



Performance Oversight Hearing Materials

FY16 / 1QFY17

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

February 22, 2017
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

Office (202) 724-8058
Fax (202) 724-8023
jackevans@dccouncil.us

February 1, 2017

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

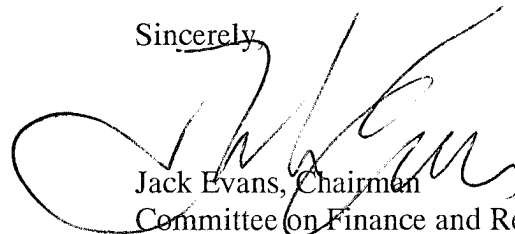
Dear Mr. O'Dell:

I wanted to formally invite you to attend the Committee's February 22, 2017 public oversight hearing on the FY 2016 and FY 2017 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 would like to request that the Chairman of the Events DC board attend as well, and I would also 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 February 21, 2017 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

cc: Max Brown
Enclosures

FY 2016 and FY 2017 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 2015 and 2016 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 2016 and 2017, 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;
 - Any outstanding issues.
4. Please provide the Committee with an updated debt statement chart for FY 2016. When do bonds issued mature?
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 2016 and anticipated for 2017; and a comparison to any goals for usage.
 - Total amount of revenue for FY 2016 (by quarter, and total), projected and actual for FY 2017;
 - Total amount of expenses for FY 2016 (by quarter, and total), projected and actual for FY 2017;
 - Actual room-night/event production for FY 2016, projected and actual for FY 2017; and
 - Total estimated economic impact of FY 2016, projected and actual for FY 2017.
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 2016 and FY 2017, 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 2016 and FY 2017 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 2016 and FY 2017, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures.
10. Please provide the FY 2016 and FY 2017 business plan for the convention center division and the sports and entertainment division. Please comment on the status of the solar power project installation, the update of the Event Management Operations Manual, as well as any other projects in progress or planned.
11. Please provide information on any pending lawsuits.
12. Please provide an updated organizational chart and current Schedule A.
13. Please provide the following:
 - A list of all employees who receive cellphones, personal digital assistants, or similar communications devices at agency expense;
 - A list of all vehicles (year, make, model) owned, leased or otherwise used by the agency and to whom the vehicle is assigned. Please include lease amount (if applicable) and date the lease expires;
 - A list of employee bonuses, 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 2016 and FY 2017, to date for overtime and workman's compensation.
14. 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.

15. Please provide an update on your contract with Destination DC.
16. 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 2016 or FY 2017, to date.
17. In 2015 Office of the District of Columbia Auditor Performance Evaluation of WSCA, which suggested that WSCA pays much less than other jurisdictions for both liability and property insurance. You had previously noted an appraisal was to be conducted in April of 2016. Please provide an update of the results of that appraisal and any action taken or planned.
18. Please provide a status on capital projects that were planned for FY 2016 and FY 2017 – including overall facility renovation; free Wi-Fi offerings expansion; and the KaBOOM Playground at RFK.
19. What is the status of the study to examine the full range of options for RFK in the short term, as well as when the anchor tenant (DC United) departs for its new soccer stadium? Please provide an updated timeline and summary of events of the study, as well as a copy of the study or an explanation on when it is expected to be completed. Please comment on anticipated costs associated with this project. Please also provide a web link to information, including any stakeholder presentations that are accessible on your website. Please also comment on how community feedback will be incorporated into final designs. When do you expect final designs and plans to be submitted to the Council for approval?
20. What events, in addition to DC United games, have been held at RFK and the surrounding grounds in FY 2016 and FY 2017, to date? What events are planned for the remainder of FY 2017? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY16 and FY17 (including planned events in FY17).
21. Please provide an update on WSCA's plans for the Carnegie Library.
22. What efforts has WSCA undertaken in FY 2016 and FY 2017, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?
23. What's the status of the Entertainment and Sports Arena at the St. Elizabeth's campus? What is the timeline for developing the project schedule? (If such a timeline exists, please provide it.) What is the status and timeline of the design and construction procurement process? What is the status of the community outreach plan? Has an entity similar to the WCCAC been reviewed/pursued/established? What is the status of presentations about the project and arena being made to neighborhood schools? What is

the status of a community benefits agreement (or the process to establish what would be included in such an agreement)? Please also list dates of stakeholder meetings in FY16 and FY17 (including those planned).

24. Please provide a status of the retail bays around the Convention Center including tenant, address, approximate area and status (occupied, leased, etc).
25. Please provide a status of any efforts to open the retail spaces around Nationals Park, including a projected opening date or timeline.
26. 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 2015 and 2016 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 2017**

Member	Appointment Date	Term Expires	Seat Type¹
Max Brown (Chairman)	May 17, 2015	May 16, 2019	Public
John Boardman (Vice Chairman)	April 20, 2010	May 16, 2017	Organized Labor
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	October 1, 2017	Business Finance
Julio "Jay" Haddock Ortiz	May 15, 2007	May 16, 2018	Tourism Industry
William N. Hall	November 6, 2014	October 1, 2017	Restaurant Industry
Solomon Keene, Jr.	February 7, 2012	<i>Ex officio</i>	Hotel Industry ²
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
VACANT			

¹Industry-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 17, 2017.

²Per 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. MOTA's records do not currently reflect this status.

FY16 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date													
	10/8/2015	11/19/2015	12/10/2015	1/14/2016	2/11/2016	2/19/2016	3/10/2016	3/17/2016	4/14/2016	5/12/2016	6/9/2016	7/14/2016	8/11/2016	9/8/2016
Brown	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Boardman	Present	Present		Present	Present	Present	Present	Present	Present		Present	Present	Present	Present
Rolark Barnes	Present	Present	Present	Present	Present	Present		Present	Present	Present	Present	Present	Present	Present
Greenan	Present	Present	Present	Present	Present		Present	Present	Present	Present	Present	Present	Present	Present
Bubes	Present	Present	Present	Present	Present		Present	Present		Present	Present	Present	Present	Present
DeWitt	Present	<i>Designee</i>	Present	<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	Present	Present	Present	Present
Hall			Present				Present			Present	Present	Present	Present	Present
Keene		Present		Present	Present	Present	Present	Present	Present	Present		Present		Present
Kenner		Present								Present				
Lindner	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present

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
Brown	Present	Present	Present	Present	Present
Boardman	Present	Present	Present	Present	Present
Rolark Barnes	Present				
Greenan	Present		Present		Present
Bubes	Present	Present	Present	Present	Present
DeWitt	<i>Designee</i>	Present	Present	<i>Designee</i>	Present
Doggett	Present		Present	Present	Present
Haddock	Present	Present		Present	Present
Hall			Present		
Keene	Present	Present	Present	Present	
Kenner			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 a who staffs his attendance at Board Meetings.



Question 2

Please provide a list of the Board's meeting dates, times, and locations for 2016 and 2017 to date.

With one exception, meetings of the Board of Directors for FY16 and FY17 to date took place in the Dr. Charlene Drew Jarvis Board Room at the Walter E. Washington Convention Center. The June 9, 2016 meeting took place at the Gateway DC events pavilion.

The Board of Directors met on the following dates:

<u>FY15</u>		<u>FY16 (to date)</u>	
<u>Date</u>	<u>Time</u>	<u>Date</u>	<u>Time</u>
October 8, 2015	10 a.m.	October 13, 2016	10 a.m.
November 19, 2015	10 a.m.	November 10, 2016	10 a.m.
December 10, 2015	10 a.m.	December 8, 2016	10 a.m.
January 14, 2016	10 a.m.	January 12, 2017	10 a.m.
February 11, 2016	10 a.m.	February 9, 2017	10 a.m.
February 19, 2016	10 a.m.		
March 10, 2016	10 a.m.		
March 17, 2016	10 a.m.		
April 14, 2016	10 a.m.		
May 12, 2016	10 a.m.		
June 9, 2016	4 p.m.		
July 14, 2016	10 a.m.		
August 11, 2016	10 a.m.		
September 8, 2016	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;
- Any outstanding issues.

In reviewing events that took place in FY16 and that are taking place or are confirmed for FY17, Destination DC has identified seven citywide meetings that would not have booked the Walter E. Washington Convention Center without the availability of the Headquarters Hotel. The Authority estimates that these seven citywide meetings generated or will generate a total of \$3.34 million in operating revenue for the Authority. In addition, the Headquarters Hotel generated \$19.5 million non-operating (TIF) revenues in FY16 and is expected to generate \$18.7 million in non-operating (TIF) revenues in FY17. TIF revenues are used to fund the Authority's debt service on the Headquarters Hotel.

Most relevant to the Authority's mission to create economic and community benefits for the residents and businesses of the District of Columbia, these seven citywide events are estimated to generate an estimated \$136.4 million in direct delegate spending for the District during FY16 and FY17.

Please note that Destination DC no longer tracks Convention Center bookings based upon a Headquarters Hotel contingency; the Headquarter Hotel has now been in operation for three years and is therefore considered to be part of the standard hotel inventory when Destination DC solicits citywide business for the Center.



Question 4

Please provide the Committee with an updated debt statement chart for FY 2016. When do bonds issued mature?

**Washington Convention and Sports Authority
Combined Debt Service Requirements for the
Series 2007A (Convention Center) and
Series 2010 (Headquarters Hotel) Bonds
as of September 20, 2016**

Fiscal Year	Principal	Interest	Total Debt Service
2017	\$19,760,000	\$31,247,740	\$31,247,740
2018	\$20,655,000	\$30,283,068	\$30,283,068
2019	\$21,600,000	\$29,244,072	\$29,244,072
2020	\$23,425,000	\$28,094,195	\$28,094,195
2021	\$24,545,000	\$26,885,478	\$26,885,478
2022-2026	\$143,135,000	\$114,478,609	\$114,478,609
2027-2031	\$195,450,000	\$71,872,785	\$71,872,785
2032-2036	\$67,335,000	\$36,213,720	\$36,213,720
2037-2040	\$86,995,000	\$10,741,756	\$10,741,756
TOTAL	\$602,900,000	\$379,061,423	\$981,961,423

The final maturity for the Authority's Series 2007A Bonds is October 1, 2030. The final maturity for the Authority's Series 2010 Bonds is October 1, 2040. Both series of bonds are subject to optional redemption and mandatory sinking fund redemption prior to maturity.



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 2016 and anticipated for 2017; and a comparison to any goals for usage.
- Total amount of revenue for FY 2016 (by quarter, and total), projected and actual for FY 2017;
- Total amount of expenses for FY 2016 (by quarter, and total), projected and actual for FY 2017;
- Actual room-night/event production for FY 2016, projected and actual for FY 2017; and
- Total estimated economic impact of FY 2016, projected and actual for FY 2017.

Consistent with previous years, please note that our accounting structure does not provide venue-level reporting for properties within our Sports and Entertainment ("SED") portfolio (namely, Robert F. Kennedy Memorial Stadium, the Festival Grounds at RFK Stadium, the DC Armory, the Maloof Skate Park and Gateway DC). 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.



Description	WEWCC	Carnegie	SED
Number of Events			
Total FY16	217	112	107
Total 1QFY 17	47	8 ¹	32
Budgeted FY17	100	N/A ²	66
Operating Revenue			
Total FY16 Operating Revenue	\$20,965,544	\$1,058,685	\$5,797,907
1QFY16 Operating Revenue	\$4,750,442	\$364,315	\$1,419,135
2QFY16 Operating Revenue	\$5,201,679	\$167,053	\$978,191
3QFY16 Operating Revenue	\$6813,512	\$300,463	\$1,198,821
4QFY16 Operating Revenue	\$4,199,911	\$226,855	\$2,201,760
Budgeted FY17 Operating Revenue	\$19,756,857	\$500,000	\$5,603,648
1QFY17 Actual Operating Revenue	\$4,960,780	\$59,501	\$954,063
Operating Expenses			
Total FY16 Operating Expenses	\$39,081,551	\$1,048,247	\$8,305,758
1QFY16 Operating Expenses	\$7,823,444	\$193,183	\$1,462,169
2QFY16 Operating Expenses	\$10,286,940	\$286,602	\$1,635,816
3QFY16 Operating Expenses	\$9,950,044	\$338,362	\$1,779,577
4QFY16 Operating Expenses	\$11,021,123	\$230,100	\$3,428,196
Budgeted FY17 Operating Expenses	\$50,548,858	\$1,221,028	\$10,073,225
1QFY17 Actual Operating Expenses	\$9,787,540	\$210,010	\$1,792,130
Room Nights³			
FY16 Actual Total Room Nights, WEWCC Events	382,314	N/A	N/A
FY17 Forecast Total Room Nights, WEWCC Events	561,857	N/A	N/A
Actual Total Room Nights 1QFY17, WEWCC Events	112,675	N/A	N/A
Estimated Economic Impact⁴			
Total FY16	\$384,455,764	N/A	\$73,000,000 ⁵
Total 1QFY17 (based on actual attendance)	\$97,370,321	N/A	N/A
Total FY17 (based on forecast attendance)	\$389,471,840	N/A	\$70,000,000

¹ Bookings were suspended for Carnegie Library from mid-September to mid-December (2016) for remediation activities.

² The Carnegie Library's annual operating budget does not include a forecast for a specific number of events.

³ There is no room night production associated with Carnegie or SED events.

⁴ WEWCC economic impact estimates provided by Destination DC. There are no economic impact estimates associated with Carnegie events.

⁵ Economic impact data for FY16 comprises Events DC-sponsored events, namely the Washington International Horse Show, the Military Bowl, the National Title IX Holiday Invitational, the DC Jazz Festival, the Washington Kastles, the 2016 Citi Open, the Events DC Nation's Triathlon, and the 2016 AT&T Nation's Football Classic.



The FY16 goals, which include all net-to-Authority revenues (including service partner commission and facility fees), for each of the Authority's sales units were as follows:

Sales Unit	FY16 Revenue Goal	FY16 Results	Percentage of Goal
Convention Center Sales	\$6,162,315	\$7,630,926	124
Carnegie Library Sales	\$1,200,000	\$1,058,055	88
Destination DC Sales	\$12,530,357	\$12,574,378	100
Sports and Entertainment Sales	\$3,800,809	\$3,192,238	84

Although not a management goal, occupancy is a useful metric commonly used for determining the effectiveness of a convention center's sales program. In FY16, the Center had an occupancy rate of 69.7 percent for revenue-generating events; in Q1FY17, the Center had an occupancy rate of 65 percent for revenue-generating events. Most operators consider a range of 70 percent to 72 percent as the practical maximum occupancy rate for a major market convention center.



Question 6

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

The Walter E. Washington Convention Center generated \$23.07 per rentable square foot in FY16, while operating expenses were \$43.01 per rentable square foot in FY16. The Center generated \$5.46 in operating revenue per rentable square foot in 1QFY17, while operating expenses were \$10.77 per rentable square foot in 1QFY17.

Please note that these figures include actual operating revenues and expenses for the Center, as well as expenses for the Authority's corporate overhead functions (e.g., marketing and communications, strategic initiatives, back office operations, etc.) located at the Center.



Question 7

Please provide the following information for all existing contracts, as well as those contracts entered into by the WCSA during FY 2016 and FY 2017, 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 in the attached charts.

**Washington Convention and Sports Authority
FY16 Contracts Roster**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY16 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Absolute Solutions & Associates, LLC	Y	Y	Faucets	N	Cathy Boles	10/1/2015	9/30/2016	\$ 100,000.00	\$ 92,265.70	Operating	Y	No	N/A
Abbey Services Inc.	N	N	Digital Video Recorder (DVR) Maintenance and Repair Services	N	Gladys Jones	10/1/2015	9/30/2016	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Allied Trailer Sales & Rentals	N	N	Ticket Trailer Rental	N	Candace Johnson	10/1/2015	9/30/2016	\$ 40,000.00	\$ 13,160.00	Operating	Y	No	N/A
Allstate Floors of DC	Y	Y	Carpet Storage, Transportation, Removal, and Installation Services	N	Cathy Boles	7/13/2015	7/12/2016	\$ 978,342.43	\$ 463,038.00	Capital	Y	No	N/A
Allstate Floors of DC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 66,922.88	Operating	Y	No	N/A
AlSCO	N	N	Linen Services	N	Bill Smith	10/1/2015	9/30/2016	\$ 25,000.00	\$ 23,338.13	Operating	Y	No	N/A
American Combustion Industries, Inc.	N	N	Boiler Service and Maintenance	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 17,080.00	Operating	Y	No	N/A
Aon	N	N	Risk Management, Insurance Brokerage, Consulting	Y	Reginald Smith	12/31/2015	12/30/2016	\$ 153,000.00	\$ 153,000.00	Operating	Y	No	N/A
Aquaverve	N	N	Water Coolers	N	Cathy Boles	10/1/2015	9/30/2016	\$ 30,000.00	\$ 303.76	Operating	Y	No	N/A
Aramark Sports LLC	N	Y	Housekeeping Service	N	Bill Smith	10/1/2015	9/30/2020	\$ 23,604,202.00	\$ 198,063.16	Operating	Y	Yes	Attached
Arnold & Porter	Y	Y	Legal Counsel	N	Marlene Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ 99,965.50	Operating	Y	No	N/A
Artex Fine Art Services	N	N	Art Conservation Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 73,848.00	Operating	Y	No	N/A
Atlantic Electric Supply	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 99,581.89	Operating	Y	No	N/A
B & B Floor Services, LLC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Ballard Spahr	N	Y	Bond & Swap Counsel	N	Marlene Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ 19,512.47	Operating	Y	No	N/A
Bank of New York	N	N	Bond Trustee Services	N	Henry Mosley	10/1/2010	9/30/2039	\$ 5,000.00	\$ -	Operating	N	No	N/A
Bankers Management Services	N	N	Courier Services	N	Shaunelle Delaney	10/1/2015	9/30/2016	\$ 99,000.00	\$ 1,410.19	Operating	Y	No	N/A
BearCom	N	N	Portable Motorola Radio Repairs	N	Lynn Anthony	10/1/2015	9/30/2016	\$ 20,000.00	\$ 2,278.58	Operating	Y	No	N/A
Blue Skye Construction, LLC	Y	Y	General Contractor IDIQ V	N	Cathy Boles	3/14/2016	9/30/2016	\$ 180,000.00	\$ 1,200.00	Capital	Y	No	N/A
Bollinger Energy Corporation	N	N	ULTRA Low Sulfur Diesel Fuel (ULSD)	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 17,836.09	Operating	Y	No	N/A
BRAILSFORD & DUNLAVEY, INC	Y	Y	ESA Program Management Services	N	Jennifer Iwu	2/23/2016	11/30/2018	\$ 1,391,500.00	\$ 1,391,500.00	Operating	Y	No	N/A
Brylin Glass, LLC	N	N	Window Repair and Replacement Services	N	Cathy Boles	7/28/2016	9/30/2016	\$ 100,000.00	\$ 15,000.00	Operating	Y	No	N/A
Buy Sod Inc	N	N	RFK Field Replacement	N	Candace Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
CALPRO Group	N	Y	Event General Services	N	Bill Smith	10/1/2015	9/30/2016	\$ 60,000.00	\$ 60,000.00	Operating	Y	No	N/A
Campbell Company LLC	Y	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 3,988.00	Operating	Y	No	N/A
Capital Business Center	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Capitol Construction Group LLC	Y	Y	Painting Services and Supplies	N	Najib Mohammed	10/1/2015	9/30/2016	\$ 50,000.00	\$ 34,295.00	Operating	Y	No	N/A
CAPITAL SEGWAY OF WASHINGTON	N	N	Segway Regular Maintenance and As-Needed Repair Services; and Parts	N	Gladys Jones	5/10/2016	9/30/2016	\$ 5,500.00	\$ 3,893.22	Operating	N	No	N/A
Capitol Services Management, Inc.	Y	Y	Strategic Communications	N	Chinyere Hubbard	2/22/2016	9/30/2016	\$ 100,000.00	\$ 79,477.28	Operating	Y	No	N/A
CDS Mechanical Services Inc.	N	N	Central Plant - Chiller Maintenance and Inspection Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 90,000.00	\$ 70,202.00	Operating	N	No	N/A
Centerplate	N	Y	Food Service Management	N	Joyce Watson	5/19/2011	3/31/2019	Commission	\$ 355,619.27	Operating	Y	Yes	Attached
CitiRoof Corporation		Y	Sarnafil Roof Repair & Maintenance Services	N	Cathy Boles	7/27/2016	9/30/2016	\$ 117,965.00	\$ 17,965.00	Operating/Capital	Y	No	N/A
Clean Decisions	Y	Y	Community Clean Up	N	Candace Johnson	10/1/2015	9/30/2016	\$ 15,000.00	\$ 20,745.26	Operating	Y	No	N/A
CMGRP	N	N	Strategic Communications	N	Chinyere Hubbard	8/12/2016	9/30/2016	\$ 50,000.00	\$ 30,000.00	Operating	Y	No	N/A
CNR Lighting	N	N	Custom Wall Sconces	N	Cathy Boles	7/15/2016	9/30/2016	\$ 45,600.00	\$ 15,200.00	Operating	N	No	N/A
Continental Wireless Inc.	N	N	Portable Motorola Radios and Accessories	N	Lynn Anthony	10/1/2015	9/30/2016	\$ 50,000.00	\$ 675.51	Operating	Y	No	N/A
Convergent Technologies	N	N	Security Equipment, Spare Parts, Maintenance and Repair	N	Jeffery Arden	11/5/2015	9/30/2016	\$ 50,000.00	\$ -	Operating	Y	No	N/A
Corporate Press Communications Co.	N	N	Printing and Other Related Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 16,496.78	Operating	Y	No	N/A
Corporate Systems Resources Inc.	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2015	9/30/2016	\$ 100,000.00	\$ 143,081.28	Operating	Y	No	N/A
Corporate Systems Resources Inc.	Y	Y	Digital Two-Way Radios and Accessories	N		2/11/2016	9/30/2016	\$ 105,695.00	\$ 45,695.00	Operating	Y	No	N/A
Covington & Burlington	N	Y	Procurement Counsel	N	Marlene Johnson	10/1/2015	3/31/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Crosson Moore Art Services	N	N	Art Curator Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 60,000.00	\$ 29,550.00	Operating	Y	No	N/A
CSI Corporation of DC	Y	Y	CSI - Security	N	Gladys Jones	10/1/2015	9/30/2016	\$ 1,032,194.00	\$ 990,646.15	Operating	Y	Yes	Attached
CSV, LLC			Business Development Services	N	Erik Moses	4/6/2016	8/5/2016	\$ 75,000.00	\$ 75,000.00	Operating	N	No	N/A
Daktronics	N	N	Score Board Maintenance and Repair	N	Candace Johnson	10/1/2015	9/3/2016	\$ 58,710.00	\$ 59,765.00	Operating	N	No	N/A
Daktronics	N	N	New Scoreboard Installation	N	Candace Johnson	9/30/2016	12/31/2016	\$ 364,000.00	\$ 364,000.00	Capital	N	No	N/A
David Edward Company, Ltd.	N	N	Lobby Furniture Reupholster and Repair Services	N	Cathy Boles	7/18/2016	9/30/2016	\$ 100,000.00	\$ 83,277.00	Operating	Y	No	N/A
Daylily Landscaping	Y	Y	Exterior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 91,594.00	Operating	Y	No	N/A
Daylily Landscaping	Y	Y	Lawn Maintenance Services - Carnegie	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 75,000.00	\$ 61,681.90	Operating	Y	No	N/A
Degreed Inc.	N	N	Degreed Subscription Agreement	N	Tawana Parker	10/1/2015	9/30/2016	\$ 21,000.00	\$ 21,000.00	Operating	N	No	N/A

**Washington Convention and Sports Authority
FY16 Contracts Roster**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY16 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
DKC Public Relations	N	N	Strategic Communications	N	Chinyere Hubbard	7/14/2016	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	3/7/2015	3/6/2016	Commission	\$ 149,634.44	Operating	Y	Yes	Attached
Diligent Rocket LLC	N	N	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 81,422.25	Operating	Y	No	N/A
DMNGOOD LLC	N	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Docsav Industries Inc.	Y	Y	General Mechanical Supplies	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 98,365.81	Operating	Y	No	N/A
Don's Johns	N	N	Portable Toilets	N	Candace Johnson	10/1/2015	9/30/2016	\$ 10,000.00	\$ 10,000.00	Operating	Y	No	N/A
Door System Inc.	N	N	High Speed Roll Up Doors - Semi-Annual Preventive Maintenance & Emergency Repair Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 81,810.25	Operating	Y	No	N/A
Drapes 4 Show Inc.	N	N	Event Table Linens & Supplies	N	Bill Smith	10/1/2015	9/30/2016	\$ 70,000.00	\$ 11,384.23	Operating	Y	No	N/A
DS Waters of America Inc.	N	N	Water Delivery Services	N	Williams Smith	10/1/2015	9/30/2016	\$ 50,000.00	\$ 19,542.45	Operating	Y	No	N/A
DuPont Computers	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2015	9/30/2016	\$ 100,000.00	\$ 99,103.50	Operating	Y	No	N/A
Eastern Lift Truck Co. Inc.	N	N	Lift and Cart Equipment, Maintenance, and Repair Services	N	Patrick Strickland	11/16/2015	9/30/2016	\$ 50,000.00	\$ -	Capital	Y	No	N/A
Emergency 911 Security Inc.	Y	Y	Badging and Access Supplies	N	Gladys Jones	10/1/2015	9/30/2016	\$ 10,000.00	\$ 10,000.00	Operating	Y	No	N/A
Employers Edge LLC	N	N	Unemployment Management Services	N	Monica Bullock	7/1/2016	6/30/2017	\$ 10,000.00	\$ 10,000.00	Operating	Y	No	N/A
Engineers Outlet	N	Y	Hardware Supplies	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 9,253.84	Operating	Y	No	N/A
Engraving & Awards of NE Eyre	N	N	Event Trophies	N	Candace Johnson	10/1/2015	9/30/2016	\$ 8,000.00	\$ 7,354.00	Operating	Y	No	N/A
	N	N	NFC Bus Services	N	Candace Johnson	10/1/2015	9/30/2016	\$ 20,000.00	\$ 14,536.00	Operating	Y	No	N/A
Fannon Petroleum	N	N	Fuel/Heating Oil #2	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 5,040.82	Operating	Y	No	N/A
Finch Services Inc	N	N	RFK Field Equipment Maintenance	N	Candace Johnson	5/17/2016	9/30/2016	\$ 20,000.00	\$ 1,020.00	Operating	Y	No	N/A
Fisher & Son Co. Inc.	N	N	Grass Seed and Fertilizer	N	Candace Johnson	10/1/2015	9/30/2016	\$ 17,000.00	\$ 10,007.44	Operating	Y	No	N/A
Frasca & Associates, LLC	N	N	Financial Advisory Services	N	Henry Mosley	5/17/2016	9/30/2016	\$ 100,000.00	\$ 16,714.30	Operating	Y	No	N/A
Fujitec America Inc.	N	N	Escalator/Elevator Maintenance	N	Najib Mohammed	10/1/2015	9/30/2016	\$ 970,000.00	\$967,818.46	Operating	Y	No	N/A
GCS, Inc	Y	Y	General Contractor IDIQ IV	N	Cathy Boles	3/21/2016	9/30/2016	\$ 180,000.00	\$ 29,800.00	Operating	Y	No	N/A
Gem Laser Express Inc.	N	N	Printer Maintenance and Supplies	N	Rebecca Ryan	10/1/2015	9/30/2016	\$ 100,000.00	\$ 19,510.43	Operating	Y	No	N/A
General & Mechanical Services, LLC	N	N	General Mechanical Services and Supplies	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 68,081.09	Operating	Y	No	N/A
GENERAL & MECHANICAL SVCS, LLC	Y	Y	Air Handler Frequency Drives	N	Najib Mohammed	5/10/2016	9/30/2016	\$ 289,277.07	\$ 257,358.16	Operating	Y	No	N/A
GENERAL MERCHANDISE SUPPLIES UNLIMITED	Y	Y	GreenWare Cups	N	Gladys Jones	5/4/2016	9/30/2016	\$ 10,000.00	\$ 4,407.00	Operating	Y	No	N/A
Ghost Note Media	Y	Y	Strategic Communications	N	Chinyere Hubbard	7/29/2016	9/30/2016	\$ 100,000.00	\$ 23,770.00	Operating	Y	No	N/A
GLP Inc	Y	Y	Electromechanical Rigging Services	N	Joyce Watson	12/20/2012	9/30/2017	Commission	\$ 63,770.94	Operating	Y	Yes	Attached
Goetz Printing Co.	N	N	Printing Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Gorove/Slade Associates, Inc.	Y	Y	Nats Parking Study	N	Jennifer Iwu	8/24/2016	10/14/2016	\$ 30,000.00	\$ 18,000.00	Operating	N	No	N/A
Graves, Horton, Askew & Johns, LLC	Y	Y	Special Counsel	N	Marlene Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ 98,200.00	Operating	N	No	N/A
Hargrove, Inc.	N	N	Event General Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 18,430.00	Operating	Y	No	N/A
Herrick, Feinstein LLP	N	N	Legal Services	N	Marlene Johnson	Jun 24, 2016	Sep 30, 2017	\$ 100,000.00	\$ 50,000.00	Operating	Y	No	N/A
Hi Pro Productions and Media LLC	N	N	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 45,000.00	\$ -	Operating	Y	No	N/A
Hi-Tech Electric LLC	N	N	Electrical Utility & Air/Water/Drain	N	Rebecca Ryan	10/1/2015	9/30/2016	Commission	\$ 28,554.50	Operating	Y	Yes	Attached
Hi-Tech Solution Inc.	Y	Y	SQL Server & Visual Studio Software Licenses	N	Rebecca Ryan	10/1/2015	9/30/2016	\$ 35,647.00	\$ 35,647.00	Operating	Y	No	N/A
Humphrey Rich Construction Group, Inc.	N	N	General Contractor IDIQ I	N	Cathy Boles	Mar 22, 2016	Sep 30, 2017	\$ 180,000.00	\$ 174,818.00	Operating	Y	No	N/A
Ideal Electrical Supply Inc	Y	Y	Electrical Equipment, Parts and Supplies	N	Erik Moses	10/1/2015	9/30/2016	\$ 100,000.00	\$ 63,571.60	Operating	Y	No	N/A
Imagine Photography Inc.	Y	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 20,000.00	\$ 14,053.00	Operating	Y	No	N/A
Innovative Pest Management	N	N	Pest Control Management	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 71,969.54	Operating	Y	No	N/A
Inova Employee Assistance	N	N	Employee Assistance Program Services	N	Misty Oratokhai	10/1/2015	9/30/2016	\$ 9,275.00	\$ 9,275.00	Operating	Y	No	N/A
Interface Media Group Inc.	N	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 100,000.00	\$ 98,591.30	Operating	Y	No	N/A
Jenks Inc.	Y	Y	Carpentry Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 76,309.07	Operating	Y	No	N/A
Jenks Inc.	Y	Y	One-Man GR-20 Genie Lifts	N	Gladys Jones	4/6/2016	9/30/2016	\$ 28,360.00	\$ 28,360.00	Operating	Y	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Recycling Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 30,000.00	\$ 30,000.00	Operating	Y	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Trash Hauling	N	Patrick Strickland	1/1/2015	9/30/2016	\$ 150,000.00	\$ 138,800.48	Operating	Y	No	N/A
Judd Fire Protection, LLC	N	N	Sprinkler System Maintenance (Wet/Dry)	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 41,333.85	Operating	Y	No	N/A
Kelly Generator and Equipment	N	N	Generator Service and Maintenance	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 20,061.88	Operating	Y	No	N/A
Leftwich & Ludaway LLC	Y	Y	Legal Services (General Outside Counsel)	N	Marlene Johnson	10/1/2015	3/31/2016	\$ 100,000.00	\$ 91,686.34	Operating /Capital	Y	No	N/A
Leftwich & Ludaway LLC	Y	Y	Legal Services (General Outside Counsel)	N	Marlene Johnson	4/1/2016	9/30/2016	\$ 100,000.00	\$ 1,056.00	Operating	Y	No	N/A
Levent Inc DBA Architectural Brass	N	N	Trash and Recycling Receptacles	N	Cathy Boles	11/5/2015	9/30/2016	\$ 100,000.00	\$ 99,919.00	Operating	Y	No	N/A
McAndrews Restoration Inc	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2015	9/30/2016	\$ 500,000.00	\$ 499,973.00	Operating	Y	No	N/A
McCall Handling Company	N	N	Supply and Delivery of Batteries & Battery Cables	N	Patrick Strickland	10/8/2015	9/30/2016	\$ 48,984.84	\$ 48,984.84	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY16 Contracts Roster**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY16 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
McCall Handling Company	N	N	Lift and Cart Equipment, Maintenance, and Repair Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 99,990.00	Operating	Y	No	N/A
MET Painters Inc.	Y	Y	Painting Services and Supplies	N	Najib Mohammed	10/1/2015	9/30/2016	\$ 50,000.00	\$ -	Operating	Y	No	N/A
Metropolitan Office Products	Y	Y	Office Supplies (Q3-Q4 FY16)	N	Shaunelle DeLaney	6/9/2016	9/30/2016	\$ 5,000.00	\$ 2,000.00	Operating	Y	No	N/A
Michael A. Jacobs, Esq	N	N	Facilitation and Mediation Consulting Services	Y	Misty Oratokhai	8/24/2015	8/23/2016	\$ 72,000.00	\$ 9,250.00	Operating	N	No	N/A
MICON CONSTRUCTIONS	Y	Y	Parking Lot Renovation	N	Candace Johnson	7/1/2016	9/30/2016	\$ 215,000.00	\$ 214,917.52	Capital	Y	No	N/A
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	N	N	Solar Window Film Purchase, Installation, and Repair Services	N	Cathy Boles	2/16/2016	9/30/2016	\$ 571,188.00	\$ 471,188.00	Capital	Y	No	N/A
Mike B Photography	N	N	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 20,000.00	\$ 13,953.75	Operating	Y	No	N/A
Mitchell Humphrey	N	N	FMSII Software Products License and Maintenance Support	N	Zeni Bekele	1/1/2015	12/31/2015	\$ 100,000.00	\$ 80,450.00	Operating	Y	No	N/A
Modern Door & Equipment Sales	N	N	Operable Walls Maintenance, Inspection and/or Repair Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 32,110.00	Operating	Y	No	N/A
MVS Inc.	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2015	9/30/2016	\$ 100,000.00	\$ 97,810.59	Operating	Y	No	N/A
Nalco, an Ecolab Company	N	N	Central Plant - Cooling Tower Water Treatment	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 40,000.00	\$ 30,163.08	Operating	Y	No	N/A
Navex Global	N	N	Ethics and Compliance Program	N	Misty Oratokhai	10/1/2015	9/30/2016	\$ 17,975.00	\$ 17,975.00	Operating	Y	No	N/A
Neal R. Gross & Company Inc.	Y	Y	Stenography Services	N	Sean Sands	10/1/2015	9/30/2016	\$ 35,000.00	\$ 16,046.30	Operating	Y	No	N/A
Octane Public Relations and Advertising	Y	Y	Cherry Blast Event	N	Chinyere Hubbard	4/6/2016	4/30/2016	\$ 99,993.00	\$ 99,993.00	Operating	Y	No	N/A
OMA*AMO Architecture PC	N	N	External Building Activation	N	Jennifer Iwu	8/15/2016	9/30/2016	\$ 250,000.00	\$ 12,283.55	Operating	Y	No	N/A
Omni Elevator Inspection Service	N	Y	Elevator Inspection, Elevator & Escalator Inspections	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ 32,266.73	Operating	Y	No	N/A
On Sale Promos LLC	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 24,634.57	Operating	Y	No	N/A
OohRah Fitness, Inc.	N	N	Employee Wellness Program	N	Sherril Harris	4/8/2016	9/30/2016	\$ 34,000.00	\$ 2,699.99	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Lenel System Upgrade	N	Jeff Arden	10/1/2015	9/30/2016	\$ 141,896.40	\$ 141,858.40	Capital	Y	No	N/A
Paige International Inc.	Y	Y	Security Equipment, Spare Parts, Maintenance and Repair	N	Gladys Jones	10/1/2015	9/30/2016	\$ 100,000.00	\$ 89,244.57	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Badging and Access Supplies	N	Gladys Jones	10/1/2015	9/30/2016	\$ 5,000.00	\$ 1,815.00	Operating	Y	No	N/A
Palace Florists Inc.	N	Y	Floral Arrangement Services	N	Shaunelle DeLaney	10/1/2015	9/30/2016	\$ 30,000.00	\$ 7,954.54	Operating	Y	No	N/A
Paulette Washington d.b.a. TPW Consultants.com	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	42443.00	9/30/2016	\$ 25,000.00	\$ -	Operating	Y	No	N/A
Periscope Holdings, Inc.	N	N	E-Procurement System Hosting, Maintenance, Support, Training & Consulting Services	Y	Kiara Short	10/1/2015	9/30/2016	\$ 124,650.00	\$ 113,739.17	Operating	N	No	N/A
Pioneer Manufacturing Company	N	N	Field Paint and Materials	N	Candace Johnson	10/1/2015	9/30/2016	\$ 20,000.00	\$ 2,167.85	Operating	Y	No	N/A
Porter Novelli	N	Y	Marketing Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 250,000.00	\$ 292,048.17	Operating	Y	No	N/A
Poshbooth LLC	N	N	PoshBooth BPA	N	Noni Lester	10/1/2015	9/30/2016	\$ 25,000.00	\$ 1,998.00	Operating	Y	No	N/A
PP Management LLC	N	N	eSports and Gaming Strategic Consulting Services	Y	Jennifer Iwu	9/21/2016	9/30/2016	\$ 50,000.00	\$ 15,000.00	Operating	N	No	N/A
Premier Landscapes, LLC	N	N	Plant Leasing & Interior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 95,000.00	\$ 92,396.00	Operating	Y	No	N/A
Premier Suppliers	Y	Y	First Aid Kit Servicing and Supplies	Y	Gladys Jones	3/9/2016	9/30/2016	\$ 3,500.00	\$ 845.28	Operating	Y	No	N/A
Projections/ Team Pro	N	N	Audio Visual Services	N	Michael Waxer	10/1/2015	9/30/2016	Commission	\$ 148,360.83	Operating	Y	Yes	N/A
Propane Taxi	N	N	Propane	N	Bill Smith	3/17/2015	9/30/2016	\$ 10,000.00	\$ 2,807.67	Operating	Y	No	N/A
PS Furniture Inc.	N	N	Rectangular Folding Tables and Racks	N	Bill Smith	10/1/2015	9/30/2016	\$ 100,000.00	\$ 95,447.60	Capital	Y	No	N/A
Public Performance Management LLC	Y	Y	Online Based Event Diagramming System	N	Joyce Watson	3/9/2016	9/30/2016	\$ 45,054.94	\$ 45,054.94	Operating	Y	No	N/A
Questica, Inc.	N	N	Questica Budget Software Annual Maintenance and Support	N	Rahel Kumela	5/31/2016	5/30/2017	\$ 74,474.00	\$ 69,560.00	Operating	N	No	N/A
Rand Construction Corporation	N	N	General Contractor IDIQ III	Y	Cathy Boles	3/10/2016	9/30/2016	\$ 180,000.00	\$ 5,548.00	Operating	Y	No	N/A
Reuter & Hanney, Inc.	N	N	Switchgear Testing	N	Najib Mohammed	10/1/2015	9/30/2016	\$ 219,075.00	\$ 92,640.00	Operating	Y	No	N/A
Sage Communications	N	N	Website Design, Development and Deployment	N	Pete Kirschner	10/1/2015	9/30/2016	\$ 17,453.35	\$ 3,930.46	Operating	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Hardware Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 60,598.76	Operating	Y	No	N/A
Senoda Inc.	Y	N	Employee Engagement Event Supplies	N	Noni Lester	11/13/2015	9/30/2016	\$ 50,000.00	\$ 15,000.00	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 84,602.99	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 71,892.35	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY16 Contracts Roster**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY16 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
SICO America, Inc.	N	N	Sico Maintenance, Parts Repairs & Advisory Assistance	N	Cathy Boles	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Siemens Industry Inc.	N	N	Building System Maintenance, Repair, and Upgrades	N	Cathy Boles	10/1/2015	9/30/2016	\$ 1,405,611.00	\$ 819,911.15	Capital	N	Yes	Attached
SigNet Technologies, Inc.	N	N	American Dynamics Victor Video System	N	Gladys Jones	10/1/2015	9/30/2016	\$ 10,500.00	\$ -	Operating	Y	No	N/A
SmartPerk Inc.	N	N	Apsire Subscription Agreement	N	Noni Lester	10/1/2015	9/30/2016	\$ 50,000.00	\$ 39,000.00	Operating	N	No	N/A
Smoot Gilbane Sports	Y	Y	Construction Manager At-Risk	N	Jennifer Iwu	7/18/2016	9/30/2016	\$ 4,002,578.00	\$ 46,627.54	Capital	Y	No	N/A
Social Sightings LLC	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 50,000.00	\$ 14,850.00	Operating	Y	No	N/A
Sol Systems LLC	Y	Y	Solar Power Generation System - Consultant	N	Cathy Boles	04/17/2015	4/16/2016	\$ 10,000.00	\$ 4,250.00	Capital	Y	No	N/A
Southern Aluminum Mfg Inc.	N	N	Tables, Accessories, Products, Equipment	N	Bill Smith	10/1/2015	9/30/2016	\$ 100,000.00	\$ 1,155.00	Operating	Y	No	N/A
Standard Office Supply	Y	Y	Supply & Delivery of Office Supplies	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 100,000.00	\$ 79,474.00	Operating	Y	No	N/A
Standard Office Supply	Y	Y	Acrylic Floor Podiums	N	Cathy Boles	2/16/2016	9/30/2016	\$ 10,000.00	\$ -	Operating	Y	No	N/A
Standard Restoration & Waterproofing	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2015	9/30/2016	\$ 500,000.00	\$ 424,629.00	Capital	Y	No	N/A
Storyboard LLC	Y	Y	Marketing & Event Planning Services	N	Erik Moses	10/1/2015	9/30/2016	\$ 250,000.00	\$ 89,726.00	Operating	Y	No	N/A
Stranix Associates LLC	N	N	Project Mangement Services	Y	Erik Moses	7/20/2015	7/19/2016	\$ 224,000.00	\$ -	Operating	N	No	N/A
Stranix Associates LLC	N	N	Construction Management Consulting Agreement	Y	Marlene Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ 33,581.06	Operating	N	No	N/A
Streetsense Retail Advisors LLC	N	N	Leasing Brokerage Agreement	N	Jennifer Iwu	7/24/2015	7/23/2016	\$ 388,045.98	\$ 197,788.11	Operating	N	No	N/A
Swanson Communications	N	Y	Marketing & Public Relations Services	N	Erik Moses	10/1/2015	9/30/2016	\$ 100,000.00	\$ 33,792.91	Operating	Y	No	N/A
Talentwise Inc.	N	N	Screening & Investigative Services	N	Misty Oratokhai	10/1/2015	9/30/2016	\$ 50,000.00	\$ 4,435.80	Operating	Y	No	N/A
Talk of the Town	N	N	Team Building Exercises and Activities	N	Noni Lester	10/1/2015	9/30/2016	\$ 25,000.00	\$ 3,756.00	Operating	Y	No	N/A
The AD Store	Y	Y	NFC Marketing and PR Services	N	Pete Kirschner	5/17/2016	9/30/2016	\$ 487,500.00	\$ 298,986.00	Operating	Y	No	N/A
The Coles Group LLC	Y	Y	TRAINING AND CERTIFICATION ON FIRST AID, CPR & AED	N	Gladys Jones	6/6/2016	9/30/2016	\$ 10,468.00	\$ 3,468.00	Operating	Y	No	N/A
THE HAMILTON GROUP	Y	Y	Toro Riding Mower	N	Candace Johnson	5/23/2016	9/30/2016	\$ 3,625.75	\$ 3,625.75	Operating	Y	No	N/A
The Midtown Group	Y	Y	Temporary Staffing - Network Admin	N	Misty Oratokhai	7/27/2016	9/30/2016	\$ 21,120.00	\$ 3,465.00	Operating	Y	No	N/A
The Sherwin-Williams Company	N	N	Paint and Painting Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 27,977.23	Operating	Y	No	N/A
The Track Group, Inc	N	N	Customer Satisfaction Survey	N	Steve Schwartz	10/1/2015	9/30/2016	\$ 76,493.76	\$ 71,778.00	Operating	Y	No	N/A
The Triage Group LLC	Y	Y	Web Migration and Hosting Services	N	Pete Kirschner	10/1/2015	9/30/2016	\$ 75,000.00	\$ 28,442.50	Operating	Y	No	N/A
LULSTER CARPET MILLS, INC.	N	N	Carpet Purchase	N	Cathy Boles	8/16/2016	9/30/2016	\$ 463,074.00	\$ 231,537.28	Capital	N	No	N/A
Ultimate Software Group	N	N	HR, Payroll & Timekeeping	N	Zeni Bekele	10/1/2015	9/30/2016	\$ 124,770.00	\$ 119,728.62	Operating	Y	No	N/A
UniFirst	N	N	Uniform Rental	N	Bill Smith	10/1/2015	9/30/2016	\$ 50,000.00	\$ 16,810.60	Operating	Y	No	N/A
USI Insurance Services LLC	N	N	Health Insurance Brokerage Services	N	Misty Oratokhai	3/15/2016	9/30/2016	\$ -	\$ -	Operating	Y	No	N/A
Washington Arena Design Group	Y	Y	Architectural/Engineering Services	N	Jennifer Iwu	2/19/2016	3/31/2019	\$ 3,787,208.00	\$ 117,164.92	Capital	Y	No	N/A
Washington Express	N	N	Courier Services	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 100,000.00	\$ 1,225.41	Operating	Y	No	N/A
Washington Opportunity Institute	Y	Y	Computer Software Training Services	N	Misty Oratokhai	3/1/2016	9/30/2016	\$ 100,000.00	\$ 840.00	Operating	Y	No	N/A
Willdan Financial Services	N	N	Arbitrage Rates and Municipal Disclosure Services	N	Nuru Yimam	10/1/2015	9/30/2016	\$ 10,000.00	\$ 9,410.00	Operating	Y	No	N/A
Winfield Solutions	N	N	Grass Seed and Fertilizer	N	Candace Johnson	10/1/2015	9/30/2016	\$ 17,000.00	\$ 2,075.00	Operating	Y	No	N/A
WINMAR, INC	Y	Y	General Contractor IDIQ II	N	Cathy Boles	3/21/2016	9/30/2016	\$ 180,000.00	\$ 91,363.00	Operating	Y	No	N/A
Won-Door Corporation	N	N	Door Inspection	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 10,000.00	\$ 1,824.00	Operating	Y	No	N/A
World Class Athletic Surfaces	N	N	Field Paint and Materials	N	Candace Johnson	10/1/2015	9/30/2016	\$ 20,000.00	\$ 3,571.00	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox-FY 15 Maintenance for copier/fax machines	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 65,000.00	\$ 61,846.89	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox-staples for copier machines in FY 15	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 1,900.00	\$ 1,504.00	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox-FY 15 Lease for copy/fax equipment	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 49,000.00	\$ 44,100.00	Operating	Y	No	N/A
Zinnia Films Inc.	N	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 45,000.00	\$ -	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY17 Contracts Roster as of December 31, 2016**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY17 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Absolute Solutions & Associates, LLC	Y	Y	Faucets	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
AGM Container Controls, Inc	Y	Y	ADA Lift Parts	N	Robert Hester	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Allied Trailer Sales & Rentals	N	N	Ticket Trailer Rental	N	Andrew Harrington	10/1/2016	9/30/2017	\$ 40,000.00	\$ 4,475.00	Operating	Y	No	N/A
Allstate Floors of DC	Y	Y	Carpet Storage, Transportation, Removal, and Installation Services	N	Cathy Boles	7/13/2016	7/12/2017	\$ 515,304.43		Capital	Y	No	N/A
Allstate Floors of DC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 513,167.00	\$ 198,755.00	Operating	Y	No	N/A
AlSCO	N	N	Linen Services	N	Bill Smith	10/1/2016	9/30/2017	\$ 25,000.00	\$ 3,738.00	Operating	Y	No	N/A
American Combustion Industries, Inc.	N	N	Boiler Service and Maintenance	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
ANALYTICA	Y	Y	Computer Application Software and Related Products	N	Rebecca Ryan	12/19/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Aon	N	N	Risk Management, Insurance Brokerage, Consulting	Y	Reginald Smith	12/31/2016	12/30/2017	\$ 153,000.00	\$ -	Operating	Y	No	N/A
Aquaverve	N	N	Water Coolers	N	Cathy Boles	10/1/2016	9/30/2017	\$ 30,000.00	\$ -	Operating	Y	No	N/A
Aramark Sports LLC	N	Y	Housekeeping Service	N	Bill Smith	10/1/2015	9/30/2020	\$ 23,604,202.00	\$ 375,077.70	Operating	Y	Yes	Attached
Artex Fine Art Services	N	N	Art Conservation Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Atlantic Electric Supply	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 4,870.00	Operating	Y	No	N/A
B & B Floor Services, LLC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Bank of New York	N	N	Bond Trustee Services	N	Henry Mosley	10/1/2010	9/30/2039	\$ 5,000.00	\$ -	Operating	N	Yes	N/A
Bankers Management Services	N	N	Courier Services	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 7,500.00	\$ 418.67	Operating	Y	No	N/A
BearCom	N	N	Portable Motorola Radio Repairs	N	Lynn Anthony	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Blue Skye Construction, LLC	Y	Y	General Contractor IDIQ V	N	Cathy Boles	10/1/2016	9/30/2017	\$ 201,200.00	\$ 1,200.00	Capital	Y	No	N/A
Bluefin llc	N	N	Roofing Repairs Oversight	N	Cathy Boles	11/15/2016	9/30/2017	\$ 75,005.00	\$ 16,749.92	Operating	Y	No	N/A
Bollinger Energy Corporation	N	N	ULTRA Low Sulfur Diesel Fuel (ULSD)	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
BRAILSFORD & DUNLAVEY, INC	Y	Y	ESA Program Management Services	N	Jennifer Iwu	2/23/2016	11/30/2018	\$ -	\$ -	Operating	Y	No	N/A
Brylin Glass, LLC	N	N	Window Repair and Replacement Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Buy Sod Inc	N	N	RFK Field Replacement	N	Candace Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Cap8 Doors & Hardware	Y	Y	Flush Metal Doors	N	Cathy Boles	11/22/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Capital Business Center	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
CAPITAL SEGWAY OF WASHINGTON	N	Y	Segway Regular Maintenance and As-Needed Repair Services; and Parts	N	Gladys Jones	10/1/2016	9/30/2017	\$ 9,393.22	\$ 8,893.22	Operating	N	No	N/A
Capitol Services Management, Inc.	Y	Y	Strategic Communications	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 41,449.92	Operating	Y	No	N/A
Capitol Construction Group LLC	Y	Y	Painting Services and Supplies	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 15,000.00	\$ -	Operating	Y	No	N/A
CDS Mechanical Services Inc.	N	N	Central Plant - Chiller Maintenance and Inspection Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 90,000.00	\$ 4,305.00	Operating	N	No	N/A
Centerplate	N	Y	Food Service Management	N	Joyce Watson	5/19/2011	3/31/2019	Commission	\$ -	Operating	Y	Yes	Attached
Chesapeake Shade and Blind	N	N	Shade Repair, Replacement and Installation Services	N	Cathy Boles	10/27/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
CitiRoof Corporation	N	N	Sarnafil Roof Repair & Maintenance Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ 80,000.00	Operating/Capital	Y	No	N/A
Clean Decisions	Y	Y	Community Clean Up	N	Candace Johnson	10/1/2016	9/30/2017	\$ 15,000.00	\$ 1,558.21	Operating	Y	No	N/A
CMGRP	N	N	Strategic Communications	N	Chinyere Hubbard	10/1/2016	2/28/2017	\$ 50,000.00	\$ -	Operating	Y	No	N/A
CNR Lighting	N	N	Custom Wall Sconces	N	Cathy Boles	10/1/2016	9/30/2017	\$ 45,600.00	\$ 15,200.00	Operating	N	No	N/A
Continental Wireless Inc.	N	N	Portable Motorola Radios and Accessories	N	Lynn Anthony	10/1/2016	9/30/2017	\$ 50,000.00	\$ 376.91	Operating	Y	No	N/A
Convergint Technologies	N	N	Security Equipment, Spare Parts, Maintenance and Repair	N	Jeffery Arden	10/1/2016	9/30/2017	\$ 100,000.00	\$ 94,224.35	Operating	Y	No	N/A
Corporate Press Communications Co.	N	N	Printing and Other Related Services	N	Chinyere Hubbard	10/1/2015	9/30/2017	\$ 100,000.00	\$ 4,135.60	Operating	Y	No	N/A
Corporate Systems Resources Inc.	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY17 Contracts Roster as of December 31, 2016**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY17 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Corporate Systems Resources Inc.	Y	Y	Digital Two-Way Radios and Accessories	N	Lynn Anthony	10/1/2016	9/30/2017	\$ 105,695.00	\$ -	Operating	Y	No	N/A
Cosmos Air Purification and Environmental Systems, Inc.	N	N	Air Filters	N	Patrick Strickland	11/15/2016	9/30/2017	\$ 46,620.84	\$ -	Operating	Y	No	N/A
CSI Corporation of DC	Y	Y	Security	N	Glady's Jones	10/1/2016	9/30/2017	\$ 1,032,194.00	\$ 246,835.43	Operating	Y	Yes	Attached
CSV, LLC	N	Y	Business Development Services	Y	Jennifer Iwu	8/5/2015	8/4/2017	\$ 75,000.00	\$ -	Operating	N	No	N/A
David Edward Company, Ltd.	N	N	Lobby Furniture Reupholster and Repair Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Daylily Landscaping	Y	Y	Exterior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 43,453.21	Operating	Y	No	N/A
Daylily Landscaping	Y	Y	Lawn Maintenance Services - Carnegie	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 21,960.00	Operating	Y	No	N/A
Degreed Inc.	N	N	Degreed Subscription Agreement	N	Tawana Parker	10/1/2016	9/30/2017	\$ 21,000.00	\$ 5,250.00	Operating	N	No	N/A
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	3/7/2016	3/6/2017	Commission	\$ -	Operating	Y	Yes	Attached
Diligent Rocket LLC	N	N	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 1,176.00	Operating	Y	No	N/A
DKC Public Relations	N	N	Strategic Communications	N	Chinyere Hubbard	7/14/2016	9/30/2017	\$ 100,000.00	\$ 20,840.85	Operating	Y	No	N/A
Docsav Industries Inc.	Y	Y	General Mechanical Supplies	N	Ed Heubert	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Drapes 4 Show Inc.	N	N	Event Table Linens & Supplies	N	Bill Smith	10/1/2016	9/30/2017	\$ 70,000.00	\$ -	Operating	Y	No	N/A
DS Waters of America Inc.	N	N	Water Delivery Services	N	Williams Smith	10/1/2016	9/30/2017	\$ 50,000.00	\$ 114.34	Operating	Y	No	N/A
DuPont Computers	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Eastern Lift Truck Co. Inc.	N	N	Lift and Cart Equipment, Maintenance, and Repair Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 50,000.00	\$ -	Capital	Y	No	N/A
ECS Capitol Services, PLLC	Y	Y	DCRA Third Party Inspector Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 30,000.00	\$ -	Operating	Y	No	N/A
Emergency 911 Security Inc.	Y	Y	Badging and Access Supplies	N	Glady's Jones	10/1/2016	9/30/2017	\$ 10,000.00	\$ -	Operating	Y	No	N/A
Employers Edge LLC	N	N	Unemployment Management Services	N	Monica Bullock	7/1/2016	6/30/2017	\$ 10,000.00	\$ -	Operating	Y	No	N/A
Engineers Outlet	N	Y	Hardware Supplies	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Engraving & Awards of NE	N	N	Event Trophies	N	Candace Johnson	10/1/2016	9/30/2017	\$ 8,000.00	\$ -	Operating	Y	No	N/A
Eyre	N	N	NFC Bus Services	N	Candace Johnson	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Fannon Petroleum	N	N	Fuel/Heating Oil #2	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Fisher & Son Co. Inc.	N	N	Grass Seed and Fertilizer	N	Candace Johnson	10/1/2016	9/30/2017	\$ 17,000.00	\$ -	Operating	Y	No	N/A
Frasca & Associates, LLC	N	N	Financial Advisory Services	N	Henry Mosley	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Fujitec America Inc.	N	N	Escalator/Elevator Maintenance	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 970,000.00	\$ 230,460.27	Operating	Y	No	N/A
GCS, Inc	Y	Y	General Contractor IDIQ IV	N	Cathy Boles	3/21/2016	9/30/2017	\$ 200,000.00	\$ -	Capital	Y	No	N/A
Gem Laser Express Inc.	N	N	Printer Maintenance and Supplies	N	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 268.33	Operating	Y	No	N/A
General & Mechanical Services, LLC	N	N	General Mechanical Services and Supplies	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 570.00	Operating	Y	No	N/A
Ghost Note Media	Y	Y	Strategic Communications	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
GLP Inc	Y	Y	Electromechanical Rigging Services	N	Joyce Watson	12/20/2012	9/30/2017	Commission	\$ -	Operating	Y	Yes	Attached
Goetz Printing Co.	N	N	Printing Services	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Herrick, Feinstein LLP	N	N	Legal Services	N	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 12,065.28	Operating	Y	No	N/A
Hi Pro Productions and Media LLC	N	N	Photography and Videography Services	N	Ashley Forrester	10/1/2016	9/30/2017	\$ 45,000.00	\$ -	Operating	Y	No	N/A
Hi-Tech Electric LLC	N	N	Electrical Utility & Air/Water/Drain	N	Rebecca Ryan	10/1/2016	9/30/2017	Commission	\$ -	Operating	Y	Yes	Attached
Hi-Tech Solution Inc.	Y	Y	SQL Server & Visual Studio Software Licenses	N	Rebecca Ryan	10/1/2016	9/30/2017	\$ 35,647.00	\$ 1,014.91	Operating	Y	No	N/A
Humphrey Rich Construction Group, Inc.	N	N	General Contractor IDIQ I	N	Cathy Boles	10/1/2016	9/30/2017	\$ 200,000.00	\$ 70,777.35	Capital	Y	No	N/A
ICI Systems, Inc.	Y	Y	FY17 IT Service Provider Services	N	Rebecca Ryan	12/7/2016	9/30/2017	\$ 45,000.00	\$ 20,000.00	Operating	Y	No	N/A
Ideal Electrical Supply Inc	Y	Y	Electrical Equipment, Parts and Supplies	N	Erik Moses	10/1/2016	9/30/2017	\$ 100,000.00	\$ 34,749.10	Operating	Y	No	N/A
Imagine Photography Inc.	Y	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Innovative Pest Management	N	N	Pest Control Management	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 18,024.64	Operating	Y	No	N/A
Inova Employee Assistance	N	N	Employee Assistance Program Services	N	Misty Oratokhai	10/1/2016	9/30/2017	\$ 9,275.00	\$ 2,318.75	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY17 Contracts Roster as of December 31, 2016**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY17 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Interface Media Group Inc.	N	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2016	9/30/2017	\$ 70,000.00	\$ -	Operating	Y	No	N/A
Jenks Inc.	Y	Y	One-Man GR-20 Genie Lifts	N	Gladys Jones	10/1/2016	9/30/2017	\$ 88,360.00		Operating	Y	No	N/A
Jenks Inc.	Y	Y	Carpentry Supplies	N	Najib Mohamed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 13,652.71	Operating	Y	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Recycling Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 40,000.00	\$ 39,753.99	Operating	Y	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Trash Hauling	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 150,000.00	\$ -	Operating	Y	No	N/A
Judd Fire Protection, LLC	N	N	Sprinkler System Maintenance (Wet/Dry)	N	Ed Heubert	10/1/2016	9/30/2017	\$ 100,000.00	\$ 2,155.75	Operating	Y	No	N/A
Kelly Generator and Equipment	N	N	Generator Service and Maintenance	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Leftwich & Ludaway LLC	Y	Y	Legal Services (General Outside Counsel)	N	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 77,114.34	Operating	Y	No	N/A
Levent Inc DBA Architectural Brass	N	N	Trash and Recycling Receptacles	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
LEVIN PROFESSIONAL SVCS, INC	N	N	Audio Visual Universal Support Services	N	Lynn Anthony	12/7/2016	9/30/2017	\$ 23,282.45	\$ -	Operating	Y	No	N/A
MB STAFFING SERVICES LLC.	Y	Y	Temporary Staffing	N	Misty Oratokhai	10/10/2016	9/30/2017	\$ 100,000.00	\$ 8,374.01	Operating	Y	No	N/A
McAndrews Restoration Inc	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 500,000.00	\$ -	Capital	Y	No	N/A
McCall Handling Company	N	N	Lift and Cart Equipment, Maintenance, and Repair Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 11,129.79	Capital	Y	No	N/A
McCall Handling Company	N	N	Supply and Delivery of Batteries & Battery Cables	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
MET Painters Inc.	Y	Y	Painting Services and Supplies	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 50,000.00	\$ -	Operating	Y	No	N/A
Metropolitan Office Products	Y	Y	Office Supplies and Delivery	N	Shauneille Delaney	10/12/2016	9/30/2017	\$ 100,000.00	\$ 15,066.65	Operating	Y	No	N/A
Michael A. Jacobs, Esq	N	N	Facilitation and Mediation Consulting Services	Y	Tawana Parker	8/24/2016	8/23/2017	\$ 72,000.00	\$ 500.00	Operating	N	No	N/A
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	N	N	Solar Window Film Purchase, Installation, and Repair Services	N	Cathy Boles	2/16/2016	9/30/2017	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Midwest Folding Products	N	N	Multi Storage Racking System	N	Cathy Boles	11/17/2016	2/16/2017	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Mike B Photography	N	N	Photography and Videography Services	N	Ashley Forrester	10/1/2016	9/30/2017	\$ 20,000.00	\$ 2,420.00	Operating	Y	No	N/A
Mitchell Humphrey	N	N	FMSII Software Products License and Maintenance Support	N	Zeni Bekele	1/1/2017	12/31/2017	\$ 76,000.00	\$ 7,200.00	Operating	Y	No	N/A
Modern Door & Equipment Sales	N	N	Operable Walls Maintenance, Inspection and/or Repair Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Morgan, Lewis & Bockius LLP	N	Y	Legal Services	N	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ 32,360.00	Operating	Y	No	N/A
Morgans, Inc., T/A Jimmie Muscatellos	Y	Y	Uniform Rental	N	Bill Smith	10/21/2016	9/30/2017	\$ 70,000.00	\$ 552.48	Operating	Y	No	N/A
MVS Inc.	Y	Y	Computer Supplies, Equipment and Accessories	N	Rebecca Ryan	10/1/2016	9/30/2017	\$ 100,000.00	\$ 17,775.26	Operating	Y	No	N/A
Nalco, an Ecolab Company	N	N	Central Plant - Cooling Tower Water Treatment	N	Patrick Strickland	11/7/2016	9/30/2017	\$ 40,000.00	\$ 5,526.68	Operating	Y	No	N/A
Navex Global	N	N	Ethics and Compliance Program	N	Misty Oratokhai	10/1/2016	9/30/2017	\$ 20,132.00	\$ 20,132.00	Operating	Y	No	N/A
Neal R. Gross & Company Inc.	Y	Y	Stenography Services	N	Sean Sands	10/1/2016	9/30/2017	\$ 35,000.00	\$ 2,469.35	Operating	Y	No	N/A
NEOPOST USA INC.	N	N	iMPB Software	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 3,700.00	\$ 3,700.00	Operating	Y	No	N/A
NEOPOST USA INC.	N	N	Postage Meter Rental	N	Shauneille Delaney	11/5/2016	9/30/2017	\$ 4,569.12	\$ 4,569.12	Operating	Y	No	N/A
OMA*AMO Architecture PC	N	N	External Building Activation	N	Jennifer Iwu	8/15/2016	3/31/2017	\$ 250,000.00	\$ 12,283.55	Capital	Y	No	N/A
Omni Elevator Inspection Service	N	Y	Elevator Inspection, Elevator & Escalator Inspections	N	Ed Heubert	10/1/2016	9/30/2017	\$ 100,000.00	\$ 6,663.46	Operating	Y	No	N/A
On Sale Promos LLC	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 5,815.00	Operating	Y	No	N/A
OVERHEAD DOOR COMPANY OF WASHI	N	N	Overhead Doors Maintenance and Repair Services	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Badging and Access Supplies	N	Gladys Jones	10/1/2016	9/30/2017	\$ 5,000.00	\$ 2,000.00	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Lenel System Upgrade	N	Jeff Arden	10/1/2016	9/30/2017	\$ 100,000.00	\$ 30,000.00	Capital	Y	No	N/A
Paige International Inc.	Y	Y	Security Equipment, Spare Parts, Maintenance and Repair	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 139,244.57	\$ -	Operating	Y	No	N/A
Palace Florists Inc.	N	Y	Floral Arrangement Services	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 30,000.00	\$ 636.80	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY17 Contracts Roster as of December 31, 2016**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY17 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Penngood, LLC		Y	Strategic Communications	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Periscope Holdings, Inc.	N	N	E-Procurement System Hosting, Maintenance, Support, Training & Consulting Services	Y	Kiara Short	10/1/2016	9/30/2017	\$ 124,650.00	\$ 99,650.00	Operating	N	No	N/A
Pioneer Manufacturing Company	N	N	Field Paint and Materials	N	Andrew Harrington	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Porter Novelli	N	Y	Marketing Services	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 250,000.00	\$ -	Operating	Y	No	N/A
Poshbooth LLC	N	N	PoshBooth BPA	N	Ilar Edun	10/1/2016	9/30/2017	\$ 5,000.00	\$ -	Operating	Y	No	N/A
PP Management LLC	N	N	esports and gaming strategic consulting services	N	Jennifer Iwu	9/21/2016	3/21/2017	\$ 50,000.00	\$ 15,000.00	Operating	N	No	N/A
Premier Landscapes, LLC	N	N	Plant Leasing & Interior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 95,000.00	\$ 18,849.00	Operating	Y	No	N/A
Premier Suppliers	Y	Y	First Aid Kit Servicing and Supplies	N	Gladys Jones	10/1/2016	9/30/2017	\$ 3,500.00	\$ 1,876.55	Operating	Y	No	N/A
Projections/ Team Pro	N	N	Audio Visual Services	N	Michael Waxer	10/1/2016	9/30/2017	Commission	\$ -	Operating	Y	Yes	Attached
Propane Taxi	N	N	Propane	N	Bill Smith	10/1/2016	9/30/2017	\$ 10,000.00	\$ 2,807.67	Operating	Y	No	N/A
Protiviti Government Services, Inc	N	Y	Temporary Staffing - Procurement Director	N	Candace Butler	11/7/2016	2/24/2017	\$ 87,000.00	\$ 38,136.45	Operating	N	No	N/A
PS Furniture Inc.	N	N	Rectangular Folding Tables and Racks	N	Bill Smith	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Questica, Inc.	N	N	Questica Budget Software Annual Maintenance and Support	N	Rahel Kumela	5/31/2016	5/30/2017	\$ 74,474.00	\$ 4,914.00	Operating	N	No	N/A
Rand Construction Corporation	N	N	General Contractor IDIQ III	Y	Cathy Boles	10/1/2016	9/30/2017	\$ 200,000.00	\$ 25.00	Capital	Y	No	N/A
Reingold LINK	Y	Y	Strategic Communications	N	Chinyere Hubbard	12/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Reuter & Hanney, Inc.	N	N	Switchgear Testing	N	Najib Mohammed	10/1/2016	9/30/2017	\$ 219,075.00	\$ -	Operating	Y	No	N/A
Robin Moore Legacies LLC t/a Crosson Moore Art Services	N	N	Art Curator Services	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 100,000.00	\$ 7,770.00	Operating	Y	No	N/A
Rogers Acquisition DBA BeneCom Associates	N	N	Benefit Confirmation Statements	N	Sherri Harris	10/26/2016	9/30/2017	\$ 3,500.00	\$ -	Operating	Y	No	N/A
Rogers Acquisition DBA BeneCom Associates	N	N	Total Compensation Statements	N	Sherri Harris	10/26/2016	9/30/2017	\$ 3,500.00	\$ -	Operating	Y	No	N/A
Sage Communications	N	N	Website Design, Development and Deployment	N	Deandra Duggans	10/1/2016	9/30/2017	\$ 17,453.35	\$ -	Operating	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 2,465.89	Capital	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Hardware Supplies	N	Najib Mohamed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 1,872.47	Operating	Y	No	N/A
Scott Circle Communications, Inc.		Y	Strategic Communications	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Senoda Inc.	Y	N	Employee Engagement Event Supplies	N	Noni Lester	10/1/2016	9/30/2017	\$ 50,000.00	\$ 7,370.81	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 14,741.62	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	10/1/2016	9/30/2017	\$ 100,000.00	\$ 14,741.62	Operating	Y	No	N/A
Shepherd Electric Supply of Washington DC		Y	Bulb Eater*3 with Intelli Technology*	N	Cathy Boles	10/20/2016	9/30/2017	\$ 5,628.00	\$ 5,628.00	Operating	Y	No	N/A
Siemens Industry Inc.	N	N	Building System Maintenance, Repair, and Upgrades	N	Cathy Boles	10/1/2016	9/30/2017	\$ 1,405,611.00	\$ 144,035.69	Capital	Y	Yes	Attached
SigNet Technologies, Inc.	N	N	American Dynamics Victor Video System	N	Gladys Jones	10/1/2016	9/30/2017	\$ 10,500.00	\$ -	Operating	Y	No	N/A
Smoot Gilbane Sports	Y	Y	Construction Manager At-Risk	Y	Jennifer Iwu	10/1/2016	9/30/2017	\$ 3,955,950.46	\$ 46,627.54	Capital	Y	Yes	N/A
SONCO WORLDWIDE INC	N	N	Interlocking Steel Barriers	N	Cathy Boles	10/1/2016	9/30/2017	\$ 100,000.00	\$ 35,600.00	Capital	Y	No	N/A
Southern Aluminum Mfg Inc.	N	N	Tables, Accessories, Products, Equipment	N	Bill Smith	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Standard Office Supply	Y	Y	Supply & Delivery of Office Supplies	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 100,000.00	\$ 6,735.12	Operating	Y	No	N/A
Standard Restoration & Waterproofing	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2016	9/30/2017	\$ 500,000.00	\$ 219,791.00	Capital	Y	No	N/A
Stranix Associates LLC	N	N	Construction Management Consulting Agreement	Y	Marlene Johnson	10/1/2016	9/30/2017	\$ 100,000.00	\$ -	Operating	N	No	N/A

**Washington Convention and Sports Authority
FY17 Contracts Roster as of December 31, 2016**

Vendor Name	Certified Business Enterprise (Y/N)	District-Based (Y/N)	Purpose of Contract	Consulting Services (Y/N)	Contract Monitor	Contract Term Begin	Contract Term End	Contract FY17 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Stranix Associates LLC	N	N	Project Mangement Services	Y	Erik Moses	7/20/2016	7/19/2017	\$ 224,000.00	\$ -	Operating	N	No	N/A
Stuart Dean Co., Inc.	N	N	Architectural Woodwork Restoration Services	N	Cathy Boles	12/7/2016	9/30/2017	\$ 100,000.00	\$ -	Capital	Y	No	N/A
Talentwise Inc.	N	N	Screening & Investigative Services	N	Misty Oratokhai	10/1/2016	9/30/2017	\$ 50,000.00	\$ 1,049.70	Operating	Y	No	N/A
Talk of the Town	N	N	Team Building Exercises and Activites	N	Ilar Edun	10/1/2016	9/30/2017	\$ 25,000.00	\$ 7,640.00	Operating	Y	No	N/A
The Bureau of National Affairs DBA Bloomberg BNA	N	N	Bloomberg Subscription Agreement	N	Reginald Smith	10/1/2016	11/21/2017	\$ 12,360.00	\$ 12,360.00	Operating	N	No	N/A
The CALPRO Group	Y	Y	Event Setup and Dismantling Services	N	Bill Smith	10/1/2016	9/30/2017	\$ 156,078.26	\$ 151,078.26	Operating	Y	No	N/A
The Coles Group LLC	Y	Y	TRAINING AND CERTIFICATION ON FIRST AID, CPR & AED	N	Gladys Jones	10/1/2016	9/30/2017	\$ 10,468.00	\$ 4,468.00	Operating	Y	No	N/A
The Sherwin-Williams Company	N	N	Paint and Painting Supplies	N	Najib Mohamed	10/1/2016	9/30/2017	\$ 100,000.00	\$ 11,662.13	Operating	Y	No	N/A
The Triage Group LLC	Y	Y	Web Migration and Hosting Services	N	Pete Kirschner	10/1/2016	9/30/2017	\$ 75,000.00	\$ 3,992.50	Operating	Y	No	N/A
ULSTER CARPET MILLS, INC.	N	N	Carpet Purchase	N	Cathy Boles	10/1/2016	9/30/2017	\$ 463,074.00	\$ 462,600.37	Capital	N	No	N/A
Ultimate Software Group	N	N	HR, Payroll & Timekeeping	N	Zeni Bekele	10/1/2016	9/30/2017	\$ 124,770.00	\$ 30,230.91	Operating	Y	No	N/A
UniFirst	N	N	Uniform Rental	N	Bill Smith	10/1/2016	9/30/2017	\$ 50,000.00	\$ 2,846.49	Operating	Y	No	N/A
UNITED SITE SERVICES OF MD INC	N	N	Portable Toilets	N	Candace Johnson	12/19/2016	9/30/2017	\$ 40,000.00	\$ -	Operating	Y	No	N/A
USI Insurance Services LLC	N	N	Health Insurance Brokerage Services	N	Misty Oratokhai	10/1/2016	9/30/2017	\$ -	\$ -	Operating	Y	No	N/A
Washington Arena Design Group	Y	Y	Architectural/Engineering Services	N	Jennifer Iwu	2/19/2016	3/31/2019	\$ 3,670,043.08	\$ 434,736.62	Operating	Y	No	N/A
Washington Express	N	N	Courier Services	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 7,500.00	\$ 230.89	Operating	Y	Yes	N/A
Willdan Financial Servces	N	N	Arbitrage Rates and Municipal Disclosure Services	N	Nuru Yimam	10/1/2016	9/30/2017	\$ 10,000.00	\$ 5,000.00	Operating	Y	No	N/A
Wilson Dependable Services, LLC	Y	Y	Annual Fire Extinguisher Inspection & Maintenance Services/Equipment	N	Najib Mohammed	12/7/2016	9/30/2017	\$ 5,000.00	\$ 5,000.00	Operating	Y	No	N/A
WINMAR, INC	Y	Y	General Contractor IDIQ II	N	Cathy Boles	10/1/2016	9/30/2017	\$ 291,363.00	\$ 91,363.00	Operating	Y	No	N/A
Won-Door Corporation	N	N	Door Inspection	N	Patrick Strickland	10/1/2016	9/30/2017	\$ 10,000.00	\$ -	Operating	Y	No	N/A
World Class Athletic Surfaces	N	N	Field Paint and Materials	N	Andrew Harrington	10/1/2016	9/30/2017	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox-FY 17 Copier Lease	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 49,000.00	\$ -	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox -FY 17 Maintenance for copier/fax machines	N	Shauneille Delaney	10/1/2016	9/30/2017	\$ 65,000.00	\$ 4,150.51	Operating	Y	No	N/A
Zinnia Films Inc.	N	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2016	9/30/2017	\$ 45,000.00	\$ -	Operating	Y	No	N/A



**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	
<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

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

CA19-0375 - PROPOSED MULTI-YEAR CONTRACT WITH PROJECTION PRESENTATION TECHNOLOGY FOR \$2,727,259.00.

Legislative Summary	
Legislation Number	CA19-0375
Introduction Date	Jul 2, 2012
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	CA19-0375 deemed disapproved on Aug 17, 2012
Additional Information	PR19-803, Approved on 7/10/2012

**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



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



Question 8

Please list all FY 2016 and FY 2017 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 FY16 performance standards were grouped into five 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 FY17 performance standards are currently being finalized to reflect the next round of short- and medium-term strategic initiatives.

FY16 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:

- On the technology front, completed a significant overhaul of the wireless network and the expansion of free Wi-Fi service throughout the entire Convention Center. Designed and installed a new 6' x 21' LED sign facing the front entrance of the Center. Completed the replacement of the Center's original audio system. Increased Internet bandwidth to



all venues, including our first dedicated circuit to the DC Armory to support that venue's Wi-Fi upgrade in FY15, to help insure quick and reliable access to cloud-based services, including the transition to Microsoft Office 365, which we completed during the fiscal year.

- The Public Safety team completed training of all staff and service partners on Active Shooter Awareness and Response; the evaluation of additional security measures or improvements such as the purchase of digital closed-circuit television cameras; the installation of additional key card readers; enhancements to the agency's mass communication system; and, in conjunction with our community engagement teams, the continued issuance of proactive community advisories for events with unusual traffic patterns, the potential for traffic congestion or customer activity external to our facilities. In addition, Public Safety implemented staffing enhancements (e.g., posting officers at the Convention Center's side entrances on 9th Street NW and 7th Street NW).
- The Office of Contracts and Procurement Services met and surpassed its FY16 DSLBD goals, with actual CBE spending (inclusive of service partner spending) of \$21,608,014.50 against a goal of \$15,144,336.07. The team had total contracting activity that exceeded \$19 million (excluding capital expenditures) across more than 140 completed procurement actions in FY16 – compared to 64 actions in FY15 at just over \$15 million.
- The Human Resources team completed the development of the Strive for Five training program and most staff has been trained on the principles. In addition, a staff-management working group completed the development of a new performance evaluation tool, and associated software has been developed and paired with the tool. The division also developed a three-day comprehensive training program for all Authority management team members, developed an employee volunteerism policy, allowing Authority employees the opportunity to volunteer four hours per month at designated volunteer sites, so long as those activities do not interfere with day-to-day operations.

FY16 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 Conventions and Meetings Division continues to incorporate customer service/satisfaction targets for each customer-facing unit as well as the Division's service partners. In FY16, out of a total of 21 metrics surveyed across the Division, the team collectively met or exceeded 14 of its "stretch" goals (these are specific metrics, selected for the potential to have a positive impact across an entire team, in which the goals are set materially higher than the other service standards making up an individual metric). Overall, the Division's scores exceeded FY15 year-end scores on 18 of the 21 customer service metrics.
- Also during the fiscal year, the Division established new customer service initiatives to enhance service offerings, to include a dedicated sales manager to work exclusively with Destination DC on all Priority 1 conventions booked at the Center, and the assignment of event managers to Priority 1 conventions 24 months out (versus 12 months), to include an advance site-visit of the meeting one year prior to its opening at the Center.
- The Sports and Entertainment Division continued to regularly engage service partners to share and discuss customer feedback (captured via customer satisfaction surveys) and reiterate service requirements and expectations. The Director of Event Operations has established consistent mechanisms through which our service partners are engaged in order to discuss service requirements and customer feedback, including semi-annual meetings with all service partners (including City Security, Lifestar, CSC, GSI, etc.). The Division also held weekly meetings with the District of Columbia Department of General Services and Centerplate/NBSE to provide opportunities to discuss customer service performance and customer feedback.

FY16 Performance Standard: Sales and Marketing

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



Included in this focus area are the following:

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

Results:

- Authority staff managed six formal, year-long partnerships in FY16, including Destination DC, 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."
- Staff also strengthened the relationship in FY16 with Destination DC, leveraging the partnership to yield marketing support for events such as the AT&T Nation's Football Classic and the Events DC-sponsored special events during the DC Jazz Festival. In addition, we partnered with the Washington DC Economic Partnership, the Executive Office of the Mayor and several other District agencies to promote and highlight the burgeoning music scene in the District and the importance of sports as major District attractions through activations at SXSW in Austin, TX in March 2016. The success of this work led to an unprecedented partnership with the White House to put on the first SXSL or South by Southlawn, a celebration of the spirit of innovation and creativity in the District and across the country.
- Supporting the entire organization, the Communications and Marketing Division in FY16 executed a highly successful targeted B2B marketing campaign across all lines of business that generated more than 2,500 qualified sales leads, an increase in both new



and return visitor website traffic and more than 25-million total impressions from paid efforts. In total, campaign-dedicated paid digital display efforts delivered more than 10 million impressions and have driven more than 10,000 clicks to the EventsDC.com/plan landing page. As a result of continued integrated communications and marketing efforts, the Conventions and Meetings sales team exceeded its set goal and achieved \$7.6M of in-house sales revenue for the Center.

- In addition to large-scale marketing and community engagement support for the Entertainment and Sports Arena and RFK Redevelopment projects, as well as communications support for the addition of Gateway DC to the Events DC family of venues, the team also collaborated with the Washington, DC Economic Partnership to manage the District's South by Southwest (SXSW) activation, resulting in more than 2 million Twitter impressions and more than 500,000 impressions on Instagram via #EventsDC. One event, the SXSW Music Showcase, alone generated 18.5 million social impressions.

FY16 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 \$22.03 million against a budget of \$21.27 million.
- Operating expenses were \$40.05 million against a budget of \$47.22 million.
- The actual FY16 operating deficit was \$18.11 million against a budget of \$26.09 million
- The actual FY16 operating surplus for the Carnegie Library was \$10,000.



For the Sports and Entertainment Division:

- Operating revenues were \$5.80 million against a budget of \$5.53 million.
- Operating expenses were \$8.31 million against a budget of \$10.00 million.
- The actual FY16 operating deficit was \$2.51 million against a budget of \$4.47 million.

FY16 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 e-sports.

Results:

- The Authority executed leases with six new tenants, with an executed letter of intent in place for a seventh.
- The design and entitlement processes are complete for a comprehensive streetscaping project around the perimeter of the Convention Center, with construction slated to begin in CY2017.
- A guaranteed maximum price has been set for the first phase of internal renovation within the Center, while a new set of conceptual designs for redesigning the Grand Lobby and other public spaces is due in early CY17.
- Upgraded, free building-wide Wi-Fi service formally launched at the Center in late FY16.
- The Authority successfully assumed management and presenting sponsorship of Cultural Tourism's Passport DC and Embassy Chef Challenge programs, while also



creating several new events during the year to include a summertime outdoor movie series, the Events DC and Washington Business Journal Business of Sports Summit in March 2016, and Olympic Day DC at The Park at CityCenter.

- 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, launched during the 1776 Challenge Cup Global Finals and Festival in June 2016. Using 360-degree and 3D imagery, Events DC's virtual reality program.
- The Authority issued solicitations for two new administrative systems in FY16 (a centralized booking system and a human capital information system).
- Considerable progress was made on the design of the new Entertainment and Sports Arena, slated for the St. Elizabeths East campus in Congress Heights, with a construction manager in place and a guaranteed maximum price expected in 3QFY17, and future uses of the RFK Stadium campus, with short-term development options unveiled in January 2017.



Washington Convention and Sports Authority
t/a Events DC
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

Question 9

Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2016 and FY 2017, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures.

The requested information is included in the following charts.

**Washington Convention and Sports Authority
Budget vs Actual
FY16 and 1QFY17**

		FY2016				FY2017			
		Approved Budget	Revised Budget	Variance	Actual	Variance (1)	Approved Budget	Actual As of Dec 31, 2016	
		A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	
	Operating								
	Operating Revenues								
1	Building Rental	10,597,736	11,590,110	992,374	10,230,666	(1,359,444)	11,279,400	2,115,158	
2	Food Service	5,977,848	6,038,296	60,449	5,853,076	(185,221)	7,033,908	1,047,127	
3	Electrical	1,882,064	1,602,460	(279,604)	2,088,511	486,051	2,122,961	664,429	
4	Rigging	1,034,995	1,373,395	338,400	1,318,474	(54,920)	1,419,314	429,924	
5	Telecommunications	1,346,662	1,165,515	(181,146)	1,717,340	551,825	1,190,852	525,039	
6	Audio Visual	642,491	334,786	(307,705)	680,246	345,460	499,827	316,829	
7	Digital Signage	45,800	63,400	17,600	49,660	(13,740)	80,350	12,319	
8	Retail Space Rental	270,000	270,000	-	192,541	(77,459)	536,839	55,090	
9	Parking	296,491	296,491	-	610,835	314,344	422,530	96,390	
10	Event Services	1,069,784	1,069,784	-	832,356	(237,427)	1,141,694	137,186	
11	Advertising and Sponsorship	1,199,996	1,199,996	-	1,183,246	(16,750)	1,199,996	164,999	
12	Office Rent	484,336	484,336	-	508,242	23,906	485,675	126,250	
13	Facility Fee	613,370	613,370	-	606,963	(6,407)	670,870	72,004	
14	Other	700,734	700,734	-	1,949,980	1,249,246	687,725	211,600	
15	Total Operating Revenues	26,162,306	26,802,673	640,367	27,822,137	1,019,464	28,771,940	5,974,345	
	Operating Expenses								
	Personal Services								
16	Full-time Salaries	16,350,085	17,881,202	1,531,117	17,344,886	536,316	19,114,886	4,973,022	
17	Part-time Salaries	1,019,838	1,019,838	-	1,094,862	(75,024)	1,172,300	249,360	
18	Overtime	575,900	575,900	-	716,242	(140,342)	575,900	164,707	
19	Fringe Benefits	5,686,981	6,515,929	828,948	5,250,620	(1,265,309)	7,119,843	1,387,739	
20	Total Personal Services	23,632,804	25,992,869	2,360,065	24,406,609	1,586,260	27,982,929	6,774,829	
	Non-Personal Services								
21	Supplies	587,306	587,306	-	613,699	(26,393)	587,306	77,970	
22	Utilities	6,400,456	7,338,653	938,197	6,459,304	(879,349)	7,348,478	1,057,360	
23	Professional/Contractual	16,406,316	20,475,754	4,069,438	14,541,114	(5,934,640)	23,057,699	3,237,976	
24	Equipment	330,050	330,050	-	359,918	(29,868)	366,050	16,382	
25	Subsidies and Transfers	2,500,649	2,500,649	-	2,054,911	(445,738)	2,500,649	625,162	
26	Total Non-Personal Services	26,224,777	31,232,412	5,007,635	24,028,946	7,203,466	33,860,182	5,014,851	
27	Total Operating Expenses	49,857,581	57,225,281	7,367,700	48,435,555	8,789,726	61,843,110	11,789,680	
28	Operating Surplus(Loss)	(23,695,275)	(30,422,608)	(6,727,333)	(20,613,418)	9,809,190	(33,071,170)	(5,815,335)	
	NON-OPERATING								
	Non-Operating Revenues								
29	Dedicated Taxes	116,542,000	116,542,000	-	123,551,109	7,009,109	119,000,000	37,815,462	
30	Interest Income	700,000	700,000	-	1,024,501	324,501	700,000	346,946	
31	TIF Revenues - Hotel	17,771,000	17,771,000	-	19,512,792	1,741,792	18,710,000	2,751,609	
32	IRS Subsidy - Hotel bonds	2,627,673	2,627,673	-	2,614,993	(12,680)	2,549,354	-	
33	Transfer to DDC Marketing	4,000,000	3,114,592	(885,408)	3,114,592	-	3,114,592	-	
34	Lease Income (Plumber's Building)	2,369,000	2,369,000	-	2,369,000	-	2,440,070	610,018	
35	Total Non- Operating Revenue	144,009,673	143,124,265	(885,408)	152,186,987	9,062,722	146,614,016	41,524,035	
	Non-Operating Expenses								
36	Marketing Fund	20,674,718	19,829,113	(845,605)	20,010,361	(181,248)	20,615,825	4,421,485	
37	Debt Service	51,528,599	51,528,599	-	51,528,599	-	51,492,840	12,873,210	
38	Total Non- Operating Expenses	72,203,317	71,357,712	(845,605)	71,538,960	(181,248)	72,108,665	17,294,695	
39	Non-Operating Surplus (loss)	71,806,356	71,766,553	(39,803)	80,648,027	8,881,474	74,505,352	24,229,340	
40	Total Revenue	170,171,979	169,926,938	(245,041)	180,009,124	10,082,186	175,385,957	47,498,380	
41	Total Expense	122,060,898	128,582,993	6,522,095	119,974,515	8,608,478	133,951,775	29,084,375	
42	Surplus/(Loss)	48,111,081	41,343,945	(6,767,136)	60,034,609	18,690,664	41,434,181	18,414,005	
	Less								
43	Capital Expenditure	8,495,000	8,495,000	-	6,436,877	2,058,123	13,007,000	962,475	
44	Total Surplus/(Loss)	39,616,081	32,848,945	(6,767,136)	53,597,732	20,748,787	28,427,181	17,451,531	

Washington Convention and Sports Authority
Conventions and Meetings Division
Budget vs Actual
FY16 and 1QFY17

		FY2016				FY2017			
		Approved Budget	Revised Budget	Variance	Actual	Variance (1)	Approved Annual Budget	Actual As of Dec 31, 2016	
		A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	
OPERATING									
Operating Revenues									
1	Building Rental	9,423,428	10,415,802	992,374	9,394,578	(1,021,224)	10,223,597	1,873,785	
2	Food Service	5,330,991	5,391,439	60,449	5,396,005	4,565	6,438,310	986,581	
3	Electrical	1,882,064	1,602,460	(279,604)	2,088,511	486,051	2,122,961	664,429	
4	Rigging	1,034,995	1,373,395	338,400	1,318,474	(54,920)	1,419,314	429,924	
5	Telecommunications	1,346,662	1,165,515	(181,146)	1,717,340	551,825	1,190,852	525,039	
6	Audio Visual	642,491	334,786	(307,705)	680,246	345,460	499,827	316,829	
7	Digital Signage	45,800	63,400	17,600	49,660	(13,740)	80,350	12,319	
8	Retail Space Rental	270,000	270,000	-	192,541	(77,459)	536,839	55,090	
9	Miscellaneous	656,241	656,241	-	1,035,799	379,558	656,241	156,285	
10	Parking	-	-	-	151,075	151,075	-	-	
11	Total Operating Revenues	20,632,672	21,273,039	640,367	22,024,229	751,191	23,168,292	5,020,282	
Operating Expenses									
Personal Services									
12	Full-time Salaries	14,863,642	16,000,475	1,136,832	15,512,398	488,076	17,238,785	4,424,767	
13	Part-time Salaries	918,868	918,868	-	1,061,867	(142,999)	1,071,330	238,361	
14	Overtime	550,900	550,900	-	726,255	(175,355)	550,900	169,304	
15	Fringe Benefits	5,170,231	5,834,234	664,003	4,729,735	1,104,499	6,428,340	1,249,407	
16	Total Personal Services	21,503,641	23,304,476	1,800,836	22,030,255	1,274,221	25,289,355	6,081,839	
Non-Personal Services									
17	Supplies	554,006	554,006	-	574,904	(20,898)	554,006	75,980	
18	Utilities	4,936,086	4,936,086	-	4,070,622	865,464	4,945,911	718,815	
19	Professional/Contractual	14,419,977	18,140,119	3,720,142	13,160,269	4,979,850	20,657,064	3,104,534	
20	Equipment	287,550	287,550	-	293,748	(6,198)	323,550	16,382	
21	Total Non-Personal Services	20,197,619	23,917,761	3,720,142	18,099,542	5,818,219	26,480,531	3,915,711	
22	Total Operating Expenses	41,701,260	47,222,237	5,520,978	40,129,797	7,092,440	51,769,886	9,997,550	
23	Operating Surplus/(Loss)	(21,068,588)	(25,949,199)	(4,880,611)	(18,105,568)	7,843,631	(28,601,594)	(4,977,268)	
NON-OPERATING									
Non-Operating Revenues									
24	Dedicated Taxes	116,542,000	116,542,000	-	123,551,109	7,009,109	119,100,000	37,815,462	
25	Interest Income	700,000	700,000	-	1,024,501	324,501	700,000	346,946	
26	TIF Revenues - Hotel	17,771,000	17,771,000	-	19,512,792	1,741,792	18,710,000	2,751,609	
27	IRS Subsidy - Hotel bonds	2,627,673	2,627,673	-	2,614,993	(12,680)	2,549,354	-	
28	Transfer to DDC Marketing	4,000,000	3,114,592	(885,408)	3,114,592	-	3,114,592	-	
29	Lease Income (Plumber's Building)	2,369,000	2,369,000	-	2,369,000	-	2,440,070	610,018	
30	Total Non-Operating Revenue	144,009,673	143,124,265	(885,408)	152,186,987	9,062,722	146,614,016	41,524,035	
Non-Operating Expenses									
31	Marketing Fund	20,674,718	19,829,113	(845,605)	20,010,361	(181,248)	20,615,825	4,421,485	
32	Debt Service	51,528,599	51,528,599	-	51,528,599	-	51,492,840	12,873,210	
33	Total Non-Operating Expenses	72,203,317	71,357,712	(845,605)	71,538,960	(181,248)	72,108,665	17,294,695	
32	Non-Operating Surplus/(Loss)	71,806,356	71,766,553	(39,803)	80,648,027	(8,881,474)	74,505,352	24,229,340	
33	Total Revenue	164,642,345	164,397,304	(245,041)	174,211,217	9,813,913	169,782,308	46,544,317	
34	Total Expense	113,904,577	118,579,949	4,675,372	111,668,757	6,911,192	123,878,551	27,292,245	
35	Surplus/(Loss)	50,737,768	45,817,355	(4,920,414)	62,542,459	16,725,105	45,903,758	19,252,072	
36	Less	-	-	-	-	-	-	-	
36	Capital Expenditures	7,995,000	7,995,000	-	6,167,019	1,827,981	11,757,000	735,000	
37	Total Surplus/(Loss)	42,742,768	37,822,355	(4,920,414)	56,375,440	18,553,085	34,146,758	18,517,072	

1 - Revenue variance is actual minus budget (C-B); Expense variance is budget minus actuals (B-C).

Washington Convention and Sports Authority
Sports and Entertainment Division
Budget vs Actual
FY16 and 1QFY17

	FY2016				FY2017		
	Approved Budget	Revised Budget	Variance	Actual	Variance (1)	Approved Annual Budget	Actual As of Dec 31, 2016
	A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E
OPERATING							
Operating Revenues							
1 Building Rental	1,174,308	1,174,308	-	836,088	(338,220)	1,055,803	241,374
2 Events services	1,069,784	1,069,784	-	832,356	(237,427)	1,141,694	137,186
3 Food Services	646,857	646,857	-	457,071	(189,786)	595,597	60,546
4 Parking	296,491	296,491	-	459,760	163,269	422,530	96,390
5 Advertising and Sponsorship	1,199,996	1,199,996	-	1,183,246	(16,750)	1,199,996	164,999
6 Office Rental	484,336	484,336	-	508,242	23,906	485,675	126,250
7 Facility Fee	613,370	613,370	-	606,963	(6,407)	670,870	72,004
8 Miscellaneous	44,493	44,493	-	914,180	869,688	31,484	55,315
9 Total Operating Revenues	5,529,634	5,529,634	-	5,797,907	268,273	5,603,648	954,063
Operating Expenses							
Personal Services							
10 Full-time Salaries	1,486,443	1,880,728	394,285	1,832,488	48,240	1,876,102	548,255
11 Part-time Salaries	100,970	100,970	-	32,995	67,975	100,970	10,999
12 Overtime	25,000	25,000	-	(10,013)	35,013	25,000	(4,597)
13 Fringe Benefits	516,751	681,696	164,945	520,885	160,810	691,503	138,332
15 Total Personal Services	2,129,164	2,688,393	559,229	2,376,354	312,039	2,693,574	692,990
Non-Personal Services							
16 Supplies	33,300	33,300	-	38,795	(5,495)	33,300	1,990
17 Utilities	1,464,370	2,402,567	938,197	2,388,683	13,884	2,402,567	338,546
18 Professional/Contractual	1,986,339	2,335,635	349,296	1,380,845	954,790	2,400,635	133,442
19 Equipment	42,500	42,500	-	66,170	(23,670)	42,500	-
21 Subsidies and Transfers	2,500,649	2,500,649	-	2,054,911	445,738	2,500,649	625,162
22 Total Non-Personal Services	6,027,158	7,314,651	1,287,493	5,929,404	1,385,247	7,379,651	1,099,140
23 Total Operating Expenses	8,156,322	10,003,044	1,846,722	8,305,758	1,697,286	10,073,225	1,792,130
24 Operating Surplus / (Loss)	(2,626,688)	(4,473,410)	(1,846,722)	(2,507,850)	1,965,559	(4,469,576)	(838,067)
25 Total Revenue	5,529,634	5,529,634	-	5,797,907	268,273	5,603,648	954,063
26 Total Expenses	8,156,322	10,003,044	1,846,722	8,305,758	1,697,286	10,073,225	1,792,130
27 Surplus/(Loss)	(2,626,688)	(4,473,410)	(1,846,722)	(2,507,850)	1,965,559	(4,469,576)	(838,067)
Less							
28 Capital Expenditures	500,000	500,000	-	269,858	230,142	1,250,000	227,475
29 Total Surplus/(Loss)	(3,126,688)	(4,973,410)	(1,846,722)	(2,777,708)	2,195,701	(5,719,576)	(1,065,541)

1 -Revenue variance is actual minus budet (C-B); Expense variance is budget minus actuals (B-C).

Washington Convention and Sports Authority
FY16 Variance Explanations

- A. The operating revenue budget was increased by \$640,367 or 2 percent mainly due to the booking of 51 additional events and the anticipation of additional building rental and ancillary services revenue.
- B. The personal services budget increased by \$2.4 million or 10 percent mainly due to addition of 15 FTEs and the associated fringe benefits. New FTEs were created to manage an increased event schedule (including additional security officers), enhance marketing and community outreach efforts, staff a more robust special events program and commence strategic short- and mid-term initiatives to be completed in 2-3 years.
- C. The non-personal services budget increased by \$5 million or 19 percent. Short- and medium-term strategic initiatives accounted for \$3.5 million of the budget increase. DC Water for Clean Rivers Impervious Area Charge and Storm Water Fees for RFK Stadium accounted for \$938,197. Additional insurance coverage for the Convention Center accounted for \$597K.
- D. The non-operating revenue budget decreased by \$885,408 to reflect a reduction in the transfer to be received from the District government for the one-time payment to Destination DC.
- E. The non-operating expense budget decreased by \$845,605 or 1 percent mainly to reflect the reduction in the one-time payment to Destination DC on behalf of the District government.
- F. Operating revenues exceeded the budget by \$1 million or 1 percent due to additional demand for ancillary services such as electrical, telecommunication, audio-visual, and parking.
- G. Personal service expenses were lower than budgeted by \$1.6 million or 6 percent. Management created savings by negotiating lower health insurance premiums. There were also savings in full-time salaries and fringe benefits due to several positions that were unfilled for at least 6 months during the fiscal year.
- H. Non-personal services expenses were under budget by \$7.2 million or 23 percent. This was mainly due to lower spending in professional/contractual services such as facilities maintenance, security services, transportation services, janitorial services, etc., and lower electricity consumption. Transfer to the Department of General Services for the maintenance of the RFK stadium was also lower than budgeted by \$445,738.
- I. Non-operating revenues exceeded the budget by \$9.1 million or 6 percent. Dedicated taxes and TIF (Hotel) revenues were higher than the OCFO revenue estimates for the fiscal year.
- J. Non-operating expenses were higher than budgeted due to higher dedicated tax revenues and the corresponding formula-driven transfer of funds to Destination DC.



Question 11

Please provide information on any pending lawsuits.

- ***Harris v. Washington Convention and Sports Authority, et al***, No. 2015 CA 007777 B (District of Columbia Superior Court). Plaintiff Terry Harris, a food service worker employed by Cheers Hospitality Services LLC, sued the Authority, Cheers Hospitality Services, and Volume Services, Inc. (which does business as Centerplate, the Authority's catering service contractor) for negligence, alleging he was injured in a September 20, 2013 explosion in a food service area at the Convention Center. He sought damages in the amount of \$500,000. The Authority denied any liability and referred the claim to its general liability insurer for defense. The Authority's motion for summary judgment was granted on September 20, 2016. Additionally, a global settlement agreement, under which Cheers and Centerplate will each pay the Authority \$10,000, is pending.
- ***Smith v. Washington Convention and Sports Authority***, No. 2016 CA 001309 B (District of Columbia Superior Court). Plaintiff Timothy Smith, a union carpenter employed by GES, a general tradeshow contractor, sued the Authority for negligence. He alleges he was injured after an electrical panel fell from a utility closet and struck him on the head as he was installing carpet for the D.C. Dental Society event at the Convention Center on June 6, 2013. He seeks \$150,000 in damages. The Authority denies liability and has referred the claim to its general liability insurer for defense. The Authority filed third party complaints against the D.C. Dental Society (the event organizer) and GES, Inc. (the general contractor for the event). The court recently issued a scheduling order for the completion of discovery, dispositive motions and mediation.
- ***Coffen, et al v. Events DC, et al***, No. 16-cv-01064-CRC (United States District Court for the District of Columbia). Former employees Wayne Coffen, Tera Gantt and Andrea Massengile sued the Authority (which does business under the trade name Events DC) for violations of the Fair Labor Standards Act and the District of Columbia Wage Payment and Collection Law, each claiming to have been denied overtime pay for work performed in excess of 40 hours per week. Plaintiffs seek \$500,000 in compensatory damages, treble damages and costs. The Authority's motion to dismiss is under consideration by the court.
- ***Truesdale v. Mountain Productions, Inc., et al***, No. 2016 CA 008565 B (District of Columbia Superior Court). Plaintiff Lakysa Truesdale sued the Authority for negligence and wrongful death. Plaintiff is the personal representative of decedent James Truesdale. Plaintiff alleges that on June 30, 2015, the decedent, a day laborer employed by Charm City Crewing Company, Inc., 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 denies liability



Washington Convention and Sports Authority
t/a Events DC
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

and has referred the claim to its general liability insurer for defense, which in turn has tendered the claim to co-defendant It's My Party, Inc. (IMP), the concert promoter.



Washington Convention and Sports Authority
t/a Events DC
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

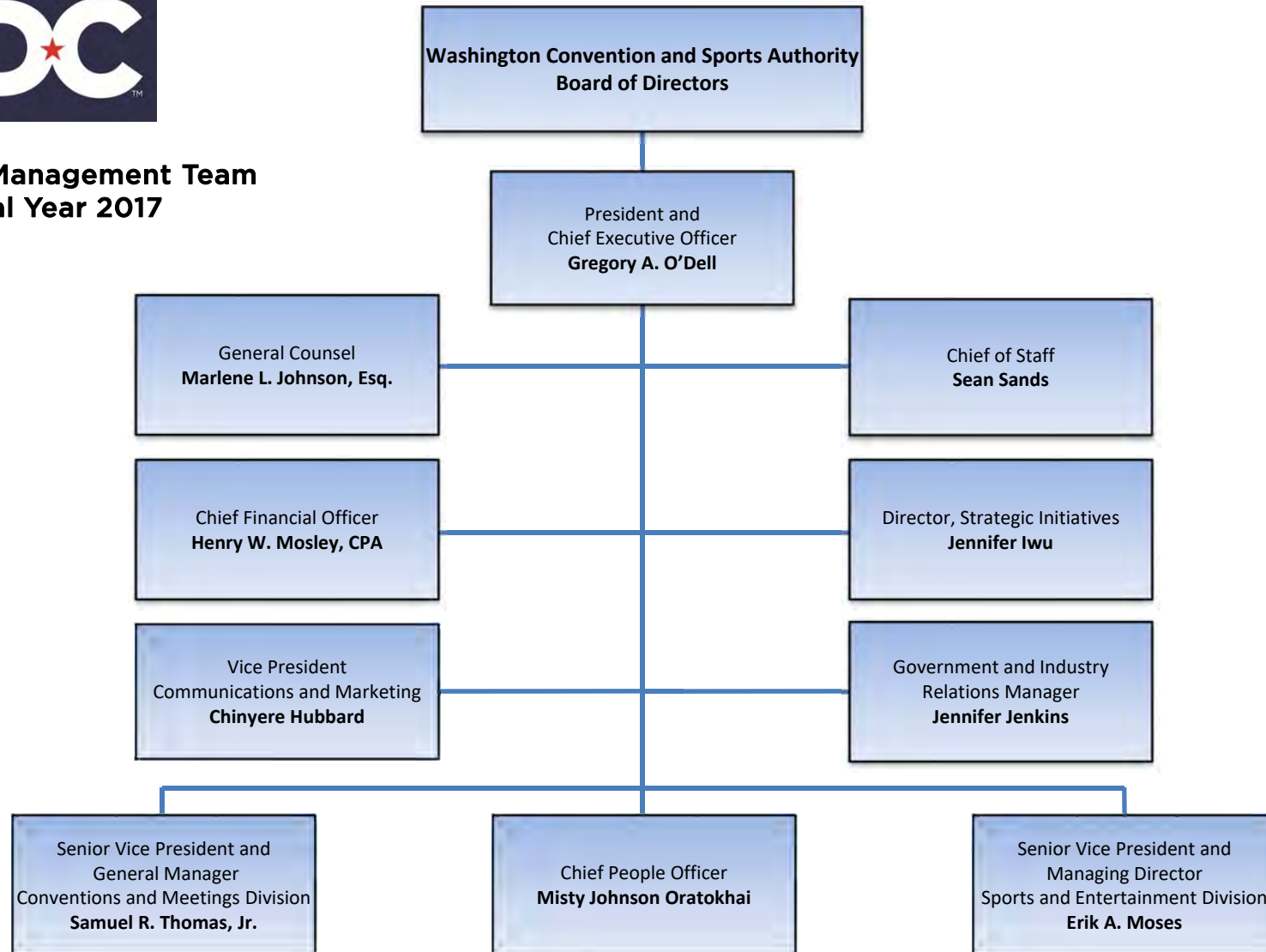
Question 12

Please provide an updated organizational chart and current Schedule A

The requested information is on the following pages.



**Executive Management Team
Fiscal Year 2017**



Approved by: _____ Date: 10/1/2016
Gregory A. O'Dell
President and Chief Executive Officer



Executives, Directors and Department Managers Organizational Chart Fiscal Year 2017

President and Chief Executive Officer

General Counsel

Deputy General Counsel
(Conventions and Meetings)

Deputy General Counsel
(Sports and Entertainment)

Chief of Staff

Director, Strategic Initiatives

Government and Industry Relations Manager

**Senior Vice President and General Manager
Conventions and Meetings Division**

Director, Convention Services

Assistant Director, Convention Services

Assistant Director, Convention Services

Vice President, Sales

Vice President, Facility Operations and Services

Director, Facility Operations

Manager, Building Services

Manager, Engineering Services

Manager, Maintenance Services

Director, Public Safety

Manager, Security Services

Manager, Support Services

Manager, Transportation Services

Director, Meeting Services

Manager, Meeting Services

Chief Financial Officer

Controller

Chief Technology Officer

Manager, Network Services

Manager, Telecom Services

Director, Contracts and Procurement

Vice President, Communications and Marketing

Corporate Director, Communications and Marketing

Director, Strategic Communications and Community Engagement

Director, Communications and Marketing

Chief People Officer

Deputy Chief, Human Resources Division

Manager, Business Services

**Senior Vice President and Managing Director
Sports and Entertainment Division**

Director, Event Operations

Director, Business Development and Special Events

Director, Communications and Marketing

Director, Corporate Partnerships

Deputy General Counsel (Sports and Entertainment)

Member of the Executive Management Team

Approved by: _____ Date: 10/1/2016
Gregory A. O'Dell
President and Chief Executive Officer



Question 13

Please provide the following:

- A list of all employees who receive cellphones, personal digital assistants, or similar communications devices at agency expense;
- A list of all vehicles (year, make, model) owned, leased or otherwise used by the agency and to whom the vehicle is assigned. Please include lease amount (if applicable) and date the lease expires;
- A list of employee bonuses, 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 2016 and FY 2017, to date for overtime and workman's compensation.

The requested information is in the following pages.



List of Authority Employees with Mobile/Smart Phones

Administrative Assistant
Administrative Assistant
Administrative Assistant
Administrative Assistant
Administrative Assistant
Administrative Assistant II
Administrative Assistant to the Chief Executive Officer
Administrative Receptionist
Administrative Receptionist
Ambassador
Assistant Director, Development
Lead Senior Event Manager
Assistant Manager, Meeting Services
Assistant Manager, Security Services
Assistant Manager, Support Services
Assistant Manager, Transportation Services
Audio Visual Network Operations Engineer
Benefits Analyst
Building Maintenance Mechanic
Building Maintenance Mechanic
Manager, Strategy and Analytics
Chief Engineer
Chief Financial Officer
Chief of Staff
Chief People Officer
Chief Technology Officer
Communications and Marketing Coordinator
Communications and Marketing Coordinator
Community Outreach and Engagement Manager
Contracts and Procurement Analyst
Controller
Corporate Director, Communications and Marketing
Deputy Chief, Human Resources
Deputy Director, Convention Services
Deputy General Counsel
Deputy General Counsel
Director of National Accounts
Director, Business Development and Special Events
Director, Communications and Marketing
Director, Convention Services
Director, Corporate Sponsorships



Director, Event Operations
Director, Facility Operations
Director, Meeting Services
Director, Public Safety
Director, Strategic Initiatives
Dock Master
Employee Engagement Specialist
Equipment and Store Room Supervisor
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
Executive Assistant, Legal
Executive Assistant, Senior Vice President and General Manager
Executive Human Resources Assistant
Facility Automation Manager
Financial Systems Administrator
General Counsel
Government and Industry Relations Manager
Head Groundskeeper
Human Resources Project Coordinator
Information System Specialist
Information System Specialist
Lead Supervisor, Meeting Services
Manager, Building Services
Manager, Business Services
Manager, Communications and Marketing
Manager, Communications and Marketing
Manager, Maintenance Services
Manager, Meeting Services
Manager, Network Services
Manager, Security Services
Manager, Support Services
Manager, Telecom Services
Manager, Transportation Services
Office Services Assistant



Online Digital Manager
Organizational Development and Training Specialist
President and Chief Executive Officer
Production Services Manager
Project Manager, Quality Assurance
Project Manager, Strategic Initiatives
Sales and Communications Coordinator
Sales Assistant
Sales Assistant
Sales Associate
Sales Manager
Sales Manager
Sales Manager, Special Events
Security Officer
Senior Contracts and Procurement Analyst
Senior Contracts and Procurement Analyst
Senior Contracts and Procurement Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Research and Policy Manager
Senior Sales Manager
Senior Supervisor, Transportation Services
Senior Vice President and General Manager
Senior Vice President and Managing Director
Shipping and Receiving Coordinator
Special Assistant
Staff Attorney
Supervisor, Engineering Services
Supervisor, Maintenance Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Transportation Services
Talent Acquisition Specialist
Team Leader, Meeting Services



Transportation Services Lead
Transportation Services Lead
Vice President, Communications and Marketing
Vice President, Facility Operations and Services
Vice President, Sales

List of Authority Employees with Tablet Devices

Assistant Director, Development
Assistant Manager, Meeting Services
Assistant Manager, Transportation Services
Chief Financial Officer
Communications and Marketing Coordinator
Communications and Marketing Coordinator
Convention Services Assistant
Corporate Director, Communications and Marketing
Director of National Accounts
Director, Convention Services
Dock Master
Employee Engagement Specialist
Event Manager
Event Manager
Event Manager
Event Manager
Event Manager
General Counsel
Information Systems Specialist II
Lead Senior Event Manager
Lead, Transportation Services
Manager, Meeting Services
Manager, Transportation Services
Production Services Manager
Sales Associate
Sales Manager
Sales Manager, Special Events
Senior Event Manager
Senior Event Manager
Senior Sales Manager
Senior Supervisor, Transportation
Supervisor, Equipment and Store Room
Supervisor, Meeting Services



Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Transportation Services
Team Leader, Meeting Services
Vice President, Sales

List of Authority Vehicles

Vehicle	Assigned to	Owned
2010 GEM e4	Public Safety Department	Yes
1992 Ford F Series, 4x2 Truck	Grounds Department	Yes
1993 Ford Pick-up Truck	Grounds Department	Yes

Employee Bonuses and Special Award Pay

The Authority's Board of Directors awarded a performance bonus in FY16 to the President and Chief Executive Officer as part of his Employment Agreement for his performance in FY15. Bonuses for chief executives are a customary practice in the convention center industry, though specific details about incentive pay is considered confidential for competitive reasons.

For FY15, the Authority awarded merit-based performance bonuses to full-time employees who completed at least 120 days of service as of September 30, 2015. The amount of the bonus varied by employee and was based on the scoring of the individual's annual performance evaluation; payments were made in FY16 (December 2015). The Authority had an identical program in FY16, and payments were made in FY17 (December 2016).



FY16 Travel Expenses (includes travel, meals, and local/out of town business entertainment and conference registration)

Position Title	Total Travel FY16 Expenses
Administrative Assistant to the Chief Executive Officer	\$26.93
Assistant Manager, Transportation	\$776.32
Board Chairman	\$612.39
Board Member	\$699.24
Board Member	\$166.50
Cash and Investment Manager	\$195.00
Chief Financial Officer	\$3,091.66
Chief of Staff	\$182.33
Chief People Officer	\$6,990.74
Command Center Specialist	\$288.54
Command Center Specialist	\$384.72
Communications and Marketing Coordinator	\$187.05
Communications and Marketing Coordinator	\$40.00
Controller	\$532.00
Corporate Director, Communications and Marketing	\$6,141.70
Deputy Chief, Human Resources	\$1,164.33
Deputy General Counsel	\$2,463.75
Director of National Accounts	\$4,300.71
Director, Business Development and Special Events	\$4,587.84
Director, Communications and Marketing	\$2,138.06
Director, Contracts and Procurement	\$84.56
Director, Convention Services	\$12,197.54
Director, Event Operations	\$1,997.54
Director, Facilities Operations	\$2,138.54
Employment Engagement Specialist	\$1,962.33
Event Manager	\$1,678.36
Event Manager	\$1,945.84
Event Manager	\$1,945.84
Event Manager	\$3,374.98
Executive Human Resources Assistant	\$827.49
General Counsel	\$7,981.62
Human Resources Business Partner	\$908.24
HVAC Mechanic	\$384.72
HVAC Mechanic	\$288.54
HVAC Mechanic	\$384.72
Lead Senior Event Manager	\$5,229.54
Manager, Public Safety	\$776.32



Position Title	Total Travel FY16 Expenses
Manager, Strategy and Analytics	\$154.94
Manager, Transportation	\$776.32
Marketing Manager	\$1,020.46
Representative, National Brotherhood of Carpenters	\$489.04
Patrol Services Supervisor	\$288.54
President and Chief Executive Officer	\$30,223.52
Project Manager	\$222.75
Project Manager, Strategic Initiatives	\$1,288.75
Sales Associate	\$3,375.14
Sales Manager	\$262.37
Sales Manager, Special Events	\$12,451.95
Security Officer	\$384.72
Security Officer	\$288.54
Security Officer	\$384.72
Security Officer	\$384.72
Security Officer	\$384.72
Security Officer	\$288.54
Senior Accountant	\$264.72
Senior Contracts and Procurement Manager	\$27.42
Senior Event Manager	\$1,836.49
Senior Event Manager	\$716.61
Senior Event Manager	\$3,441.75
Senior Event Manager	\$3,503.41
Senior Event Manager	\$3,865.05
Senior Event Manager	\$3,374.98
Senior Research Policy Analyst	\$3,147.40
Senior Sales Manager	\$2,066.09
Senior Sales Manager	\$1,077.82
Senior Vice President and General Manager	\$11,813.34
Senior Vice President and Managing Director	\$15,374.85
Transportation Assistant	\$96.18
Transportation Assistant	\$288.54
Vice President, Communications and Marketing	\$5,629.22
Vice President, Sales	\$12,854.04
TOTAL	\$201,124.18



1QFY17 Travel Expenses (includes travel, meals, and local/out of town business entertainment and conference registration)

Position	Total Travel 1QFY17 Expenses
President and Chief Executive Officer	\$8,624.12
Senior Vice President and General Manager	\$1,330.26
Senior Research Policy Analyst	\$2,151.82
Project Manager, Esports	\$1,265.46
Vice President, Communications & Marketing	\$938.42
Corporate Director, Communications and Marketing	\$258.95
Marketing Manager	\$25.00
Communications and Marketing Coordinator	\$46.12
Director, Convention Services	\$4,190.21
Senior Event Manager	\$106.20
Senior Event Manager	\$125.00
Vice President, Sales	\$473.00
Director of National Accounts	\$364.79
Senior Sales Manager	\$715.75
Sales Manager	\$6.71
Chief People Officer	\$15.20
Benefits Analyst	\$208.20
Chief Financial Officer	\$98.00
Senior Accountant	\$25.41
Senior Vice President and Managing Director	\$3,405.42
Senior Event Manager	\$13.61
Director, Corporate Partnerships	\$235.47
Director, Business Development and Special Events	\$854.38
Senior Sales Manager	\$36.00
Senior Event Manager	\$478.70
Sales Manager	\$160.50
TOTAL	\$26,152.70



Employee Overtime

	<u>FY16</u>	<u>1QFY17</u>
Regular Overtime	\$550,232.41	\$123,694.48

FY16 and FY17 Workers' Compensation Payments

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



Question 14

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 February 6, 2017, the Authority employed 273 full- and regular part-time individuals, and 120 of those employees are residents of the District of Columbia, comprising 44 percent of our workforce.

In addition to our regular recruiting activities during FY16, including the dissemination of vacancy announcements via the District's two chambers of commerce and advertisement on dcjobs.com and local industry and trade sites, the Authority participated in five local job fairs during the year, including the following created by staff:

- The "Events DC Human Resources Career Open House" on October 29, 2015, when we met with 168 candidates and provided on-the-spot interviews with hiring managers, and
- As part of the AT&T Nation's Football Classic, the "Diversity in Sports: Pathways into the Industry" job fair on September 23, 2016, when we met with 23 candidates seeking internships and entry-level opportunities.

The Authority also participated in the "NBC4 Hiring our Heroes" event on January 8, 2016, resulting in 75 prospects; an event hosted by DC United on April 9, 2016, which yielded 68 prospects; Congresswoman Eleanor Holmes Norton's annual job fair, held at the Convention Center on August 11, 2016, when we met with 201 prospects; and the Congressional Black Caucus' Annual Legislative Conference job fair on September 15, 2016, which included 20 prospects.

Our first-ever internship program with the Mayor's Office of Returning Citizens Affairs (MORCA), which started in FY15, concluded in FY16. This unique program, serving female returning citizens, included a weekly speaker series and a mentorship component with female members of our management team.

During the summer of FY16, the Authority host its fourth-annual STRIVE (Strengthening Talents and Rewarding Interns with Valuable Experience) Program, a 10-week paid internship for six college students (one of the STRIVE interns who is a District resident was hired into a full-time position in FY16).



Question 15

Please provide an update on your contract with Destination DC.

The current five-year Master Agreement with Destination DC went into effect March 1, 2014 and expires September 30, 2018. The Agreement allows for five one-year optional renewal years.

For FY17, there are two one-year modifications to the Master Agreement. The first outlines the procedure for reimbursing expenses incurred for international marketing activities, while the second provides for the disbursement of the supplemental marketing funds to Destination DC allocated in the District of Columbia's FY17 budget.

As of February 21, 2017, Destination DC has met the deliverables required from all agreements.



Question 16

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 2016 or FY 2017, to date.

In FY16, the Authority participated in its two regular audits:

- From November 2015 to January 2016, Bert Smith & Co. conducted the Authority's annual independent audit of our FY15 financial statements and supporting operations.
- In June and July 2016, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY17 revenues and reserves.

In FY17, from November 2016 to January 2017, SB & Co. conducted the Authority's annual independent audit of our FY16 financial statements and supporting operations.



Question 17

In 2015 Office of the District of Columbia Auditor Performance Evaluation of WSCA, which suggested that WSCA pays much less than other jurisdictions for both liability and property insurance. You had previously noted an appraisal was to be conducted in April of 2016. Please provide an update of the results of that appraisal and any action taken or planned.

In response to the issue raised by the Office of the District of Columbia Auditor, the Authority completed the appraisal. The amount of property insurance in the current fiscal year carried on the Walter E. Washington Convention Center, the Carnegie Library at Mt. Vernon Square, the Robert F. Kennedy Memorial Stadium and the DC Armory is \$1.36 billion, at an incremental increase of \$171,819 in yearly premiums.



Question 18

Please provide a status on capital projects that were planned for FY 2016 and 2017 – including overall facility renovation and free Wi-Fi offerings expansion.

The following Convention Center and Carnegie Library capital projects were completed in FY16:

- Replacement of 12,000 square yards of carpet in public spaces of the Convention Center.
- Replacement of the Convention Center's original audio system, including the retrofitting of 11 intermediate distribution frame closets with additional climate controls required to support the operation of the new equipment.
- Installation of security barrier systems to the loading dock entrances for Halls ABC and DE at the Convention Center.
- Concept design for development of new Convention Center office space, including renovation of existing office spaces and conversion of storage areas to additional office space.
- Various interior Convention Center renovations including floor renovation in the Main Kitchen and Dish Room, as well as buildout of new storage areas.
- Upgrades to the badging and access control system.
- Upgrade of networking and infrastructure capacities to expand free Wi-Fi offerings from Convention Center public spaces only to availability throughout all exhibit halls, meeting rooms and the ballroom.
- Replacement of certain public space furnishings in the Convention Center, including new recycling containers and hand sanitizer stations, and development of preliminary design concepts for placement of additional public lobby furniture.
- Upgrade of mechanical and HVAC equipment at the Carnegie Library.
- Installation of irrigation system on the Carnegie Library grounds.

The following Convention Center and Carnegie Library capital projects are planned or underway for FY17:

- Completion of final phase of the fire and life safety system upgrade for the Convention Center and Carnegie Library.
- Completion of final phase of the installation of solar film on the L Street Bridge and Mount Vernon Entrance windows of the Convention Center to reduce temperature, reduce energy consumption and reduce carpet fading from direct sunlight.
- Replacement of 14,000 square yards of carpet in the Convention Center ballroom.
- Replacement of various digital signs in the Convention Center with new technology.
- Completion of chiller plant control system upgrade in the Convention Center.
- Continue the conversion to LED lighting fixtures throughout the Convention Center
- Construction of interior Convention Center renovations to include enclosing areas in Hall E.
- Continuation of design development of the office and storage area renovations.



- Resurfacing of ballroom service corridor floor and concrete restoration in the exhibit halls and ballroom floors.
- Begin installation of upgraded storage systems for the Convention Center's chair inventory.
- Completion of remediation and interior restoration of areas in the Carnegie Library.

The following capital projects were completed in FY16 for the Sports and Entertainment Division:

- Replacement of all overhead lighting in the DC Amory with a new LED system.
- Installation of new Wi-Fi components at the DC Amory. Rehabilitation of Lots 3, 7 and 8A at the Festival Grounds at RFK Stadium, to include milling, stripping and repaving.

In addition, the following provides status on two other capital projects planned for FY16 for the Sports and Entertainment Division:

- An environmental mitigation project with the District's Department of the Environment to address impervious surfaces and the associated storm water management fees was placed on hold due to pending activities with the RFK Campus redevelopment study
- The proposed KaBOOM! playground plans were abandoned due to a new District of Columbia Public Schools playground one block north of the proposed KaBOOM! site








Question 19

What is the status of the study to examine the full range of options for RFK in the short term, as well as when the anchor tenant (DC United) departs for its new soccer stadium? Please provide an updated timeline and summary of events of the study, as well as a copy of the study or an explanation on when it is expected to be completed. Please comment on anticipated costs associated with this project. Please also provide a web link to information, including any stakeholder presentations that are accessible on your website. Please also comment on how community feedback will be incorporated into final designs. When do you expect final designs and plans to be submitted to the Council for approval?

On January 5, 2017, the Authority hosted the latest of many community meetings to release the final short-term redevelopment plans related to the RFK Campus study. Those plans were a direct result of community feedback in not only identifying the proposed program elements, but also in articulating the short-term implementation of certain priority elements. The intent is for the Authority to begin the work required to implement the short-term phase of the project immediately. DC United is expected to relocate to their new soccer stadium in late 2018. Not all of the program elements the Authority is working to deliver in the short term are contingent on the departure of DC United in order that we can accommodate the team in the event their departure is delayed while simultaneously progressing our redevelopment efforts.

The Authority is focused on activating the campus via five short-term programmatic elements, with completion timeframes in the next two to five years. The five program elements center on recreational, sport and entertainment uses allowed by the federal lease and are a direct result of impact from the community and other stakeholders. The program elements are briefly outlined below, and are intended to be financially viable elements that create destination appeal for greater DC, national and international communities.

				
Multi-Purpose Fields ~217,000 SF	Market Hall ~47,000 SF	Sports & Recreation Complex ~350,000 SF	Pedestrian Bridges ~25,000 SF	Robert F. Kennedy Memorial ~10,000 SF
<ul style="list-style-type: none"> 1 x youth soccer with 2 baseball diamonds. 2 x soccer & lacrosse 2,900 SF support building Adjacent to picnic area & playground Grouped together in a North-South orientation Can be within floodplain 	<ul style="list-style-type: none"> Brings new source of fresh food to an under-served area Mix of staple, prepared, & specialty food vendors spread throughout a one-story building Adjacencies: Farmers Market, Urban Farm, Community Gardens Creates a sense of place similar to Pike Place, Borough Market (UK), & Ferry Market 	<ul style="list-style-type: none"> Activities include indoor basketball, soccer, go karting, fitness and other activities for residents and visitors to use on a pay basis State-of-the-art complex. provides a broad mix of amateur sports, fitness and entertainment programming in a centralized location 	<ul style="list-style-type: none"> Provide much needed access to the east side of the Anacostia Connecting the RFK Campus to Kingman Island, Heritage Island and River Terrace Adjacent to Environmental Center and Ecology Lab Pedestrian & Bike friendly design 	<ul style="list-style-type: none"> Interactive memorial dedicated to Robert Francis Kennedy Contemplative quality and educational components A place to engage visitors and educate the next generation 50th anniversary of Robert F. Kennedy's death Public and private funding



Results of the study were presented to the community at the city-wide meeting in January. The presentation given to the community, as well as a video of the presentation, can both be viewed from the RFK Stadium-Armory Campus Future Web site at <http://www.rfkcampusfuture.com/news-and-media>.

The following table best represents the estimated costs associated with the short-term plans for the campus:

Elements	Budget (2016 \$)
New Community Fields & Support Building	\$ 12.6 Million
Market Hall	\$ 25.9 Million
Sports & Recreation Complex	\$227.8 Million
Pedestrian Bridges	\$ 18.5 Million
RFK Memorial	\$ 20.0 Million
Site Development (Parks, Trails, Utilities, Etc.)	\$ 36.5 Million
Demolition of RFK Stadium (estimated)	\$ 25.0 Million
Surface Parking	\$ 2.9 Million
Structured Parking	\$ 58.6 Million
Roads	\$ 61.8 Million
Environmental Remediation	TBD
Total Estimated Budget	\$489.6 Million

Events DC Funding	\$239.9 Million
Public Funding (Roads, Infrastructure, etc.)	\$ 83.2 Million
Private Funding (Memorial, SRC, etc.)	\$166.5 Million

Presentations from each community meeting are posted to the project-dedicated website at: <http://www.rfkcampusfuture.com>. In addition to the presentations, the Authority includes Q&A responses pertaining to each community meeting.

Regarding community feedback, the Authority has incorporated feedback into the presentations throughout the process. The plans presented in early January are a representation of the feedback received at the four previous community meetings held by the Authority.

The Authority is currently in the process of working through the various environmental and regulatory requirements related to the implementation of the proposed programmatic elements on the site. The result will be a schedule that addresses the proposed timeframe for design development (among other things), which will be shared once it is finalized.



Question 20

What events, in addition to DC United games, have been held at RFK and the surrounding grounds in FY 2016 and FY 2017, to date? What events are planned for the remainder of FY 2017? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY16 and FY17 (including planned events in FY17).

The FY16 and FY17 event calendar for the Stadium/Armory campus is included in the following pages.

The Authority hosted a number of community-focused events on the campus in FY16 and FY17, including the following:

- **Quarterly community stakeholders' meetings** to include residents, civic leaders, ANC commissioners from Ward 6 and Ward 7, and representatives from the Department of Public Works and the Metropolitan Police Department (October 1, 2015; January 16, April 16, July 16 and October 15, 2016; January 9, 2017)
- **Donation of tickets for RFK Campus events to community and youth groups** to include HBO Boxing (March 2016), Roc Nation Throne Boxing (May 2016), the Capital Fair at RFK (July 2016), the AT&T Nation's Football Classic (November 2015/2016) and Scream City (October 2015/2016)
- **Hosting two comprehensive clean-up events for the Anacostia River with the Anacostia Watershed Society** during the summer of 2016
- **Hosting outdoor movie nights on the campus** from June through August 2016
- **Hosting a Toys for Tots drop-off location** in December 2015 and 2016
- **Hosting community-themed events as part of the regular campus operations** to include La Feria de la Familia, the Mayor's Senior Luncheon Holiday Celebration, the My School DC education fair, the DC United Youth Academy, and the Capitol Soccer Classic, among others shown on the attached event calendar

**FY16 Events Listing for the
RFK Stadium Campus**

Post As	Event Start	Event End	Venue
D.C. United vs New York	10/2/2015	10/2/2015	RFK Stadium
ZEDD Concert	10/3/2015	10/3/2015	DC Armory
2015 Army Ten-Miler Expo	10/9/2015	10/10/2015	DC Armory
Ghana v. Canada	10/13/2015	10/13/2015	RFK Stadium
D.C. United vs Chicago	10/18/2015	10/18/2015	RFK Stadium
Nationwide Electrical Construction Services	10/18/2015	10/18/2015	RFK Stadium
CONCACAF Women Soccer	10/20/2015	10/20/2015	RFK Stadium
Hargrove Truck Marshaling	10/21/2015	10/21/2015	Festival Grounds at RFK Stadium
American Fine Craft Show Washington	10/23/2015	10/25/2015	DC Armory
Hot Cider Hustle 5K Walk/Run	10/24/2015	10/24/2015	Festival Grounds at RFK Stadium
The Glo Run	10/24/2015	10/24/2015	Festival Grounds at RFK Stadium
D.C. United vs New England	10/28/2015	10/28/2015	RFK Stadium
UBE Vigil for Presiding Bishop Elect	10/31/2015	11/1/2015	DC Armory
Insane Inflatable 5K	10/31/2015	10/31/2015	Festival Grounds at RFK Stadium
D.C. United vs NY Red Bulls	11/1/2015	11/1/2015	RFK Stadium
Prudential 4.01K Race for Retirement	11/7/2015	11/7/2015	Festival Grounds at RFK Stadium
La Feria de la Familia	11/8/2015	11/8/2015	DC Armory
Sneaker Con	11/14/2015	11/14/2015	DC Armory
Mayor's Senior Luncheon Holiday Celebration	12/10/2015	12/10/2015	DC Armory
My School DC Education Festival	12/12/2015	12/12/2015	DC Armory
Toys For Tots	12/14/2015	12/18/2015	RFK Stadium
National Title IX Holiday Invitational Conference and Classic	12/28/2015	12/30/2015	DC Armory
Fresh Start 5K	1/1/2016	1/1/2016	Festival Grounds at RFK Stadium
D.C. United Youth Academy	1/13/2016	2/18/2016	DC Armory
Youth Rally and Mass for Life 2016	1/22/2016	1/22/2016	DC Armory
Washington Area Frisbee Club Practice	1/31/2016	1/31/2016	DC Armory
Hargrove Truck Marshaling	2/2/2016	2/2/2016	Festival Grounds at RFK Stadium
Washington Area Frisbee Club Practice	2/7/2016	2/7/2016	DC Armory
Washington Area Frisbee Club Practices	2/13/2016	2/13/2016	DC Armory
Los Tigres del Norte	2/14/2016	2/14/2016	DC Armory
DC Rollergirls Bout #2	2/20/2016	2/20/2016	DC Armory
Washington Area Frisbee Club Practice	2/21/2016	2/21/2016	DC Armory
Washington Area Frisbee Club Practice	2/28/2016	2/28/2016	DC Armory
D.C. United vs. Queretaro FC	3/1/2016	3/1/2016	RFK Stadium
HBO Boxing After Dark	3/5/2016	3/5/2016	DC Armory
Washington Area Frisbee Club Practice	3/6/2016	3/6/2016	DC Armory
Washington Area Frisbee Club Practices	3/7/2016	3/7/2016	DC Armory
Rock 'n' Roll DC Marathon and 1/2 Marathon	3/12/2016	3/12/2016	Festival Grounds at RFK Stadium
Shamrock Festival	3/12/2016	3/12/2016	Festival Grounds at RFK Stadium
AIPAC Conference Rehearsal	3/14/2016	3/18/2016	DC Armory
Garden Brothers Circus	3/19/2016	3/20/2016	DC Armory
D.C. United vs. Colorado Rapids	3/20/2016	3/20/2016	RFK Stadium
American Medical Response Emergency Vehicle Training	3/23/2016	3/25/2016	Festival Grounds at RFK Stadium
D.C. United vs. FC Dallas	3/26/2016	3/26/2016	RFK Stadium
Adrian Broner vs. Ashley Theophane on Spike TV	4/1/2016	4/1/2016	DC Armory
Washington City Paper Best of DC 2016	4/6/2016	4/6/2016	DC Armory
SEME Conference at RFK	4/8/2016	4/8/2016	RFK Stadium
Down N Dirty	4/9/2016	4/9/2016	DC Armory
Color Vibe 5K	4/9/2016	4/9/2016	Festival Grounds at RFK Stadium
D.C. United vs. Vancouver Whitecaps	4/9/2016	4/9/2016	RFK Stadium
Porsche Club America - Potomac Autocross School	4/10/2016	4/10/2016	Festival Grounds at RFK Stadium
National Cherry Blossom Festival Parade Float Building	4/11/2016	4/15/2016	DC Armory
D.C. United vs. Toronto FC	4/16/2016	4/16/2016	RFK Stadium
The National Cannabis Festival	4/23/2016	4/23/2016	Festival Grounds at RFK Stadium
D.C. United vs. New England Revolution	4/23/2016	4/23/2016	RFK Stadium
Jack VS. Bute - Showtime Boxing	4/30/2016	4/30/2016	DC Armory

**FY16 Events Listing for the
RFK Stadium Campus**

Post As	Event Start	Event End	Venue
DC Rollergirls Bout #3	4/30/2016	4/30/2016	DC Armory
Kingman Island Bluegrass Festival Parking	4/30/2016	4/30/2016	Festival Grounds at RFK Stadium
D.C. United vs. New York City FC	5/8/2016	5/8/2016	RFK Stadium
Throne boxing: Dusty Hernandez-Harrison vs. Mike Dallas Jr.	5/13/2016	5/13/2016	DC Armory
D.C. United vs. New York Red Bulls	5/13/2016	5/13/2016	RFK Stadium
MEMA Ride and Drive	5/17/2016	5/18/2016	Festival Grounds at RFK Stadium
Capitol Soccer Classic	5/17/2016	5/17/2016	RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	5/19/2016	5/19/2016	Festival Grounds at RFK Stadium
Capital Fair at RFK Stadium	5/27/2016	6/5/2016	Festival Grounds at RFK Stadium
El Salvador vs. Peru	5/28/2016	5/28/2016	RFK Stadium
D.C. United vs. Seattle Sounders	6/1/2016	6/1/2016	RFK Stadium
Washington DC Electric Vehicle Grand Prix	6/4/2016	6/4/2016	Festival Grounds at RFK Stadium
A Future to Believe In Washington DC	6/8/2016	6/8/2016	Festival Grounds at RFK Stadium
Muhammad Ali Movie Night	6/10/2016	6/10/2016	Festival Grounds at RFK Stadium
Night Nation Run Washington D.C.	6/11/2016	6/11/2016	Festival Grounds at RFK Stadium
The Great Inflatable Race	6/18/2016	6/18/2016	Festival Grounds at RFK Stadium
Hookie Day Fete	6/24/2016	6/24/2016	Festival Grounds at RFK Stadium
Race 4ever	6/25/2016	6/25/2016	Festival Grounds at RFK Stadium
D.C. United vs. New England Revolution	6/25/2016	6/25/2016	RFK Stadium
Porsche Club of America - Potomac Autocross Event	6/26/2016	6/26/2016	Festival Grounds at RFK Stadium
Summer Cinema Series: Creed	6/30/2016	6/30/2016	DC Armory
Summer Cinema Series: Rudy	7/7/2016	7/7/2016	DC Armory
PULSE Movement / Together 2016 Truck Marshalling	7/10/2016	7/19/2016	Festival Grounds at RFK Stadium
Summer Cinema Series: Happy Gilmore	7/14/2016	7/14/2016	DC Armory
Together 2016 Bus Parking	7/16/2016	7/16/2016	Festival Grounds at RFK Stadium
Summer Cinema Series: Cool Runnings	7/21/2016	7/21/2016	DC Armory
Summer Cinema Series: A League of Their Own	7/28/2016	7/28/2016	DC Armory
Red Bull Global Rallycross Washington DC	7/29/2016	7/30/2016	Festival Grounds at RFK Stadium
D.C. United vs. Montreal Impact	7/31/2016	7/31/2016	RFK Stadium
Brede Exposition Services Truck Marshalling Agreement	8/3/2016	8/4/2016	Festival Grounds at RFK Stadium
D.C. United vs. Philadelphia Union	8/6/2016	8/6/2016	RFK Stadium
D.C. United vs. Portland Timbers	8/13/2016	8/13/2016	RFK Stadium
Ridiculous Obstacle Course Race	8/20/2016	8/20/2016	Festival Grounds at RFK Stadium
D.C. United vs. New York Red Bulls	8/21/2016	8/21/2016	RFK Stadium
D.C. United vs. Chicago Fire	8/27/2016	8/27/2016	RFK Stadium
NMAAHC Truck Marshalling	9/16/2016	9/26/2016	Festival Grounds at RFK Stadium
AT&T Nation's Football Classic	9/17/2016	9/17/2016	RFK Stadium
Global Experience Specialists Inc. Truck Marshalling	9/22/2016	10/12/2016	Festival Grounds at RFK Stadium
Uncorked DC Wine Fest	9/24/2016	9/24/2016	DC Armory
D.C. United vs. Orlando City FC	9/24/2016	9/24/2016	RFK Stadium
D.C. United vs. Columbus Crew	9/28/2016	9/28/2016	RFK Stadium

**FY17 Events Listing for the
RFK Stadium Campus**

Post As	Event Start	Event End	Venue
Wanderlust 108	10/2/2016	10/2/2016	RFK Stadium
Truck Marshaling for Chauffer Driven Trade Show & Conference	10/6/2016	10/12/2016	Festival Grounds at RFK Stadium
2016 Army Ten-Miler Expo	10/7/2016	10/8/2016	DC Armory
Scream City Washington DC	10/7/2016	11/6/2016	Festival Grounds at RFK Stadium
USMT v. New Zealand	10/11/2016	10/11/2016	RFK Stadium
Capitol Paving Snow Removal Training	10/12/2016	10/12/2016	Festival Grounds at RFK Stadium
D.C. United vs. New York City FC	10/16/2016	10/16/2016	RFK Stadium
American Fine Craft Show Washington	10/21/2016	10/23/2016	DC Armory
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
D.C. United vs. Montreal	10/27/2016	10/27/2016	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
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
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
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
Ugly Sweater Run	12/17/2016	12/17/2016	Festival Grounds at RFK Stadium
National Title IX Holiday Invitational Conference and Classic	12/28/2016	12/30/2016	DC Armory
Department of Health mobile food vending inspections	1/10/2017	1/12/2017	Festival Grounds at RFK Stadium
Truck Marshalling Activity Office Trailer Storage and Scale Storage	1/10/2017	2/8/2017	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
Youth Rally and Mass For Life 2017	1/27/2017	1/27/2017	DC Armory
Washington Area Frisbee Club Practice	1/30/2017	1/30/2017	DC Armory
D.C. United Youth Academy	1/31/2017	2/16/2017	DC Armory
NBC Truck Staging	2/3/2017	2/4/2017	Festival Grounds at RFK Stadium
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
D.C. United vs. Sporting Kansas City	3/4/2017	3/4/2017	RFK Stadium
Washington Area Frisbee Club Practice	3/6/2017	3/6/2017	DC Armory
USA Women's Soccer She Believes Cup - US Women VS. France	3/7/2017	3/7/2017	RFK Stadium
Rock N Roll Marathon Half Marathon & 5K Expo	3/9/2017	3/10/2017	DC Armory
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
Help From Above Convention	3/14/2017	3/15/2017	DC Armory
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
Cherry Blossom Float Building	4/5/2017	4/7/2017	DC Armory
D.C. United vs. New York City FC	4/8/2017	4/8/2017	RFK Stadium

**FY17 Events Listing for the
RFK Stadium Campus**

Post As	Event Start	Event End	Venue
The National Cannabis Festival	4/22/2017	4/22/2017	Festival Grounds at 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
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
Bubble Run Washington DC	8/12/2017	8/12/2017	Festival Grounds at 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
The Great Inflatable Race	9/9/2017	9/9/2017	Festival Grounds at 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



Question 21

Please provide an update on WCSA's plans for the Carnegie Library.

The Authority has signed a Letter of Intent with Apple regarding plans to open a global flagship store within certain portions of the Carnegie Library. Lease negotiations are underway, but the major elements of Letter of Intent are as follows:

- Premises to include basement and first floor
- Market-rate rent
- The Historical Society of Washington, D.C., will remain in the building as a co-tenant with Apple
- Apple will renovate and restore exterior and interior portions of the building
- The Authority will retain the right to utilize the building for certain meetings and events



Question 22

What efforts has WCSA undertaken in FY 2016 and FY 2017, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?

The Authority works with a broad variety of partners to attract large-scale sports and entertainment events to the District of Columbia. Major event bids undertaken in FY16 and FY17 to date include:

- The United States Tennis Association's 2016 Davis Cup Semi-Finals
- The 2021 Rugby League World Cup
- The 2022 Gay Games
- The Army-Navy Football Game for the years 2018 through 2022
- The 2017 Major League Gaming World Championships



Question 23

What's the status of the Entertainment and Sports Arena at the St. Elizabeth's campus? What is the timeline for developing the project schedule? (If such a timeline exists, please provide it.) What is the status and timeline of the design and construction procurement process? What is the status of the community outreach plan? Has an entity similar to the WCCAC been reviewed/pursued/established? What is the status of presentations about the project and arena being made to neighborhood schools? What is the status of a community benefits agreement (or the process to establish what would be included in such an agreement)? Please also list dates of stakeholder meetings in FY16 and FY17 (including those planned).

The Entertainment and Sports Arena ("ESA") project is nearing the end of the design phase and we continue to work with entitlement agencies (U.S. Commission of Fine Arts and the District of Columbia Historic Preservation Review Board) to obtain comments and approvals.

The schedule for the ESA project is as follows:

- Complete Schematic Design: 1/30/2017
- Complete Design Development: 4/30/2017
- DMPED Sitework Completion: 12/31/2016 (note that initial demolition and grading is complete, but remediation is ongoing and is anticipated to be complete in time for arena construction to begin)
- Commence Arena Construction: 6/1/2017
- Substantial Completion: 9/1/2018

The design team was brought on board in February 2016 and consists of a joint venture between Rossetti Design and Marshall Moya Design (Washington Arena Design Group JV). In June 2016, the Authority hired Smoot/Gilbane Sports ("SGJV"), an LSDBE-certified joint venture between Smoot Construction Company and Gilbane Building Company, to serve as the construction manager for the project. The team collectively worked through an extensive and iterative process relative to the design so as to ensure that the scope remained within the project budget, while also accommodating feedback from the community and entitlement agencies. While this process did impact the design portion of the schedule, it was a necessary part of the project and is not expected to extend the date of substantial completion.

The Authority has actively engaged the community since announcing the ESA project in late 2015, to include hiring a dedicated Communications and Marketing Coordinator to serve as an on-site resource for the community on a daily basis. In addition, all community members, including students at neighborhood schools, are invited to regular, open community meetings on the project, which are listed on the attached chart. Authority staff is working to finalize the date for the next community meeting, anticipated for March 2017. In addition to the Communications and Marketing Coordinator, the Authority's event staff at the R.I.S.E. Demonstration Center serve as a point of contact for community members.



The Authority has assembled a coalition of community stakeholders who are actively assisting in defining and developing the community benefits agreement that will be a major component of the ESA project. The coalition members include:

- Office of Councilmember – Ward 8
- ANC 8C
- ANC 8E
- Congress Heights Community Association
- Congress Heights Tenant’s Coalition
- Anacostia Coordinating Council
- Ward 8 Arts and Culture Council
- Ward 8 Workforce Development Council
- Ward 8 AARP
- Destination Congress Heights (Congress Heights Main Street)
- East of the River Clergy, Police Community Partnership
- Congress Heights Community Development Corporation
- Community College Preparatory Academy
- Opportunities of Industrialization Center of DC (OIC)
- Recreation Wish List Committee, Washington, DC
- Ward 8 Faith Leaders Council
- Ft. Stanton Seasoned Seniors
- Congress Heights Senior Wellness Center
- United Planning Organization
- School Board Representative – Ward 8
- Resident/SMD (Census Tract 73.04, 74.04, 98.04, 104)
- Far Southeast Family Strengthening Collaborative
- Congress Heights Arts & Culture Center

The coalition members formed six separate subcommittees to develop the “wish list” relative to the community benefits agreement. Those subcommittees, which are listed below, met numerous times to refine and develop a short list of requests that would be presented to the Authority as part of the agreement:

1. Workforce Development/Job Training and Education
2. Youth Involvement and Activities
3. Small Business Participation/ Entrepreneurship
4. Senior Concerns
5. Community Outreach (Preservation, Environment, Development, Homelessness, etc.)
6. Arts and Culture

The agreement process, inclusive of the formulation of the subcommittees and the holding of meetings to discuss community desires, began in 2016; the process is anticipated to conclude in spring 2017 when we meet with the full committee to finalize the agreement. Note that both Monumental Sports and Entertainment and the Government of the District of Columbia will



Washington Convention and Sports Authority
t/a Events DC
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

have separate community benefits agreements outside of the agreement that the Authority is currently negotiating.

The chart on the following page details community meetings that have taken place or have been scheduled.



Washington Convention and Sports Authority
t/a Events DC
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

Fiscal Year	Date	Meeting Type
FY16	2/23/2016	Community Stakeholder – Project Update
FY16	4/26/2016	Community Stakeholder – Project Update
FY16	6/7/2016	CBA: Arts & Culture Sub-Committee Meeting
FY16	6/9/2016	CBA: Reception for ESA Coalition
FY16	6/11/2016	CBA: Community Outreach Sub-Committee Meeting
FY16	6/15/2016	CBA: Small Business & Entrepreneurship Sub-Committee Meeting
FY16	6/15/2016	CBA: Youth Involvement & Activities Sub-Committee Meeting
FY16	6/16/2016	CBA: Seasoned Seniors Sub-Committee Meeting
FY16	6/18/2016	CBA: Workforce Development, Job Training & Education Sub-Committee Meeting
FY16	6/20/2016	CBA: ESA Coalition Meeting - June
FY16	7/6/2016	CBA: Arts & Culture Sub-Committee Meeting
FY16	7/9/2016	CBA: Community Outreach: Preservation, Environment, Development, Homelessness, Etc. Sub-Committee Meeting
FY16	7/13/2016	CBA: Seasoned Seniors Concerns Sub-Committee Meeting
FY16	7/13/2016	CBA: Small Business & Entrepreneurship Sub-Committee Meeting
FY16	7/13/2016	CBA: Youth Involvement & Activities Sub-Committee Meeting
FY16	7/15/2016	CBA: ESA Community Benefits Coalition Brief Meeting
FY16	7/16/2016	CBA: Workforce Development, Job Training & Education Sub-Committee Meeting
FY16	7/18/2016	CBA: ESA Community Benefits Coalition Meeting
FY16	8/2/2016	CBA: ESA Arts & Culture Meeting
FY16	8/10/2016	CBA: ESA Seasoned Seniors Concerns Sub-Committee Meeting
FY16	8/10/2016	CBA: ESA Small Business & Entrepreneurship Sub-Committee Meeting
FY16	8/13/2016	CBA: ESA Community Outreach Sub-Committee Meeting
FY16	8/15/2016	CBA: ESA Chair of Chairs Meeting
FY16	8/24/2016	CBA: ESA Chairs Meeting
FY16	9/19/2016	CBA: ESA Final CBA Coalition Meeting
FY16	9/22/2016	Community Stakeholder – Project Update
FY17	11/16/2016	Community Stakeholder – Project Update
FY17	12/15/2016	Subcontractor Outreach (SGJV)
FY17	3/1/2017	Subcontractor Outreach (SGJV)



Question 24

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

The following chart summarizes the Convention Center retail program as of February 21, 2017:

Tenant	Address	Square Footage	Status
Sbarro	1104 7th Street NW	1461	Occupied
The Morris	1020 7th Street NW	1532	Leased/Under Construction
Unconventional Diner	1207/1219 9th Street NW	9200	Leased/Under Construction
Smoked & Stacked	1239 9th Street NW	1281	Occupied
Union Kitchen Grocer	1249/1251 9th Street NW	2195	Occupied
Urban Athletic Club	802/804 N Street NW	3263	Leased/Under Construction
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
FY16-1QFY17 Performance Oversight Hearing
February 22, 2017

Question 25

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

The Authority has engaged the Washington Nationals Baseball Club to discuss partnering in the development of public-facing retail spaces along the perimeter of Nationals Park. Discussions are continuing and we are hopeful that an outline of the project can be completed this year.



Question 26

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

Andrias White, CMP, an event manager on our Conventions Services team, was named to the 2017 “20 in Their Twenties” by the Professional Convention Management Association. This program recognizes twenty rising professionals in the meetings, conventions and business events industry.

BizBash, a leading resource for event organizers, including 18 events hosted, presented or sponsored by the Authority in the list of Washington’s Top 100 Events for 2016, including the following:

- The National Cherry Blossom Festival (including the National Cherry Blossom Festival Parade Presented by Events DC),
- The DC Jazz Festival (including Events DC Presents DC Jazz Fest at the Yards and Jazz in the ‘Hoods Presented by Events DC),
- The Events DC Nation’s Triathlon,
- The RAMMYS awards gala,
- Metro Cooking DC,
- The Leukemia Ball,
- The Washington Auto Show,
- The NBC4 Health and Fitness Expo,
- The Association of the United States Army Annual Meeting and Exposition,
- The Washington, DC Travel and Adventure Show,
- Awesome Con DC,
- Satellite Conference and Exhibition,
- The National Book Festival,
- The American Israel Public Affairs Committee Policy Conference,
- The Human Rights Campaign National Dinner,
- The Congressional Black Caucus Foundation Annual Legislative Conference,
- The Citi Open, and,
- The Marine Corps Marathon.

Facilities & Destinations magazine named the Authority as a Mid-Atlantic 2016 Awards of Excellence winner for Top Destination Award, and named the Walter E. Washington Convention Center as a winner of the Prime Site Award.

The National Cherry Blossom Festival Parade Presented by Events DC won two silver Pinnacle Awards from the International Festivals and Events Association for both the local and the nationally syndicated television broadcasts of the 2016 parade.