	\$ 90,795.00	Yes	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	No	No	Lynn Anthony	12/7/2016	9/30/2017	\$ 23,282.45	\$ 23,282.45	Yes	No	N/A	Operating
McAndrews Restoration Inc	Waterproofing, Leak Repairs, and General Contractor Services	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 500,000	\$ 498,140.00	Yes	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Patrick Strickland	10/8/2016	9/30/2017	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	11/16/2016	9/30/2017	\$ 100,000.00	\$ 75,293.77	Yes	No	N/A	Operating
MET Painters Inc.	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	10/12/2016	9/30/2017	\$ 100,000.00	\$ 105,463.13	Yes	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	Yes	Misty Oratokhai	8/24/2016	8/23/2017	\$ 72,000.00	\$ 5,750.00	Yes	No	N/A	Operating
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	Solar Window Film Purchase, Installation, and Repair Services	No	No	No	Cathy Boles	2/16/2017	9/30/2017	\$ 100,000.00	\$ 157,734.20	Yes	No	N/A	Capital
Midwest Folding Products	Multi Storage Racking System	No	No	No	William Smith	11/17/2016	9/30/2017	\$ 100,000.00	\$ 262,704.45	Yes	No	N/A	Capital
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	10/1/2016	9/30/2017	\$ 20,000.00	\$ 17,005.00	Yes	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	10/1/2016	9/30/2032	\$ 76,000.00	\$ 83,210.00	No	No	N/A	Operating
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	2/3/2017	9/30/2017	\$ 100,000.00	\$ 25,356.00	No	No	N/A	Operating
Morgan, Lewis & Bockius LLP	Legal Services	No	Yes	No	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 53,008.68	Yes	No	N/A	Operating
Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William Smith	10/21/2016	9/30/2017	\$ 70,000.00	\$ 4,676.85	Yes	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 42,375.54	Yes	No	N/A	Operating
Nalco, An Ecolab Company	Central Plant/ Nalco	No	No	No	Patrick Strickland	11/7/2016	12/31/2017	\$ 40,000	\$ 25,355	Yes	No	N/A	Capital
Navex Global	Ethics and Compliance Program	No	No	No	Tawana Parker	10/1/2016	9/30/2017	\$ 20,132.00	\$ 20,132.00	Yes	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Sean Sands	10/1/2016	9/30/2017	\$ 35,000.00	\$ 16,983.45	Yes	No	N/A	Operating
Neopost USA Inc.	IMPB Software	No	No	No	Shaunelle Delaney	10/1/2016	9/30/2017	\$ 3,700.00	\$ 3,241.99	Yes	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shaunelle Delaney	11/15/2016	9/30/2017	\$ 4,569.12	\$ 3,890.35	Yes	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	William Leibner	8/15/2016	3/31/2019	\$ 250,000.00	\$ 63,719.29	Yes	Yes	N/A	Capital
Omni Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	Yes	Yes	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 26,347.46	Yes	No	N/A	Operating
On Sale Promos LLC	Specialty and Promotional Items	Yes	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000	\$ 5,815.00	Yes	No	N/A	Operating
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 75,526.11	Yes	No	N/A	Operating

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Paige International Inc.	Badging and Access Supplies	yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000	\$ -	Yes	No	N/A	Operating
Paige International Inc.	Lenel System Upgrade	Yes	Yes	No	Jeffery Arden	10/1/2016	9/30/2017	\$ 100,000	\$ -	Yes	No	N/A	Capital
Paige International Inc.	Security Equipment, Spare Parts, Maintenance and Repair	Yes	Yes	No	Jeffery Arden	10/1/2016	9/30/2017	\$ 50,000	\$ 11,213.32	Yes	No	N/A	Operating
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shaunelle Delaney	10/1/2016	9/30/2017	\$ 30,000.00	\$ 7,687.70	Yes	No	N/A	Operating
Penngood, LLC	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 47,918.09	Yes	No	N/A	Operating
Periscope Holdings, Inc.	BuySpeed Annual Hosting, Maintenance/Support, and Training/	No	No	Yes	Kiara Short	10/1/2016	9/30/2017	\$ 124,650.00	\$ 99,650.00	No	No	N/A	Operating
Pioneer Manufacturing Company	Field Paint and Materials	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 20,000.00	\$ 2,265.00	Yes	No	N/A	Operating
Porter Novelli	Marketing Services	No	No	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 250,000.00	\$ 229,680.99	Yes	No	N/A	Operating
Poshbooth LLC	PoshBooth BPA	No	No	No	Misty Oratokhai	10/1/2016	9/30/2017	\$ 5,000.00	\$ 5,597.00	Yes	No	N/A	Operating
Power Play Management LLC	Esports and gaming strategic consulting services	No	No	Yes	William Leibner	8/22/2016	8/21/2017	\$ 160,000.00	\$ 159,096.18	No	No	N/A	Operating
Premier Landscapes, LLC	Plant Leasing & Interior Horticultural Maintenance Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000	\$ 92,396.00	Yes	No	N/A	Operating
Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Brandon Robinson	10/1/2016	9/30/2017	\$ 3,500.00	\$ 4,716.24	Yes	No	N/A	Operating
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratokhai	6/1/2017	9/30/2017	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	4/18/2017	9/30/2017	\$ 100,000.00	\$ 97,472.50	Yes	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	No	No	Joyce Leveston	10/1/2016	9/30/2017	Commission	\$ 71,755.45	Yes	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 100,000.00	\$ 99,646.00	No	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Joyce Leveston	2/8/2017	2/8/2017	\$ 42,269.00	\$ 42,268.64	Yes	No	N/A	Operating
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	4/17/2017	9/30/2017	\$ 95,020.00	\$ 67,324.80	Yes	No	N/A	Operating
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	6/9/2017	9/30/2017	\$ 8,642.00	\$ 8,642.00	Yes	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	10/1/2016	5/30/2017	\$ 74,474.00	\$ 11,877.00	No	No	N/A	Operating
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2019	\$ 566,608.00	\$ 256,500.00	Yes	Yes	N/A	Capital
Rand Construction Corporation	General Contractor IDIQ III	Yes	Yes	Yes	Cathy Boles	10/1/2016	9/30/2017	\$ 200,000.00	\$ 58,507.00	Yes	No	N/A	Capital
Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	12/1/2016	9/30/2017	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Reuter & Hanney, Inc.	Switchgear Testing	No	No	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 219,075.00	\$ 98,061.60	Yes	No	N/A	Operating/ Capital
Robin Moore Legacies LLC t/a Crosson Moore Art Services	Art Curator Services	No	No	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 30,922.50	Yes	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	10/26/2016	9/30/2017	\$ 3,500.00	\$ 2,977.82	Yes	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	10/26/2016	9/30/2017	\$ 3,500.00	\$ 3,500.00	Yes	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Reginald Smith	10/1/2016	9/30/2017	\$ 100,000	\$ 9,886.32	Yes	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 28,617.83	Yes	No	N/A	Operating
Scott Circle Communications, Inc.	Strategic Communications	No	No	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 18,772.02	Yes	No	N/A	Operating
Senoda Inc.	Specialty and Promotional Items	Yes	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 73,729.49	Yes	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 23,821.87	Yes	No	N/A	Operating
Senoda Inc.	Employee Engagement Event Supplies	Yes	Yes	No	Misty Oratokhai	11/13/2016	9/30/2017	\$ 50,000.00	\$ 48,050.53	Yes	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater#3 with Intelli Technology®	Yes	Yes	No	Patrick Strickland	10/20/2016	9/30/2017	\$ 5,628.00	\$ 5,628.00	Yes	No	N/A	Capital
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory	No	No	No	William Smith	1/4/2017	9/30/2017	\$ 100,000.00	\$ 57,253.04	No	No	N/A	Capital
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	10/1/2016	9/30/2017	\$ 1,405,611.00	\$ 1,550,604.07	Yes	Yes	Yes	Capital
SigNet Technologies, Inc.	American Dynamics Victor Video System	No	No	No	Gladys Jones	10/1/2016	9/30/2017	\$ 1,032,194	\$ 3,466.85	Yes	Yes	N/A	Operating
Smoot Gilbane Sports	Construction Manager At-Risk Services	Yes	Yes	Yes	William Leibner	10/1/2016	9/30/2017	\$ 4,002,578.00	\$ 4,460,618.65	Yes	No	N/A	Operating
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ 14,425.00	Yes	No	N/A	Capital
Southern Aluminum MFG Inc.	Tables, Accessories, Products, Equipment	No	No	No	William Smith	10/1/2016	9/30/2017	\$ 100,000.00	\$ 30,810.00	Yes	No	N/A	Capital
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	Yes	No	William Leibner	6/21/2017	6/20/2017	\$ 100,000.00	\$ 16,666.00	Yes	No	N/A	Operating

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Vendor Name	Purpose/ Description	CBE	District Based	Consulting	COTR	Beginning Date	Ending Date	FY17 NTE	Actual Spent	Competively Bid	Greater Than 1,000,000 or Multi-year	Proof Contract Submitted to Council	Funding Source
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shauneille Delaney	10/1/2016	9/30/2017	\$ 100,000.00	\$ 26,370.90	Yes	No	N/A	Operating
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	2/16/2017	9/30/2017	\$ 10,000.00	\$ -	Yes	No	N/A	Capital
Standard Restoration & Waterproofing	Waterproofing, Leak Repairs, and General Contractor Services	No	No	No	Tawana Parker	10/1/2016	9/30/2017	\$ 500,000	\$ 453,125.00	Yes	No	N/A	Operating
Stranix Associates LLC	Construction Management Consulting Agreement	No	No	Yes	William Leibner	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	No	No	N/A	Operating
Stranix Associates LLC	Project Management Services	No	No	Yes	Marlene Johnson	10/1/2016	7/19/2017	\$ 244,000.00	\$ -	Yes	No	N/A	Operating
Streetsense Retail Advisors, LLC	Leasing Brokerage Agreement	No	No	No	Ryan Conway	10/1/2016	7/23/2017	\$ 388,000.00	\$ 63,580.77	Yes	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	12/7/2016	9/30/2017	\$ 100,000.00	\$ 23,605.34	Yes	No	N/A	Capital
Talentwise Inc.	Screening & Investigative Services	No	No	No	Tawana Parker	10/1/2016	9/22/2017	\$ 50,000.00	\$ 4,373.75	Yes	No	N/A	Operating
Talk of the Town	Team Building Exercises and Activities	No	No	No	Misty Oratokhai	10/1/2016	9/30/2017	\$ 25,000.00	\$ 14,670.00	Yes	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	Yes	Steve Schwartz	7/15/2017	9/30/2017	\$ 19,000.00	\$ -	No	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Brandon Robinson	10/1/2016	9/30/2017	\$ 10,468.00	\$ -	Yes	No	N/A	Operating
The Sherwin-Williams Company	Paint and Painting Supplies	No	No	No	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 20,916.12	Yes	No	N/A	Operating
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	10/1/2016	9/30/2017	\$ 75,000.00	\$ 23,908.44	Yes	No	N/A	Operating
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erik Moses	10/1/2016	11/30/2017	\$ -	\$ 11,566.54	Yes	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	10/1/2016	9/30/2017	\$ 124,770.00	\$ 125,323.62	No	No	N/A	Operating
Ungerboeck	Event Management System	No	No	No	Michael Waxer	7/20/2017	6/20/2019	\$ 500,000.00	\$ 193,410.00	Yes	Yes	Yes	Operating
UniFirst	Uniform Rental	No	No	No	Patricia Kearney	10/1/2016	9/30/2017	\$ 99,999	\$ 5,914.54	Yes	No	N/A	Capital
United Metro	Gators and Golf carts	No	No	No	Candace Johnson	7/11/2017	9/30/2017	\$ 50,000.00	\$ -	Yes	No	N/A	Capital
UNITED SITE SERVICES OF MD INC	Portable Toilets	No	No	No	Candace Johnson	12/19/2016	9/30/2017	\$ 40,000.00	\$ 15,717.77	Yes	No	N/A	Operating
USI Insurance Services LLC	Health Insurance Brokerage Services	No	No	No	Misty Oratokhai	10/1/2016	12/31/2017	\$ -	\$ -	Yes	No	N/A	Operating
Van Tech Industries LLC	Propane Cages and Other Products/Equipment	Yes	Yes	No	Cathy Boles	1/4/2017	9/30/2017	\$ 100,000.00	\$ 43,908.92	Yes	No	N/A	Capital
Washington Arena Design Group	Architectural Engineering Services	Yes	Yes	No	William Leibner	2/19/2017	3/31/2019	\$ 3,787,208	\$ 1,927,335.92	Yes	Yes	N/A	Operating
Washington Express	Courier Delivery Services	No	No	No	Shaneille Delaney	10/1/2016	9/30/2017	\$ 7,500.00	\$ 844.62	Yes	No	N/A	Operating
Willdan Financial Services	Arbitrage Rates and Municipal Disclosure Services	No	No	No	Nuru Yimam	10/1/2016	9/30/2017	\$ 10,000.00	\$ 7,150.00	Yes	No	N/A	Operating
Wilson Dependable Services, LLC	Annual Fire Extinguisher Inspection & Maintenance Services/Equipment	Yes	Yes	Yes	Najib Mohammed	12/7/2016	9/30/2017	\$ 70,000.00	\$ 48,781.00	Yes	No	N/A	Operating
Winmar, Inc	General Contractor IDIQ II	Yes	Yes	No	Cathy Boles	10/1/2016	9/30/2017	\$ 291,363.00	\$ 202,295.00	Yes	No	N/A	Capital
World Class Athletic Surfaces	Field Paint and Materials	No	No	No	Candace Johnson	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Xerox Corporation	Xerox -FY 17 Maintenance for copier/fax machines	No	No	No	Shauneille Delaney	10/1/2016	9/30/2017	\$ 100,000.00	\$ 40,868.18	Yes	No	N/A	Operating
Xerox Corporation	Xerox-FY 17 Copier Lease	No	No	No	Shauneille Delaney	10/1/2016	9/30/2017	\$ 100,000.00	\$ 724.00	Yes	No	N/A	Operating
Zinnia Films Inc.	Photography and Videography Services	No	Yes	No	Ashley Forrester	10/1/2016	9/30/2017	\$ 45,000	\$ -	Yes	No	N/A	Operating

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Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competively Bid	Greater than 1,000,000 or multiyear	Proof Contract was submitted to Council	Funding Source
AAA Complete Building Services, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 25,229.00	\$ -	Yes	No	N/A	Operating
ADC Management Solutions	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Advoc8, LLC	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	12/8/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Affinity Media Consulting LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	11/1/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
AGM Container Controls, Inc	ADA Lift Parts	No	Yes	No	Partrick Strickland	10/1/2017	9/30/2018	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Alamo Travel Group	Managed Travel Services	No	No	No	Shaneille Delaney	10/1/2017	12/21/2018	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Allied Trailer Sales & Rentals	Ticket Trailer Rental	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 40,000.00	\$ 3,420.00	Yes	No	N/A	Operating
Allstate Floors of DC	Carpet Storage, Transportation, Removal, and Installation Services	Yes	Yes	No	Cathy Boles	10/1/2017	7/12/2018	\$ 517,440.00	\$ 517,439.95	Yes	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 40,209.59	Yes	No	N/A	Capital
Alsco	Linen Services	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 25,000.00	\$ 4,507.00	Yes	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Service and Maintenance	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
American Combustion Industries, Inc.	Welding Services	No	No	No	Patrick Strickland	12/13/2017	9/30/2018	\$ 99,000.00	\$ -	Yes	No	N/A	Operating
Analytica	Computer Application Software and Related Products	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Annie's Hardware, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	10/27/2017	9/30/2018	\$ 100,000.00	\$ 4,697.57	Yes	No	N/A	Operating
Aon	Risk Management	No	No	Yes	Reginald Smith	1/1/2018	2/28/2018	25,500.00	\$ 25,000.00	No	No	N/A	Operating
Aquaverve	Water Coolers	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 5,302.40	Yes	No	N/A	Capital
Aquicore	Submittering Services	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 70,000.00	\$ -	Yes	No	N/A	Capital
Aramark Sports LLC	Housekeeping Service	No	No	No	William "Bill" Smith	10/1/2015	9/30/2020	\$ 4,691,870.00	\$ 1,549,304.63	Yes	Yes	Yes	Operating
Arnold & Porter Kaye Schloer LLP	Legal Services	Yes	Yes	No	Reginald Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 116,160.50	Yes	No	N/A	Operating
Artes Fine Art Services	Art Conservation Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 25,180.00	Yes	No	N/A	Operating
ASGK Public Strategies Strategies LLC dba Kivvit	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	12/13/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Atlantic Electric Supply	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 12,696.40	Yes	No	N/A	Operating
Ballard Spahr	Legal Services	No	No	No	Reginald Smith	5/31/2017	5/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Zeni Bekele	10/1/2017	9/30/2039	\$ 15,000.00	\$ -	Yes	Yes	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 7,500.00	\$ -	Yes	No	N/A	Operating
BearCom	Portable Motorola Radio Repairs	No	No	No	Lynn Anthony	10/1/2017	9/30/2018	\$ 25,000.00	\$ 697.52	Yes	No	N/A	Operating
Black Robin Media	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	12/13/2017	9/30/2018	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Bloomberg BNA	Bloomberg Subscription Agreement	No	No	No	Misty Oratokhai	10/1/2017	11/21/2018	\$ 12,720.00	\$ -	No	No	N/A	Operating
Blossman Gas, Inc	Propane Services	No	No	No	William "Bill" Smith	12/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Blue Skye Construction, LLC	General Contractor IDIQ V	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 200,000.00	\$ 17,125.00	Yes	No	N/A	Capital
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Bollinger Energy Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 23,652.03	Yes	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	ESA Program Management Services	Yes	Yes	Yes	William Leibner	10/1/2017	11/30/2018	\$ 1,391,500.00	\$ -	Yes	Yes	N/A	Capital
BRAILSFORD & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	No	Ryan Conway	10/1/2017	9/30/2018	\$ 100,000.00	\$ 12,282.50	No	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Study for Future Uses of RFK Campus and DC Armory	Yes	Yes	No	Ryan Conway	10/1/2017	9/30/2018	\$ -	\$ 771,069.75	Yes	No	N/A	Operating
BrandLinkDC, Inc	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Brands Build Culture DC, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	12/8/2017	9/30/2018	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating/ Capital
Buena LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	10/27/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Buy Sod Inc	RFK Field Replacement	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
CALPRO Group	Event General Set-Up/Dismantling Services	Yes	Yes	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 13,549.00	Yes	No	N/A	Operating

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Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competively Bid	Greater than 1,000,000 or multiyear	Proof Contract was submitted to Council	Funding Source
Cap8 Doors & Hardware	Flush Metal Doors	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 2,620.00	Yes	No	N/A	Capital
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
CAPITAL SEGWAY OF WASHINGTON	Segway Regular Maintenance and As-Needed Repair Services; and Parts	No	Yes	No	Brandon Robinson	10/1/2017	9/30/2018	\$ 5,500.00	\$ 1,235.00	No	No	N/A	Capital
Capitol Services Management, Inc.	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 14,139.94	Yes	No	N/A	Operating
Carahsoft Technology Corporation	Employee Engagement Survey Services	Yes	Yes	No	Misty Oratokhai	12/14/2017	9/30/2018	\$ 13,914.28	\$ 10,890.28	Yes	No	N/A	Operating
Centerplate	Food Service Management	Yes	Yes	No	Bonнита Easter	5/19/2011	3/31/2019	\$ 200,000.00	\$ 69,715.77	Yes	Yes	Yes	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 10,862.50	Yes	No	N/A	Operating/ Capital
Choice Plantings, Inc	Holiday Lighting and Decorations Installation and Removal Services	No	No	No	Patrick Strickland	11/13/2017	9/30/2018	\$ 25,000.00	\$ 24,900.00	Yes	No	N/A	Operating
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 15,366.86	Yes	No	N/A	Operating/ Capital
Clean Decisions	Community Clean Up	Yes	Yes	No	Candace Butler	10/1/2017	9/30/2018	\$ 15,000.00	\$ 10,550.86	Yes	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	5/9/2017	9/30/2018	\$ 100,000.00	\$ 12,541.43	Yes	No	N/A	Operating
CNR Lighting	Custom Wall Sconces	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 30,400.00	\$ -	No	No	N/A	Capital
Continental Wireless Inc.	Portable Motorola Radios and Accessories	No	No	No	Lynn Anthony	10/1/2017	9/30/2018	\$ 99,000.00	\$ 1,837.46	Yes	No	N/A	Operating
Convergent Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Jeffery Arden	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating/ Capital
Corporate Press Communications Co.	Printing and Other Related Services	No	No	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 6,923.88	Yes	No	N/A	Operating
Corporate Systems Resources Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
CSV, LLC	Business Development Services	No	Yes	Yes	Ryan Conway	10/1/2017	8/6/2018	\$ 75,000.00	\$ 75,000.00	No	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 15,000.00		Yes	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 11,317.68	Yes	No	N/A	Operating
Daylily Landscaping	Plant Leasing & Interior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 95,000.00	\$ 29,660.40	Yes	No	N/A	Operating
Design Army	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	11/1/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	Yes	No	Joyce Leveston	3/7/2017	3/6/2018	Commision	\$ 584,572.44	Yes	No	N/A	Operating
Diligent Rocket LLC	Artistic Graphic Design	No	No	No	Ashley Forrester	10/27/2017	9/30/2018	\$ 50,000.00	\$ 11,760.00	Yes	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 177,112.10	Yes	No	N/A	Operating
Dominion Electric Supply Co of Washington, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Drapes 4 Show Inc.	Event Table Linens & Supplies	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 24,490.30	Yes	No	N/A	Capital
DS Waters of America Inc.	Water Delivery Services	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 50,000.00	\$ 1,743.70	Yes	No	N/A	Operating
Dunbar Armored, Inc	Armored Car Services	No	No	No	Sharlene Henley	1/19/2017	9/30/2018	\$ 10,000.00	\$ 578.00	Yes	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ 7,107.00	Yes	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	William Leibner	10/1/2017	9/30/2018	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Emergency 911 Security Inc.	Badging and Access Supplies	Yes	Yes	No	Patricia Kearney	10/1/2017	9/30/2018	\$ 30,000.00	\$ 9,368.76	Yes	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Monica Bullock	7/1/2017	6/30/2018	\$ 10,000.00	\$ 510.00	Yes	No	N/A	Operating
F&L Construction, Inc	Recycling Services	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 30,000.00	\$ 6,954.00	Yes	No	N/A	Operating
Fannon Petroleum	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Rodney Hess	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 20,000.00	\$ 1,003.23	Yes	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Fisher & Son Co. Inc.	Grass Seed and Fertilizer	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 17,000.00	\$ 5,169.00	Yes	No	N/A	Operating

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Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 1,436,631.56	\$ 347,346.13	Yes	Yes	Yes	Operating/ Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 200,000.00	\$ -	Yes	No	N/A	Capital
Gem Laser Express Inc.	Printer Maintenance and Supplies	No	No	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ 15,756.43	Yes	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	No	No	Ed Heubert	10/1/2017	9/30/2018	\$ 100,000.00		Yes	No	N/A	Capital
General & Mechanical Services, LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 20,522.15	Yes	No	N/A	Operating
General Merchandise Supplies Unlimited	Greenware Cups	Yes	Yes	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 6,000.00	\$ 4,644.42	Yes	No	N/A	Operating
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 30,000.00	Yes	No	N/A	Operating
GLP Inc	Electromechanical Rigging Services	No	Yes	No	Joyce Leveston	10/1/2017	9/30/2018	\$ -	\$ 13,395.23	Yes	No	N/A	Operating
Goetz Printing Co.	Printing Services	No	No	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Goulston & Storrs	Legal services	No	No	No	Reginald Smith	6/12/2017	9/30/2018	\$ 100,000.00	\$ 8,528.51	Yes	No	N/A	Operating
Herrick, Feinstein LLP	Legal Services	No	No	No	Nicole Jackson	10/1/2017	9/30/2018	\$ 100,000.00	\$ 13,098.00	Yes	No	N/A	Operating
Hi-Tech Electric LLC	Temporary Utility Services	Yes	Yes	No	Hootan Kaboli	10/1/2017	9/30/2027	Commision	\$ 57,455.25	Yes	Yes	N/A	Operating
Hi-Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ 57,660.00	Yes	No	N/A	Operating
Hi-Tech Solution Inc.	SQL Server & Visual Studio Software Licenses	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	Yes	N/A	Operating
Holder Enterprises, Inc	Bottled Water Services	No	No	No	William "Bill" Smith	12/13/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Horizon Mechanical Services LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 200,000.00	\$ 71,172.40	Yes	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Ideal Electrical Supply Inc	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 77,791.91	Yes	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	10/1/2017	9/30/2018	\$ 20,000.00	\$ 10,210.00	Yes	No	N/A	Operating
Innovative Pest Management	Pest Control Management	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 30,954.24	Yes	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Tawana Parker	10/1/2017	9/30/2018	\$ 25,000.00	\$ 4,400.00	No	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	2/7/2017	2/7/2019	\$ 57,750.00	\$ 52,500.00	No	No	N/A	Capital
Iron Mountain	Iron Mountain Document Services	No	No	No	Shaunelle Delaney	7/24/2017	9/30/2018	\$ 20,000.00	\$ 12,215.47	No	No	N/A	Operating
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 14,397.99	Yes	No	N/A	Operating
Jerome L. Taylor Trucking Inc	Trash Hauling	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 150,000.00	\$ 61,628.74	Yes	No	N/A	Operating
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 24,830.00	Yes	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 149.19	Yes	No	N/A	Operating
Laura Rankin & Co LLC dba EPOCH	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	12/13/2017	9/30/2018	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Leftwich LLC	Legal Services	Yes	Yes	No	Reginald Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	Yes	No	Lynn Anthony	10/1/2017	9/30/2018	\$ 100,000.00	\$ 11,240.10	Yes	No	N/A	Operating
Linda Roth Associates	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	10/1/2017	9/30/2018	\$ 100,000.00	\$ 15,395.31	Yes	No	N/A	Operating
Mars on Gravity Productions, LLC	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	10/1/2017	9/30/2018	\$ 100,000.00	\$ 28,189.62	Yes	No	N/A	Operating
Marshall Moya Design	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
MB Staffing Services	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	10/1/2017	9/30/2018	\$ 100,000.00	\$ 32,989.04	Yes	No	N/A	Operating
McAndrews Restoration	Waterproofing and Leak Repairs Services	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 500,000.00	\$ 9,696.97	Yes	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating

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McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 23,753.98	Yes	No	N/A	Operating
Mesh Global	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
MET Painters Inc.	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 100,000.00	\$ 30,883.92	Yes	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	Yes	Misty Oratokhai	10/1/2017	8/23/2018	\$ 72,000.00	\$ 9,875.00	Yes	No	N/A	Operating
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	Solar Window Film Purchase, Installation, and Repair Services	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ 2,066.00	Yes	No	N/A	Capital
Midwest Folding Products	Multi Storage Racking System	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 25,662.50	Yes	No	N/A	Capital
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	10/1/2017	9/30/2018	\$ 20,000.00	\$ 6,768.75	Yes	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	10/1/2017	9/30/2032	\$ 90,000.00	\$ -	No	No	N/A	Operating
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	2/3/2017	9/30/2018	\$ 100,000.00	\$ 20,466.00	No	No	N/A	Operating/ Capital
Morgan, Lewis & Bockius LLP	Legal Services	No	Yes	No	Reginald Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 610.50	Yes	No	N/A	Operating
Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ 13,125.00	Yes	No	N/A	Operating
MTB Enterprises dba Tomah Wares	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	11/1/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	10/1/2017	9/30/2018	\$ 100,000.00	\$ 36,049.81	Yes	No	N/A	Operating
Nalco, An Ecolab Company	Central Plant/ Nalco		No	No	Patrick Strickland	10/1/2017	12/31/2017	\$ 40,000	\$ 6,609.57	Yes	No	N/A	Operating
Navex Global	Ethics and Compliance Program	No	No	No	Tawana Parker	10/1/2017	9/30/2018	\$ 21,138.60	\$ 21,138.60	Yes	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Sean Sands	10/1/2017	9/30/2018	\$ 50,000.00	\$ 4,131.75	Yes	No	N/A	Operating
Neopost USA Inc.	IMPB Software	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 3,700.00	\$ 1,894.72	Yes	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 5,000.00	\$ 2,284.56	Yes	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	William Leibner	10/1/2017	3/31/2019	\$ 900,000.00	\$ 59,022.71	Yes	Yes	N/A	Capital
Omni Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	Yes	Yes	Najib Mohammed	10/1/2017	9/30/2018	\$ 25,000.00	\$ 5,564.00	Yes	No	N/A	Operating
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 12,407.01	Yes	No	N/A	Operating
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 30,000.00	\$ 1,174.40	Yes	No	N/A	Operating
Penngood, LLC	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 65,750.39	Yes	No	N/A	Operating
Periscope Holdings, Inc.	BuySpeed Annual Hosting, Maintenance/Support, and Training/	No	No	Yes	Kiara Short	10/1/2017	9/30/2018	\$ 124,000.00	\$ 101,930.00	No	No	N/A	Operating
Pioneer Manufacturing Company	Field Paint and Materials	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Porter Novelli	Marketing Services	No	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 250,000.00	\$ 28,763.98	Yes	No	N/A	Operating
Poshbooth LLC	PoshBooth BPA	No	No	No	Sherri Harris	10/1/2017	9/30/2018	\$ 5,000.00	\$ 999.00	Yes	No	N/A	Operating
Power Play Management LLC	Esports and gaming strategic consulting services	No	No	Yes	William Leibner	10/1/2017	8/21/2018	\$ 100,000.00	\$ 25,500.00	No	No	N/A	Operating
Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Brandon Robinson	10/1/2017	9/30/2018	\$ 5,000.00	\$ 1,484.74	Yes	No	N/A	Operating
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratokhai	6/1/2017	9/30/2018	\$ 100,000.00	\$ 35,500.00	Yes	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	4/18/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	No	No	Michael Waxer	10/1/2017	9/30/2018	Commision	\$ 34,501.28	Yes	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	No	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Joyce Leveston	10/1/2017	2/8/2019	\$ 42,269.00	\$ -	Yes	No	N/A	Operating
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	4/17/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	6/9/2017	9/30/2018	\$ 8,642.00	\$ -	Yes	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	10/1/2017	5/30/2018	\$ 6,963.00	\$ -	No	No	N/A	Operating
Rand Construction Corporation	General Contractor IDIQ III	No	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 200,000.00	\$ -	Yes	No	N/A	Capital
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	No	Yes	No	Cathy Boles	10/1/2017	9/30/2019	\$ 566,608.00	\$ -	Yes	Yes	N/A	Capital

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Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 10,338.75	Yes	No	N/A	Operating
Reuter & Hanney, Inc.	Switchgear Testing	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 250,000.00	\$ 39,802.00	Yes	No	N/A	Operating/ Capital
Robin Moore Legacies LLC t/a Crosson Moore Art Services	Art Curator Services	No	No	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 10,804.48	Yes	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	10/1/2017	9/30/2018	\$ 3,500.00	\$ 3,057.75	Yes	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	10/1/2017	9/30/2018	\$ 3,500.00	\$ -	Yes	No	N/A	Operating
Rose Global Solutions	Event Management Services and Marketing / Communications Services	Yes	Yes	No	Stephen Ball	11/22/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Sage Communications	Artistic Graphic Design	No	No	No	Ashley Forrester	11/9/2017	9/30/2018	\$ 50,000.00	\$ -	Yes	No	N/A	Operating
Sage Communications	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	12/8/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ 18,487.01	Yes	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Scharffer- Freidman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	10/27/2017	9/30/2018	\$ 100,000.00	\$ 8,999.50	Yes	No	N/A	Operating
Scott Circle Communications, Inc.	Strategic Communications	No	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Security Assurance Management	Security Services	Yes	Yes	No	James Gholson	10/1/2017	9/30/2018	\$ 1,440,164.16	\$ 324,754.73	Yes	Yes	Yes	Operating
Senoda Inc.	Specialty and Promotional Items	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 14,759.99	Yes	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	10/1/2017	9/30/2018	\$ 100,000.00	\$ 11,225.34	Yes	No	N/A	Operating
Senoda Inc.	Employee Engagement Event Supplies	Yes	Yes	No	Sherri Harris	10/1/2017	9/30/2018	\$ 50,000.00	\$ 16,362.19	Yes	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater®3 with Intelli Technology®	Yes	Yes	No	Patrick Strickland	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Showcall, Inc	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	12/8/2017	9/30/2018	\$ 25,000.00	\$ -	Yes	No	N/A	Operating
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory	No	No	No	William "Bill" Smith	1/4/2017	9/30/2018	\$ 100,000.00	\$ -	No	No	N/A	Operating
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 1,449,128.56	\$ 83,499.18	Yes	Yes	Yes	Operating/ Capital
Smoot Gilbane Sports	Construction Manager At- Risk	No	Yes	Yes	William Leibner	10/1/2017	9/30/2017	\$ 3,995,950.46	\$ -	Yes	Yes	N/A	Operating
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Southern Aluminum MFG Inc.	Tables, Accessories, Products, Equipment	No	No	No	William "Bill" Smith	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	No	No	William Leibner	6/21/2017	6/20/2018	\$ 100,000.00	\$ 41,665.00	Yes	No	N/A	Operating
SRB Communications, LLC	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shauneille Delaney	10/1/2017	9/30/2018	\$ 100,000.00	\$ 8,728.98	Yes	No	N/A	Operating
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Capital
Standard Restoration and Waterproofing Co. Inc.	Waterproofing, Leak Repairs, Expansion Joint and Trench Drain Replacement and General	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 500,000.00	\$ 81,888.75	Yes	No	N/A	Capital
Stone Planning LLC	Sales and Booking Strategy	No	No	No	Erik Moses	12/15/2017	9/30/2018	\$ 75,000.00	\$ -	Yes	No	N/A	Operating
Storyboard, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	12/15/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Stranix Associates LLC	Construction Management Consulting Agreement	No	No	Yes	William Leibner	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	No	No	N/A	Operating
Streetsense Retail Advisors, LLC	Leasing Brokerage Agreement	No	No	No	Ryan Conway	10/1/2017	7/23/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	10/1/2017	9/30/2018	\$ 100,000.00	\$ 32,063.50	Yes	No	N/A	Capital
Talentwise Inc.	Screening & Investigative Services	No	No	No	Tawana Parker	10/1/2017	9/22/2018	\$ 25,000.00	\$ 1,864.15	Yes	No	N/A	Operating
Talk of the Town	Team Building Exercises and Activities	No	No	No	Sherri Harris	10/1/2017	9/30/2018	\$ 25,000.00	\$ 8,672.50	Yes	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	Yes	Steve Schwartz	7/15/2017	9/30/2018	\$ 50,100.00	\$ 25,887.50	No	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Brandon Robinson	10/1/2017	9/30/2018	\$ 7,000.00	\$ -	Yes	No	N/A	Operating
The Midtown Group	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
The Sherwin-Williams Company	Paint and Painting Supplies	No	No	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ 2,203.00	Yes	No	N/A	Operating
The Superlative Group	Sponsorship Asset Inventory and Valuation for Designated Events DC Venues	No	No	No	Emily Thorneill	11/9/2017	9/30/2018	\$ 77,000.00	\$ -	Yes	No	N/A	Operating
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating

Washington Convention and Sports Authority
FY18 Contract Roster
Actual Spending Q1FY18

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competively Bid	Greater than 1,000,000 or multiyear	Proof Contract was submitted to Council	Funding Source
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erik Moses	12/1/2017	11/30/2018	Commision	\$ 7,147.84	Yes	No	N/A	Operating
U.S. Water Services Inc.	Water Treatment Services for Boilers and Water Systems	No	No	No	Patrick Strickland	12/13/2017	9/30/2018	\$ 100,000.00	\$ 2,000.00	Yes	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	10/1/2017	9/30/2018	\$ 100,000.00	\$ 32,933.76	No	No	N/A	Operating
Ungerboeck	Event Management System	No	No	No	Michael Waxer	7/20/2017	6/20/2019	\$ 580,810.00	\$ 193,410.00	Yes	Yes	Yes	Operating/ Capital
United Metro	Gators and Golf carts	No	No	No	Candace Johnson	7/11/2017	9/30/2018	\$ 50,000.00	\$ 17,740.00	Yes	No	N/A	Capital
UNITED SITE SERVICES OF MD INC	Portable Toilets	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 40,000.00	\$ 3,120.00	Yes	No	N/A	Operating
USI Insurance Services LLC	Health Insurance Brokerage Services	No	No	No	Misty Oratokhai	10/1/2017	12/31/2018	\$ -	\$ -	Yes	No	N/A	Operating
Van Tech Industries LLC	Propane Cages and Other Products/Equipment	Yes	Yes	No	Cathy Boles	1/4/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating/ Capital
vTech Soltion Inc	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
W.E. Bowers, Inc	Centrifugal Chiller Inspection	No	No	No	Patrick Strickland	11/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
W.L. Gary Company, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	10/1/2017	9/30/2018	\$ 1,180,780.00	\$ 15,695.00	Yes	Yes	Yes	Capital
Washington Express	Courier Delivery Services	No	No	No	Shaneille Delaney	10/1/2017	9/30/2018	\$ 7,500.00	\$ 217.00	Yes	No	N/A	Operating
Willdan Financial Services	Arbitrage Rates and Municipal Disclosure Services	No	No	No	Nuru Yimam	10/1/2017	9/30/2018	\$ 10,000.00	\$ -	Yes	No	N/A	Operating
William P. Gelberg, Inc dba Gelberg Signs	Signage Repair, Replacement, Fabrication, and Installation Services	Yes	Yes	No	Najib Mohammed	12/21/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating/ Capital
Wilson Dependable Services, LLC	Annual Fire Extinguisher Inspection & Maintenance Services/Equipment	Yes	Yes	Yes	Najib Mohammed	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Winmar, Inc	General Contractor IDIQ II	Yes	Yes	No	Cathy Boles	10/1/2017	9/30/2018	\$ 200,000.00	\$ 14,647.00	Yes	No	N/A	Capital
World Class Athletic Surfaces	Field Paint and Materials	No	No	No	Candace Johnson	10/1/2017	9/30/2018	\$ 20,000.00	\$ -	Yes	No	N/A	Operating
Xerox Corporation	Xerox -FY 17 Maintenance for copier/fax machines	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 100,000.00	\$ -	Yes	No	N/A	Operating
Xerox Corporation	Xerox-FY 17 Copier Lease	No	No	No	Shaunelle Delaney	10/1/2017	9/30/2018	\$ 100,000.00	\$ 2,478.08	Yes	No	N/A	Operating



**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
Office of the Secretary- Legislation Detail**

CA21-0507 - Proposed contract between the Authority and Fujitec America, Inc. Deemed Approved

Legislative Summary	
Legislation Number	CA21-0507
Introduction Date	Sep 16, 2016
Introduced by	Chairman Mendelson at the request of the Washington Convention and Sports Authority
Committee Referral	Retained by the Council with comments from the Committee on Finance and Revenue
Current Status	CA21-0507 deemed approved on Sep 29, 2016
Additional Information	<p>The attached proposed contract between the Authority and Fujitec America, Inc. in the amount of \$1,054,959 to provide preventative maintenance and repair services to the escalators and elevators operating within the Walter E. Washington Convention Center and the Carnegie Library at Mount Vernon Square was filed in the Office of the Secretary on September 16, 2016.</p> <p>The Council's ten day review begins Monday, September 19, 2016, including Saturdays, Sundays, Council recess and legal holidays. The proposed contract will be deemed approved on Thursday, September 29, 2016, unless a resolution of approval or disapproval is introduced within the ten day review period, extending the review to 45 days.</p>

Other Documents	
<ul style="list-style-type: none">• Memorandum	



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

June 22, 2015

Max Brown, Chairman
Board of Directors
Walter E. Washington Convention Center
801 Mount Vernon Place N.W.
Washington, D.C. 20001

Dear Mr. Brown:

Enclosed is a copy of Council Resolution 21-119, the "ARAMARK Sports and Entertainment Services, LLC Contract Approval Resolution of 2015," adopted by the Council at the June 2, 2015 Legislative Meeting.

If you have any questions regarding this resolution, please contact Nyasha Smith, Secretary to the Council, at 202-724-8080 or nsmith@dccouncil.us.

Sincerely,

A handwritten signature in blue ink that reads "Phil Mendelson".

Phil Mendelson
Chairman of the Council

enc.



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

September 30, 2016

Gregory A. O'Dell
President and Chief Executive Officer
Events DC
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(b)). 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 21-505	Contract modification to exercise Option Year Four (4) with CSI Corporation of DC ("CSI")	September 29, 2016

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

Sincerely,

A handwritten signature in black ink that reads "Phil Mendelson".

Phil Mendelson
Chairman of the Council



Council of the District of Columbia
Office of the Secretary- Legislation Detail

CA21-0506 - Proposed contract with Siemens Industry, Inc. **Deemed Approved**

Legislative Summary	
Legislation Number	CA21-0506
Introduction Date	Sep 16, 2016
Introduced by	Chairman Mendelson at the request of the Washington Convention and Sports Authority
Committee Referral	Retained by the Council with comments from the Committee on Finance and Revenue
Current Status	CA21-0506 deemed approved on Sep 29, 2016
Additional Information	<p>The attached proposed contract with Siemens Industry, Inc. in the amount of \$1,160,995 to provide building system maintenance, repair, and upgrades at the Walter E. Washington Convention Center and Carnegie Library at Mount Vernon Square was filed in the Office of the Secretary on September 16, 2016.</p> <p>The Council's ten day review begins Monday, September 19, 2016, including Saturdays, Sundays, Council recess and legal holidays. The proposed contract will be deemed approved on Thursday, September 29, 2016, unless a resolution of approval or disapproval is introduced within the ten day review period, extending the review to 45 days.</p>

Other Documents	
<ul style="list-style-type: none">• Memorandum	

Council of the District of Columbia
Office of the Secretary- Legislation Detail

PR21-0343 - Hi-Tech Solutions, Inc. Contract Approval Resolution of 2015

Legislative Summary	
Legislation Number	PR21-0343
Introduction Date	Sep 22, 2015
Introduced by	Chairman Mendelson at the request of the Washington Convention and Sports Authority
Committee Referral	Retained by the Council with comments from the Committee on Finance and Revenue
Resolution Number	R21-0229 Effective from Oct 6, 2015
Current Status	Approved
Additional Information	To approve multi-year contract CA 21-207 with Hi-Tech Solutions, Inc.

Bill History	
Sep 22, 2015	PR21-0343 Introduced by Chairman Mendelson at Office of the Secretary
Oct 2, 2015	Notice of Intent to Act on PR21-0343 Published in the District of Columbia Register
Oct 6, 2015	Retained by the Council
Oct 6, 2015	Final Reading
Oct 6, 2015	Approved with Resolution Number R21-0229
Oct 23, 2015	Resolution R21-0229 Effective from Oct 6, 2015 Published in DC Register Vol 62 and Page 13756

Other Documents	
• Memorandum	



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

**Council of the District of Columbia
Office of the Secretary- Legislation Detail**

CA18-0253 - PROPOSED CONTRACT WITH EYETRANS MEDIA COMMUNICATIONS, INC. FOR \$1,321,706.00.

Legislative Summary	
Legislation Number	CA18-0253
Introduction Date	Jan 29, 2010
Introduced by	Chairman Gray at the request of the Washington Convention and Sports Authority
Committee Referral	Retained by the Council with comments from the Committee on Economic Development

D.B.A. Digital Conventions



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,

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 29, 2017

Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention and 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(b)). 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 22-259	Contract with Fujitec America, Inc.	September 28, 2017

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

September 29, 2017

Gregory A. O'Dell
President and Chief Executive Officer
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(b)). 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 22-258	Contract with Security Assurance Management, Inc.	September 28, 2017

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

October 3, 2017

Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention & Sports Authority
801 Mount Vernon Place, N.W.
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(b)). 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 22-264	Contract with Siemens Industry, Inc.	September 29, 2017

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



Voting information for PR22-0406

Ungerboeck

Description

Final Reading CC

Date of Vote

Jul 11, 2017

Vote Type

Voice Vote

Vote Result

Approved

Phil Mendelson	Yes	Brianne Nadeau	Yes
Jack Evans	Yes	Mary Cheh	Yes
Brandon Todd	Yes	Kenyan McDuffie	Yes
Charles Allen	Yes	Vincent Gray	Yes
Trayon White	Yes	Elissa Silverman	Yes
Anita Bonds	Yes	David Grosso	Yes
Robert White	Yes		

Voting Summary

Yes	13	No	0
Present	0	Absent	0
Recused	0	Abstained	0
Vacant	0	Other	0

*Ungerboeck Software International Inc. Contract
Emergency Approval Resolution of 2017*



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

September 29, 2017

Gregory A. O'Dell
President and Executive Director
Washington Convention and 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(b)). 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 22-260	Contract with W. L. Gary Company, Inc.	September 28, 2017

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





Question 8

Please list all FY 2017 and FY 2018 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 FY17 performance standards were grouped into six 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.

The FY18 performance standards are currently being finalized.

FY17 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:

- The Public Safety team received additional training in FY17 on handling abandoned and suspicious items from members of the Metropolitan Police Department's Explosive Ordnance Disposal Unit and implemented a new web-based incident management system that includes a lost-and-found module, which made a significant impact on the return of lost items to clients and guests. To aid Center visitors, Public Safety focused



on enhancing the presence of Guest Service Ambassadors throughout the building, outfitting them in new, highly visible gold blazers and deploying tall “feather flags” with the word “INFORMATION” at Ambassador posts. Each Public Safety department received additional staffing in FY17 in anticipation of a record-setting number of citywide events at the Center.

- Under the leadership of our Technology Management Department, Convention Center customers enjoyed improved free wireless service in FY17 with both Wi-Fi and cellular wireless technology as we added more than 500 wireless access points across the building capable of accommodating 40,000 concurrent devices. The free Wi-Fi product was also upgraded to include the use of the 5.0 GHz radio spectrum, reducing congestion and increasing throughput, and Wi-Fi speeds were increased by 50 percent. Additionally, AT&T upgraded their in-house cellular network to provide 4G capabilities via our distributed antenna system (Verizon and Sprint were already providing this level of service). Staff also implemented new firewalls and upgraded both email security and local virus protection systems. During Q3FY17, the Board approved the purchase of a new commercial event and venue management system, which will require between 12 months and 15 months to implement in order to assist in our marketing and sales efforts for all venues, as well as operational functions such as room sets, ancillary services and inventory. The new system will also allow us to collect payment for services through a secured web portal and provide faster reconciliation of event charges.
- The Office of Contracts and Procurement Services met and surpassed its FY17 DSLBD goals, with actual CBE spending (inclusive of spending by our service partners) of \$22.04 million against a goal of \$16.39 million. The team had total contracting activity that exceeded \$26.5 million across 199 completed procurement actions in FY17 – compared to 140 actions in FY16 that exceeded \$19 million.
- The Human Resources team successfully rolled out a new performance evaluation tool across the agency and completed the first year of its use. The competency-based system enables managers to more effectively and objectively evaluate staff performance and plan future goals using a strategic methodology. The department also developed and new Tuition Reimbursement Policy and drafted a Professional Development and Education Manual, which provides detailed guidelines and procedures for obtaining training and professional certification, as well as undergraduate and graduate degrees. New training programs developed in-house in FY17 include the 28-week Supervisory Skills Training Program as well as Emotional Intelligence Training.

FY17 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:

- The Customer Satisfaction Survey program continued through FY17. For event organizers, we had an overall rate of return of 51 percent; for exhibitors, we had an overall rate of return of 24 percent, the highest we have ever recorded. We met or exceeded our stretch goals for event organizer and guest overall satisfaction during FY17; the Convention Services, Conventions and Meetings Sales, Meeting Services and Public Safety teams met and exceeded their year-end goals. All service partners met and exceeded their year-end event organizer stretch goals, and Hi-Tech and Smart City Washington met and exceeded their year-end exhibitor stretch goals.

FY17 Performance Standard: Sales and Marketing

The Authority's sales and marketing program entails three distinct facets: i) 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), ii) Convention Center sales within a zero-to-24-month (short-term) booking window that are handled directly by Convention Center staff, and iii) 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 marketing partners, 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:

- In FY17 Destination DC presented all four of their quarterly reports to the Operations Committee; each presentation was delivered by the Destination DC Vice President of Sales and Services and/or the Senior Vice President of Marketing and Communications. Each report contained in-depth reviews of quarterly activities and progress in Convention Sales, Convention Services, Tourism Sales and Visitor Services, and Marketing and Communications. In addition, the reports included a Quarterly Statistic Status Report showing year-to-date performance to annual goals and year-over-year performance comparisons with FY16; a definite and tentative booking report for both conventions and sports bookings; and a convention forecast analysis of booking pace for the years 2005 to 2024. Our partnership with Destination DC continues to include support the Sports and Entertainment Division's efforts by providing marketing support for annual events such as the DC Bike Ride and the DC Jazz Festival. Additionally, in FY17 we worked closely with Destination in the pursuit of the opportunity to host several large-scale sporting events in our market, including the Army-Navy football game (partnering with the Washington Redskins), 2022 Gay Games (partnering with the Executive Office of the Mayor) and the United Bid for the 2026 World Cup.
- Authority staff managed five additional year-long partnerships in FY17, including the DC Chamber of Commerce, the Greater Washington Hispanic Chamber of Commerce, the Restaurant Association Metropolitan Washington, Cultural Tourism DC and the National Cherry Blossom Festival. Each organization met regularly with our team and presented full quarterly reports to the Board's Operations Committee; each of the groups also gave presentations to the full Board of Directors during the year. Each organization successfully delivered all required deliverables, receiving written evaluations from Authority staff that resulted in year-end written evaluation scores between "Satisfactory" and "Superior."
- During FY17, the Sports and Entertainment team partnered with the Washington DC Economic Partnership and the Office of the Deputy Mayor for Planning and Economic Development to promote and highlight the music scene, the burgeoning esports landscape and the critically acclaimed restaurant and food scene in the District through activations at SXSW in Austin, TX, resulting in enormous success inclusive of



unprecedented media impressions for Washington, DC and Events DC. The Division also partnered with *The Washington Diplomat*, *Washington Life* and *Epoch Times* to enhance the visibility for the 2017 Events DC Embassy Chef Challenge, earning enhanced media coverage paired with an advertising spend resulting in ticket sales, increased brand awareness and significant social engagement among their core audiences.

- Partnerships are at the heart of many of the events that make up the Authority's Special Events portfolio of strategic investments in city-wide, signature events that drive tourism and economic impact to Washington, DC. Collectively, these events draw sporting and entertainment enthusiasts among District residents as well as from regional, national and international visitors to the city resulting in millions of dollars of economic impact. Events in the portfolio include the National Cherry Blossom Festival, Passport DC, the DC Bike Ride, Kingman Island Blue Grass Festival, DC Jazz Fest, Citi Open Tennis Tournament, Washington Kastles World Team Tennis, the Washington International Horse Show, and the National Title IX Holiday Invitational Conference and Classic.
- Supporting the entire organization, the Communications and Marketing Division in FY17 worked to increase awareness of the Events DC brand to attract meeting planners and events producers to Authority venues. The team also promoted the Authority's brand locally to build awareness and create support for Strategic Initiatives, including the Entertainment and Sports Arena and the redevelopment of the Robert F. Kennedy Memorial Stadium Campus. The Division developed and implemented integrated communications campaigns to support a record-breaking number of city-wide meetings at the Convention Center and a total of more than 350 events at Authority venues.
- With a heavy presence on social media channels, followers across the various platforms increased significantly during the year, with growth in Twitter followers of 58 percent, 70 percent growth in Instagram followers and an increase of almost 40 percent in followers on LinkedIn. Enhanced content marketing and paid media strategies resulted in a year-over-year increase of 500,000 visitors to eventsdc.com, with the campaign-specific business-to-business page receiving more than 20,000 views; overall, the campaign and paid media yielded more than 1.8 million impressions with over 40,000 clickthroughs and a high user-generated clickthrough rate of 1.03 percent. On the other hand, earned media created more than 250 million total media impressions.

FY17 Performance Standard: Strategic Initiatives

Strategic Initiatives includes a portfolio of short- and medium-term programs, approved and funded by the Board of Directors, which position the Authority for success in future years by identifying and addressing business development opportunities that are unique to the organization.



Included in this focus area are the following:

- The full lease up of the Convention Center's original exterior retail program, as well as corresponding and complementary activation of the adjacent streetscape;
- Renovation and/or redesign of areas within the Convention Center to support staff growth and the implementation of new attendee amenities;
- An expansion of special events hosted or produced by the Authority to raise the profile of the Events DC and/or Washington DC brands;
- The implementation of new or improved technologies in support of the Authority's marketing and operations, to include administrative systems;
- Development projects to include the study of future uses of the RFK Campus and the design and construction of a new area on the campus of St. Elizabeths East;
- The pursuit of business development opportunities in markets traditionally untapped by the Authority, to include esports.

Results:

- All leases executed for the Center's seven vacant retail bays; at the end of FY17, two tenants planned to open in either Q1FY18 (Unconventional Diner) or Q2FY18 (Morris).
- The streetscaping project is in the entitlement process, to include preliminary meetings with the District Department of Transportation and WMATA; construction is expected to begin in late CY18 pending regulatory approvals from the U.S. Commission of Fine Arts and the National Capital Planning Commission.
- Drawings for the first phase of the Executive Office and conference room renovation were 80-percent complete at the end of FY17; construction for the first phase is slated to begin in early CY18 with the target date for final completion of the multi-phase project in CY21.
- Conceptual design approval for the renovation of lobbies and public spaces in the Convention Center is scheduled for final review at the end of FY17; construction is scheduled to begin in early CY18.
- The new Virtual Reality (VR) experience, delivering vibrant visuals from all three lines of the Authority's business to allow viewers to experience the realm of possibilities within the Events DC portfolio, has a successful activation at the 2017 SXSW as part of the Authority's programming in the WeDC House.
- Conducted pre-implementation activities for the new booking system in FY17, with implementation set to begin in Q2FY18; the projected go-live date is early FY19.
- Secured a three-day esports tournament for early CY18 at the DC Armory; the Authority also sponsored a Youth Esports League Championship at the Smithsonian American Art Museum in August 2017, as well as engagement of the Boys and Girls Clubs in various esports activities during the fiscal year.



- Executed a lease with Apple for the transformation of the Carnegie Library into a global flagship store; renovation of the building to commence in early FY18.
- Construction started on the Entertainment and Sports Arena in Congress Heights, with substantial completion expected in September 2018. A project status is included in Question 24.
- Substantial progress on the redevelopment of the RFK Campus, to include the formal launch of the Robert F. Kennedy Memorial project, the progression of designs for the new recreational fields and the introduction of legislation to extend the current National Park Service lease on the campus. A detailed project status is included in Question 20.

FY17 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.

Included in this focus area are the following:

- 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:

For the Convention and Meetings Division:

- Operating revenues were \$25.94 million against a revised budget of \$23.17 million.
- Operating expenses were \$44.15 million against a revised budget of \$51.77 million.
- The actual FY17 operating deficit was \$18.21 million against a revised budget of \$ 28.60 million.
- The actual FY17 operating deficit for the Carnegie Library was \$378,624.



For the Sports and Entertainment Division:

- Operating revenues were \$4.64 million against a revised budget of \$5.88 million* .
- Operating expenses were \$5.92 million against a revised budget of \$10.07 million.
- The actual FY17 operating deficit was \$1.28 million against a revised budget of \$4.20 million.

*Operating revenues and expenses in FY17 were impacted by the decision not to produce the AT&T Nation's Football Classic.



Washington Convention and Sports Authority
t/a Events DC
FY17-Q1FY18 Performance Oversight Hearing
February 26, 2018

Question 9

Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2017 and FY 2018, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures. Please also include the transfer amount to Destination DC.

The requested information is included on the following pages.

Washington Convention and Sports Authority
Budget-to-Actual with Variance
FY17/FY18

		FY2017					FY2018				
		Approved Budget	Revised Budget	Variance	Actual	Variance	Approved Budget	Revised Budget	Variance	Actual As of Dec 31, 2017	
		A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	F	G	
1	Operating										
2	Operating Revenues										
3	Building Rental	11,279,401	11,279,401	-	9,704,195	(1,575,205)	10,954,504	10,203,236	(751,268)	1,892,251	
4	Food Service	7,033,907	7,033,907	-	8,504,829	1,470,922	5,925,353	6,651,123	725,770	1,284,840	
5	Electrical	2,122,961	2,122,961	-	2,783,302	660,341	1,939,766	2,036,754	96,989	750,342	
6	Rigging	1,419,314	1,419,314	-	1,681,126	261,812	1,153,276	1,210,941	57,664	409,641	
7	Telecommunications	1,190,852	1,190,852	-	2,103,708	912,856	1,443,660	1,528,093	84,433	471,756	
8	Audio Visual	499,827	499,827	-	800,518	300,691	549,598	577,077	27,479	98,174	
9	Digital Signage	80,350	80,350	-	70,572	(9,778)	70,050	82,300	12,250	11,964	
10	Retail Space Rental	536,839	536,839	-	442,709	(94,130)	651,339	651,339	-	170,804	
11	Parking	422,530	422,530	-	536,045	113,515	417,037	388,036	(29,000)	89,313	
12	Event Services	1,141,694	1,141,694	-	674,733	(466,961)	868,120	568,120	(300,000)	87,715	
13	Advertising and Sponsorship	1,200,000	1,200,000	-	776,134	(423,867)	1,320,000	770,000	(550,000)	162,999	
14	Office Rent	485,675	485,675	-	502,212	16,538	485,675	485,675	-	128,204	
15	Facility Fee	670,870	670,870	-	544,383	(126,487)	43,506	12,306	(31,200)	67,642	
16	Rental Revenue	-	-	-	-	-	1,698,204	1,698,204	-	-	
17	Other	687,725	959,246	271,521	1,455,579	496,334	943,392	987,444	44,052	258,213	
18	Total Operating Revenues	28,771,944	29,043,465	271,521	30,580,046	1,536,581	28,463,479	27,850,648	(612,831)	5,883,860	
19	Operating Expenses					5%					
20	Personal Services										
21	Full-time Salaries	19,114,885	20,118,163	1,003,277	18,434,798	1,683,365	20,248,062	21,012,768	764,707	4,579,400	
22	Part-time Salaries	1,172,300	1,172,300	-	1,166,089	6,211	1,172,300	1,172,300	-	282,067	
23	Overtime	575,900	575,900	-	656,444	(80,544)	575,900	575,900	-	171,825	
24	Fringe Benefits	7,119,843	6,417,468	(702,374)	5,460,833	956,635	6,645,821	6,879,593	233,772	1,404,093	
25	Total Personal Services	27,982,928	28,283,831	300,903	25,718,164	2,565,667	28,642,083	29,640,562	998,479	6,437,385	
26	Non-Personal Services										
27	Supplies	587,306	587,306	-	507,285	80,021	868,139	868,139	-	97,790	
28	Utilities	7,348,478	7,348,478	-	5,234,783	2,113,695	7,411,787	7,411,787	-	1,768,493	
29	Professional/Contractual	23,057,699	23,057,699	-	16,058,375	6,999,324	23,139,765	24,356,889	1,217,124	3,389,086	
30	Equipment	366,050	366,050	-	321,129	44,921	411,515	411,515	-	21,705	
31	Subsidies and Transfers	2,500,649	2,500,649	-	2,055,456	445,193	2,500,649	2,500,649	-	624,999	
32	Total Non-Personal Services	33,860,182	33,860,182	-	24,177,028	9,683,154	34,331,855	35,548,979	1,217,124	5,902,073	
33	Total Operating Expenses	61,843,110	62,144,013	300,903	49,895,192	12,248,821	62,973,938	65,189,541	2,215,603	12,339,458	
34	Operating Surplus/(Loss)	(33,071,166)	(33,100,548)	(29,382)	(19,315,146)	13,785,402	(34,510,459)	(37,338,893)	(2,828,434)	(6,455,598)	
35	NON-OPERATING										
36	Non-Operating Revenues										
37	Dedicated Taxes	119,100,000	129,729,000	10,629,000	138,128,188	8,399,188	134,010,000	134,529,000	519,000	34,382,058	
38	Interest Income	700,000	700,000	-	1,688,815	988,815	1,000,000	1,500,000	500,000	544,014	
39	TIF Revenues - Hotel	18,710,000	18,710,000	-	21,079,343	2,369,343	19,519,000	19,918,908	399,908	1,606,469	
40	IRS Subsidy - Hotel bonds	2,549,354	2,549,354	-	2,576,031	26,677	2,526,055	2,526,055	-	-	
41	Transfer to DDC Marketing	3,114,592	3,114,592	-	3,186,228	71,636	3,265,884	6,128,000	2,862,116	1,092,840	
42	District Ground Lease Payment - Hotel	-	-	-	187,293	187,293	-	1,498,341	1,498,341	140,470	
43	Lease Income (Plumber's Building)	2,440,070	2,440,070	-	2,440,070	-	2,513,272	2,513,272	-	628,318	
44	Total Non-Operating Revenue	146,614,016	157,243,016	10,629,000	169,285,968	12,042,951	162,834,211	168,613,575	5,779,365	38,394,168	
45	Non-Operating Expenses										
46	Marketing Fund	20,615,825	21,681,476	1,065,651	19,372,807	2,308,668	22,436,976	25,224,317	2,787,341	5,546,979	
47	Debt Service	51,492,840	51,492,840	-	51,492,840	-	51,448,218	51,448,218	-	12,862,055	
48	Total Non-Operating Expenses	72,108,665	73,174,316	1,065,651	70,865,647	2,308,668	73,885,194	76,672,535	2,787,341	18,409,033	
49	Non-Operating Surplus (loss)	74,505,351	84,068,701	9,563,349	98,420,320	14,351,620	88,949,017	91,941,040	2,992,023	19,985,135	
50	Total Revenue	175,385,961	186,286,481	10,900,521	199,866,013	13,579,532	191,297,690	196,464,223	5,166,533	44,278,028	
51	Total Expense	133,951,775	135,318,329	1,366,554	120,760,839	14,557,490	136,859,132	141,862,076	5,002,944	30,748,491	
52	Surplus/(Loss)	41,434,186	50,968,153	9,533,967	79,105,174	28,137,022	54,438,558	54,602,147	163,589	13,529,537	
53	Less										
54	Capital Expenditure	13,007,000	13,007,000	-	8,410,337	4,596,663	18,996,000	51,946,000	32,950,000	898,975	
55	Total Surplus/(Loss)	28,427,186	37,961,153	9,533,967	70,694,837	32,733,685	35,442,558	2,656,147	(32,786,411)	12,630,562	

Washington Convention and Sports Authority - Conventions and Meetings Division

Budget-to-Actual with Variance

FY17/FY18

		FY2017					FY2018					
		Approved Budget	Revised Budget	Variance		Actual	Variance	Approved Budget	Revised Budget	Variance		Actual As of Dec 31,2017
		A	B	B-A		C	Revenue (C-B) Expense (B-C)	D	E	E-D		F
1	OPERATING											
2	Operating Revenues											
3	Building Rental	10,223,598	10,223,598	-		9,090,360	(1,133,238)	9,027,901	8,291,633	(736,268)		1,687,090
4	Food Service	6,438,310	6,438,310	-		8,064,611	1,626,301	5,597,278	6,337,048	739,770		1,203,776
5	Electrical	2,122,961	2,122,961	-		2,783,302	660,341	1,939,766	2,036,754	96,989		750,342
6	Rigging	1,419,314	1,419,314	-		1,681,126	261,812	1,153,276	1,210,941	57,664		409,641
7	Telecommunications	1,190,852	1,190,852	-		2,103,708	912,856	1,443,660	1,528,093	84,433		471,756
8	Audio Visual	499,827	499,827	-		800,518	300,691	549,598	577,077	27,479		98,174
9	Digital Signage	80,350	80,350	-		70,572	(9,778)	70,050	82,300	12,250		11,964
10	Retail Space Rental	536,839	536,839	-		442,709	(94,130)	651,339	651,339	-		170,804
11	Miscellaneous	656,241	656,241	-		899,459	243,218	476,241	476,241	-		163,919
12	Rental Revenue	-	-	-		-	-	1,698,204	1,698,204	-		-
13	Total Operating Revenues	23,168,292	23,168,292	-	-	25,936,364	2,768,073	22,607,313	22,889,630	282,317	-	4,967,468
14	Operating Expenses											
15	<u>Personal Services</u>											
16	Full-time Salaries	17,166,284	17,667,211	500,927		16,399,398	1,267,813	17,805,809	18,551,186	745,377		4,046,267
17	Part-time Salaries	1,071,330	1,071,330	-		1,133,143	(61,813)	1,071,330	1,071,330	-		279,357
18	Overtime	550,900	550,900	-		675,520	(124,620)	550,900	550,900	-		172,654
19	Fringe Benefits	6,474,620	5,662,548	(812,072)		4,896,620	765,928	5,875,594	6,103,458	227,863		1,259,996
20	Total Personal Services	25,263,134	24,951,989	(311,145)		23,104,681	1,847,308	25,303,633	26,276,874	973,241	-	5,758,273
21	<u>Non-Personal Services</u>											
22	Supplies	554,006	554,006	-		479,594	74,412	820,139	820,139	-		90,351
23	Utilities	4,945,911	4,945,911	-		4,490,556	455,355	4,945,911	4,945,911	-		1,343,629
24	Professional/Contractual	20,657,064	20,657,064	-		15,595,870	5,061,194	20,819,979	23,119,310	2,299,331		3,207,164
25	Equipment	323,550	323,550	-		310,700	12,850	366,175	366,175	-		21,705
26	Total Non-Personal Services	26,480,531	26,480,531	-	-	20,876,720	5,603,811	26,952,204	29,251,535	2,299,331	-	4,662,849
27	Total Operating Expenses	51,743,665	51,432,520	(311,145)	-	43,981,402	7,451,118	52,255,838	55,528,409	3,272,571	-	10,421,122
28	Operating Surplus/(Loss)	(28,575,373)	(28,264,228)	311,145	-	(18,045,037)	10,219,191	(29,648,525)	(32,638,779)	1,694,896	-	(5,453,655)
29	NON-OPERATING											
30	Non-Operating Revenues											
31	Dedicated Taxes	119,100,000	129,729,000	10,629,000		138,128,188	8,399,188	134,010,000	134,529,000	519,000		34,382,058
32	Interest Income	700,000	700,000	-		1,688,815	988,815	1,000,000	1,500,000	500,000		544,014
33	TIF Revenues - Hotel	18,710,000	18,710,000	-		21,079,343	2,369,343	19,519,000	19,918,908	399,908		1,606,469
34	IRS Subsidy - Hotel bonds	2,549,354	2,549,354	-		2,576,031	26,677	2,526,055	2,526,055	-		-
35	Transfer to DDC Marketing	3,114,592	3,114,592	-		3,186,228	71,636	3,265,884	6,128,000	2,862,116		1,092,840
36	District Ground Lease Payment - Hotel								1,498,341	1,498,341		140,470
37	Lease Income (Plumber's Building)	2,440,070	2,440,070	-		2,440,070	-	2,513,272	2,513,272	-		628,318
38	Total Non- Operating Revenue	146,614,016	157,243,016	10,629,000	-	169,098,675	11,855,659	162,834,211	168,613,575	5,779,365	-	38,394,168
39	Non-Operating Expenses											
40	Marketing Fund	20,615,825	21,681,476	1,065,651		19,372,807	2,308,668	22,436,976	25,224,317	2,787,341		5,546,979
41	Debt Service	51,492,840	51,492,840	-		51,492,840	-	51,448,218	51,448,218	-		12,862,055
42	Total Non- Operating Expenses	72,108,665	73,174,316	1,065,651	-	70,865,647	2,308,668	73,885,194	76,672,535	2,787,341	-	18,409,033
43	Non-Operating Surplus/(Loss)	74,505,351	84,068,701	9,563,349	-	98,233,028	(14,164,327)	88,949,017	91,941,040	2,992,023	-	19,985,135
44	Total Revenue	169,782,308	180,411,308	10,629,000	-	195,035,039	14,623,731	185,723,841	191,503,205	5,779,365	-	43,361,636
45	Total Expense	123,852,330	124,606,836	754,506	-	114,847,049	9,759,787	126,141,031	132,200,944	6,059,913	-	28,830,156
46	Surplus/(Loss)	45,929,979	55,804,472	9,874,494	-	80,187,990	24,383,518	59,582,809	59,302,261	(280,548)	-	14,531,480
47	Less											
48	Capital Expenditures	11,757,000	11,757,000	-		7,819,342	3,937,658	18,996,000	51,946,000	32,950,000		898,975
49	Total Surplus/(Loss)	34,172,979	44,047,472	9,874,494	-	72,368,648	28,321,176	40,586,809	7,356,261	(33,230,548)	-	13,632,505

Washington Convention and Sports Authority - Sports and Entertainment Division
Budget-to-Actual with Variance
FY17/FY18

		FY2017					FY2018					
		Approved Budget	Revised Budget	Variance		Actual	Variance	Approved Budget	Revised Budget	Variance		Actual As of Dec 31, 2017
		A	B	B-A		C	Revenue (C-B) Expense (B-C)	D	E	E - D		F
1	OPERATING											
2	Operating Revenues											
3	Building Rental	1,055,803	1,055,803	-		613,835	(441,967)	1,926,603	1,911,603	(15,000)		205,161
4	Events services	1,141,694	1,141,694	-		674,733	(466,961)	868,120	568,120	(300,000)		87,715
5	Food Services	595,597	595,597	-		440,218	(155,380)	328,075	314,075	(14,000)		81,063
6	Parking	422,530	422,530	-		536,045	113,515	417,037	388,036	(29,000)		89,313
7	Advertising and Sponsorship	1,200,000	1,200,000	-		776,134	(423,867)	1,320,000	770,000	(550,000)		162,999
8	Office Rental	485,675	485,675	-		502,212	16,538	485,675	485,675	-		128,204
9	Facility Fee	670,870	670,870	-		544,383	(126,487)	43,506	12,306	(31,200)		67,642
10	Miscellaneous	31,484	303,005	271,521		556,120	253,116	467,151	511,203	44,052		94,294
11	Total Operating Revenues	5,603,652	5,875,173	271,521	#	4,643,681	(1,231,492)	5,856,166	4,961,018	(895,148)	#	916,392
12	Operating Expenses											
13	<u>Personal Services</u>											
14	Full-time Salaries	1,948,602	2,450,951	502,350		2,035,400	415,552	2,442,253	2,461,582	19,329		533,133
15	Part-time Salaries	100,970	100,970	-		32,946	68,024	100,970	100,970	-		2,710
16	Overtime	25,000	25,000	-		(19,076)	44,076	25,000	25,000	-		(828)
17	Fringe Benefits	645,223	754,920	109,698		564,213	190,707	770,227	776,135	5,909		144,097
18	Total Personal Services	2,719,794	3,331,842	612,047	#	2,613,482	718,359	3,338,449	3,363,688	25,238	#	679,112
19	<u>Non-Personal Services</u>											
20	Supplies	33,300	33,300	-		27,691	5,609	48,000	48,000	-		7,439
21	Utilities	2,402,567	2,402,567	-		744,227	1,658,340	2,465,876	2,465,876	-		424,864
22	Professional/Contractual	2,400,635	2,400,635	-		462,504	1,938,131	2,319,786	1,237,579	(1,082,207)		181,922
23	Equipment	42,500	42,500	-		10,430	32,070	45,340	45,340	-		-
24	Subsidies and Transfers	2,500,649	2,500,649	-		2,055,456	445,193	2,500,649	2,500,649	-		624,999
25	Total Non-Personal Services	7,379,651	7,379,651	-	#	3,300,308	4,079,343	7,379,651	6,297,444	(1,082,207)	#	1,239,224
26	Total Operating Expenses	10,099,445	10,711,493	612,047	#	5,913,790	4,797,703	10,718,100	9,661,132	(1,056,969)	#	1,918,335
27	Operating Surplus / (Loss)	(4,495,793)	(4,836,320)	(340,527)	#	(1,270,109)	3,566,211	(4,861,934)	(4,700,114)	161,820	#	(1,001,943)
28	Total Revenue	5,603,652	5,875,173	271,521	#	4,643,681	(1,231,492)	5,856,166	4,961,018	(895,148)	#	916,392
29	Total Expenses	10,099,445	10,711,493	612,047	#	5,913,790	4,797,703	10,718,100	9,661,132	(1,056,969)	#	1,918,335
30	Surplus/(Loss)	(4,495,793)	(4,836,320)	(340,527)	#	(1,270,109)	3,566,211	(4,861,934)	(4,700,114)	161,820	#	(1,001,943)
31	Less											
32	Capital Expenditures	1,250,000	1,250,000	-		590,995	659,005	-	-	-		-
33	Total Surplus/(Loss)	(5,745,793)	(6,086,320)	(340,527)	#	(1,861,103)	4,225,216	(4,861,934)	(4,700,114)	161,820	#	(1,001,943)



Variance Explanations

- A. The operating revenue budget revised by \$271,521 or 1% to reflect additional revenue from Gateway DC
- B. Operating expenses budget was increased by \$300,903 or 1%. The budget was realigned to add 11 FTEs; five at the Sports and Entertainment Division, two at Gateway DC and four at the Convention Center. This was offset by reducing the fringe benefits budget to align it with prior year actual expenditures.
- C. The dedicated tax revenue budget was increased by \$10.6 million or 9% based on the revised dedicated tax revenue estimate of the OCFO dated February 28, 2017.
- D. Marketing Fund expenses budget was also increased by \$1 million or 5% to reflect the additional transfers to Destination DC due to higher anticipated hotel sales tax revenue.
- E. Operating revenues exceeded the budget by \$1.5 million or 5%. The Convention Center exceeded its revenue goal by \$3.4 million mainly due to additional demand for ancillary services such as food, electrical, rigging, telecommunication and audiovisual. There were also 64 additional events held in FY17 compared to the budgeted number of events of 138. The Sports and Entertainment Division's revenue was under budget by \$1.2 million mainly because of the cancellation of the Nation's Football Classic games (note that a corresponding offset of non-personal services expenses related to the Classic in the amount of \$1.1 million is found in Item G below). Carnegie Library did not book events for almost half of the fiscal year to accommodate renovations and the commencement of the Apple lease agreement. Revenues fell short of the budget by \$611,916 or 51% at Carnegie library in FY17.
- F. Personal services expenses were lower than anticipated in FY17 due to unfilled positions and the associated fringe benefits savings. Fifteen positions out of 274 FTE were vacant for 12 months.
- G. Non-personal services expenses were below budget by \$9.7 million of 29%. Savings of \$1.1 million from the cancellation of the Nation's Football Classic (referenced in Item E above), lower than anticipated payments to the Department of General Services for the maintenance of RFK Stadium and the transfer of payments for DC Clean Rivers Impervious Area charge to the federal government accounted for 4 million or 42% of the non-personal expense savings. Actual spending in Strategic Initiative projects, financial management, insurance, legal services, janitorial services and engineering services were also lower than anticipated in the budget.
- H. Non-operating revenue received exceeded the budget by \$12 million or 8% mainly due to dedicated tax and hotel TIF revenues. Dedicated taxes and TIF revenue exceeded the budget by \$8.4 and \$2.4 million, respectively.
- I. Marketing Fund expenses increased by \$2.3 million or 11% reflecting the receipt of higher dedicated tax revenue from hotel sales taxes and the corresponding transfer of funds to Destination DC.
- J. Operating revenues budget was reduced by \$612, 831 or 2% mainly due to lower than anticipated revenue at the Sports and Entertainment Division. The discontinuation of



the Nation's Football Classic at RFK stadium reduced projected revenues by \$943,200. This was offset partly by an increase of \$282,317 in Convention Center revenues.

- K. Personal services expense budget was revised to increase by \$998,479 or 3%. Three FTEs that were previously eliminated in FY18 approved budget were retained in the revised budget. Two FTEs were added to the Strategic Initiatives department to assist with the multiple projects currently under consideration. One FTE was added to the Meeting Services department to provide coverage in the early morning shift.
- L. Non-personal services expense budget was increased by \$1.3 million or 4%. Increases in new contracts for security services, switchgear testing and maintenance, and escalator/elevator maintenance accounted for \$1.1 million of the increases. Additional funding of \$1 million was approved to provide for event attractions for the new Entertainment and Sports Arena and marketing and promotion for the ESA and RFK multiple projects. These increases were partly offset by savings of \$1.1 million in the Nation's Football Classic expense budget.
- M. Non-operating revenues budget increased by \$5.8 million or 4%. This is due to an estimated increase in Dedicated Taxes of \$519,000 and TIF revenues of approximately \$400,000 based on the OCFO September 2017 revenue estimate. Interest income also increased by \$500,000 due to the expectation that our investments will perform at the FY17 level. The District increased the hotel tax from 14.5% to 14.8% with the difference going to Destination DC for their marketing efforts to promote the city. This new tax increase is expected to generate \$6.1 million for this fiscal year. Events DC will receive these dollars and pass them on to Destination DC. The Council had previously appropriated \$3.2 million for this purpose and that amount was included in our FY18 budget. The difference of \$2.86 million was added as part of the budget revision, and will be transferred to Destination DC when the amounts are collected and received. Events DC will also be receiving \$1.5 million from the District for the Ground Lease payment from the Headquarters Hotel.
- N. Marketing Fund expenses were increased by \$2.8 million or 4% due to incremental tax to Destination DC, and an increase in contributions to the Marketing Fund based on projected increase in dedicated tax collections for FY18. This is offset by a decrease of \$259,728 in the projected Opportunity Fund expenditures due to cancelled events.



Washington Convention and Sports Authority
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**Washington Convention and Sports Authority
Transfers to Destination DC**

<u>Description</u>	FY17			FY18	
	Budget	Actual	Variance	Budget	Q1FY18 Actuals
17.4% of Marketing Fund	\$ 13,884,678	\$ 14,405,380	\$ 520,702	\$ 15,683,391	\$ 3,791,018
Additional FY18 Tax				\$ 6,128,272	\$ 1,092,840
TOTAL	\$ 13,884,678	\$ 14,405,380	\$ 520,702	\$ 21,811,663	\$ 4,883,858



Question 11

Please provide an update on esports, including budget, events held and planned.

The Authority is actively engaging targeted esports audiences and raising the visibility of esports in the District of Columbia, as well as positioning itself as a thought leader in the esports landscape in Washington, DC and beyond.

With the esports initiatives launching in FY17, first-year accomplishments include the following:

- the announcement of one of the first-ever sponsorships of an esports team (NRG Esports) by a city
- execution of seven esports related events/activations in the District and beyond;
- hosting a youth esports league championship tournament with the Boys and Girls Club at the Smithsonian American Art Museum
- hosting a Rocket League Community Showcase Tournament between NRG and Team Liquid at South by Southwest in Austin, Texas

In FY18, the Authority-sponsored Captain's Draft 4.0, the only minor tournament for the Dota multiplayer online battle arena video game to be held in the United States this year. The event, which took place January 2018, was the first hosted esports tournament in an Authority venue, the DC Armory. The success of Captain's Draft 4.0, which had 2,324 live attendees and at least 9,766,372 unique streams from around the globe, has paved the way to host other tournaments, including the return of Captain's Draft in the new Entertainment and Sports Arena opening in the fall. There are other esports tournaments that are currently in the negotiation stages for FY18 and FY19.

The FY18 budget for esports is \$500,000, which will be used for sponsorships and marketing.



Question 12

Please provide information on any pending lawsuits.

Cooney v. Washington Convention and Sports Authority, No. 2017 CA 003395 B (District of Columbia Superior Court). Plaintiff, an exhibitor at the Association of Energy Engineer's (AEE) World Energy Congress event at the Walter E. Washington Convention Center, claims he received an electric shock after touching exposed wires in a utility closet on September 30, 2014. He sued the Authority for negligence and demanded \$2 million in damages. The Authority denied liability and referred the claim to its general liability insurer for defense.

O'Rourke v. Events DC, No. 2017 CA 001094 B (District of Columbia Superior Court). Plaintiff sued the Authority for negligence, alleging that a janitorial employee caused the door of a restroom stall to fall from its hinges, striking and injuring plaintiff. Plaintiff seeks damages of \$300,000. The Authority denies liability and referred the claim to its general liability insurer for defense.

Truesdale v. Mountain Productions, Inc., et al, No. 2016 CA 008565 B (District of Columbia Superior Court). Plaintiff sued It's My Party, Inc. (IMP), Mountain Productions, and the Authority for negligence and wrongful death. Plaintiff is the personal representative of her father, the decedent. Plaintiff alleges that on June 30, 2015 the decedent, a day laborer, fell from a ten-foot platform while erecting a stage for the Foo Fighters concert held at RFK Stadium on July 4, 2015. Decedent died on July 8, 2015. Plaintiff claims damages of \$10 million. The Authority denied liability and referred the claim to its general liability insurer for defense, which in turn tendered the claim to co-defendant IMP, the concert promoter, for indemnity.

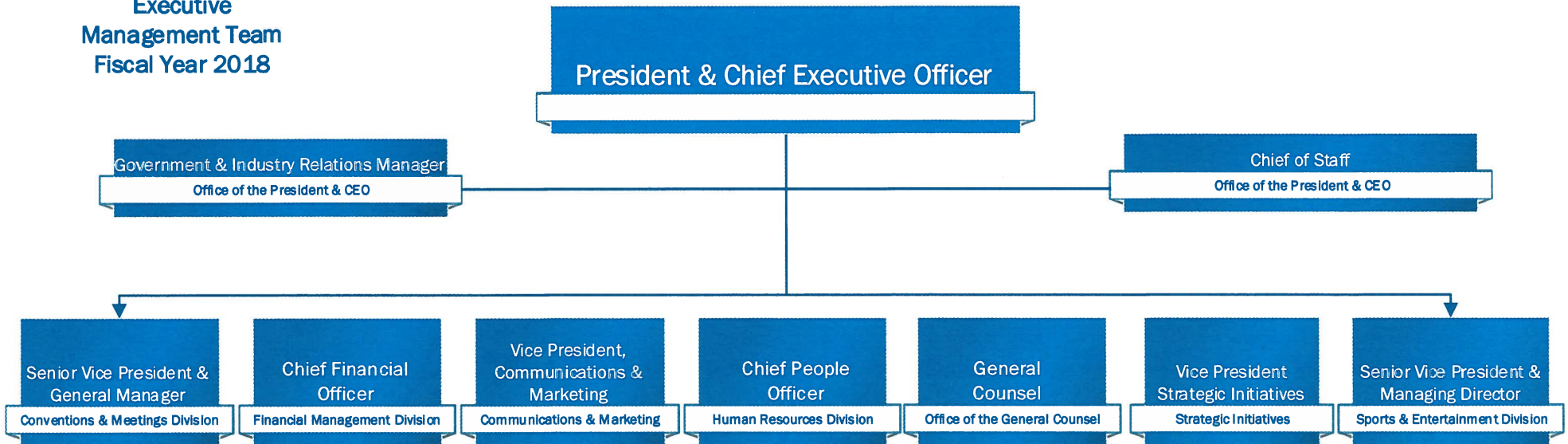


Washington Convention and Sports Authority
t/a Events DC
FY17-Q1FY18 Performance Oversight Hearing
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Question 13

Please provide an updated organizational chart and current Schedule A.

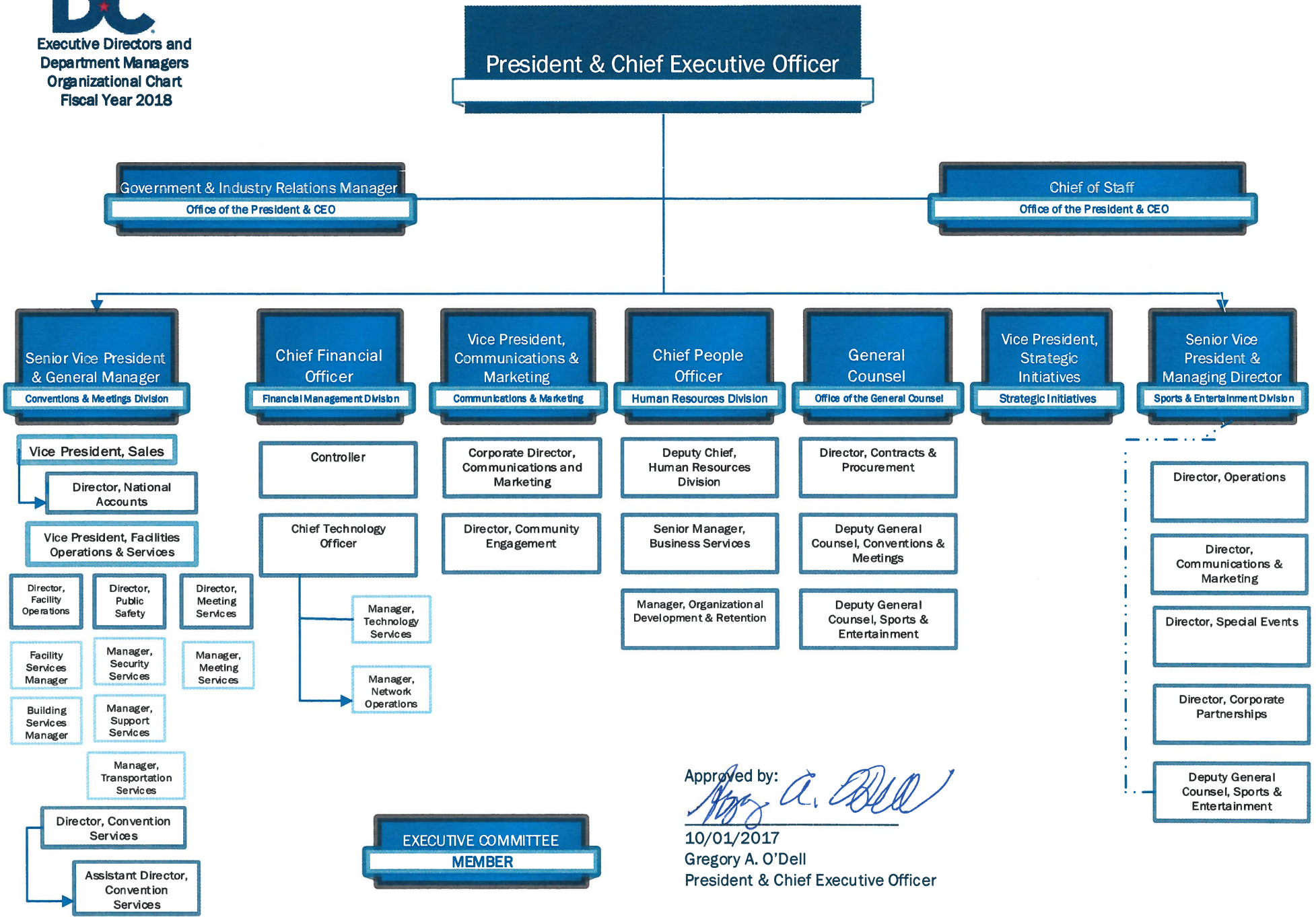
The requested information is on the following pages.



Approved by:

10/01/2017

Gregory A. O'Dell
President & Chief Executive Officer



Approved by: *Gregory A. O'Dell*
 10/01/2017
 Gregory A. O'Dell
 President & Chief Executive Officer



Question 14

Please provide the following:

- A list of employee bonuses, additional benefits, or special award pay granted in FY 2017 and FY 2018, to date;
- A list of travel expenses, arranged by employee; and
- A list of total payments made in FY 2017 and FY 2018, to date for overtime and workman's compensation.

Employee Bonuses and Special Award Pay

For FY17, the Authority awarded merit-based performance bonuses to qualifying full-time employees. The amount of the bonus varied by employee and was determined by the scoring of the individual's FY17 annual performance evaluation; payments were made in FY18 (December 2017).

The Authority's Board of Directors awarded a performance bonus in 2QFY18 to the President and Chief Executive Officer as part of his Employment Agreement for performance in FY17. 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.

In FY17, the Authority awarded a recruitment bonus to the Director, Facility Operations, and special award bonuses to the General Counsel, the Deputy General Counsels and a Staff Attorney.

For Q1FY18, the Authority awarded a recruitment bonus to the Employee Engagement Specialist and special award bonuses to the Deputy General Counsels and a Senior Project Manager.



FY17 Travel Expenses (includes travel, lodging, meals, transportation/taxi and miscellaneous travel-related expenses)

Position Title	Total FY17 Travel Expenses
Candidate for Employment	\$ 182.06
Candidate for Employment	\$ 182.06
Chairman, Board of Directors	\$ 4,267.04
Chief Financial Officer	\$ 6,300.03
Chief People Officer	\$ 1,609.83
Communications and Marketing Coordinator	\$ 5,093.79
Communications and Marketing Manager	\$ 1,040.66
Communications and Marketing Specialist	\$ 4,127.41
Controller	\$ 3,300.00
Convention Management Assistant	\$ 229.40
Corporate Director, Communication and Marketing	\$ 2,111.10
Deputy Chief, Human Resources	\$ 2,130.03
Deputy General Counsel	\$ 627.36
Director, Communications and Marketing	\$ 367.50
Director of National Accounts	\$ 2,590.83
Director, Public Safety	\$ 1,960.80
Director, Special Events	\$ 3,173.80
Director, Convention Services	\$ 9,576.34
Director, Corporate Partnerships	\$ 3,791.33
Event Manager	\$ 2,131.77
Event Manager	\$ 1,013.70
Event Manager	\$ 1,665.49
Lead Senior Event Manager	\$ 1,949.79
Manager, Support Services	\$ 1,472.49
Manager, Organizational Development	\$ 2,253.89
Manager, Strategy and Analytics	\$ 1,579.41
Manager, Technology Services	\$ 758.09
Marketing Manager	\$ 1,298.24
President and Chief Executive Officer	\$ 21,064.64
Production Services Manager	\$ 620.37
Project Manager	\$ 622.35
Project Manager, esports	\$ 5,864.41
Sales Manager	\$ 2,995.08
Senior Event Manager	\$ 1,906.66



Position Title	Total FY17 Travel Expenses
Senior Event Manager	\$ 5,327.25
Senior Event Manager	\$ 2,972.70
Senior Event Manager	\$ 3,712.68
Senior Manager, Business Services	\$ 1,970.13
Senior Research Policy Analyst	\$ 3,115.32
Senior Sales Manager	\$ 5,115.62
Senior Vice President and Managing Director	\$ 10,857.58
Staff Attorney	\$ 268.64
Senior Vice President and General Manager	\$ 7,735.72
SXSW Talent (non-employee)	\$ 1,726.11
SXSW Talent (non-employee)	\$ 1,586.31
Vice President, Communications and Marketing	\$ 5,179.70
Vice President, Sales	\$ 4,735.31
	\$ 154,160.82



Q1FY18 Travel Expenses (includes travel, lodging, meals, transportation/taxi and miscellaneous travel-related expenses)

Position Title	Total FY18 Travel Expenses
Benefits Analyst	1,938.65
Deputy Director, Convention Services	2,140.85
Director, Communications and Marketing	563.73
Director, Public Safety	832.22
Director, Special Events	1,215.95
Director, Convention Services	245.97
Event Manager	146.50
Event Manager	495.90
Event Manager	1,673.83
Lead Senior Event Manager	370.50
Lead Senior Event Manager	622.40
Project Manager, esports	944.26
Senior Event Manager	683.90
Senior Event Manager	651.00
Senior Project Manager, Administration and Coordination	1,283.76
Senior Project Manager, Strategic Initiatives	644.65
Senior Research Policy Analyst	141.50
Senior Sales Manager	1,217.17
Senior Vice President and Managing Director	4,192.47
Senior Vice President and General Manager	2,147.84
Ticketing Manager	200.97
	22,354.02



Employee Overtime

	<u>FY17</u>	<u>Q1FY18</u>
Regular Overtime	\$619,859.79	\$222,953,95

FY17 and Q1FY18 Workers' Compensation Payments

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



Question 15

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 area colleges, local job fairs attended or hosted, any new or updated recruitment campaign efforts, internship programs and opportunities being offered or developed.

As of September 30, 2017, 101 of the Authority's 244 employees, or 41.4 percent, reside in the District of Columbia. Note that this number excludes our Financial Management Division, where all human-resource functions (including recruitment, hiring and administration of DC residency preferences) are performed by the District of Columbia's Office of the Chief Financial Officer.

A primary focus of the Authority's recruitment process is to proactively source, recruit and retain District residents as employees. During FY17, there were 33 separations, of which 10 were voluntary DC resident separations; of the 10 voluntary separations, at least one of those individuals left the Authority to start their own business in the District, another was accepted into the DC Fire and EMS Training Academy, while others retired, or relocated to care for sick family members. Anecdotally, through our wellness programming, which includes financial wellness and onsite home-buying seminars, we are also aware of some employees who have transitioned from rentals to their own homes, relocating in the process to other jurisdictions to purchase homes within their budgets.

Our commitment to hiring District residents has not waived. During FY17, the Authority participated in four DC-specific events, including the Bread for the City Job Fair, Congresswoman Eleanor Holmes Norton's Job Fair, the #iWork DC Job Fair and the 100,000 Opportunities Initiative/Starbucks Job Fair. In addition to pursuing candidates at job fairs we recruited online, including the use of social media. Our positions were posted on Facebook and LinkedIn, as well as other career boards, such as Simply Hired, Indeed, and DC Jobs, among others that are industry and trade specific. Events DC has a robust casual and seasonal workforce, many of whom reside in the District [insert numbers]. These individuals supplement the workforce based upon the business needs of the organization.

To further solidify our commitment to hiring DC residents, the Authority is developing a new campaign and job posting format to more clearly highlight the DC residency preference. The kickoff of the campaign will occur in March 2018 with an Authority-hosted job fair exclusive to District residents. Qualified candidates will be prescreened and invited to participate in on-the-spot interviews with hiring managers. The Authority also reserves two of its eight annual internship slots to college students who are District residents, which has become a successful recruitment tool in past years for conversion to full-time employment.



Question 16

Please provide an update on your contract with Destination DC.

FY17 represented the fourth year of the base term of the Authority's contract with Destination DC. The base term expires on September 30, 2018; the contract allows for five one-year renewal options.

The Authority approved two modifications to the contract during FY17. The first modification funded Destination DC's international congress sales program for \$570,000 in reimbursable expenses, while the second modification authorized the disbursement of the supplemental marketing funds detailed in the District of Columbia's FY17 budget.

In FY17, Destination DC reported its progress to the Authority's Board of Directors monthly, with a detailed progress report to the Operations Committee of the Board of Directors on a quarterly basis. Further, Authority staff monitors Destination DC's convention sales activities and regularly works in close cooperation with Destination DC staff and management through the following regularly scheduled activities:

- Weekly sales lead review with core convention hotels
- Events DC/Destination DC joint sales meeting
- Monthly lead review with hotel directors of sales and marketing
- Bimonthly Convention Committee meeting with hotel GMs and directors of sales and marketing
- Quarterly meetings with the hotels' directors of sales/marketing
- Active oversight of the Washington Convention Center Opportunity Fund with executives from the Authority, Destination DC, the Convention Committee and Members of the Authority's Board of Directors

Finally, the Authority and Destination DC have begun discussions on revising and updating Destination DC's five-year strategic plan, which Destination DC will publish in spring 2019.



Question 17

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 FY 2017 or FY 2018, to date.

In FY17, the Authority participated in its two regular audits:

- From November 2016 to January 2017, SB & Co. conducted the Authority's annual independent audit of our FY16 financial statements and supporting operations.
- In June and July 2017, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY18 revenues and reserves.

Also in FY17, the Authority cooperated with the Office of Inspector General as it conducted a District-wide assessment of agency procurement practices to detect risks that could lead to fraud, waste and abuse. The assessment, which took place in May 2017, included participation in an online survey and, in the case of the Authority, a random site visit for the purpose of understanding the Authority's process for purchasing goods, services and construction and reviewing its vendor files and payment data over the past three fiscal years. No issues were identified.

In FY18, from November 2017 to January 2018, SB & Co. conducted the Authority's annual independent audit of our FY17 financial statements and supporting operations.



Washington Convention and Sports Authority
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Question 18

Please provide a status on capital projects that were planned for FY 2017 and FY 2018.

A status report for FY17 and FY18 capital projects is included in the attached chart.

Washington Convention and Sports Authority
Capital Projects Status
FY17 and FY18

Project	Division	FY	Status
Installation of Solar Film on Building Façade	Conventions and Meetings	FY17	In progress
Upgrade Fire and Life Safety System	Conventions and Meetings	FY17	Completed
Chiller Plant HVAC Controls Upgrade	Conventions and Meetings	FY17	Completed
Implementation of New Chair Racks & Dollies	Conventions and Meetings	FY17	Completed
Carpet Replacement Ballroom & Prefunction Space	Conventions and Meetings	FY17	Completed
Resurfacing of Ballroom Service Corridor	Conventions and Meetings	FY17	Completed
Implementation of Facility Management System	Conventions and Meetings	FY17	Completed
Hall E Enclosure Buildout	Conventions and Meetings	FY17	Completed
Retail Landlord Construction	Conventions and Meetings	FY17	Completed
Mobile Equipment Replacement	Conventions and Meetings	FY17	Completed
LED Energy Efficiency Retrofit	Conventions and Meetings	FY17	Ongoing
Tables, Carts, Equipment Replacement	Conventions and Meetings	FY17	Completed
Access Control Upgrade (Lenel System) Upgrade	Conventions and Meetings	FY17	Completed
Lobby Furniture Reupholster	Conventions and Meetings	FY17	Completed
Storage Space Buildouts	Conventions and Meetings	FY17	Completed
Office Renovation	Conventions and Meetings	FY17	In progress (expected completion CY21)
Stage Replacement	Conventions and Meetings	FY17	Ongoing
Exterior Expansion Joint Restoration	Conventions and Meetings	FY17	Completed
Carpet Replacement Concourse	Conventions and Meetings	FY18	Completed
3rd Floor Kitchen Service Corridor Resurfacing	Conventions and Meetings	FY18	Completed
L Street South Building Side Expansion Joint Replacement	Conventions and Meetings	FY18	Completed
Ballroom FloorBox Electrical Retrofit	Conventions and Meetings	FY18	Completed
Loading Dock Waterproofing	Conventions and Meetings	FY18	Completed
Show Office Buildout	Conventions and Meetings	FY18	Completed
L Street Digital Signage	Conventions and Meetings	FY18	In progress
Concrete Repairs Exhibit Halls	Conventions and Meetings	FY18	Not Started
Replace Exterior Roll-Up Doors	Conventions and Meetings	FY18	Not Started
Facility Camera Upgrade	Conventions and Meetings	FY18	Ongoing (expected completion FY20)
Mechanical Lock Upgrade	Conventions and Meetings	FY18	Not Started
A/E Services	Conventions and Meetings	FY18	Not Started
Valves & Activators Replacement	Conventions and Meetings	FY18	Not Started
Generator Switchgear Controls Upgrade	Conventions and Meetings	FY18	Not Started
Submetering Retail Spaces	Conventions and Meetings	FY18	In Progress
Interior Light Upgrade	Conventions and Meetings	FY18	Ongoing
Plumbing System Upgrade	Conventions and Meetings	FY18	Ongoing
Window Shade Replacement	Conventions and Meetings	FY18	Completed
Service Corridor Carpet Replacement	Conventions and Meetings	FY18	Not Started
Barrier System Upgrade	Conventions and Meetings	FY18	Not Started
Mobile Equipment Replacement	Conventions and Meetings	FY18	Ongoing
Banquet Chair Replacement	Conventions and Meetings	FY18	Not Started
Signage Upgrades & Enhancements	Conventions and Meetings	FY18	Not Started
Computer Replacement	Conventions and Meetings	FY18	In Progress
Public Lobby Furniture Enhancement	Conventions and Meetings	FY18	In progress
NW Wall Bleacher Repair at Armory	Sports and Entertainment	FY18	Completed
DC Armory Locker Room Construction/Renovation	Sports and Entertainment	FY18	Not started
R.I.S.E. Demonstration Center Workspace Reconfiguration	Sports and Entertainment	FY18	In progress



Question 19

Please provide a status update on your long range capital plan.

During FY17, the Authority's Chief Financial Officer and the District of Columbia's Office of the Chief Financial Officer undertook an extensive analysis of the Authority's long-term capital construction, maintenance and financing requirements. The result of that effort was a plan to establish a basis to ensure the maintenance of the Authority's physical assets, consistent with obligations to bondholders and the public served by the Authority.

In December 2017, the Authority's Board of Directors reviewed the financial planning by the Authority's and District's chief financial officers and adopted a long-term policy to implement the following goals: (i) ensure that there is never a need to raise dedicated taxes; (ii) ensure that all bond covenants are met; (iii) ensure that excess revenues are set aside to first maintain current assets at high-quality level and fund future capital needs of all assets controlled by the Authority, including the Walter E. Washington Convention Center and Nationals Park; (iv) create reserve funds and policies to ensure that revenues are properly utilized; and (v) provide a template to guide long-term planning efforts in the Authority.



Question 20

What is the status of the redevelopment plans and/or options for RFK and the surrounding grounds in the short term, medium and long term? Please also include a proposed or anticipated schedule and timeframe.

The Authority's 2017 Master Plan establishes the short-term plan and long-term vision for the RFK Campus. The short-term plan includes a 65,000-square foot Market Hall, 350,000-square foot Sports and Recreation Complex, new memorial to Robert F. Kennedy, multipurpose fields complex, and pedestrian bridges to Kingman Island, Heritage Island, and River Terrace. In the short-term, the site will also be transformed to include park/green space, walking/biking trails, parking, and other general amenities. The entire short-term plan is estimated to cost \$490 million, excluding potential environmental remediation costs. The Authority anticipates securing private dollars as part of the funding plan.

The multipurpose fields are currently out to bid and will be delivered first. Staff anticipates commencing construction this fall and initiating programming in the spring of 2019. The complex will feature two full-sized artificial turf soccer fields, an artificial turf soccer/lacrosse field with two youth diamonds, storage/maintenance buildings, restroom facilities, green space, landscaping and bio retention, pedestrian/bike paths, parking, connections to the Anacostia Riverwalk Trail, a celebration pavilion and a playground. The cost is expected to be between \$27 million and \$29 million and will be funded by the Authority.

The Authority is also advancing the regulatory, zoning and environmental approvals process for the other key elements of the short-term plan. The near-term goal is to open the Market Hall in 2020 and the Sports and Recreation Complex by 2021. The Authority has issued a Request for Expressions of Interest seeking private development partners for both projects and expects to begin negotiations this spring. The RFK Memorial is currently in concept design and a plan for private fundraising is being developed. As it will require Congressional approval through the Commemorative Works Act, the memorial may take longer than five years to implement.

Regarding any long-term planning efforts, the RFK Campus will be designed to accommodate "anchor facilities" that build upon the short-term elements. Future anchor facilities could include a National Football League stadium or a National Basketball Association, as well as additional sports, recreation and cultural projects. However, the Authority is focused on implementing the short-term plan while the long-term vision continues to evolve.

Concurrent with its implementation efforts, Authority staff continues to engage House and Senate staff and members regarding site control of the RFK Campus, which will be critical to implementing the redevelopment plan. In July 2017, Congresswoman Eleanor Holmes Norton introduced a bill to extend the current National Park Service lease, which expires in 2038, by 50 years. In October 2017, the Authority testified before House Committee on Energy and Natural Resources in support of the bill and to clarify the short-term plan and long-term vision.



Question 21

What events, have been held at RFK and the surrounding grounds in FY 2017 and FY 2018? What events are planned for the remainder of FY 2018? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY17 and FY18 (including planned events in FY18).

A calendar of events that took place on the RFK Campus in FY17 and Q1FY18, as well as events schedule for the remainder of FY18, are attached.

In addition to RFK Campus events on the attached calendar that are community-oriented in nature, the Sports and Entertainment Division hosted many additional events with a direct focus on the RFK and broader citywide communities.

Date	Event Name	Description
Jan-17	RFK Redevelopment Citywide Community Meeting	Citywide meeting held at the Convention Center to get community feedback on the upcoming development
Jan-17	MLK Day Parade and Festival	Assisted with the pre- and post- parade festival that will take place at R.I.S.E. Center and Gateway DC
Apr-17	RFK Redevelopment Citywide Community Meeting	Citywide meeting held at the Convention Center to get community feedback on the upcoming development
Apr-17	Far Southeast Family Strengthening Collaborative Annual Meeting and Community Day	A large-scale stakeholder organization in the Ward 8 community partnered with Events DC to host their annual meeting and community day.
May-17	Congress Heights Day Festival	A community festival in Ward 8, the only one of its kind beyond the MLK Day Parade, allows for comradery to grow while introducing Events DC to the community
May-17	Entertainment & Sports Arena Community Meeting	Community meeting for the residents of the Congress Heights neighborhood about the upcoming development.
May-17	Community Grants Program	Events DC held a luncheon for the recipients of the Community Grants program in which a total of \$45,000 that was donated to 13 youth based non-profit organizations received to help support their annual programming
Jul-17	Summer Cinema Series	Events DC and Washington City Paper combined forces to have a summer movie series, Gateway DC's focus was on children's movies. Events DC was also able to partner with local business owners (such as Rita's & Player's Club) to create a more inviting event.
Aug-17	Councilmember Trayon White's "Back to School" Bookbag Giveaway	
Aug-17	Trusted Health Plan "Back to School" Event	



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Date	Event Name	Description
Aug-17	Block Party at the RFK Skate Park	Events DC shut down the RFK Skate Park for two weeks and redesigned with the help of local-artist, Naturel.
Aug-17	Summer Cinema Series	Events DC and Washington City Paper combined forces to have a summer movie series, Gateway DC's focus was on children's movies. Events DC was also able to partner with local business owners (such as Rita's & Player's Club) to create a more inviting event.
Oct-17	Costume Carnival 2017	Events DC-led Halloween event for residents of Ward 8, including giveaways, costume contest
Dec-17	Events DC Cozy Christmas 2017	Located at Gateway DC, we are giving away coats to the community in partnership with Children's Charities Foundation
Dec-17	Entertainment & Sports Arena Community Meeting	Events DC introduced the first estimated price and goals/objectives of the Entertainment and Sports Arena, answered questions in an open forum and led a discussion of Community Benefits Agreement

Washington Convention and Sports Authority

RFK Campus Events - Sort by Venue

FY17 and FY18

Post As	Show Starts	Show Ends	Venue
2016 Army Ten-Miler Expo	10/7/2016	10/8/2016	DC Armory
American Fine Craft Show Washington	10/21/2016	10/23/2016	DC Armory
La Feria de la Familia	11/13/2016	11/13/2016	DC Armory
UFCW Local 400 Ratification Meeting	11/16/2016	11/16/2016	DC Armory
Mayor's Senior Luncheon Holiday Celebration	12/8/2016	12/8/2016	DC Armory
My School DC Education Festival	12/10/2016	12/10/2016	DC Armory
National Title IX Holiday Invitational Conference and Classic	12/28/2016	12/30/2016	DC Armory
Youth Rally and Mass For Life 2017	1/27/2017	1/27/2017	DC Armory
D.C. United Youth Academy	1/31/2017	2/16/2017	DC Armory
Washington Area Frisbee Club Practice	2/6/2017	2/6/2017	DC Armory
Los Tigres del Norte	2/12/2017	2/12/2017	DC Armory
Washington Area Frisbee Club Practice	2/20/2017	2/20/2017	DC Armory
Washington Area Frisbee Club Practice	2/22/2017	2/22/2017	DC Armory
Washington Area Frisbee Club Practice	2/23/2017	2/23/2017	DC Armory
2017 DC Rollergirls Bout #1	2/25/2017	2/25/2017	DC Armory
Washington Area Frisbee Club Practice	2/27/2017	2/27/2017	DC Armory
Washington Area Frisbee Club Practice	3/1/2017	3/1/2017	DC Armory
Washington Area Frisbee Club Practice	3/2/2017	3/2/2017	DC Armory
Washington Area Frisbee Club Practice	3/6/2017	3/6/2017	DC Armory
Rock N Roll Marathon Half Marathon & 5K Expo	3/9/2017	3/10/2017	DC Armory
Help From Above Convention	3/14/2017	3/15/2017	DC Armory
Cherry Blossom Float Building	4/5/2017	4/7/2017	DC Armory
Discover the Dinosaurs Unleashed	4/22/2017	4/23/2017	DC Armory
July 4th Parade Float Building	7/1/2017	7/4/2017	DC Armory
Navy Air Force Half Marathon & 5 Miler Expo	9/15/2017	9/15/2017	DC Armory
2017 Army Ten-Miler Expo	10/6/2017	10/7/2017	DC Armory
Jesus Wonderful Church Plant	10/20/2017	10/22/2017	DC Armory
Urban Music Festival	11/25/2017	11/25/2017	DC Armory
All Hands Meeting	12/5/2017	12/5/2017	DC Armory
My School DC Education Festival	12/9/2017	12/9/2017	DC Armory
Annual Senior Holiday Celebration	12/13/2017	12/13/2017	DC Armory
National Title IX Holiday Invitational Conference and Classic	12/28/2017	12/30/2017	DC Armory
Captain's Draft 4.0	1/4/2018	1/7/2018	DC Armory
D.C. United Academy Winter Training	1/16/2018	2/15/2018	DC Armory
D.C. United Youth Academy 2018	1/16/2018	2/15/2018	DC Armory
Washington Area Frisbee Club Practice	1/22/2018	1/22/2018	DC Armory
Dinosaur Time Trek	1/26/2018	1/28/2018	DC Armory

Washington Convention and Sports Authority

RFK Campus Events - Sort by Venue

FY17 and FY18

Post As	Show Starts	Show Ends	Venue
Washington Area Frisbee Club Practice	2/5/2018	2/5/2018	DC Armory
Washington Area Frisbee Club Practice	2/12/2018	2/12/2018	DC Armory
Washington Area Frisbee Club Practice	2/19/2018	2/19/2018	DC Armory
Washington Area Frisbee Club Practice	2/21/2018	2/21/2018	DC Armory
DC Rollergirls Bout	2/24/2018	2/24/2018	DC Armory
Los Tigres del Norte	2/25/2018	2/25/2018	DC Armory
Washington Area Frisbee Club Practice	2/27/2018	2/27/2018	DC Armory
Rock N Roll Marathon & Half Marathon Expo	3/8/2018	3/9/2018	DC Armory
DC Rollergirls Bout	4/7/2018	4/7/2018	DC Armory
National Cherry Blossom Festival Parade Float Building	4/9/2018	4/13/2018	DC Armory
Truck Marshaling for Chauffer Driven Trade Show & Conference	10/6/2016	10/12/2016	Festival Grounds at RFK Stadium
Capitol Paving Snow Removal Training	10/12/2016	10/12/2016	Festival Grounds at RFK Stadium
Color In Motion 5K	10/22/2016	10/22/2016	Festival Grounds at RFK Stadium
Run 'n' Roll	10/23/2016	10/23/2016	Festival Grounds at RFK Stadium
Hot Cider Hustle 5K Walk/Run	11/5/2016	11/5/2016	Festival Grounds at RFK Stadium
The Glo Run	11/5/2016	11/5/2016	Festival Grounds at RFK Stadium
Paint Drop-Off Event	11/19/2016	11/19/2016	Festival Grounds at RFK Stadium
NBC4/Allstate Community Shred	12/3/2016	12/3/2016	Festival Grounds at RFK Stadium
Ugly Sweater Run	12/17/2016	12/17/2016	Festival Grounds at RFK Stadium
Department of Health mobile food vending inspections	1/10/2017	1/12/2017	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	1/10/2017	2/8/2017	Festival Grounds at RFK Stadium
Pepsico Tractor Trailer Driver Skills Training	1/12/2017	1/12/2017	Festival Grounds at RFK Stadium
2017 PIC Security Fleet Staging	1/13/2017	1/24/2017	Festival Grounds at RFK Stadium
Inauguration Parking	1/20/2017	1/20/2017	Festival Grounds at RFK Stadium
Planned Parenthood of America Meetup	1/21/2017	1/21/2017	Festival Grounds at RFK Stadium
Million Woman's March	1/21/2017	1/21/2017	Festival Grounds at RFK Stadium
Mobility Talks International: Interactive Mobility	1/24/2017	1/25/2017	Festival Grounds at RFK Stadium
NBC Truck Staging	2/3/2017	2/4/2017	Festival Grounds at RFK Stadium
Rock n Roll Marathon Finish Festival	3/11/2017	3/11/2017	Festival Grounds at RFK Stadium
Shamrock Fest	3/11/2017	3/11/2017	Festival Grounds at RFK Stadium
Megabus Driver Skills & Operating Training	3/20/2017	3/29/2017	Festival Grounds at RFK Stadium
American Medical Response Emergency Vehicle Training	3/24/2017	3/24/2017	Festival Grounds at RFK Stadium
American Medical Response Emergency Vehicle Training	3/30/2017	3/30/2017	Festival Grounds at RFK Stadium
The National Cannabis Festival	4/22/2017	4/22/2017	Festival Grounds at RFK Stadium
Bus Parking for Peoples Climate March	4/29/2017	4/29/2017	Festival Grounds at RFK Stadium
1199 SEIU United Healthcare Workers East Bus Parking for Peoples Climate March	4/29/2017	4/29/2017	Festival Grounds at RFK Stadium
Walk MS - Washington DC	4/30/2017	4/30/2017	Festival Grounds at RFK Stadium

Washington Convention and Sports Authority

RFK Campus Events - Sort by Venue

FY17 and FY18

Post As	Show Starts	Show Ends	Venue
Juvenile Diabetes Research Foundation Bicycle Race	5/11/2017	5/11/2017	Festival Grounds at RFK Stadium
Kingman Island Bluegrass Festival	5/13/2017	5/13/2017	Festival Grounds at RFK Stadium
The Expo Group Truck Marshalling Activity	5/15/2017	5/15/2017	Festival Grounds at RFK Stadium
Capitol Hill Classic 5K	5/21/2017	5/21/2017	Festival Grounds at RFK Stadium
The Smile Project Carnival and Concert	6/1/2017	6/4/2017	Festival Grounds at RFK Stadium
Hello! Washington D.C. Destination Management Truck Marshalling Activity	6/2/2017	6/5/2017	Festival Grounds at RFK Stadium
Night Nation Run	6/17/2017	6/17/2017	Festival Grounds at RFK Stadium
Grace Jamaican Jerk Festival Washington DC	6/18/2017	6/18/2017	Festival Grounds at RFK Stadium
Hookie Day Fete	6/23/2017	6/23/2017	Festival Grounds at RFK Stadium
Global Experience Truck Marshalling Activity	6/24/2017	7/1/2017	Festival Grounds at RFK Stadium
Lions Pride Jouvert	6/24/2017	6/24/2017	Festival Grounds at RFK Stadium
Skate of the Union	7/2/2017	7/2/2017	Festival Grounds at RFK Stadium
The International Colombian Festival	7/16/2017	7/16/2017	Festival Grounds at RFK Stadium
Retro Field Day	7/29/2017	7/29/2017	Festival Grounds at RFK Stadium
Bubble Run Washington DC	8/12/2017	8/12/2017	Festival Grounds at RFK Stadium
RFK Campus Block Party	8/20/2017	8/20/2017	Festival Grounds at RFK Stadium
The Great Inflatable Race	9/9/2017	9/9/2017	Festival Grounds at RFK Stadium
DC Flower Fest 2017	9/16/2017	9/16/2017	Festival Grounds at RFK Stadium
Wanderlust 108	9/23/2017	9/23/2017	Festival Grounds at RFK Stadium
Global Experience Specialists Inc. Truck Marshalling	10/1/2017	10/16/2017	Festival Grounds at RFK Stadium
Taste of DC	10/7/2017	10/8/2017	Festival Grounds at RFK Stadium
Black Light Run	10/21/2017	10/21/2017	Festival Grounds at RFK Stadium
Making Strides Against Breast Cancer 5K Run/Walk	10/29/2017	10/29/2017	Festival Grounds at RFK Stadium
Hot Cider Hustle 5K	11/4/2017	11/4/2017	Festival Grounds at RFK Stadium
The Expo Group Truck Marshalling Activity	11/6/2017	11/17/2017	Festival Grounds at RFK Stadium
Paint Drop Off	11/18/2017	11/18/2017	Festival Grounds at RFK Stadium
Truck Marshalling Activity Office Trailer Storage and Scale Storage	12/4/2017	12/6/2017	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	1/17/2018	1/25/2018	Festival Grounds at RFK Stadium
American Medical Response Emergency Vehicle Training	1/30/2018	1/30/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	2/2/2018	2/17/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	2/3/2018	2/6/2018	Festival Grounds at RFK Stadium
American Medical Response Emergency Vehicle Training	2/27/2018	2/27/2018	Festival Grounds at RFK Stadium
Rock N Roll Marathon Finish Festival	3/10/2018	3/10/2018	Festival Grounds at RFK Stadium
Shamrock Fest	3/17/2018	3/17/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	3/18/2018	4/19/2018	Festival Grounds at RFK Stadium
2018 Q2 Network Disaster Recovery Field Exercise	4/11/2018	4/18/2018	Festival Grounds at RFK Stadium
The National Cannabis Festival	4/21/2018	4/21/2018	Festival Grounds at RFK Stadium

Washington Convention and Sports Authority
RFK Campus Events - Sort by Venue
FY17 and FY18

Post As	Show Starts	Show Ends	Venue
U15 Junior Bicycle Racing Series	4/22/2018	4/22/2018	Festival Grounds at RFK Stadium
Broccoli City Festival	4/28/2018	4/28/2018	Festival Grounds at RFK Stadium
Police Week Tent City	5/13/2018	5/15/2018	Festival Grounds at RFK Stadium
U15 Junior Bicycle Racing Series	5/26/2018	5/26/2018	Festival Grounds at RFK Stadium
Grace Jamaican Jerk Festival DC	6/10/2018	6/10/2018	Festival Grounds at RFK Stadium
Night Nation Run	6/16/2018	6/16/2018	Festival Grounds at RFK Stadium
Hookie Day Fete	6/22/2018	6/22/2018	Festival Grounds at RFK Stadium
DC World Reggae Festival	8/19/2018	8/19/2018	Festival Grounds at RFK Stadium
DC Youth Count Kick Off	9/22/2017	9/22/2017	Maloof Skate Park at RFK Stadium
Wanderlust 108	10/2/2016	10/2/2016	RFK Stadium
USMT v. New Zealand	10/11/2016	10/11/2016	RFK Stadium
D.C. United vs. New York City FC	10/16/2016	10/16/2016	RFK Stadium
D.C. United vs. Montreal	10/27/2016	10/27/2016	RFK Stadium
D.C. United vs. Sporting Kansas City	3/4/2017	3/4/2017	RFK Stadium
A&E Television Network LLC She Believes Cup Filming	3/7/2017	3/7/2017	RFK Stadium
USA Women's Soccer She Believes Cup - US Women VS. France	3/7/2017	3/7/2017	RFK Stadium
D.C. United vs. Columbus Crew	3/18/2017	3/18/2017	RFK Stadium
D.C. United vs. Philadelphia Union	4/1/2017	4/1/2017	RFK Stadium
D.C. United vs. New York City FC	4/8/2017	4/8/2017	RFK Stadium
D.C. United vs. Montreal Impact	5/6/2017	5/6/2017	RFK Stadium
D.C. United vs. Philadelphia Union	5/13/2017	5/13/2017	RFK Stadium
D.C. United vs. Chicago Fire	5/20/2017	5/20/2017	RFK Stadium
Fifth Annual Capitol Soccer Classic	5/23/2017	5/23/2017	RFK Stadium
El Salvador v. Honduras	5/27/2017	5/27/2017	RFK Stadium
D.C. United vs. LA Galaxy	6/3/2017	6/3/2017	RFK Stadium
D.C. United vs. Atlantic United FC	6/21/2017	6/21/2017	RFK Stadium
D.C. United vs. Houston Dynamo	7/22/2017	7/22/2017	RFK Stadium
D.C. United vs. Toronto FC	8/5/2017	8/5/2017	RFK Stadium
D.C. United vs. Real Salt Lake	8/12/2017	8/12/2017	RFK Stadium
D.C. United vs. Atlanta United FC	8/23/2017	8/23/2017	RFK Stadium
D.C. United vs. New England Revolution	8/26/2017	8/26/2017	RFK Stadium
D.C. United vs. Orlando City SC	9/9/2017	9/9/2017	RFK Stadium
D.C. United vs. San Jose Earthquakes	9/23/2017	9/23/2017	RFK Stadium
Georgetown University VS. Harvard University football game	9/30/2017	9/30/2017	RFK Stadium
D.C. United New York Red Bulls	10/22/2017	10/22/2017	RFK Stadium
2018 Embassy Chef Challenge	5/24/2018	5/24/2018	RFK Stadium
Wales VS. South Africa Rugby Match	6/2/2018	6/2/2018	RFK Stadium



Question 22

Please provide an update on the Carnegie Library.

Last year, the Authority signed a lease with Apple to occupy approximately 19,000 square feet of retail space in Carnegie Library for a new Apple global flagship store.

Currently, construction – to include a full restoration of the historic building – is in progress with a scheduled completion later this year. The Authority's other tenant in the Library, the Historical Society of Washington, DC, is temporarily relocated at the Newseum and will be returning to fully renovated space in the building while the Authority will retain control of programming on Mount Vernon Square and limited programming within the building.



Question 23

What efforts has Events DC undertaken in FY 2017 and FY 2018, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?

Major event bids undertaken in FY17 and FY18 to date including the following:

- 2017 Major League Gaming World Championships
- 2018 Major League Baseball All-Star Game (bid prepared in conjunction with the Washington Nationals)
- Army-Navy Football Game 2018-2022 (bid prepared in conjunction with the Washington Redskins)
- 2022 Gay Games XI (bid prepared in conjunction with Gay Games DC 2022 Bid Committee)
- 2026 FIFA World Cup (bid prepared in conjunction with DC United and the Washington Redskins)



Question 24

What's the status of the Entertainment and Sports Arena at the St. Elizabeth's campus? Please include updates on construction, community outreach and stakeholder meetings/presentations in your response.

The Entertainment and Sports Arena is under construction with substantial completion anticipated September 2018. Structural steel work has been completed and the building will be weather-tight in March with interior finish/fitout work to occur over the course of the summer.

The general contractor, Smoot-Gilbane, is on track to meet its workforce development goals with over 50 percent of contracts going to CBE companies, over 35 percent to SBE companies and more than 10 percent to companies based in Ward 7 and Ward 8. Sixteen percent of new hires on the project thus far have been residents of Ward 7 and Ward 8, with several individuals participating in a robust apprentice program to train them for work beyond the Entertainment and Sports Arena.

Several solicitations are in process for firms to assist in the operations of the facility including food service, IT services, security, janitorial services and many more. We have received robust interest thus far and are committed to awarding a substantial share of this work to local businesses, with an emphasis on prioritizing Ward 7 and Ward 8 residents to work at the arena.



Question 25

Please provide a status of the retail bays around the Convention Center including tenant, address, approximate area and status (occupied, leased, etc.).

All of the street-facing retail space at the Walter E. Washington Convention Center has been fully leased and all of the spaces are open for business. The two most recent tenants to open were the Unconventional Diner, a full-service restaurant on 9th Street NW and The Morris, a cocktail bar/lounge located on 7th Street NW. The Center's retail portfolio now encompasses approximately 18,000 square feet of leased space with a healthy mix of neighborhood-serving uses including a fitness/body diagnostics facility, barber shop and several food-based uses.

Tenant	Address	Sq. Ft.	Status
Sbarro	1104 7th Street NW	1,461	Occupied
The Morris	1020 7th Street NW	1,532	Occupied
Unconventional Diner	1207/1219 9th Street NW	8,000	Occupied
Smoked & Stacked	1239 9th Street NW	1,281	Occupied
Union Kitchen Grocer	1249/1251 9th Street NW	2,195	Occupied
Urban Athletic Club	802/804 N Street NW	3,263	Occupied
Bodycore, Inc.	760 N Street NW	746	Occupied
Cuttin Up Barbershop	740 N Street NW	526	Occupied



Washington Convention and Sports Authority
t/a Events DC
FY17-Q1FY18 Performance Oversight Hearing
February 26, 2018

Question 26

Please provide a status of any efforts to open the retail spaces around Nationals Park, including a projected opening date or timeline.

Authority leadership has been continuously working with the Washington Nationals to plan the development of the First Street SE retail space around the ballpark. The Authority anticipates developing a plan and executing an agreement with the Nationals to implement a comprehensive program for this space at Nationals Park.



Question 27

Please list any awards or accolades your agency has won or been nominated for in the past year.

In our Conventions and Meetings Division:

- An Event Manager was nominated and awarded the National Convention Services Manager of the Year by the Event Service Professionals Association and *Successful Meetings* magazine.
- A Senior Event Manager was nominated for the National Convention Services Manager of the Year by the Event Service Professionals Association and *Successful Meetings* magazine.
- An Event Manager and Senior Event Manager attended and passed their first year of the prestigious Venue Management School at Oglebay, with the Event Manager chosen as class representative for her second year (2018).
- A Senior Event Manager earned renewal of her Certified Meeting Professional certification.
- A Sales Manager earned her Certified Meeting Professional certification.