

Performance Oversight Hearing FY15/1QFY16

Washington Convention and Sports Authority
t/a Events DC



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

February 18, 2016



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
Board of Directors**

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	Public/Labor
Denise Rolark Barnes (Secretary)	February 21, 2012	May 16, 2016	Public
Linda Greenan (Treasurer)	March 17, 2009	May 16, 2018	Public
Alan Bubes	May 17, 2015	May 16, 2019	Public
Jeffrey S. DeWitt	January 2, 2014	<i>Ex officio</i>	<i>Ex officio</i>
Cheryle Doggett	November 6, 2014	May 16, 2017	Public
Julio “Jay” Haddock Ortiz	May 15, 2007	May 16, 2018	Public
William N. Hall	November 6, 2014	October 1, 2017	Public/Restaurant
Solomon Keene, Jr.	February 7, 2012	<i>Ex officio</i>	<i>Ex officio</i> ² /Hotel
Brian Kenner	March 20, 2015	<i>Ex officio</i>	<i>Ex officio</i>
Miriam “Mimsy” Huger Lindner	February 7, 2012	May 16, 2019	Public

Notes:

¹ With the exception of *ex officio* seats, seat types are designated by the Mayor’s Office of Talent and Appointments (MOTA).

² Per the Authority’s organic statute, Mr. Keene is an *ex officio* Member of the Board by virtue of his employment as the president of the Hotel Association of Washington, DC. MOTA’s records do not currently reflect this status.

FY15 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date											
	10/9/2014	11/13/2014	12/11/2014	1/15/2015	2/12/2015	3/12/2015	4/9/2015	5/14/2015	6/11/2015	7/9/2015	9/10/2015	9/14/2015
Hagans		Present	Present	Present	Present	Present	Present	Present				
Brown									Present	Present	Present	Present
Haddock	Present	Present	Present		Present	Present	Present	Present	Present	Present	Present	Present
Greenan	Present		Present		Present	Present	Present	Present	Present	Present		Present
Boardman	Present	Present			Present	Present	Present	Present	Present	Present	Present	Present
Bubes									Present	Present	Present	Present
DeWitt	<i>Designee</i>	<i>Designee</i>	Present	Present	Present	<i>Designee</i>	Present	<i>Designee</i>	Present	<i>Designee</i>	Present	Present
Doggett		Present	Present	Present	Present	Present	Present	Present	Present			Present
Hall		Present			Present				Present	Present		
Keene	Present	Present	Present	Present	Present				Present	Present	Present	Present
Kenner									Present	Present	Present	Present
Lindner	Present	Present	Present	Present	Present	Present	Present	Present		Present	Present	Present
Rolark Barnes	Present		Present	Present	Present	Present	Present	Present	Present	Present	Present	

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



Question 2

Please provide a list of the Board's meeting dates, times, and locations for 2015 and 2016 to date.

All meetings of the Board of Directors for FY15 and FY16 to date took place in the Dr. Charlene Drew Jarvis Board Room at the Walter E. Washington Convention Center.

The Board of Directors met on the following dates:

<u>FY15</u>		<u>FY16 (to date)</u>	
<u>Date</u>	<u>Time</u>	<u>Date</u>	<u>Time</u>
October 9, 2014	10:00 a.m.	October 8, 2015	10:00 a.m.
November 13, 2014	10:00 a.m.	November 19, 2015	10:00 a.m.
December 11, 2014	10:00 a.m.	December 10, 2015	10:00 a.m.
January 15, 2015	10:00 a.m.	January 14, 2016	10:00 a.m.
February 12, 2015	10:00 a.m.		
March 12, 2015	10:00 a.m.		
April 9, 2015	10:00 a.m.		
May 14, 2015	10:00 a.m.		
June 11, 2015	10:00 a.m.		
July 9, 2015	10:00 a.m.		
September 10, 2015	10:00 a.m.		
September 14, 2015	4 p.m.		



Question 3

Please provide a status report on the Convention Center Hotel. Please include the following in your response:

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

In reviewing events in FY15 and FY16 (including those citywide meetings that are scheduled for the remainder of the current fiscal year) that would not have occurred at the Convention Center without the availability of the Headquarters Hotel, we estimate those nine citywide meetings will generate \$4.9 million in operating revenue for the Convention Center during the two-year period. On the non-operating revenue side of our budget, the Headquarters Hotel generated \$18.3 million in TIF revenues in FY15, and is budgeted to generate \$17.8 million in TIF revenues in FY16; TIF revenues are used to fund the Authority's debt service on the Headquarters Hotel.

Most relevant to our mission to generate economic and community benefits for the residents and businesses of the District of Columbia, those same nine events in FY15 and FY16 are estimated to generate an additional \$95.5 million in direct delegate spending in the District.

The Authority does not have access to current employment statistics from the Marriott Marquis Washington, DC. The following key program statistics, as reported in last year's performance oversight hearing, are from the Headquarters Hotel Workforce Intermediary Program conducted by Goodwill of Greater Washington and its partners (note that the program ended following the opening of the hotel in May 2014):

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



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

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



Question 4

Please provide the Committee with an updated Debt Statement chart for FY 2015.

**Washington Convention and Sports Authority
Combined Debt Service Requirements for the
Series 2007A (Convention Center) and
Series 2010 (Headquarters Hotel) Bonds
*as of December 31, 2015***

Fiscal Year	Principal	Interest	Total Debt Service
2016	\$19,760,000	\$31,768,599	\$51,528,599
2017	\$20,655,000	\$30,837,840	\$51,492,840
2018	\$21,600,000	\$29,848,218	\$51,448,218
2019	\$23,425,000	\$28,783,697	\$52,208,697
2020	\$24,545,000	\$27,665,608	\$52,210,608
2021-2025	\$143,135,000	\$119,952,359	\$263,087,359
2026-2030	\$195,450,000	\$81,764,153	\$277,214,153
2031-2035	\$67,335,000	\$43,116,183	\$110,451,183
2036-2040	\$86,995,000	\$27,750,950	\$114,745,950
TOTAL	\$602,900,000	\$421,487,607	\$1,024,387,607



Question 5

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

- Current vacancy percentage;
- Total amount of revenue for FY 2015 (by quarter, and total), projected and actual for FY 2016;
- Total amount of expenses for FY 2015 (by quarter, and total), projected and actual for FY 2016;
- Actual room-night/event production for FY 2015, projected and actual for FY 2016; and
- Total estimated economic impact of FY 2015, projected and actual for FY 2016.

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

Description	Conventions and Meetings ¹	Sports and Entertainment
Vacancy Percentage	27.3 percent	N/A
Operating Revenue		
Total FY15 Operating Revenue	\$20,647,593	\$5,271,387
1QFY15 Operating Revenue	\$5,062,339	\$1,170,632
2QFY15 Operating Revenue	\$6,196,992	\$636,352
3QFY15 Operating Revenue	\$5,727,567	\$1,305,369
4QFY15 Operating Revenue	\$3,660,695	\$2,159,034
Budgeted FY16 Operating Revenue	\$21,273,093	\$5,529,634
1QFY16 Actual Operating Revenue	\$5,114,757	\$1,419,135
Operating Expenses		
Total FY15 Operating Expenses	\$38,422,220	\$10,246,923
1QFY15 Operating Expenses	\$7,933,094	\$1,444,492
2QFY15 Operating Expenses	\$10,675,688	\$1,859,528
3QFY15 Operating Expenses	\$8,285,222	\$1,174,067
4QFY15 Operating Expenses	\$11,528,215	\$5,768,836
Budgeted FY16 Operating Expenses	\$47,222,238	\$10,003,044
1QFY16 Actual Operating Expenses	\$8,016,627	\$1,462,169
Room Nights²		
FY15 Actual Room Nights	321,232	N/A ³
FY16 Projected Room Nights	335,574	N/A
Actual Room Nights 1QFY16	61,720	N/A



Description	Conventions and Meetings ¹	Sports and Entertainment
Number of Events		
FY15 Number of Events	364	99
FY16 Projected Number of Events	282	66
Actual Number of Events 1QFY16	81	27
Economic Impact		
Total FY15 Estimated Economic Impact	\$415,365,249	\$51,800,000 ⁴
Total FY16 Projected Economic Impact	\$370,133,832	\$50M – \$55M
Estimated Economic Impact 1QFY16	\$173,264,692	N/A ⁵

Notes:

¹ Data includes the Walter E. Washington Convention Center and the Carnegie Library at Mt. Vernon Square; the vacancy percentage only includes FY15 operations at the Convention Center.

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

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

⁴ Economic impact data for FY15 comprises Events DC-sponsored events, namely the Washington International Horse Show, the DC Jazz Festival (using 2014 data; the 2015 data is pending), the Washington Kastles, the 2015 Citi Open, the Events DC Nation’s Triathlon and the 2015 AT&T Nation’s Football Classic.

⁵ Economic impact data for 1QFY16 events is not yet available.

Regarding vacancy percentage, we do not generally manage the utilization of the Convention Center with an emphasis on ensuring occupancy for a maximum number of calendar days, but instead work to “layer” multiple events on a given day. Because the Center is designed to host simultaneous events, we are able to increase our efficiency and reduce our operating costs with layered events; used effectively, layering can eliminate the need to have a full complement of support staff (e.g., Public Safety, Transportation Services, Meeting Services, etc.) in heated or cooled spaces for a single event. By actively working to host multiple events on a given day, we may create vacant days on the calendar as a result while maximizing our utilization of the facility. Even with this strategy in place, our utilization rate increased in FY15 to more than 72 percent, compared to about 60 percent in FY14, due to increased Convention Center bookings across all categories of business.

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



Question 6

Please provide the following information for all contracts entered into by the WCSA during FY 2015 and FY 2016, to date:

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

The requested information is on the attached charts.

**Washington Convention and Sports Authority
FY15 Contract 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 FY15 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Abbey Services Inc.	N	N	Digital Video Recorder (DVR) Maintenance and Repair Services	N	Gladys Jones	10/5/2014	9/30/2015	\$20,000.00	\$0.00	Operating	Y	No	N/A
Allied Trailer Sales & Rentals	N	N	Ticket Trailer Rental	N	Andrew Harrington	10/1/2014	9/30/2015	\$40,000.00	\$10,005.00	Operating	Y	No	N/A
Allstate Floors of DC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2014	9/30/2015	\$100,000.00	\$49,406.65	Operating	Y	No	N/A
Alsco	N	N	Linen Services	N	Bill Smith	10/10/2014	9/30/2015	\$25,000.00	\$19,970.74	Operating	Y	No	N/A
American Combustion Industries, Inc.	N	N	Boiler Service and Maintenance	N	Patrick Strickland	4/2/2015	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Aon	N	N	Risk Management, Insurance Brokerage, Consulting	Y	Reginald Smith	12/31/2014	12/30/2015	\$153,000.00	\$153,000.00	Operating	Y	No	N/A
Aquaverve	N	N	Water Coolers	N	Cathy Boles	3/20/2015	9/30/2015	\$30,000.00	\$28,967.50	Operating	Y	No	N/A
Aramark Sports LLC	N	Y	Housekeeping Service	N	Bill Smith	10/1/2014	9/30/2015	\$4,757,291.00	\$4,720,039.88	Operating	Y	Yes	Attached
Atlantic Electric Supply	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2014	9/30/2015	\$100,000.00	\$125,816.50	Operating + Capital	Y	No	N/A
B & B Floor Services, LLC	Y	Y	Flooring Purchase, Repair, Replacement and Installation	N	Patrick Strickland	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Capital	Y	No	N/A
Ballard Spahr	N	Y	Bond & Swap Counsel	N	Marlene Johnson	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Bank of New York	N	N	Bond Trustee Services	N	Henry Mosley	10/1/2010	9/30/2039	\$15,000.00	\$0.00	Operating	N	No	N/A
Bankers Management Services	N	N	Courier Services	N	Shauneille Delaney	10/1/2014	9/30/2015	\$99,000.00	\$1,485.88	Operating	Y	No	N/A
BearCom	N	N	Portable Motorola Radio Repairs	N	Lynn Anthony	6/2/2015	9/30/2015	\$20,000.00	\$0.00	Operating	Y	No	N/A
Bollinger Energy Corporation	N	N	ULTRA Low Sulfur Diesel Fuel (ULSD)	N	Patrick Strickland	2/23/2015	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Buy Sod Inc	N	N	RFK Field Replacement	N	Andrew Harrington	7/6/2015	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
CALPRO Group	N	Y	Event General Services	N	Bill Smith	10/1/2014	9/30/2015	\$50,000.00	\$21,231.25	Operating	Y	No	N/A
Campbell Company LLC	Y	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$4,600.00	Operating	Y	No	N/A
Capital Business Center	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/4/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Captial Sport Ventures	N	N	Business Development Services	N	Erik Moses	2/5/2015	8/5/2015	\$75,000.00	\$49,999.98	Operating	N	No	N/A
CDS Mechanical Services Inc.	N	N	Central Plant - Chiller Maintenance and Inspection Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$90,000.00	\$41,179.80	Operating	N	No	N/A
Centerplate	N	Y	Food Service Management	N	Joyce Watson	5/19/2011	3/31/2019	\$100,000.00	\$215,622.46	Operating	Y	Yes	Attached
Clean Decisions	Y	Y	Community Clean Up	N	Candace Johnson	6/25/2015	9/30/2015	\$15,000.00	\$3,225.50	Operating	Y	No	N/A
Continental Wireless Inc.	N	N	Portable Motorola Radios and Accessories	N	Lynn Anthony	5/7/2015	9/30/2015	\$50,000.00	\$1,374.57	Operating	Y	No	N/A
Corporate Press Communications Co.	N	N	Printing and Other Related Services	N	Chinyere Hubbard	10/11/2014	9/30/2015	\$100,000.00	\$35,823.79	Operating	Y	No	N/A
Covington & Burlington	N	Y	Procurement Counsel	N	Marlene Johnson	10/1/2014	3/31/2016	\$100,000.00	\$0.00	Operating	Y	No	N/A
CSI Corporation of DC	Y	Y	CSI - Security	N	Gladys Jones	10/1/2014	9/30/2015	\$1,032.94	\$1,033,404.22	Operating	Y	Yes	Attached
Daylily Landscaping	Y	Y	Lawn Maintenance Services - Carnegie	N	Patrick Strickland	10/1/2014	9/30/2015	\$46,000.00	\$43,800.00	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY15 Contract 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 FY15 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Daylily Landscaping	Y	Y	Exterior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$100,000.00	\$21,960.00	Operating	Y	No	N/A
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	03/07/2014	3/6/2015	\$99,999.00	\$3,000.00	Operating	Y	Yes	Attached
Diligent Rocket LLC	N	N	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$25,845.00	Operating	Y	No	N/A
DMNGOOD LLC	N	Y	Artistic Graphic Design Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Docsav Industries Inc.	Y	Y	General Mechanical Supplies	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$88,456.57	Operating	Y	No	N/A
Door System Inc.	N	N	High Speed Roll Up Doors - Semi-Annual Preventive Maintenance & Emergency Repair Services	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$85,828.31	Operating	Y	No	N/A
Drapes 4 Show Inc.	N	N	Event Table Linens & Supplies	N	Bill Smith	10/8/2014	9/30/2015	\$70,000.00	\$45,100.00	Operating	Y	No	N/A
Emergency 911 Security Inc.	Y	Y	Badging and Access Supplies	N	Gladys Jones	10/1/2014	9/30/2015	\$10,000.00	\$27,763.31	Operating	Y	No	N/A
Engineers Outlet	N	Y	Hardware Supplies	N	Patrick Strickland	2/16/2015	9/30/2015	\$14,000.00	\$4,479.33	Operating	Y	No	N/A
Engraving & Awards of NE	N	N	Event Trophies	N	Candace Johnson	10/1/2014	9/30/2015	\$8,000.00	\$7,389.00	Operating	Y	No	N/A
Eyre	N	N	NFC Bus Services	N	Candace Johnson	10/12/2014	9/30/2015	\$20,000.00	\$28,414.70	Operating	Y	No	N/A
Fandango Productions	N	N	Event General Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$99,000.00	\$0.00	Operating	Y	No	N/A
Fannon Petroleum	N	N	Fuel/Heating Oil #2	N	Patrick Strickland	10/6/2014	9/30/2015	\$100,000.00	\$68,080.02	Operating	Y	No	N/A
Fisher & Son Co. Inc.	N	N	Grass Seed and Fertilizer	N	Andrew Harrington	3/20/2015	9/30/2015	\$17,000.00	\$2,521.20	Operating	Y	No	N/A
Fujitec America Inc.	N	N	Escalator/Elevator Maintenance	N	Najib Mohammed	10/1/2014	9/30/2015	\$970,000.00	\$730,246.39	Operating	Y	No	N/A
Gem Laser Express Inc.	N	N	Printer Maintenance and Supplies	N	Rebecca Ryan	10/1/2014	9/30/2015	\$100,000.00	\$12,211.05	Operating	Y	No	N/A
General & Mechanical Services, LLC	N	N	General Mechanical Services and Supplies	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$77,553.87	Operating	Y	No	N/A
GLP Inc	Y	Y	Electromechanical Rigging Services	N	Joyce Watson	12/20/2012	9/30/2017	Commission	\$0.00	Operating	Y	Yes	Attached
Goetz Printing Co.	N	N	Printing Services	N	Chinyere Hubbard	5/18/2015	9/30/2015	\$100,000.00	\$44,999.12	Operating	Y	No	N/A
Hargrove, Inc.	N	N	Event General Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$100,000.00	\$5,125.00	Operating	Y	No	N/A
Hi-Tech Electric LLC	N	N	Electrical Utility & Air/Water/Drain	N	Rebecca Ryan	10/1/2014	9/30/2015	\$141,640.00	\$38,687.72	Operating	Y	Yes	Attached
Ideal Electrical Supply Inc	Y	Y	Electrical Equipment, Parts and Supplies	N	Erik Moses	10/7/2014	9/30/2015	\$100,000.00	\$55,117.32	Operating	Y	No	N/A
Innovative Pest Management	N	N	Pest Control Management	N	Patrick Strickland	10/6/2014	9/30/2015	99,999.99	\$19,450.64	Operating	Utilizing GSA Schedule	No	N/A
Inova Employee Assistance	N	N	Employee Assistance Program Services	N	Misty Oratokhai	10/1/2014	9/30/2015	\$9,275.00	\$550.00	Operating	Y	No	N/A
Jenks Inc.	Y	Y	Carpentry Supplies	N	Najib Mohamed	10/1/2014	9/30/2015	\$100,000.00	\$74,501.95	Operating	Y	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Recycling Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$30,000.00	\$152,710.66	Operating	Utilizing DGS Contract	No	N/A
Judd Fire Protection, LLC	N	N	Sprinkler System Maintenance (Wet/Dry)	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$21,439.29	Operating + Capital	Y	No	N/A
Leftwich & Ludaway LLC	Y	Y	Legal Services (General Outside Counsel)	N	Marlene Johnson	10/1/2014	9/30/2015	\$100,000.00	\$305,687.26	Operating	Y	No	N/A
McAndrews Restoration Inc	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2014	9/30/2015	\$500,000.00	\$0.00	Capital	Y	No	N/A

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FY15 Contract Roster**

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Michael A. Jacobs, Esq	N	N	Facilitation and Mediation Consulting Services	N	Tawana Parker	8/24/2015	8/23/2016	\$72,000.00	\$250.00	Operating	N	No	N/A
Mitchell Humphrey	N	N	FMSII Software Products License and Maintenance Support	Y	Zeni Bekele	1/1/2015	12/31/2015	\$0.00	\$107,810.28	Operating	Y	No	N/A
Modern Door & Equipment Sales	N	N	Operable Walls Maintenance, Inspection and/or Repair Services	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$15,142.00	Operating	Y	No	N/A
Nalco, an Ecolab Company	N	N	Central Plant - Cooling Tower Water Treatment	N	Patrick Strickland	10/1/2014	9/30/2015	\$38,000.00	\$19,716.00	Operating	Y	No	N/A
Navex Global	N	N	Ethics and Compliance Program	N	Misty Oratokhai	10/1/2014	9/30/2015	\$17,975.00	\$24,475.00	Operating	Y	No	N/A
Neal R. Gross & Company Inc.	Y	Y	Stenography Services	N	Sean Sands	10/1/2014	9/30/2015	\$35,000.00	\$22,710.80	Operating	Y	No	N/A
Omni Elevator Inspection Service	N	Y	Elevator Inspection, Elevator & Escalator Inspections	N	Ed Heubert	10/1/2014	9/30/2015	\$100,000.00	\$16,262.21	Operating	Y	No	N/A
On Sale Promos LLC	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/3/2014	9/30/2015	\$100,000.00	\$12,494.82	Operating	Y	No	N/A
Orion Systems Group	N	N	Badging System (Lenel Security) and Accessories	N	Gladys Jones	10/1/2014	9/30/2015	\$2,000.00	\$0.00	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Badging and Access Supplies	N	Gladys Jones	10/1/2014	9/30/2015	\$5,000.00	\$98,534.06	Operating	Y	No	N/A
Periscope Holdings, Inc.	N	N	E-Procurement System Hosting, Maintenance, Support, Training & Consulting Services	Y	Kiara Short	10/1/2014	9/30/2019	\$234,946.66	\$112,056.01	Operating	N	No	N/A
Pioneer Manufacturing Company	N	N	Field Paint and Materials	N	Andrew Harrington	4/8/2015	9/30/2015	\$20,000.00	\$6,442.50	Operating	Y	No	N/A
Porter Novelli	N	Y	Marketing Services	N	Chinyere Hubbard	10/9/2014	9/30/2015	\$250,000.00	\$257,825.44	Operating	Y	No	N/A
Premier Landscapes, LLC	N	N	Plant Leasing & Interior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2014	9/30/2015	\$95,000.00	\$90,200.00	Operating	Y	No	N/A
Projections/ Team Pro	N	N	Audio Visual Services	N	Michael Waxer	10/1/2014	9/30/2015	\$536,022.00	\$120,084.21	Operating	Y	Yes	N/A
Propane Taxi	N	N	Propane	N	Bill Smith	3/17/2015	9/30/2015	\$10,000.00	\$8,500.00	Operating	Y	No	N/A
PS Furniture Inc.	N	N	Rectangular Folding Tables and Racks	N	Bill Smith	10/1/2014	9/30/2015	\$100,000.00	\$87,611.20	Capital	Y	No	N/A
RizeUp Technology Training	Y	Y	Computer Software Training Services	N	Misty Oratokhai	7/6/2015	9/30/2015	\$100,000.00	\$17,000.00	Operating	Y	No	N/A
Sage Communications	N	N	Webiste Design, Development and Deployment	N	Deandra Duggans	6/1/2015	9/30/2015	\$17,000.00	\$12,678.75	Operating	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Hardware Supplies	N	Najib Mohamed	2/16/2015	9/30/2015	\$10,000.00	\$43,655.29	Operating	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Electrical Equipment, Parts and Supplies	N	Najib Mohamed	10/1/2014	9/30/2015	\$100,000.00	\$39,880.01	Capital	Y	No	N/A
Senoda Inc	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/2/2014	9/30/2015	\$100,000.00	\$40,482.62	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	5/22/2015	9/30/2015	\$100,000.00	\$37,445.36	Operating	Y	No	N/A
SICO America, Inc.	N	N	Sico Maintenance, Parts Repairs & Advisory Assistance	N	Cathy Boles	10/1/2014	9/30/2015	\$100,000.00	\$432.96	Operating	Y	No	N/A
SigNet Technologies, Inc.	N	N	American Dynamics Victor Video System	N	Gladys Jones	10/1/2014	9/30/2015	\$10,500.00	\$0.00	Operating	Y	No	N/A
Smart City	N	N	Technology Services Provider	N	Michael Waxer	6/13/2002	6/13/2018	Commission	\$0.00	Operating	Y	Yes	Exempt per Regs
Social Sightings LLC	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2014	9/30/2015	\$50,000.00	\$7,450.00	Operating	Y	No	N/A

**Washington Convention and Sports Authority
FY15 Contract 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 FY15 Budgeted	Actual Spend	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi-year (Yes/No)	Proof Contract Submitted to Council
Sol Systems LLC	Y	Y	Solar Power Generation System - Consultant	N	Cathy Boles	04/17/2015	4/16/2016	\$10,000.00	\$3,200.00	Capital	Y	No	N/A
Southern Aluminum Mfg Inc.	N	N	Tables, Accessories, Products, Equipment	N	Bill Smith	10/1/2014	9/30/2015	\$100,000.00	\$1,206.00	Operating	Y	No	N/A
Standard Office Supply	Y	Y	Office Supplies	N	Shauneille DeLaney	10/1/2014	9/30/2015	\$99,999.00		Operating	Y	No	N/A
Standard Restoration & Waterproofing	N	N	Waterproofing, Leak Repairs, and General Contractor Services	N	Cathy Boles	10/1/2014	9/30/2015	\$500,000.00	\$324,228.00	Capital	Y	No	N/A
Storyboard LLC	Y	Y	Marketing & Event Planning Services	N	Erik Moses	10/1/2014	9/30/2015	\$100,000.00	\$220,498.56	Operating	Y	No	N/A
Stranix Associates LLC	N	N	Project Mangement Services	N	Erik Moses	7/20/2014	7/19/2015	\$518,000.00	\$9,085.00	Operating	N	No	N/A
Swanson Communications	N	Y	Marketing & Public Relations Services	N	Erik Moses	10/1/2014	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
Talentwise Inc.	N	N	Screening & Investigative Services	N	Misty Oratokhai	10/13/2014	9/30/2015	\$50,000.00	\$3,268.25	Operating	Y	No	N/A
Talk of the Town	N	N	Team Building Exercises and Activites	N	Ilar Edun	7/3/2015	9/30/2015	\$25,000.00	\$1,082.25	Operating	Y	No	N/A
The Sherwin-Williams Company	N	N	Paint and Painting Supplies	N	Najib Mohamed	05/13/2015	9/30/2015	\$100,000.00	\$0.00	Operating	Y	No	N/A
The Track Group, Inc	N	N	Customer Satisfaction Survey	N	Steve Schwartz	10/1/2014	9/30/2015	\$71,778.00	\$5,614.83	Operating	Y	No	N/A
The Triage Group LLC	Y	Y	Web Migration and Hosting Services	N	Deandra Duggans	10/1/2014	9/30/2015	\$75,000.00	\$25,925.00	Operating	Y	No	N/A
Ultimate Software Group	N	N	HR, Payroll & Timekeeping	N	Zeni Bekele	10/1/2014	9/30/2015	\$109,848.00	\$107,641.44	Operating	Y	No	N/A
UniFirst	N	N	Uniform Rental	N	Bill Smith	10/1/2014	9/30/2015	\$50,000.00	\$43,834.93	Operating	Y	No	N/A
Washington Express	N	N	Courier Services	N	Shauneille Delaney	10/1/2014	9/30/2015	\$100,000.00	\$10,000.00	Operating	Y	No	N/A
Willdan Financial Servces	N	N	Arbitrage Rates and Municipal Disclosure Services	N	Nuru Yimam	10/1/2014	9/30/2015	\$10,000.00	\$4,410.00	Operating	Y	No	N/A
Won-Door Corporation	N	N	Door Inspection	N	Patrick Strickland	10/1/2014	9/30/2015	\$9,000.00	\$2,224.00	Operating	Y	No	N/A
World Class Athletic Surfaces	N	N	Field Paint and Materials	N	Andrew Harrington	04/01/2015	9/30/2015	\$20,000.00	\$4,580.00	Operating	Y	No	N/A
Xerox Corporation	N	N	Xerox-FY 15 Maintenance for copier/fax machines	N	Shauneille Delaney	10/20/2014	9/30/2015	\$65,000.00	\$ 65,000.00	Operating	Utilizing GSA Schedule	No	N/A
Xerox Corporation	N	N	Xerox-staples for copier machines in FY 15	N	Shauneille Delaney	10/13/2014	9/30/2015	\$1,900.00	\$ 273.70	Operating	Utilizing GSA Schedule	No	N/A
Xerox Corporation	N	N	Xerox-FY 15 Lease for copy/fax equipment	N	Shauneille Delaney	10/27/2014	9/30/2015	\$49,000.00	\$ 49,000.00	Operating	Utilizing GSA Schedule	No	N/A

**Washington Convention and Sports Authority
1QFY16 Contract 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
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	Andrew Harrington	10/1/2015	9/30/2016	\$ 40,000.00	\$ 4,475.00	Operating	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	\$ 513,167.00	\$ 198,755.00	Operating	Y	No	N/A
Alsco	N	N	Linen Services	N	Bill Smith	10/1/2015	9/30/2016	\$ 25,000.00	\$ 5,351.40	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	\$ -	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	\$ -	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	\$ 4,634,291.00	Operating	Y	Yes	Attached
Artex Fine Art Services	N	N	Art Conservation Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	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	\$ 24,976.23	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	\$ -	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	\$ 372.37	Operating	Y	No	N/A
BearCom	N	N	Portable Motorola Radio Repairs	N	Lynn Anthony	10/1/2015	9/30/2016	\$ 20,000.00	\$ -	Operating	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	\$ -	Operating	Y	No	N/A
Buy Sod Inc	N	N	RFK Field Replacement	N	Andrew Harrington	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	\$ 50,000.00	\$ 6,290.25	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	\$ 1,950.00	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
Captial Construction Group LLC	Y	Y	Painting Services and Supplies	N	Najib Mohammed	10/1/2015	9/30/2016		\$ 10,000.00	Operating	Y	No	N/A
Captial Sport Ventures	N	N	Business Development Services	N	Erik Moses	2/5/2015	8/5/2015	\$ 75,000.00	\$ 25,000.00	Operating	N	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	\$ 11,244.00	Operating	N	No	N/A
Centerplate	N	Y	Food Service Management	N	Joyce Watson	5/19/2011	3/31/2019	\$ 100,000.00	\$ 143,135.76	Operating	Y	Yes	Attached
Clean Decisions	Y	Y	Community Clean Up	N	Candace Johnson	10/1/2015	9/30/2016	\$ 15,000.00	\$ -	Operating	Y	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	\$ 376.91	Operating	Y	No	N/A
Convergint 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	\$ 457.00	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	\$ 47,161.00	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	\$ 7,400.00	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	\$ 238,942.32	Operating	Y	Yes	Attached
Daktronics	N	N	Score Board Maintenance and Repair	N	Andrew Harrington	10/1/2015	9/3/2016	\$ 58,710.00	\$ -	Operating	N	No	N/A
Daylily Landscaping	Y	Y	Exterior Horticultural Maintenance Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 46,000.00	\$ -	Operating	Y	No	N/A
Daylily Landscaping	Y	Y	Lawn Maintenance Services - Carnegie	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 27,000.00	\$ -	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
Digital Conventions	Y	Y	Digital Signage Network Operations	N	Michael Waxer	3/7/2015	3/6/2016	\$ 100,000.00	\$ -	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	\$ 11,956.00	Operating	Y	No	N/A

**Washington Convention and Sports Authority
1QFY16 Contract Roster**

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	Ed Heubert	10/1/2015	9/30/2016	\$ 100,000.00	\$ 16,314.00	Operating	Y	No	N/A
Door System Inc.	N	N	High Speed Roll Up Doors - Semi-Annual Preventive Maintenance & Emergency Repair Services	N	Ed Heubert	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	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	\$ -	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	\$ 803.53	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	\$ 48,608.00	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	\$ -	Operating	Y	No	N/A
Engineers Outlet	N	Y	Hardware Supplies	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Engraving & Awards of NE	N	N	Event Trophies	N	Candace Johnson	10/1/2015	9/30/2016	\$ 8,000.00	\$ -	Operating	Y	No	N/A
Eyre	N	N	NFC Bus Services	N	Candace Johnson	10/1/2015	9/30/2016	\$ 20,000.00	\$ -	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	\$ -	Operating	Y	No	N/A
Fisher & Son Co. Inc.	N	N	Grass Seed and Fertilizer	N	Andrew Harrington	10/1/2015	9/30/2016	\$ 17,000.00	\$ -	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	\$ 292,832.94	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	\$ 268.33	Operating	Y	No	N/A
General & Mechanical Services, LLC	N	N	General Mechanical Services and Supplies	N	Ed Heubert	10/1/2015	9/30/2016	\$ 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	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Operating	Y	No	N/A
Hargrove, Inc.	N	N	Event General Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	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	\$ -	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	\$ 2,275.00	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	\$ 27,843.32	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	\$ -	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	\$ 19,000.00	Operating	Utilizing GSA Schedule	No	N/A
Inova Employee Assistance	N	N	Employee Assistance Program Services	N	Misty Oratokhai	10/1/2015	9/30/2016	\$ 9,275.00	\$ 4,637.50	Operating	Y	No	N/A
Interface Media Group Inc.	N	Y	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 70,000.00	\$ -	Operating	Y	No	N/A
Jenks Inc.	Y	Y	Carpentry Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 14,880.07	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	\$ 31,478.46	Operating	Utilizing DGS Contract	No	N/A
Jerome L. Taylor Trucking Inc	Y	Y	Trash Hauling	N	Patrick Strickland	1/1/2015	9/30/2016	\$ 150,000.00	\$ 29,000.00	Operating	Utilizing DGS Contract	No	N/A
Judd Fire Protection, LLC	N	N	Sprinkler System Maintenance (Wet/Dry)	N	Ed Heubert	10/1/2015	9/30/2016	\$ 100,000.00	\$ 5,780.50	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	\$ -	Operating	Y	No	N/A
Leftwich & Ludaway LLC	Y	Y	Legal Services (General Outside Counsel)	N	Marlene Johnson	10/1/2015	9/30/2016	\$ 100,000.00	\$ 37,629.89	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	\$ -	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	\$ 334,039.46	Operating	Y	No	N/A
McCall Handling Company	N	N	Lift and Cart Equipment, Maintenance, and Repair Services	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 50,000.00	\$ -	Capital	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
Michael A. Jacobs, Esq	N	N	Facilitation and Mediation Consulting Services	Y	Tawana Parker	8/24/2015	8/23/2016	\$ 72,000.00	\$ 4,000.00	Operating	N	No	N/A
Mike B Photography	N	N	Photography and Videography Services	N	Ashley Forrester	10/1/2015	9/30/2016	\$ 20,000.00	\$ 2,420.00	Operating	Y	No	N/A

**Washington Convention and Sports Authority
1QFY16 Contract Roster**

Mitchell Humphrey	N	N	FMSII Software Products License and Maintenance Support	N	Zeni Bekele	1/1/2015	12/31/2015	\$ 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	Ed Heubert	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	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	\$ 1,082.93	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	\$ 5,445.00	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	\$ 2,469.35	Operating	Y	No	N/A
Omni Elevator Inspection Service	N	Y	Elevator Inspection, Elevator & Escalator Inspections	N	Ed Heubert	10/1/2015	9/30/2016	\$ 100,000.00	\$ 6,663.46	Operating	Y	No	N/A
On Sale Promos LLC	Y	Y	Specialty and Promotional Items	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 7,110.00	Operating	Y	No	N/A
Paige International Inc.	Y	Y	Lenel System Upgrade	N	Jeff Arden	10/1/2015	9/30/2016	\$ 100,000.00	\$ -	Capital	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	\$ 812.75	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	\$ 50,320.00	Operating	N	No	N/A
Pioneer Manufacturing Company	N	N	Field Paint and Materials	N	Andrew Harrington	10/1/2015	9/30/2016	\$ 20,000.00	\$ -	Operating	Y	No	N/A
Porter Novelli	N	Y	Marketing Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 250,000.00	\$ -	Operating	Y	No	N/A
Poshbooth LLC	N	N	PoshBooth BPA	N	Ilar Edun	10/1/2015	9/30/2016		\$ -	Operating	Y	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	\$ 35,849.00	Operating	Y	No	N/A
Projections/ Team Pro	N	N	Audio Visual Services	N	Michael Waxer	10/1/2015	9/30/2016	Commission	\$ 16,442.38	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	\$ -	Capital	Y	No	N/A
Reuter & Hanney, Inc.	N	N	Switchgear Testing	N	Najib Mohammed	10/1/2015	9/30/2016	\$ 219,075.00	\$ -	Operating	Y	No	N/A
Sage Communications	N	N	Website Design, Development and Deployment	N	Deandra Duggans	10/1/2015	9/30/2016	\$ 17,453.35	\$ -	Operating	Y	No	N/A
Sage Communications	N	N	PR and Marketing Services	N	Deandra Duggans	10/1/2015	9/30/2016	\$ 375,000.00	\$ -	Operating	Utilizing GSA Schedule	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	\$ 2,465.89	Capital	Y	No	N/A
Schaefer-Friedman, LLC	Y	Y	Hardware Supplies	N	Najib Mohamed	10/1/2015	9/30/2016	\$ 100,000.00	\$ 3,539.92	Operating	Y	No	N/A
Senoda Inc.	Y	N	Employee Engagement Event Supplies	N	Ilar Edun	11/13/2015	9/30/2016	\$ 50,000.00	\$ -	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	\$ 9,614.88	Operating	Y	No	N/A
Senoda Inc.	Y	Y	Printing Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 100,000.00	\$ 4,337.00	Operating	Y	No	N/A
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	\$ 48,293.73	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	Ilar Edun	10/1/2015	9/30/2016	\$ 30,000.00	\$ 16,800.00	Operating	N	No	N/A
Social Sightings LLC	N	Y	Photography Services	N	Chinyere Hubbard	10/1/2015	9/30/2016	\$ 50,000.00	\$ 11,850.00	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	\$ -	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	\$ -	Operating	Y	No	N/A
Standard Office Supply	Y	Y	Supply & Delivery of Office Supplies	N	Shaunelle DeLaney	10/1/2015	9/30/2016	\$ 100,000.00	\$ 9,319.98	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	\$ -	Operating	Y	No	N/A
Storyboard LLC	Y	Y	Marketing & Event Planning Services	N	Erik Moses	10/1/2015	9/30/2016	\$ 250,000.00	\$ 23,815.00	Operating	Y	No	N/A

**Washington Convention and Sports Authority
1QFY16 Contract Roster**

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	\$ -	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	\$ -	Operating	Y	No	N/A
Talentwise Inc.	N	N	Screening & Investigative Services	N	Misty Oratokhai	10/1/2015	9/30/2016	\$ 50,000.00	\$ 425.50	Operating	Y	No	N/A
Talk of the Town	N	N	Team Building Exercises and Activites	N	Ilar Edun	10/1/2015	9/30/2016	\$ 25,000.00	\$ -	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	\$ 11,662.13	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	\$ -	Operating	Y	No	N/A
The Triage Group LLC	Y	Y	Web Migration and Hosting Services	N	Deandra Duggans	10/1/2015	9/30/2016	\$ 75,000.00	\$ -	Operating	Y	No	N/A
Ultimate Software Group	N	N	HR, Payroll & Timekeeping	N	Zeni Bekele	10/1/2015	9/30/2016	\$ 124,770.00	\$ 35,310.71	Operating	Y	No	N/A
UniFirst	N	N	Uniform Rental	N	Bill Smith	10/1/2015	9/30/2016	\$ 50,000.00	\$ 3,653.50	Operating	Y	No	N/A
Washington Express	N	N	Courier Services	N	Shauneille Delaney	10/1/2015	9/30/2016	\$ 100,000.00	\$ 681.99	Operating	Y	No	N/A
Willdan Financial Sercves	N	N	Arbitrage Rates and Municipal Disclosure Services	N	Nuru Yimam	10/1/2015	9/30/2016	\$ 10,000.00	\$ 5,000.00	Operating	Y	No	N/A
Winfield Solutions	N	N	Grass Seed and Fertilizer	N	Andrew Harrington	10/1/2015	9/30/2016	\$ 17,000.00	\$ 2,075.00	Operating	Y	No	N/A
Won-Door Corporation	N	N	Door Inspection	N	Patrick Strickland	10/1/2015	9/30/2016	\$ 10,000.00	\$ -	Operating	Y	No	N/A
World Class Athletic Surfaces	N	N	Field Paint and Materials	N	Andrew Harrington	10/1/2015	9/30/2016	\$ 20,000.00	\$ -	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	\$ -	Operating	Utilizing GSA Schedule	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	\$ 252.00	Operating	Utilizing GSA Schedule	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	\$ -	Operating	Utilizing GSA Schedule	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



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

FEB 17 2000

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

Dear Mayor Williams:

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

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

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

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

Sincerely,

Linda W. Cropp
Chairman of the Council

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

CA21-0171 - Proposed contract with Siemens Industry, Inc. **Deemed/Approved**

Legislative Summary	
Legislation Number	CA21-0171
Introduction Date	Sep 10, 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
Current Status	CA21-0171 deemed approved on Sep 21, 2015
Additional Information	<p>The attached proposed contract with Siemens Industry, Inc. in the amount of \$1,405,611 to provide building system maintenance, repair, and upgrades at the Walter E. Washington Convention Center and Carnegie Library was filed in the Office of the Secretary on September 10, 2015.</p> <p>The Council's ten day review begins Friday, September 11, 2015, including Saturdays, Sundays, Council recess and legal holidays. The proposed contract will be deemed approved on Monday, September 21, 2015, unless a resolution of approval or disapproval is introduced within the ten day review period, extending the review to 45 days.</p>

Other Documents	
• Memorandum	

**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
Office of the Secretary- Legislation Detail**

PR19-0802 - CONTRACT NO. WCC-02-07 OPTION PERIOD APPROVAL RESOLUTION OF 2012 **Approved**

Legislative Summary	
Legislation Number	PR19-0802
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
Resolution Number	R19-0513
Current Status	Approved

Bill History	
Jul 2, 2012	PR19-0802 Introduced by Chairman Mendelson at Office of the Secretary
Jul 6, 2012	Notice of Intent to Act on PR19-0802 Published in the District of Columbia Register
Jul 10, 2012	Retained by the Council
Jul 10, 2012	Final Reading
Jul 10, 2012	Approved with Resolution Number R19-0513
Aug 17, 2012	Resolution R19-0513 Published in DC Register Vol 59 and Page 9891

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

CA21-0170 - Proposed contract modification to exercise option three (3) with CSI Corporation of DC Deemed Approved

Legislative Summary	
Legislation Number	CA21-0170
Introduction Date	Sep 10, 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
Current Status	CA21-0170 deemed approved on Sep 21, 2015
Additional Information	<p>The attached proposed contract modification to exercise option three (3) with CSI Corporation of DC in the amount of \$1,032,194.00 to provide security services at the Walter E. Washington Convention Center and Carnegie Library was filed in the Office of the Secretary on September 10, 2015.</p> <p>The Council's ten day review begins Friday, September 11, 2015, including Saturdays, Sundays, Council recess and legal holidays. The proposed contract will be deemed approved on Monday, September 21, 2015, 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

September 21, 2015

Gregory A. O'Dell
President CEO
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 21-170	Contract modification to exercise option year three (3) with CSI Corporation of DC	September 21, 2015

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

Sincerely,

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

Phil Mendelson
Chairman of the Council





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

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,

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

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



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

August 29, 2012

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

Dear Mr. O'Dell:

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

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

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

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

Sincerely,

Phil Mendelson
Chairman of the Council

cc: Committee on Finance and Revenue



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.

ENROLLED ORIGINAL

A RESOLUTION

21-119

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

June 2, 2015

To approve multiyear Contract No. SO-15-030-0001049 with ARAMARK Sports and Entertainment Services, LLC to provide janitorial and related services to the Walter E. Washington Convention Center and the Carnegie Library.

RESOLVED, BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, That this resolution may be cited as the “ARAMARK Sports and Entertainment Services, LLC Contract Approval Resolution of 2015”.

Sec. 2. Pursuant to section 451(c)(3) of the District of Columbia Home Rule Act, approved December 24, 1973 (87 Stat. 803; D.C. Official Code §1-204.51(c)(3)), and section 202 of the Procurement Practices Reform Act of 2010, effective April 8, 2011 (D.C. Law 18-371; D.C. Official Code § 2-352.02), the Council approves multiyear Contract No. SO-15-030-0001049 with ARAMARK Sports and Entertainment Services, LLC to provide janitorial and related services to the Walter E. Washington Convention Center and the Carnegie Library for a not-to-exceed amount of \$23,604,202 for a term of October 1, 2015 to September 30, 2020.

Sec. 3. This resolution shall take effect immediately.

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

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

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 6, 2015	Retained by the Council
Oct 6, 2015	Final Reading
Oct 6, 2015	Approved with Resolution Number R21-0229
Oct 6, 2015	Resolution Number R21-0229 Effective from Oct 6, 2015

Other Documents	
• Memorandum	



Question 7

Please list all FY 2015 and FY 2016 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 FY15 performance standards were grouped into four primary areas that were then integrated into operational work plans for each line of business; the organization's results against each standard are shown below.

For FY16, the Authority's Board approved the immediate activation and implementation of strategic planning initiatives for the fiscal year. These strategic initiatives cover a broad range of activities related to both our core lines of business and new business development opportunities, to include Convention Center retail, streetscaping and public art, the redesign of the Convention Center's public spaces, the completion of the RFK site study, technology upgrades and initiatives, the Entertainment and Sports Arena project at St. Elisabeths East, the development of festivals and special events that drive economic impact for the city, and other activities. The Board is currently finalizing the FY16 performance standards to incorporate these strategic initiatives; staff will report FY16 outcomes to the Board by Dec. 1, 2016.

FY15 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:

- Significant FY15 maintenance projects at the Convention Center and Carnegie Library included the testing and replacement of more than 200 feet of expansion joints in the Center; the installation of new system monitors for air filtration at the Center; the installation of new building management/automation hardware at the Library, including connecting the Library's chiller to the Center's Building Management System. The team also used FY15 to commence planning for a replacement of the Center's life-safety system, the replacement of which will start in FY16 and take approximately 18 months.
- While the Department of General Services has responsibility for upkeep and maintenance at the RFK Stadium, the Authority's team led a project to evaluate the stability and integrity of the concrete structure at the stadium ahead of July 2015's sell-out Foo Fighters concert; the stabilization team completed its work in June 2015.
- Our Technology Management Department concluded the majority of its work to replace the building-wide sound system at the Convention Center, with only punch-list work remaining for FY16. Other technology projects completed during the year included the installation and commissioning of a new telephone switch at RFK Stadium, the installation of Wi-Fi services at the DC Armory, the deployment of a new server infrastructure, the implementation of Office 365 cloud-based computing services across the enterprise and the replacement of more a third of desktop computers.
- Substantial investment in our core Convention Services staff's professional development resulted in the lowest rate of turnover seen in the last five years, with one vacancy occurring during the year due to a staff member relocating to the San Francisco area.
- The Center's management team participated in a first-of-its-kind training program with the Trade Show Contractors Association and two unions representing walk-on labor for move-ins and move-outs; the program, based on a successful program developed by the U.S. Navy, give supervisors critical information for evaluating walk-on labor's fitness for duty.
- By the end of FY15, the Authority's retail leasing agent, Streetsense, had successfully secured tenants for all but one of the Convention Center's vacant exterior retail space, filling the remaining vacancy in early FY16. The exterior retail includes approximately 20,000 square feet of space in eleven separate retail bays; some of those spaces will be combined once the new tenants move in, resulting in eight separate retail storefronts.
- The Human Resources Division introduced expanded employee benefits in FY15, including substantial enhancements to our vision coverage, a new dental carrier with incentives for regular check-ups and future credits for compliance, and the addition of pre-paid legal coverage and pet insurance. The team also developed a new performance management tool in conjunction with a committee of internal staff that will be implemented in FY16 and created several training programs in-house, including FMLA collateral and training for our management team; comprehensive coaching,



counseling, documentation and disciplinary action; and a new employee onboarding process to include enhancements to our existing orientation program and a departmental checklist to help ensure a smooth transition for new employees.

FY15 Performance Standard: Customer Service

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

Included in this focus area are the following:

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

Results:

- For FY15, we met or exceeded our FY14 year-end averages for customer satisfaction scores in nearly all of the individual areas of service delivery that are measured by our survey process. Year-end overall scores for exhibitors increased by more than a quarter-point over FY14, while overall scores for guests and events managers were .03 above and below, respectively, the average scores from the prior year.
- Three internal departments, four service partners and one internal team working in conjunction with a service partner exceeded their FY15 "stretch goals" for specific performance metrics that received heightened attention during the fiscal year. Past experience indicates the successful completion of these "stretch goals" will drive higher overall levels of customer satisfaction during a given fiscal year.
- Our management team continued to hold regular post-event reviews and formal quarterly evaluations with each service partner to review customer satisfaction survey data and, when necessary, discuss specific instances raised by customers through the surveys (these post-event reviews provide near-real-time analysis of customer satisfaction performance data in a range of areas that are specific to each service partner).



- During the fiscal year, we rolled out agency-wide training on communications, the third of our Strive for 5 quality-improvement program principals (Respect, Professionalism, Communication, Teamwork and Accountability).

FY15 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:

- During FY15, the Convention Center sales team had a record-breaking year. With a goal of \$6.3 million, the team completed the year at \$6.69 million, or 106 percent of goal – the highest amount of revenue generated by our in-house sales time since its creation in 2007. The Carnegie Library sales team completed the year at \$1.05 million, or 88 percent of goal; the team lost a significant amount of revenue due to the decommissioning and transfer of a primary meeting room to the Historical Society of Washington for their long-term exhibits.
- The Conventions and Meetings rolled out a Small Meetings Initiative that focused on selling 77 meetings rooms, the East and West salons and the Ballroom. A highly



effective collateral piece was designed to capitalize on the marketing concept, “We are Big on Small Meetings,” targeting corporate and association planners in the District of Columbia, Maryland and Virginia. The FY15 revenue generated from the campaign totaled \$497,492.

- The Sports and Entertainment team restructured its sales function, including the addition of a new director-level position focused on business development and the production of special events. The division achieved 94.4 percent of the FY15 sales goal, generating revenues of \$2,868,129.17.
- Staff negotiated marketing partnership agreements in FY15 with Cultural Tourism DC, the National Cherry Blossom Festival and the Restaurant Association Metropolitan Washington, with a focus on implementing and refining deliverables that support our lines of business and the city’s hospitality industry while also creating economies of scale between our partners and their work related to our mission. These agreements were in addition to existing marketing partnerships with Destination DC, the DC Chamber of Commerce and the Greater Washington Hispanic Chamber of Commerce.

FY15 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:

- The Conventions and Meetings Division (which also includes Events DC’s executive and overhead administrative functions) had actual revenues of \$20.6 million, which exceeded the budget by \$461,903, or 2 percent. The budgeted expenses were \$42.3 million, which was under budget by \$3.6 million, or 9 percent. Approximately \$1.2



million in under spending stemmed from 14 positions that were vacant for a minimum of 6 months. Most of the positions were filled by close of the fiscal year with the remaining vacancies expected to be filled during the first quarter of FY16. Additional savings during the fiscal year came from negotiated decreases in health insurance premiums and unemployment insurance obligations, as well as the careful management of our operating expenses by our leadership team.

- Management reduced operating non-personal service expenses by \$2 million due to reduced departmental spending and lower than anticipated insurance, facility maintenance and legal costs for the Convention Center. In addition, Carnegie Library underspent its budget by approximately \$91,765 in its third full year of operations. Overall, the Division's budgeted operating deficit was \$21.9 million; the actual operating deficit was \$17.8 million, or 19 percent under budget.
- The Sports and Entertainment Division was able to exceed its overall operating deficit goal despite falling short on revenue projections by reducing planned expenditures. Actual revenues of \$5.2 million were 5 percent short of the \$5.5 million goal, while actual expenses were \$7.7 million, or 13 percent below the budget of \$8.2 million. The Division's budgeted operating deficit was \$2.6 million; the actual operating deficit was \$2.4 million, or 4 percent under budget.



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Question 8

Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2015 and FY 2016, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures.

Please see the attached spreadsheets for the requested information.

Washington Convention and Sports Authority /a Events DC
 Conventions and Meetings Division
 Budget to Actual Comparison
 FY2015 and FY2016

	FY2015			FY2016					
	Approved Budget	Revised Budget	Variance	Actual	Variance (1)	Approved Budget	Revised Budget	Variance	Actual As of Dec 31, 2015
	A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	E-D	F
OPERATING									
Operating Revenues									
1	8,129,863	9,286,652	1,156,789	8,430,707	(855,945)	8,673,428	9,665,802	992,374	1,886,207
2	5,011,669	4,616,285	(395,384)	5,170,709	554,424	5,060,991	5,121,439	60,449	1,020,682
3	1,901,443	1,531,589	(369,854)	1,853,314	321,725	1,882,064	1,602,460	(279,604)	696,302
4	907,129	725,210	(181,919)	1,088,768	363,559	1,034,995	1,373,395	338,400	281,258
5	1,276,157	1,290,000	13,843	1,561,591	271,591	1,346,662	1,165,515	(181,146)	444,288
6	582,695	579,495	(3,200)	442,235	(137,260)	642,491	334,786	(307,705)	161,921
7	53,625	53,375	(250)	52,074	(1,301)	45,800	63,400	17,600	8,083
8	270,000	270,000	-	93,250	(176,750)	270,000	270,000	-	25,885
9	420,000	420,000	-	624,415	204,415	476,241	476,241	-	123,917
10	200,000	200,000	-	278,254	78,254	-	-	-	101,898
11	900,000	1,200,000	300,000	1,052,275	(147,725)	1,200,000	1,200,000	-	364,315
12	19,652,581	20,172,605	520,024	20,647,593	474,988	20,632,672	21,273,039	640,367	5,114,757
Operating Expenses									
Personal Services									
13	14,625,338	14,903,610	278,272	14,604,758	298,852	14,863,642	16,000,475	1,136,833	3,250,972
14	863,286	863,286	-	1,116,441	(253,155)	918,868	918,868	-	239,716
15	550,900	550,900	-	630,874	(79,974)	550,900	550,900	-	157,954
16	4,797,148	5,885,608	1,088,460	4,781,840	1,103,768	5,170,231	5,834,234	664,003	1,066,437
17	20,836,672	22,203,404	1,366,732	21,133,914	1,069,490	21,503,641	23,304,477	1,800,836	4,715,080
Non-Personal Services									
18	-	-	-	-	-	-	-	-	-
19	539,106	554,006	14,900	478,344	75,662	554,006	554,006	-	78,423
20	4,936,086	4,936,086	-	4,854,650	81,436	4,936,086	4,936,086	-	669,309
21	13,629,283	14,049,182	419,899	11,777,637	2,271,544	14,419,977	18,140,119	3,720,142	2,541,468
22	287,550	287,550	-	177,676	109,874	287,550	287,550	-	12,347
23	19,392,025	19,826,824	434,799	17,288,307	2,538,517	20,197,619	23,917,761	3,720,142	3,301,546
24	40,228,697	42,030,228	1,801,531	38,422,220	3,608,007	41,701,260	47,222,238	5,520,978	8,016,627
25	(20,576,116)	(21,857,622)	(1,281,506)	(17,774,627)	(4,082,995)	(21,068,588)	(25,949,199)	(4,880,611)	(2,901,870)
26	NON-OPERATING								
27	Non-Operating Revenues:								
28	111,344,000	111,719,000	375,000	116,448,328	4,729,328	116,542,000	116,542,000	-	29,317,781
29	700,000	700,000	-	550,344	(149,656)	700,000	700,000	-	150,695
30	16,678,000	16,678,000	-	18,297,678	1,619,678	17,771,000	17,771,000	-	1,266,240
31	-	-	-	-	-	2,627,673	2,627,673	-	-
31	4,000,000	4,000,000	-	4,000,000	-	4,000,000	3,114,592	(885,408)	2,378,092
33	2,300,000	2,300,000	-	2,300,000	-	2,369,000	2,369,000	-	592,250
34	135,022,000	135,397,000	375,000	141,596,350	6,199,350	144,009,673	143,124,265	(885,408)	33,705,057
Non-Operating Expenses									
35	19,284,013	19,386,170	102,157	19,991,249	(605,079)	20,674,718	19,829,113	(845,605)	3,743,466
36	48,944,283	48,944,283	-	48,944,283	(0)	51,528,599	51,528,599	-	12,225,232
37	68,228,295	68,330,453	102,157	68,935,532	(605,079)	72,203,317	71,357,712	(845,605)	15,968,697
38	66,793,705	67,066,547	272,843	72,660,818	6,804,429	71,806,356	71,766,553	(39,803)	17,736,360
39	154,674,581	155,569,605	895,024	162,243,942	6,674,337	164,642,345	164,397,304	(245,041)	38,819,814
40	108,456,992	110,360,680	1,903,688	107,357,752	3,002,928	113,904,577	118,579,949	4,675,373	23,985,324
41	46,217,589	45,208,925	(1,008,664)	54,886,191	(9,677,266)	50,737,768	45,817,354	(4,920,414)	14,834,490
42	16,593,000	16,593,000	-	4,177,828	(12,415,172)	7,995,000	8,096,103	101,103	895,933
43	29,624,589	28,615,925	(1,008,664)	50,708,363	2,737,907	42,742,768	37,721,251	(5,021,517)	13,938,557

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

Washington Convention and Sports Authority t/a Events DC
Sports and Entertainment Division
Budget to Actual Comparison
FY2015 and FY2016

FY2015

FY2016

	Approved Budget	Revised Budget	Variance	Actual	Variance (1)	Approved Budget	Revised Budget	Variance	Actual As of Dec 31, 2015
	A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	E-D	F
Operating Revenues									
Building Rental	1,191,789	1,174,308	(17,481)	1,003,189	(171,119)	1,174,308	1,174,308	-	377,220
Events services	1,148,521	1,069,784	(78,737)	964,212	(105,572)	1,069,784	1,069,784	-	202,993
Food Services	507,452	646,857	139,405	485,083	(161,773)	646,857	646,857	-	84,364
Parking	295,705	296,491	786	399,725	103,234	296,491	296,491	-	165,305
Advertising and Sponsorship	1,260,000	1,199,996	(60,004)	1,156,023	(43,973)	1,199,996	1,199,996	-	259,999
Office Rental	481,780	484,336	2,556	485,678	1,342	484,336	484,336	-	126,364
Facility Fee	637,745	613,370	(24,375)	561,665	(51,705)	613,370	613,370	-	127,743
Miscellaneous	59,019	44,493	(14,526)	215,812	171,319	44,493	44,493	-	75,147
Total Operating Revenues	5,582,011	5,529,634	(52,377)	5,271,387	(258,247)	5,529,634	5,529,634	-	1,419,135
Operating Expenses									
Personal Services			-					-	
Full-time Salaries	1,577,049	1,519,124	(57,925)	1,473,040	46,084	1,486,443	1,880,728	394,285	333,973
Part-time Salaries	100,000	100,000	-	69,238	30,762	100,970	100,970	-	11,644
Overtime	25,000	25,000	-	16,116	8,884	25,000	25,000	-	(1,162)
Fringe Benefits	515,636	497,365	(18,271)	399,651	97,714	516,751	681,696	164,945	107,095
Total Personal Services	2,217,685	2,141,489	(76,196)	1,958,045	183,444	2,129,164	2,688,393	559,229	451,549
Non-Personal Services			-					-	
Supplies	33,300	33,300	-	38,403	(5,103)	33,300	33,300	-	3,110
Utilities	1,464,370	4,064,370	2,600,000	4,230,737	(166,367)	1,464,370	2,402,567	938,197	381,660
Professional/Contractual	1,984,339	1,984,339	-	1,681,588	302,751	1,986,339	2,335,635	349,296	69,068
Equipment	42,500	42,500	-	57,409	(14,909)	42,500	42,500	-	111
Subsidies and Transfers	2,500,649	2,500,649	-	2,280,740	219,909	2,500,649	2,500,649	-	556,670
Total Non-Personal Services	6,025,158	8,625,158	2,600,000	8,288,878	336,280	6,027,158	7,314,651	1,287,493	1,010,619
Total Operating Expenses	8,242,843	10,766,647	2,523,804	10,246,923	519,724	8,156,322	10,003,044	1,846,722	1,462,169
Total Revenue	5,582,011	5,529,634	(52,377)	5,271,387	(258,247)	5,529,634	5,529,634	-	1,419,135
Total Expense	8,242,843	10,766,647	2,523,804	10,246,923	519,724	8,156,322	10,003,044	1,846,722	1,462,169
Surplus/(Loss)	(2,660,832)	(5,237,013)	(2,576,181)	(4,975,536)	261,477	(2,626,688)	(4,473,410)	(1,846,722)	(43,033)
Capital Expenditures	500,000	500,000	-	737,469	(237,469)	500,000	500,000	-	11,269
Total (Loss)/Surplus	(3,160,832)	(5,737,013)	(2,576,181)	(5,713,005)	(24,008)	(3,126,688)	(4,973,410)	(1,846,722)	(54,302)

Variance Explanations

- A. The operating revenue budget was increased by \$467,648 or 2% mainly to reflect the change in the operating cycle of Carnegie Library from 9 to 12 months due to the suspension of the redevelopment plan for Carnegie library.
- B. The personal services budget increased by \$1.3 million or 6%. This was mainly due to the Unemployment tax budget increase by 1 million based on the Department of Employment Services assessment for fiscal years 2010 to 2015.
- C. The non-personal services budget increased by \$3 million or 12% to reflect the \$2.6 million assessment by DC Water for Clean Rivers Impervious Area Charge and Storm Water Fee for fiscal years 2009-2015.
- D. The non-operating revenue increased by \$375,000 due to higher projection of dedicated tax transfers by the OCFO.
- E. The non-operating expenses budget also increased by \$102,158 due to higher projection of dedicated tax transfers and the corresponding formula driven transfer of funds to marketing agencies.
- F. Operating revenues exceeded the budget by \$216,740 or 1%. This was due to higher revenue generated from additional demand for ancillary services such as food, electricity, rigging and telecommunication.
- G. Personal service expenses were lower than budgeted by \$1.3 million or 5%. Management was able to create savings by negotiating lower health insurance premiums and reducing the Unemployment tax assessment. There were also savings in full time salaries and fringe benefits due to 17 positions that were vacant for at least 6 months during the fiscal year.
- H. Non-personal services expenses were under budget by \$2.9 million or 10%. This was mainly due to lower spending in professional/contractual services such as facilities maintenance, security services, transportation services, insurance and legal services. Transfer to the Department of General Services for the maintenance of the RFK stadium was also lower than budgeted by \$219,909.
- I. Non-operating revenues exceeded the budget by \$6.2 million of 5%. 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 marketing agencies.

- K. The revenue budget was increased by \$640,367 or 2% to reflect the higher number of booked events and the corresponding rental and ancillary service revenues from events.
- L. The personal services budget increased by \$2.4 million or 10%. There are Fifteen (15) new FTEs to implement programs related to the new Strategic Initiatives Program. Fringe benefits are also higher due to a 2 % projected increase in health care insurance premiums.
- M. Non-personal services budget was increased by \$5 million or 19%. This is mainly due to expenditures for the newly created Strategic Initiatives program. The Strategic Initiatives Program includes Retail Space, Streetscape Public Arts, Lobby and Space Placement Redesign, RFK development study, Special Events/Major Festival, Signage program, Amphitheater at Kingman Island, National Park Retail Redevelopment and Administrative systems upgrades. The utilities budget also increased by \$938,197 to reflect the anticipated assessment by DC Water for Clean Rivers Impervious Area Charge and Storm Water Fee for fiscal year 2016.
- N. Non-operating revenues budget was decreased by \$885,408 to reflect the reduction of the onetime transfer to Destination DC for marketing initiatives. The annual \$3 million transfer to DDC was increased to \$3,114,592 to include inflation factors.
- O. Non-operating expense budget was lowered by \$845,605 or 1% due to the reduction of the onetime transfer to DDC for marketing initiatives.



Question 10

Please provide information on any pending lawsuits.

1. ***Marini v. Washington Convention and Sports Authority, et al.***, No. 2014 CA 003085 B (District of Columbia Superior Court).

Parties: Christopher Marini (Plaintiff); Washington Convention and Sports Authority , National Kidney Foundation, Inc., Clear Channel Communications, Inc., Clear Channel Broadcasting, Inc., and CC Media Holdings, Inc. (Defendants).

Related Cases: None.

Description of the Litigation and Current Status:

Marini sued the above parties for negligence on May 20, 2014 because of injuries allegedly sustained on Lot 8 at RFK Memorial Stadium on May 21, 2011 when, during the DC 101 Chili Cook Off event, another attendee who was crowd-surfing fell on him. Plaintiff sought compensatory damages in the amount of \$1 million and \$5 million in punitive damages. The defense of the claim was assumed by the Authority's general liability insurer and settled by the National Kidney Foundation with no contribution from the Authority, resulting in the dismissal with prejudice of all parties.

2. ***Kushi v. Washington Convention and Sports Authority***, No. 2015 CA 004168 B (District of Columbia Superior Court).

Parties: Melissa Kushi (Plaintiff); Washington Convention and Sports Authority (Defendant-Third Party Plaintiff); Specialty Food Association, Inc., Overhead Door Company of Washington, D.C., and Dynaco USA, Inc. (Third Party Defendants).

Related Cases: None.

Description of the Litigation and Current Status:

Kushi, an exhibitor at the 2012 International Fancy Food and Confection Show ("Fancy Food Show") at the Convention Center, sued the Authority for negligence on June 8, 2015, claiming that she was injured after being struck on the head by a moving vinyl rollup door on the Convention Center's loading dock on June 18, 2012. Kushi seeks damages in the amount of \$500,000. The defense of the claim was assumed by the Authority's general liability insurer. The Authority filed third party complaints against the Specialty Food Association, Inc. (the organizer of the Fancy Food Show), Overhead Door Company of Washington, D.C. (the installer of the door), and Dynaco USA, Inc. (the door's manufacturer). The parties are presently in settlement discussions.



3. ***Harris v. Cheers Hospitality Services, LLC, et al***, No. 2015 CA 007777 B (District of Columbia Superior Court).

Parties: Terry Harris (Plaintiff); Cheers Hospitality Services, LLC, Volume Services, Inc., and Washington Convention and Sports Authority (Defendants).

Related Cases: None.

Description of the Litigation and Status:

Harris, an employee of Cheers Hospitality Services (“Cheers”), was injured in a June 20, 2013 explosion in a food service area operated in the Convention Center by Volume Services, Inc. Harris sued Cheers, Volume Services and the Authority for negligence and seeks \$500,000 in damages. The defense of the claim has been assumed by the Authority’s general liability insurer. The case is in discovery.

4. ***Hampton v. Washington Convention and Sports Authority***, No. 2015 CA 009586 B (District of Columbia Superior Court).

Parties: Barbara Hampton (Plaintiff); Washington Convention and Sports Authority (Defendant).

Related Cases: None.

Description of the Litigation and Status:

Hampton sued the Authority for negligence, claiming that she was thrown from an escalator at the Convention Center on December 14, 2012. She seeks \$1,000,000 in damages. The claim is being submitted to the Authority’s general liability insurer for defense.



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

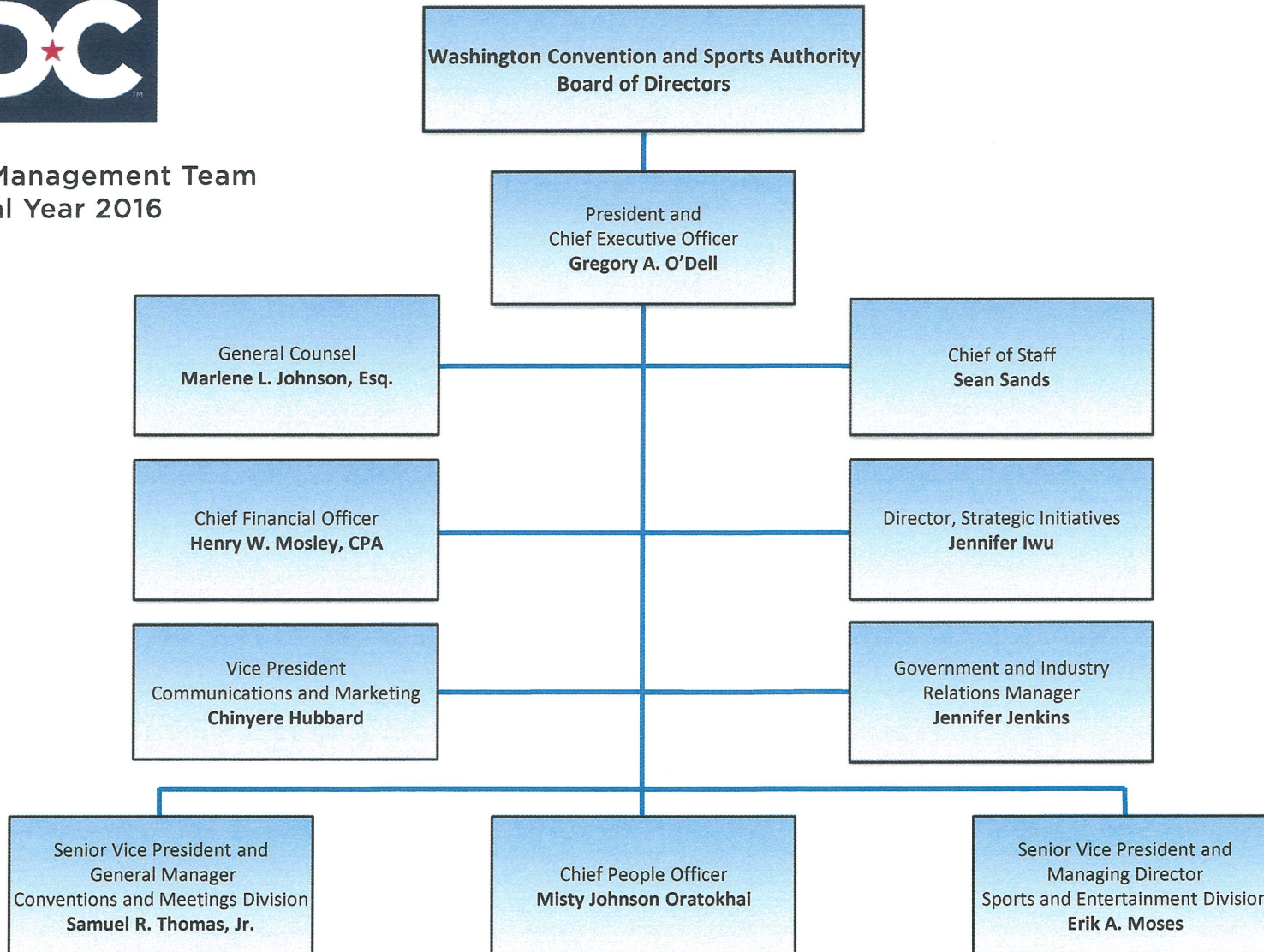
Question 11

Please provide an updated organizational chart and current Schedule A

The requested information is on the following pages.



**Executive Management Team
Fiscal Year 2016**



Approved by:  Date: 10/1/2015
Gregory A. O'Dell
President and Chief Executive Officer



Executives, Directors and
Department Managers
Organizational Chart
Fiscal Year 2016

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

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, Venue
Operations

Director, Event
Operations

Director, Business
Development and Special
Events

Director, Communications
and Marketing

Director, Corporate
Partnerships

Deputy General Counsel
(Sports and Entertainment)

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

Member of the Executive
Management Team

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



Question 12

Please provide the following:

- A list of all employees who receive cellphones, personal digital assistants, or similar communications devices at agency expense;
- A list of all vehicles (year, make, model) owned, leased or otherwise used by the agency and to whom the vehicle is assigned. Please include lease amount (if applicable) and date the lease expires;
- A list of employee bonuses, additional benefits, or special award pay granted in FY 2015 and FY 2016, to date;
- A list of travel expenses, arranged by employee; and
- A list of total payments made in FY 2015 and FY 2016, to date for overtime and workman's compensation.

The requested information is attached.



Authority-issued Communication Devices

Mobile Phones

Administrative Assistant
Administrative Assistant
Administrative Assistant
Administrative Assistant II
Administrative Assistant to the CEO and Chief of Staff
Administrative Receptionist
Administrative Receptionist
Administrative Specialist
Ambassador
Assistant Director, Development
Assistant Director, Convention Services
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
Business Analyst
Carnegie Library Administrative Assistant
Chief Engineer
Chief Financial Officer
Chief of Staff
Chief People Officer
Chief Technology Officer
Communications and Marketing Coordinator
Community Outreach and Engagement Manager
Contracts and Procurement Analyst
Contracts and Procurement Analyst I
Contracts and Procurement Analyst II
Controller
Convention Services Assistant
Corporate Director, Communications and Marketing
Deputy Chief, Human Resources
Deputy General Counsel
Deputy General Counsel



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Director of National Accounts
Director, Business Development and Special Events
Director, Communications and Marketing
Director, Contracts and Procurement
Director, Convention Services
Director, Event Operations
Director, Facility Operations
Director, Meeting Services
Director, Public Safety
Director, Strategic Initiatives
Director, Venue Operations
Dock Master
Employee Engagement Specialist
Equipment and Store Room Supervisor
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
Facilities Manager
Facility Automation Manager
Financial Systems Administrator
General Counsel
Government and Industry Relations Manager
Head Groundskeeper
Human Resources Project Coordinator
Information System Specialist
Lead Supervisor, Meeting Services
Manager, Building Services
Manager, Business Services
Manager, Engineering Services
Manager, Maintenance Services
Manager, Meeting Services
Manager, Network Services
Manager, Security Services
Manager, Support Services



Manager, Telecom Services
Manager, Transportation Services
Marketing Manager
Office Services Assistant
President and Chief Executive Officer
Production Services Manager
Project Manager, Quality Assurance
Project Manager, Strategic Initiatives
Sales and Communications Coordinator
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 Event Manager
Senior Event Manager
Senior Event Manager
Senior Research Policy Analyst
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, Patrol Services
Supervisor, Patrol Services
Supervisor, Patrol Services



Supervisor, Patrol Services
Supervisor, Patrol Services
Supervisor, Transportation Services
Team Leader, Meeting Services
Transportation Services Lead
Vice President, Communications and Marketing
Vice President, Facility Operations and Services
Vice President, Sales

Tablet Devices

Assistant Director, Convention Services
Assistant Director, Development
Assistant Manager, Meeting Services
Chief Financial Officer
Convention Services Assistant
Corporate Director, Communications and Marketing
Director of National Accounts
Director, Contracts and Procurement
Director, Convention Services
Event Manager
Event Manager
Event Manager, Special Events
General Counsel
General Counsel
Manager, Meeting Services
Manager, Transportation Services
Production Services Manager
Sales Associate
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Event Manager
Senior Sales Manager
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services
Supervisor, Meeting Services



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

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



Authority-owned Vehicles

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

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



Employee Bonuses and Special Award Pay

The Authority's Board of Directors awarded a performance bonus in FY15 to the President and Chief Executive Officer as part of his Employment Agreement for his performance in FY14. 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 FY14, the Authority awarded merit-based performance bonuses to full-time employees who completed at least 120 days of service as of September 30, 2014. 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 FY15 (December 2014). The Authority had an identical program in FY15, and payments were made in December 2015. (Note that non-bargaining unit employees did not receive a COLA in FY14, FY15 or FY16.)

In FY15, the Authority awarded a recruitment bonus to the Director, Contracts and Procurement and the Project Manager, Strategic Initiatives.



FY15 Travel Expenses

Position	FY15 Total
Assistant Director, Convention Services	\$3,068.19
Assistant Director, Convention Services	\$4,453.51
Benefits Analyst	\$1,118.74
Building Maintenance Mechanic	\$792.51
Carpenter	\$561.39
Chairman, Board of Directors	\$493.00
Chief Financial Officer	\$3,298.30
Chief People Officer	\$5,249.09
Chief Technology Officer	\$1,813.07
Contract Specialist	\$610.09
Deputy Chief, Human Resources	\$3,509.75
Director, Communications and Marketing	\$528.04
Director, Contracts and Procurement	\$610.09
Director, Convention Services	\$14,776.68
Director, Event Operations	\$1,327.73
Director, Facilities Operations	\$1,743.50
Director, Venue Operations	\$106.50
Employment Engagement Specialist	\$2,817.81
Event Manager	\$4,385.02
Events Manager	\$1,866.61
General Counsel	\$1,344.24
Human Resources Business Partner	\$1,976.08
Manager, Communications and Marketing	\$693.00
Manager, Maintenance Services	\$1,095.00
Marketing Manager	\$653.70
President and Chief Executive Officer	\$11,266.97
Production Services Manager	\$1,063.84
Sales Manager, Special Events	\$2,539.61
Sales Manager, Special Events	\$1,118.18
Senior Contracts Administrator	\$1,625.09
Senior Event Manager	\$3,761.82
Senior Event Manager	\$1,186.70
Senior Event Manager	\$471.20
Senior Research Policy Analyst	\$11,344.71



Senior Sales Manager	\$2,484.66
Senior Sales Manager	\$4,575.22
Senior Vice President and General Manager	\$2,326.34
Senior Vice President and Managing Director	\$10,862.37
Solutions Development Manager	\$1,962.13
Vice Chairman, Board of Directors	\$493.00
Vice President, Communications and Marketing	\$1,840.69
Vice President, Sales	\$7,188.30

\$125,002.47

FY16 Travel Expenses

Position	FY16 Total
Candidate for Vice President, Facility Operations	\$505.34
Candidate for Vice President, Facility Operations	\$1,010.55
Chief Financial Officer	\$817.92
Chief People Officer	\$1,016.22
Controller	\$289.00
Corporate Director, Communications and Marketing	\$601.00
Deputy General Counsel	\$2,842.47
Director of National Accounts	\$2,095.15
Director, Business Development and Special Events	\$372.50
Director, Convention Services	\$2,197.59
Executive Human Resources Assistant	\$614.09
General Counsel	\$463.75
Human Resources Business Partner	\$878.24
Marketing Manager	\$340.50
President and Chief Executive Officer	\$6,490.10
Sales Manager	\$2,897.88
Senior Event Manager	\$2,688.98
Senior Event Manager	\$104.67
Senior Research Policy Analyst	\$226.00
Senior Sales Manager	\$40.00
Senior Vice President and General Manager	\$846.72
Vice President, Communications and Marketing	\$125.00
Vice President, Sales	\$687.51

\$28,151.18



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Employee Overtime

	<u>FY15</u>	<u>1QFY16</u>
Regular Overtime	\$469,443.81	\$133,948.64
Holiday Overtime	\$294,243.29	\$108,082.65
Total	<u>\$763,687.10</u>	<u>\$242,031.29</u>



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

FY15 and FY16 Workers' Compensation Payments

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



Question 13

You previously noted goals to ensure 51% of your employees are District residents. What is the current status of this goal? Please also comment on efforts with local 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 the end of 1QFY16, the Authority employed 229 full- and regular part-time individuals, and 102 of those employees were District residents, comprising 43 percent of our workforce. Our leadership team remains wholly committed to attracting, recruiting and retaining the most talented and qualified individuals for positions in our organization.

During FY15, we collaborated with the Mayor's Office on Returning Citizens Affairs ("MORCA") to develop an internship opportunity for individuals referred from MORCA. The program was unique in nature because we created a career development and training program specifically designed to meet the needs of a female cohort, which is the first of its kind. The program was developed and initiated in FY15 and continued into a portion of FY16. The components of the program were:

- Weekly Speaker Series – The Authority's executive team and management-level staff spent time sharing their career stories, and provided advice, counsel and encouragement to the interns throughout the program.
- Mentorship Program - Each intern was assigned to a female executive or management staff member to serve as a mentor for the duration of the program.
- Job Assignment – Interns were assigned to work in departments based upon a career interest survey they completed. Each intern worked three days a week for four hours each day and were engaged in the actual day-to-day work of the department.
- Shadow Day - In an effort to provide additional insight into other departments that interns expressed an interest in, they had an opportunity to work in another department to obtain additional exposure to other career opportunities. The day concluded with a professional career development counselor providing further advice regarding key elements necessary to succeed in the workplace and tips for successful job hunting.
- Exit Presentation – The interns were required to create and make a presentation to the executive leadership team that identified highlights of the program, experience gained and insight regarding internship experience and suggested improvements.
- Clothes Closet – To meet the needs of the women while working at the Authority, as well as to assist them in their search for full-time employment, the Human Resources Division created a clothing closet, which featured career-oriented clothing, shoes and accessories donated by Authority employees.



One of the MORCA participants has been hired as an in-house temporary, while four additional MORCA participants remain on an extended internship rotation, which provides opportunities for exposure to Authority job openings.

Our Human Resources Division has participated in job fairs at Howard University to recruit new graduates seeking to remain in the District of Columbia, in addition to participating in Congresswoman Norton's annual job fair at the Convention Center, which is restricted to DC residents. In addition, we hosted our first Career Open House on October 29, 2015, bringing together all hiring managers across the agency for an event that included on-the-spot, face-to-face interviews (DC residents who choose to seek preference under our residency rules are given a higher level of consideration in all recruiting activities, including the Career Open House). Our team also had a presence at a number of other career fairs during the year, including during the Congressional Black Caucus Foundation's Annual Legislative Conference and the NBC 4 "Hiring our Heroes" job fair for veterans and their families.

We are also in the process of creating a specialized recruitment campaign focused on attracting individuals who want to both work and live in the District, while also developing a new internship program for District high school and college students between the ages of 16-21 to provide exposure to careers in convention management with the possibility of future employment with our organization. Finally, the Authority will continue its strong working relationship with the DC Department of Employment Services and Greater Washington Hispanic Chamber of Commerce.



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Question 14

Please provide an update on your contract with Destination DC (renewed February 2014). Please describe any and all activities conducted pursuant to this contract in 2015 and 2016, to date. Please provide a list of all reports, plans, presentations or analysis DDC has provided as a part of the contract for 2015 and 2016. Please provide a copy of the Authority Marketing Fund Reports provided to DDC for 2015 and 2016 to date. Please provide a copy of an addendums, modifications, or updates to the 2014 contract.

The Authority's Marketing Fund reports for FY15 and FY16 are attached.

Due to the highly sensitive nature of the other contractual and reporting documents, the Authority has provided the information to the Committee on Finance and Revenue under separate confidential cover since public disclosure of the materials would cause competitive harm to the Authority's and Destination DC's sales efforts.

Washington Convention and Sports Authority
Marketing Entities Payment Schedule
FY2015

Tax Month	Month Taxes Transferred to WCSA Account	Hotel Taxes Collected and Transferred to WCSA (A)	17.4% Marketing Fund Allocated Portion (B) = (A) x17.4%	WCSA's projection to DDC ** (C)	Destination DC's Actual Allocation calculated and transferred @ 86% of 17.4% Hotel Tax Collected (D) = (B x 86%)	Amount transferred to DCCC (E)	Amount transferred to GWHCC (F)	Total Amount Transferred to Agencies (G) = (D)+(E)+(F)	Excess (H)= (B) - (G)
Sep-14	Oct-14	7,273,594.89	1,265,605.51	931,699.97	1,088,420.74	14,583.33	16,666.67	1,119,670.74	145,934.77
Oct-14	Nov-14	7,196,903.89	1,252,261.28	960,607.94	1,076,944.70	14,583.33	16,666.67	1,108,194.70	144,066.58
Nov-14	Dec-14	5,483,065.92	954,053.47	863,942.74	820,485.98	14,583.33	24,999.99	860,069.31	93,984.16
Dec-14	Jan-15	4,299,163.68	748,054.48	838,265.32	643,326.85	14,583.33	20,833.33	678,743.52	69,310.96
Jan-15	Feb-15	4,187,010.98	728,539.91	675,798.87	626,544.32	14,583.33	20,833.33	661,960.99	66,578.92
Feb-15	Mar-15	4,342,467.70	755,589.38	753,354.93	649,806.87	14,583.33	20,833.33	685,223.53	70,365.85
Mar-15	Apr-15	7,399,076.80	1,287,439.36	1,065,510.14	1,107,197.85	14,583.33	20,833.33	1,142,614.52	144,824.84
Apr-15	May-15	9,224,063.35	1,604,987.02	1,143,033.65	1,380,288.84	14,583.33	20,833.33	1,415,705.51	189,281.52
May-15	Jun-15	8,066,787.96	1,403,621.11	1,149,807.01	1,207,114.15	14,583.33	20,833.33	1,242,530.82	161,090.29
Jun-15	Jul-15	7,921,706.56	1,378,376.94	1,031,097.45	1,185,404.17	14,583.33	20,833.33	1,220,820.84	157,556.11
Jul-15	Aug-15	7,956,756.33	1,384,475.60	1,007,033.54	1,190,649.02	14,583.33	20,833.33	1,226,065.68	158,409.92
Aug-15	Sep-15	5,808,354.83	1,010,653.74	743,064.27	869,162.22	14,583.33	20,833.33	904,578.88	106,074.86
Total		79,158,952.89	13,773,657.80	13,944,411.09	11,845,345.71	175,000.00	308,333.33	12,307,845.70	1,465,812.10

Washington Convention and Sports Authority
Marketing Entities Payment Schedule
FY2016

Tax Month	Month Taxes Transferred to WCSA Account	Hotel Taxes Collected and Transferred to WCSA (A)	17.4% Marketing Fund Allocated Portion (B) = (A) x17.4%	WCSA's projection to DDC ** (C)	Destination DC's Actual Allocation calculated and transferred @ 86% of 17.4% Hotel Tax Collected (D) = (B x 86%)	Amount transferred to DCCC (E)	Amount transferred to GWHCC (F)	Total Amount Transferred to Agencies (G) = (D)+(E)+(F)	Excess (H)= (B) - (G)
Sep-15	Oct-15	6,492,541.22	1,129,702.17	952,175.40	971,543.87	14,583.34	20,833.34	1,006,960.55	122,741.62
Oct-15	Nov-15	7,664,667.42	1,333,652.13	1,009,380.56	1,146,940.83	14,583.34	20,833.34	1,182,357.51	151,294.62
Nov-15	Dec-15	5,517,971.04	960,126.96	892,929.60	825,709.19	14,583.34	20,833.34	861,125.87	99,001.09
Dec-15	Jan-16	4,360,372.27	758,704.77	848,664.00	652,486.11	14,583.34	20,833.34	687,902.79	70,801.99
	Total	24,035,551.95	4,182,186.04	3,703,149.57	3,596,679.99	58,333.36	83,333.36	3,738,346.71	443,839.33
Jan-16	Feb-16		-	691,532.35	-			-	-
Feb-16	Mar-16		-	778,328.57	-			-	-
Mar-16	Apr-16		-	1,111,788.50	-			-	-
Apr-16	May-16		-	1,170,136.35	-			-	-
May-16	Jun-16		-	1,172,297.54	-			-	-
Jun-16	Jul-16		-	1,098,619.85	-			-	-
Jul-16	Aug-16		-	1,057,242.49	-			-	-
Aug-16	Sep-16		-	901,265.84	-			-	-
Total		24,035,551.95	4,182,186.04	11,684,361.07	3,596,679.99	58,333.36	83,333.36	3,738,346.71	443,839.33



Question 15

Please list and describe any ongoing investigations, audits, or reports on your agency or any employee of your agency, or any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed during FY 2015 or FY 2016, to date.

In FY15, the Authority participated in its two regular audits:

- From November 2014 to January 2015, Bert Smith & Co. conducted the Authority's annual independent audit of our FY14 financial statements and supporting operations.
- In June and July 2015, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY16 revenues and reserves.

In addition, in January 2015, the Office of the District of Columbia Auditor initiated a performance audit as required under D.C. Code § 10-1203.05(a). The audit concluded with ODCA's release of a revised version of Report No. DCA012016 titled "Events DC Performance Evaluation.

In FY16 to date, the Authority has participated in the first of its regular audits. From November 2015 to January 2016, SB & Co. conducted the Authority's annual independent audit of our FY15 financial statements and supporting operations.



Question 16

In October and November 2015, the Office of the District of Columbia Auditor released a Performance Evaluation of WSCA. This evaluation suggested that WSCA pays much less than other jurisdictions for both liability and property insurance. Please provide an explanation that accounts for the substantial difference in insurance costs.

The Walter E. Washington Convention Center was originally insured at the construction cost of approximately \$850 million, but the current insured value exceeds \$900 million. The Authority has contracted for an appraisal of both the Convention Center and the Carnegie Library, which will take place in the month of April. At that time, we anticipate updating our insurance levels to reflect the current replacement values for each venue.



Question 17

Please provide a status on capital projects that were planned for FY 2015 and FY 2016 – including overall facility renovation and public bathroom renovation; renovations and upgrades to lighting and canopy systems at the metro entrance; street crossing restorations; updates to exterior lighting systems.

The following Convention Center capital projects were ongoing during FY15 and continue into FY16:

- Replacement of carpet in various public spaces of the Walter E. Washington Convention Center;
- Replacement of the audio system in the Convention Center, to include the retrofit of a number of intermediate distribution frame closets for the additional climate controls required to support the operation of the new equipment;
- Installation of barrier system to the entrances to loading docks for Halls A/B/C and Halls D/E; and,
- Continuing of perimeter waterproofing projects, including replacement of exterior expansion joints and trench drains.

The following Convention Center and Carnegie Library capital projects are planned or underway for FY16:

- Upgrade of fire and life safety system at the Convention Center and Carnegie Library;
- Installation of solar film on the L Street Bridge windows to reduce temperature, improve energy consumption and reduce carpet fading;
- Renovation and upgrade to lighting and canopy systems at the Convention Center's Metro entrance, street crossing restorations and updates to exterior lighting systems (these projects were postponed from an FY15 start to be incorporated into an expanded streetscape improvement project with design set to begin in spring 2016);
- Interior Convention Center renovations, to include public restrooms, meeting rooms and main kitchen/dish room floor renovation;
- Upgrade Convention Center network capacities to expand free Wi-Fi offerings from availability in public spaces only to availability in all exhibit halls, meeting rooms and ballrooms; and,
- Replacement of public space furnishings in the Convention Center to include recycling containers, hand sanitizer stations, interactive wayfinding and transit status kiosks, furniture in public spaces and digital advertising display screens.



The following Stadium-Armory capital projects are underway in FY16 or were completed in FY15:

- DC Armory bleacher replacement – project completed in November 2014, consisting of 6,400 new floor, sideline and end-zone bleachers;
- RFK Stadium concourse lighting replacement – project completed in December 2014, consisting of the replacement of all concourse, mezzanine and ramp fixtures with LED units;
- RFK Stadium superstructure concrete repairs – project completed in spring 2015, including a structural survey and repair/replacement of cement overhangs;
- Office space reconfiguration at RFK Stadium – in progress with completion planned by March 2016;
- KaBOOM! Playground (RFK campus at Oklahoma Avenue NE) – planned completion in spring 2016 as a public-private partnership to replace existing playground with state-of-the-art, fully equipped recreational space designed and built with community/parent involvement;
- RFK Stadium scoreboard replacement – in progress, with completion planned by December 2016.
- Portable light towers – purchase of four portable light towers will supplement existing lighting at RFK Stadium gates, parking lots and Metro entrance, is scheduled to take place in spring 2016.
- Repair and pave RFK Stadium parking lots – work to proceed in February for a project initially included Lot 2, Lot 3 and Lot 8A, but that will be expanded to include additional lots based on damage created in the recent snow removal and storage effort.



Question 18

What is the status of the study to examine the full range of options for RFK should the anchor tenant (DC United) leave for a new soccer stadium? Please provide 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.

The study of future uses of the Robert F. Kennedy Memorial Stadium campus is underway and is presently in the final stages of the initial conceptual planning process. The effort has been intentional with respect to addressing both the short- and the long-term opportunities on the campus, as the Authority is interested in further activation of the campus in the short term, regardless as to whether DC United remains a tenant.

The Authority anticipates that the study will be complete in spring of 2016. The study involves a number of different phases and elements, inclusive of the items listed below. Items 1 and 2 are complete while items 3 and 4 are ongoing. The team intends to present initial Framework Plans/Concepts to the community in March and will then refine the information after the initial Framework Plans/Concepts are released and submit that as the final documentation.

1. Data Gathering & Analysis
 - a. Campus Assessment
 - b. Transportation Analysis
 - c. Utilities/Sub-Surface Conditions Analysis
 - d. Development Considerations
2. Market Analysis
3. Stakeholder/Community Engagement
4. Development Scenarios/ROI Funding Analysis/Documentation
 - a. Framework Plan/Concept Development
 - b. Refinement
 - c. Documentation



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Question 19

What events, in addition to DC United games, have been held at RFK and the surrounding grounds in FY 2015 and FY 2016, to date? What events are planned for the remainder of FY 2016?

The events calendar for the Stadium/Armory campus for FY15 and FY16 is included in the following pages.

Washington Convention and Sports Authority
FY15/FY16 Events Calendar for the Stadium/Armory Campus Sorted by Venue

Event Name	Show Dates	Venue
National Title IX Holiday Invitational Conference and Classic	12/28/2015 - 12/30/2015	DC Armory
6th Annual Title IX Classic	12/27/2014 - 12/30/2014	DC Armory
Discover the Dinosaurs	12/20/2014 - 12/21/2014	DC Armory
My School DC Education Festival	12/12/2015 - 12/12/2015	DC Armory
Mayor's Senior Luncheon Holiday Celebration	12/10/2015 - 12/10/2015	DC Armory
Mayor's Sr. Holiday Luncheon	12/10/2014 - 12/10/2014	DC Armory
EdFEST 2014	11/22/2014 - 11/22/2014	DC Armory
Sneaker Con	11/14/2015 - 11/14/2015	DC Armory
The Congress of Future Medical Leaders	11/14/2014 - 11/16/2014	DC Armory
La Feria de la Familia	11/09/2014 - 11/09/2014	DC Armory
La Feria de la Familia	11/08/2015 - 11/08/2015	DC Armory
UBE Vigil for Presiding Bishop-Elect	10/31/2015 - 11/01/2015	DC Armory
American Fine Craft Show Washington	10/23/2015 - 10/25/2015	DC Armory
Marine Corps Marathon Health & Fitness Expo at DC Armory	10/23/2014 - 10/25/2014	DC Armory
Howard University Homecoming Step Show	10/17/2014 - 10/18/2014	DC Armory
2014 Army Ten-Miler Expo	10/10/2014 - 10/11/2014	DC Armory
2015 Army Ten-Miler Expo	10/09/2015 - 10/10/2015	DC Armory
ZEDD Concert	10/03/2015 - 10/03/2015	DC Armory
Concierto De Julion Alvarez	09/25/2015 - 09/25/2015	DC Armory
2015 Navy Air Force Half Marathon Expo	09/18/2015 - 09/19/2015	DC Armory
Spirit of America	09/10/2015 - 09/12/2015	DC Armory
AWonderMoment	08/17/2015 - 08/17/2015	DC Armory
The National Cannabis Festival	04/23/2016 - 04/23/2016	DC Armory
DC Rollergirls Bout #3	04/23/2016 - 04/23/2016	DC Armory
Sneaker Con	04/18/2015 - 04/18/2015	DC Armory
DC Rollergirls	04/11/2015 - 04/11/2015	DC Armory
Down N Dirty	04/09/2016 - 04/09/2016	DC Armory
Washington City Paper Best of DC 2016	04/06/2016 - 04/06/2016	DC Armory
ESPN Friday Night Fights - Headbangers	04/01/2016 - 04/01/2016	DC Armory
DC Rollergirl Bout	03/28/2015 - 03/28/2015	DC Armory
AIPAC Conference Rehearsal	03/14/2016 - 03/18/2016	DC Armory
Washington Area Frisbee Club Practice	03/10/2015 - 03/10/2015	DC Armory
Washington Area Frisbee Club Practice	03/06/2016 - 03/06/2016	DC Armory
Golden Boy Boxing Match	03/05/2016 - 03/05/2016	DC Armory
Washington Area Frisbee Club Practice	03/05/2015 - 03/05/2015	DC Armory
Washington Area Frisbee Club Practice	02/28/2016 - 02/28/2016	DC Armory
Washington Area Frisbee Club Practice	02/23/2015 - 02/23/2015	DC Armory
Washington Area Frisbee Club Practice	02/21/2016 - 02/21/2016	DC Armory
DC Rollergirls Bout #2	02/20/2016 - 02/20/2016	DC Armory
DC Rollergirl Practice	02/18/2015 - 02/18/2015	DC Armory

**Washington Convention and Sports Authority
FY15/FY16 Events Calendar for the Stadium/Armory Campus Sorted by Venue**

Event Name	Show Dates	Venue
Washington Area Frisbee Club Practice	02/17/2015 - 02/17/2015	DC Armory
Los Tigres del Norte	02/14/2016 - 02/14/2016	DC Armory
DC Rollergirl Practice	02/10/2015 - 02/10/2015	DC Armory
DC Rollergirl Practice	02/09/2015 - 02/09/2015	DC Armory
Washington Area Frisbee Club Practice	02/07/2016 - 02/07/2016	DC Armory
Washington Area Frisbee Club Practice	02/05/2015 - 02/05/2015	DC Armory
DC Rollergirl Practice	02/03/2015 - 02/03/2015	DC Armory
DC Rollergirl Practice	02/02/2015 - 02/02/2015	DC Armory
Washington Area Frisbee Club Practice	01/31/2016 - 01/31/2016	DC Armory
DC Rollergirls	01/31/2015 - 01/31/2015	DC Armory
Washington Area Frisbee Club Practice	01/29/2015 - 01/29/2015	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DC Armory
Washington Area Frisbee Club Practice	01/28/2015 - 01/28/2015	DC Armory
DC Rollergirl Practice	01/27/2015 - 01/27/2015	DC Armory
DC Rollergirl Practice	01/26/2015 - 01/26/2015	DC Armory
Washington Area Frisbee Club Practice	01/24/2016 - 01/24/2016	DC Armory
Youth Rally and Mass for Life 2016	01/22/2016 - 01/22/2016	DC Armory
Youth Rally and Mass for Life 2015	01/22/2015 - 01/22/2015	DC Armory
DC Rollergirls Bout #1	01/16/2016 - 01/16/2016	DC Armory
DC United Youth Academy	01/13/2016 - 02/18/2016	DC Armory
DC Rollergirl Practice	01/13/2015 - 01/13/2015	DC Armory
DC Rollergirl Practice	01/12/2015 - 01/12/2015	DC Armory
DC Rollergirl Practice	01/07/2015 - 01/07/2015	DC Armory
DC Rollergirl Practice	01/06/2015 - 01/06/2015	DC Armory
Prudential 4.01K Race for Retirement	11/07/2015 - 11/07/2015	Festival Grounds at RFK Stadium
Insane Inflatable 5K	10/31/2015 - 10/31/2015	Festival Grounds at RFK Stadium
The Glo Run	10/24/2015 - 10/24/2015	Festival Grounds at RFK Stadium
Hot Cider Hustle 5K Walk/Run	10/24/2015 - 10/24/2015	Festival Grounds at RFK Stadium
GES Truck Marshalling	10/06/2014 - 10/17/2014	Festival Grounds at RFK Stadium
Run or Dye Colorful 5K Run	10/04/2014 - 10/04/2014	Festival Grounds at RFK Stadium
Scream City Washington DC	10/02/2015 - 11/01/2015	Festival Grounds at RFK Stadium
Wanderlust 108	09/20/2015 - 09/20/2015	Festival Grounds at RFK Stadium
Ride to Conquer Cancer Benefiting Johns Hopkins Sibley Memorial and Suburban Hospitals	09/19/2015 - 09/20/2015	Festival Grounds at RFK Stadium
Life In Color	09/12/2015 - 09/12/2015	Festival Grounds at RFK Stadium
Color Vibe 5K	09/05/2015 - 09/05/2015	Festival Grounds at RFK Stadium
Ridiculous Obstacle Course Race	08/20/2016 - 08/20/2016	Festival Grounds at RFK Stadium
Red Bull Global Rallycross Washington DC Presented by Volkswagen	08/14/2015 - 08/15/2015	Festival Grounds at RFK Stadium
Redbull Global Rally Cross Washington DC Presented by Volkswagon	07/31/2016 - 07/31/2016	Festival Grounds at RFK Stadium
JFK Bus Mock Up #3	07/20/2015 - 07/22/2015	Festival Grounds at RFK Stadium
WIPEOUTRUN DC	06/20/2015 - 06/20/2015	Festival Grounds at RFK Stadium

**Washington Convention and Sports Authority
FY15/FY16 Events Calendar for the Stadium/Armory Campus Sorted by Venue**

Event Name	Show Dates	Venue
BMW i Certification 2015	06/16/2015 - 06/18/2015	Festival Grounds at RFK Stadium
Night Nation Run Washington D.C.	06/11/2016 - 06/11/2016	Festival Grounds at RFK Stadium
Eighth Annual Truck Touch	06/06/2015 - 06/06/2015	Festival Grounds at RFK Stadium
COLOR ME RAD	05/30/2015 - 05/30/2015	Festival Grounds at RFK Stadium
Capital Fair at RFK Stadium	05/27/2016 - 06/05/2016	Festival Grounds at RFK Stadium
Capital Fair at RFK Stadium	05/22/2015 - 05/31/2015	Festival Grounds at RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	05/19/2016 - 05/19/2016	Festival Grounds at RFK Stadium
Capitol Hill Classic 5K	05/17/2015 - 05/17/2015	Festival Grounds at RFK Stadium
2015 Washington DC Electric Vehicle Grand Prix	05/16/2015 - 05/16/2015	Festival Grounds at RFK Stadium
Race 4 Ever	05/09/2015 - 05/09/2015	Festival Grounds at RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	05/06/2015 - 05/06/2015	Festival Grounds at RFK Stadium
Color in Motion 5K	05/02/2015 - 05/02/2015	Festival Grounds at RFK Stadium
The Glo Run	04/25/2015 - 04/25/2015	Festival Grounds at RFK Stadium
Color Vibe 5K	04/09/2016 - 04/09/2016	Festival Grounds at RFK Stadium
CSSD Spring Kick-Off Block Party	04/06/2015 - 04/06/2015	Festival Grounds at RFK Stadium
COLOR VIBE 5K	04/04/2015 - 04/04/2015	Festival Grounds at RFK Stadium
Distracted Driving Campaign Launch	04/02/2015 - 04/02/2015	Festival Grounds at RFK Stadium
ShamrockFest	03/21/2015 - 03/21/2015	Festival Grounds at RFK Stadium
Rock N Roll Marathon Finish Line Festival	03/14/2015 - 03/14/2015	Festival Grounds at RFK Stadium
Rock n Roll DC Marathon and Marathon	03/12/2016 - 03/12/2016	Festival Grounds at RFK Stadium
Shamrock Festival	03/12/2016 - 03/12/2016	Festival Grounds at RFK Stadium
Fresh Start 5K	01/01/2016 - 01/01/2016	Festival Grounds at RFK Stadium
EDC Concert/Festival	07/01/2016 - 07/05/2016	Gateway DC
The Good Life Cookout	06/25/2016 - 06/25/2016	Gateway DC
Caribbean Festival	06/18/2016 - 06/18/2016	Gateway DC
Fatherhood Summit	06/11/2016 - 06/11/2016	Gateway DC
The Dream 2K16	05/29/2016 - 05/29/2016	Gateway DC
Congress Heights Day Festival	05/07/2016 - 05/07/2016	Gateway DC
Broccoli City Festival	04/30/2016 - 04/30/2016	Gateway DC
Far Southeast Family Strengthening Collaborative Annual Meeting and Community Day	04/16/2016 - 04/16/2016	Gateway DC
Dr. Martin Luther King Holiday DC Peace Walk and Parade	01/18/2016 - 01/18/2016	Gateway DC
Film at Maloof	10/07/2015 - 10/07/2015	Maloof Skate Park at RFK Stadium
US Skateboarding Championship	08/29/2015 - 08/29/2015	Maloof Skate Park at RFK Stadium
Stay Flared-Skateboarding Demonstration	06/06/2015 - 06/06/2015	Maloof Skate Park at RFK Stadium
Toys For Tots	12/14/2015 - 12/18/2015	RFK Stadium
D.C. United Playoff Game	11/08/2014 - 11/08/2014	RFK Stadium
DCU vs NY Red Bulls	11/01/2015 - 11/01/2015	RFK Stadium
DCU vs New England	10/28/2015 - 10/28/2015	RFK Stadium
CONCACAF Women Soccer	10/20/2015 - 10/20/2015	RFK Stadium
US Womens' World Cup Qualifier	10/20/2014 - 10/21/2014	RFK Stadium

**Washington Convention and Sports Authority
FY15/FY16 Events Calendar for the Stadium/Armory Campus Sorted by Venue**

Event Name	Show Dates	Venue
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
D.C. United vs. Chicago Fire	10/18/2014 - 10/18/2014	RFK Stadium
Ghana v. Canada	10/13/2015 - 10/13/2015	RFK Stadium
D.C. United vs. Sporting Kansas City	10/03/2014 - 10/03/2014	RFK Stadium
D.C. United vs New York	10/02/2015 - 10/02/2015	RFK Stadium
DCU vs. Columbus Crew	09/28/2016 - 09/28/2016	RFK Stadium
DCU vs. Orlando City FC	09/24/2016 - 09/24/2016	RFK Stadium
D.C. United vs Columbus	09/19/2015 - 09/19/2015	RFK Stadium
AT&T Nation's Football Classic 2015	09/18/2015 - 09/18/2015	RFK Stadium
AT&T Nation's Football Classic 2016	09/17/2016 - 09/17/2016	RFK Stadium
DC United vs Arabe Unido	09/15/2015 - 09/15/2015	RFK Stadium
U.S. MNT vs. Peru	09/04/2015 - 09/04/2015	RFK Stadium
DCU vs. Chicago Fire	08/27/2016 - 08/27/2016	RFK Stadium
DC United vs Montego Bay	08/25/2015 - 08/25/2015	RFK Stadium
D.C. United vs San Jose	08/22/2015 - 08/22/2015	RFK Stadium
DCU vs. New York Red Bulls	08/21/2016 - 08/21/2016	RFK Stadium
DCU vs. Portland Timbers	08/13/2016 - 08/13/2016	RFK Stadium
DCU vs. Philadelphia Union	08/06/2016 - 08/06/2016	RFK Stadium
D.C. United vs Real Salt Lake	08/01/2015 - 08/01/2015	RFK Stadium
DCU vs. Montreal Impact	07/31/2016 - 07/31/2016	RFK Stadium
D.C. United vs Philadelphia	07/26/2015 - 07/26/2015	RFK Stadium
IMP Summer Concert	07/04/2016 - 07/04/2016	RFK Stadium
Foo Fighters 20th Anniversary Concert	07/04/2015 - 07/04/2015	RFK Stadium
2015 World Police and Fire Games Opening Ceremony	06/26/2015 - 06/26/2015	RFK Stadium
DCU vs. New England Revolution	06/22/2016 - 06/22/2016	RFK Stadium
D.C. United vs New England	06/21/2015 - 06/21/2015	RFK Stadium
D.C. United vs Toronto	06/06/2015 - 06/06/2015	RFK Stadium
D.C. United vs Chicago	06/03/2015 - 06/03/2015	RFK Stadium
DCU vs. Seattle Sounders	06/01/2016 - 06/01/2016	RFK Stadium
El Salvador v Honduras	05/31/2015 - 05/31/2015	RFK Stadium
Futbol Internacional - El Salvador vs. Honduras	05/31/2015 - 05/31/2015	RFK Stadium
D.C. United vs Philadelphia	05/30/2015 - 05/30/2015	RFK Stadium
DCU vs. New York Red Bulls	05/13/2016 - 05/13/2016	RFK Stadium
D.C. United vs Orlando	05/13/2015 - 05/13/2015	RFK Stadium
D.C. United vs Kansas City	05/09/2015 - 05/09/2015	RFK Stadium
DCU vs. New York City FC	05/08/2016 - 05/08/2016	RFK Stadium
D.C. United vs Columbus	05/02/2015 - 05/02/2015	RFK Stadium
DCU vs. New England Revolution	04/23/2016 - 04/23/2016	RFK Stadium
D.C. United vs Houston	04/18/2015 - 04/18/2015	RFK Stadium

Washington Convention and Sports Authority
FY15/FY16 Events Calendar for the Stadium/Armory Campus Sorted by Venue

Event Name	Show Dates	Venue
DCU vs. Toronto FC	04/16/2016 - 04/16/2016	RFK Stadium
Capitol Soccer Classic	04/14/2015 - 04/14/2015	RFK Stadium
NFL Film	04/12/2015 - 04/12/2015	RFK Stadium
D.C. United vs New York Redbulls	04/11/2015 - 04/11/2015	RFK Stadium
DCU vs. Vancouver Whitecaps	04/09/2016 - 04/09/2016	RFK Stadium
Argentina Soccer Practice Sessions	03/30/2015 - 03/30/2015	RFK Stadium
D.C. United vs LA Galaxy	03/28/2015 - 03/28/2015	RFK Stadium
DCU vs. FC Dallas	03/26/2016 - 03/26/2016	RFK Stadium
DCU vs. Colorado Rapids	03/20/2016 - 03/20/2016	RFK Stadium
D.C. United vs Montreal	03/07/2015 - 03/07/2015	RFK Stadium
D.C. United vs Alajuelense	03/04/2015 - 03/04/2015	RFK Stadium
DCU vs. Queretaro FC	03/01/2016 - 03/01/2016	RFK Stadium



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Question 20

What involvement, if any, have you had with the new DC United stadium?

The Authority has no involvement with the new DC United stadium.



Question 21

What efforts have been made, if feasible, to offer the grounds outside RFK to neighborhood groups, sporting or otherwise for use in FY 2015 and FY 2016, to date?

The Authority's Sports and Entertainment Division hosted or participated in the following neighborhood-centric and community-focused events in FY15 and FY16:

- **Farmers' Market** – hosted every Thursday and Friday year-round on the Festival Grounds; planned to continue in FY16.
- **Girl Scout Cookie Distribution for the Girl Scout Council of the Nation's Capital** – Festival Grounds, February 2015; planned for FY16.
- **Child Support Services Division (CSSD) Spring Kick-Off Block Party**, a safe alternative activity for CSSD youth to participate in on Easter Monday – Festival Grounds, April 2015.
- **Anacostia Riverwalk Cleanup** – in April, May and June 2015, the Authority partnered with the Anacostia Watershed Society ("AWS") to lead teams of volunteers for river bank clean-ups in the area adjacent to RFK Stadium. Following the June clean up, Events DC hosted over 40 volunteers at the headquarters of Clean Decisions, an organization that provides job opportunities to returning citizens, for a barbecue with food donated by our in-house catering company (teams from Clean Decisions work with the Authority to clean the Festival Grounds following events); following the August cleanup, the Authority provided the 50+ volunteers tickets to the DC United match that took place that evening. The cleanups will continue in FY16.
- **Ciroc Week 2015** – staff invited volunteers to walk along the one-mile stretch of trail along the Anacostia River to conduct litter removal, May 2015.
- **DC Electric Vehicle Grand Prix** – celebrates local high school students who are putting the science, technology, engineering and math lessons learned in the classroom to practical use as they construct and race electric vehicles; Festival Grounds, May 2015.
- **36th Capitol Hill Classic** – a 5K race to raise funds for the Capitol Hill Cluster of Schools; May 2015 and planned for FY16.
- **Carnival at RFK** – a family-oriented carnival on the RFK Festival Grounds in May 2015 with food, rides, and games. The Authority gave 200 tickets to the community. Planned to return for FY16.
- **Truck Touch** – DC government agencies presented and demonstrated to the public nearly 30 vehicles used to clean and repair streets, change traffic lights, collect refuse, clear snow, provide emergency services, administer mobile health care, and more; Festival Grounds, June 2015 and planned for FY16.
- **Eastern High School End of Year Party** – celebration for Eastern High School teachers and administrators held at no charge in the RFK Stadium Legends Lounge, June 2015.



- **Higher Achievement Tour of RFK Stadium** – DC public school students who participate in the Higher Achievement after school program took a guided tour of the stadium and heard from various Authority and D.C. United staff members; July 2015.
- **Living Classrooms Tour of RFK Stadium** – the youth-based educational program brought DC youth to RFK Stadium for a tour and to learn about various jobs in sports; July 2015.
- **Red Bull Global Rallycross** – the Authority donated 147 tickets to our neighbors in Wards 6 and 7 to attend the motorcross event; Festival Grounds, August 2015 and planned for FY16.
- **Anacostia Riverbank Canoe Clean-Up** – the Authority again partnered with the Anacostia Watershed Society to lead a team of volunteers in canoes and kayaks to clean-up the Anacostia Riverbank adjacent to the Stadium-Armory campus. Twenty-five people participated and were rewarded with use of kayaks for the AWS paddle night; August 2015.
- **HoyaMed Summer Sports Camp** – a program for homeless children ages 8-12 who reside at the D.C. General Family Shelter; Festival Grounds, August 2015 and planned for FY16.
- **AT&T Nations Football Classic** – the Authority donated 2,225 tickets to DC Public Schools, youth-based non-profit organizations as well as neighbors in Wards 6 and 7; RFK Stadium and Festival Grounds, September 2015 and planned for FY16.
- **Highland HS Tour of RFK Stadium** – Highland High School sports marketing students visited RFK Stadium for a guided tour and heard from various Authority and D.C. United staff members; September 2015.
- **Scream City** – a Halloween-themed event on the Festival Grounds for which the Authority donated to the community over 200 tickets; October 2015.
- **Toys for Tots Distribution** – RFK Stadium served as a location to distribute toys to families in need; December 2015.

Other community events/projects that are planned for FY16 include:

- **Construction of a new Kaboom! community playground** at 22nd and C Streets, NE.
- **Partnership with Capitol Hill Little League (CHLL) to erect batting cages** at 19th and C Streets, NE, available for community use when not being used by CHLL.



Washington Convention and Sports Authority
t/a Events DC
FY15-1QFY16 Performance Oversight Hearing
February 18, 2015

Question 22

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

The Carnegie Library continues to be a successful venue for our short-term booking program, especially in the corporate, education, religious, and association sectors, and for our "Signature Events" programming. Key initiatives to achieve continued revenue growth will include a mixture of sales and marketing strategies, supported by a long-term business plan, expected to be complete by 3QFY16, to identify and prioritize the capital resources needed to support event programming opportunities in FY17 and beyond.



Question 23

What efforts has WCSA undertaken in FY 2015 and FY 2016, to date, partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?

The Authority's Sports and Entertainment business development team is currently pursuing bids for the following events:

- Hoop Group DC Jam Fest (annually from 2017)
- Intel International Science and Engineering Fair (2021)
- Scripps International Spelling Bee (2021)
- FC Barcelona Invitational Camp (2016)
- Spike Ball Eastern Regional (2016)
- National Corporate Games (2018)
- American Ninja Warrior (2016, 2017)
- USJN Nike Girls Nationals (2017+)
- Various additional "extreme sports" opportunities on the Festival Grounds at RFK Stadium

In addition, in FY15, our Sports and Entertainment team has met with the region's "Big 6" universities to explore the possibility of a men's basketball tournament, while also supporting Red Bull in bringing two e-sports tournaments to the District (at the Lincoln Theatre and Carnegie Library). In FY16, preliminary conversations have taken place with three NCAA conferences to discuss hosting basketball tournaments at the new Entertainment and Sports Arena.



Question 24

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

The following is a list of awards garnered by the Authority in FY15:

BizBash's **"Best Off-Site Venue"** for the Carnegie Library at Mt. Vernon Square

DC Chamber of Commerce's **Chamber's Choice Award**

"50 on Fire" Civic/Smart City Award presented by DC Inno/Streetwise Media

BizBash's **Top 100 Events of 2015**, where nearly a quarter of the winning events were either hosted or sponsored by the Authority, including the following:

- The two top functions for the Food, Wine and Restaurant Industry Events category (the RAMMYs and Metro Cooking DC),
- DC Jazz Festival, including "Jazz in the 'Hoods Presented by Events DC" and "Events DC Presents: DC Jazzfest at the Yards,"
- The Citi Open,
- The Marine Corps Marathon,
- The Events DC Nation's Triathlon,
- DC Fashion Week,
- The National Cherry Blossom Festival, including the National Cherry Blossom Festival Parade Presented by Events DC,
- The National Book Festival,
- Six of the nine winners in the Trade Shows and Conventions category, including the top four events (the Washington Auto Show, the NBC Health and Fitness Expo, the Association of the United States Army Annual Meeting and Exposition and the Washington, DC Travel and Adventure Show),
- The Leukemia Ball,
- The AIPAC Policy Conference,
- The Human Rights Campaign National Dinner, and
- The Congressional Black Caucus Foundation's Annual Legislative Conference.



Question 25

What's the status of the practice facility at St. E's? (WCSA is responsible for Building and operating the Arena.) 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)?

The Authority is working on the final negotiations of the various legal agreements associated with the Entertainment and Sports Arena project. Concurrently, the team is in the process of selecting an architectural and engineering firm and a program management firm. A competitive solicitation for a construction management firm will be issued this spring. However, before construction can begin, the District must demolish and remediate the site and complete infrastructure improvements (e.g., streets, walkways, utility conduits) and the Authority and DMPED must secure land-use approvals (historic preservation, zoning, National Capital Planning Commission, and U.S. Commission of Fine Arts).

A full schedule for project construction/completion will be developed by the Authority; arena groundbreaking is targeted for early 2017 with an anticipated opening date of early September 2018.

The Authority has been actively engaging the community since the project was announced. To date, we have held one community meeting, with the next one planned for February 23, 2016. We are also in the process of hiring a dedicated community engagement staffer who will serve as a full-time resource to the community as the arena portion of the larger St. Elizabeths East project moves forward. In addition, the Authority has a small staff at the R.I.S.E. Demonstration Center to serve as a point of contact for community members and to lead the activation of event programming at the Gateway DC pavilion. The community benefits plan itself is a DMPED-led initiative which DMPED will develop directly with the neighborhoods bordering the St. Elizabeths East campus.



Question 26

What is the status of the retail space around the Convention Center? Please explain the relationship with the real estate firm Streetsense, and provide an update on their work on this endeavor. How much retail space is there, and how many storefronts does this equal? How much retail space has been leased, is occupied, or is currently vacant (and please identify the retailers)?

At present, all retail spaces around the Convention Center are either occupied or under lease.

Streetsense is the Authority's retail leasing agent responsible for identifying new tenants, performing financial and reference checks and negotiating letters of intent. Streetsense has successfully secured tenants for all but one of the exterior retail bays (Sbarro was already open at the time Streetsense started its engagement with the Authority).

There are approximately 20,000 square feet of exterior retail space in eleven separate retail bays. Some of those spaces will be combined once the new tenants move in, resulting in eight separate retail storefronts.

The following chart summarizes the status of the retail bays around the Center:

Tenant	Address	Approximate Area	Status
Sbarro	1104 7th Street NW	1,461 sq. ft.	Occupied
The Morris	1020 7th Street NW	1,532 sq. ft.	Under Lease
Unconventional Diner	1207-1219 9th Street NW	9,200 sq. ft.	Under Lease
Smoked & Stacked	1239 9th Street NW	1,281 sq. ft.	Under Lease
Union Kitchen Grocer	1249-1251 9th Street NW	2,195 sq. ft.	Under Lease
Urban Athletic Club	802-804 N Street NW	3,263 sq. ft.	Under Lease
Bodycore, Inc.	760 N Street NW	746 sq. ft.	Under Lease
Cuttin Up Barbershop	740 N Street NW	526 sq. ft.	Under Lease