

# Performance Oversight Hearing FY12/1QFY13

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 28, 2013

**Performance Oversight Hearing  
FY12/1QFY13  
Washington Convention and Sports Authority (t/a Events DC)**

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**Question 1**

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

- Name
- Seat type
- When the member's term started and expires
- Attendance record for calendar year 2011 and 2012 to-date.

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

Member	Appointment Date	Term Expires	Seat Type
Michele V. Hagans (Chairman)	February 23, 2012 <sup>1</sup>	May 16, 2015	Public
Julio "Jay" Haddock Ortiz (Vice Chairman)	May 15, 2007	May 16, 2014	Public
Linda Greenan (Secretary)	March 17, 2009 <sup>2</sup>	May 16, 2014	Public
Emily Durso (Treasurer)	October 1, 2009 <sup>3</sup>	September 30, 2013	Public
John Boardman	April 20, 2010	May 16, 2013	Public
Natwar Gandhi, Ph.D.	June 7, 2000	<i>Ex officio</i>	<i>Ex officio</i>
William N. Hall	October 1, 2009 <sup>4</sup>	September 30, 2013	Public
Solomon Keene, Jr.	February 23, 2012 <sup>1</sup>	<i>Ex officio</i> <sup>5</sup>	<i>Ex officio</i> <sup>5</sup>
Allen Y. Lew	February 9, 2011	<i>Ex officio</i>	<i>Ex officio</i>
Miriam "Mimsy" Huger Lindner	February 23, 2012 <sup>1</sup>	May 16, 2015	Public
Denise Rolark Barnes	February 23, 2012 <sup>1</sup>	May 16, 2016	Public

Notes:

<sup>1</sup> The Authority has not received the Mayor's Order effectuating the appointment; the "appointment date" is taken from the date of the Members' swearing-in ceremony. All term expiration dates have been confirmed with the corresponding DC Council resolution.

<sup>2</sup> Ms. Greenan was appointed to complete the unexpired term of Mark Michael; she was subsequently appointed to a full term.

<sup>3</sup> Ms. Durso was appointed in her capacity as then-President of the Hotel Association of Washington, DC. [See D.C. Code § 10-1202.05(a)(5)(A)(ii)]

<sup>4</sup> Mr. Hall holds a one-time, four-year *ex officio* appointment due to his position as the then-Vice Chairman of the DC Sports and Entertainment Commission. [See D.C. Code § 10-1202.05(a)(5)(A)(i)]

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

## FY2012 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date												
	10/6/2011	11/3/2011	11/11/2011	12/8/2011	1/13/2011	2/2/2012	3/1/2012	4/5/2012	5/3/2012	6/7/2012	6/29/2012	7/12/2012	9/6/2012
Hagans							Present	Present	Present	Present	Present	Present	Present
Abdo	Present	Present	Present										
Haddock	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Greenan	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present		Present
Durso	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present		Present	Present
Boardman	Present	Present	Present	Present					Present	Present	Present	Present	
Gandhi		Present			Present	Present	Present		Present				
Hall	Present	Present	Present	Present	Present	Present	Present		Present	Present	Present	Present	Present
Lew	Present	Present	Present	Present	Present	Present		Present			Present		
Keene							Present	Present	Present	Present		Present	Present
Lindner							Present	Present	Present	Present	Present	Present	Present
Rolark Barnes							Present		Present	Present	Present	Present	

## FY2013 Washington Convention and Sports Authority Board of Directors Attendance Record

Board Member	Meeting Date				
	10/4/2012	11/1/2012	12/6/2012	1/10/2013	2/14/2013
Hagans	Present	Present	Present	Present	Present
Haddock	Present	Present		Present	Present
Greenan	Present	Present	Present	Present	Present
Durso	Present	Present		Present	Present
Boardman		Present		Present	Present
Gandhi					
Hall			Present	Present	Present
Lew				Present	Present
Keene	Present	Present	Present	Present	Present
Lindner	Present	Present	Present	Present	Present
Rolark Barnes	Present		Present	Present	Present

\* Representatives from OCFO attend each Board meeting on Dr. Gandhi's behalf



Washington Convention and Sports Authority  
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**Question 2**

Please provide a list of the Board's meeting dates, times, and locations for 2012 and 2013 to-date.

With the exception of the April 5, 2012 meeting, all meetings of the Board of Directors are held in the Dr. Charlene Drew Jarvis Board Room at the Walter E. Washington Convention Center. The April 5, 2012 meeting took place in the L'Enfant Map Room of the Carnegie Library at Mt. Vernon Square.

The Board of Directors met on the following dates:

<u>2012</u>		<u>2013 (to date)</u>	
<u>Date</u>	<u>Time</u>	<u>Date</u>	<u>Time</u>
January 5	9:00 am	January 10	10:00 am
February 2	9:00 am	February 14	10:00 am
March 1	9:00 am	March 14	10:00 am
April 5	9:00 am		
May 3	9:00 am		
June 7	9:00 am		
June 29	9:00 am		
July 12	9:00 am		
September 6	9:00 am		
October 4	9:00 am		
November 1	9:00 am		
December 6	9:00 am		



**Question 3**

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

- Current phase of construction;
- Expected completion date; and
- The total increased revenue resulting from the hotel's anticipated completion

The Convention Center Hotel is entering the 30<sup>th</sup> month of construction. The hotel is being built with a "top down" approach that allows construction above grade to be done simultaneously with construction below grade. This method requires that all foundation superstructure support elements (foundation, walls and columns) be placed prior to excavation. Once the foundation walls and columns are in place, excavation and structure below grade commence from existing grade down to the lowest level. When the structure below grade reaches a point that it can provide critical support, the structure above grade commences and work proceeds above and below at the same time.

Work on the Hotel continues to progress well. Excavation has commenced on the lowest level of the Hotel (P2 Level) and below grade structure is complete to the P1 Level. Structure above grade has reached Level 7 of the north guestroom tower (L Street side) and is running smoothly and on schedule. Trade work is taking place throughout all levels of the hotel and includes Mechanical, Electrical, and Plumbing rough-in, drywall partitions, structural steel, fireproofing, sprinkler systems, masonry work, waterproofing, doors and frames, and exterior cladding. The Plumbers Building is undergoing remediation and selective demolition in anticipation of tying the building into the new hotel structure. Excavation and utility relocation and support operations have commenced for the Pedestrian Connector that will tie the existing Convention Center to the new hotel via a passageway beneath 9<sup>th</sup> Street.

The structure above grade will top-out in July 2013 and allow work to commence on placement of the atrium skylight. The skylight work will be complete in November 2013 allowing the building to be dried-in for commencement of public area finishes in the atrium. All work is on schedule for the Substantial Completion on April 1, 2014 and opening of the hotel on May 1, 2014.

According to Destination DC, the Authority's convention sales bureau, there are 32 city-wide meetings presently listed as "tentative" and whose status is contingent upon the Convention Center Hotel project. In addition, Destination DC has booked 14 "definite" city-wide shows for the hotel.

These 46 shows, covering dates from 2015 to 2031, account for an estimated 1,460,027 total hotel room nights and \$717.34 million in direct delegate spending; hotel room nights and direct delegate spending are the primary metrics used to measure the economic impact of the convention market and Destination DC's success in booking city-wide meetings at the Convention Center.

The Authority estimates the 32 "tentative" meetings would represent \$17.6 million in Convention Center revenues, while the 14 "definite" city-wides will generate \$7.7 million in revenues for the Center.



**Question 4**

Please provide the Committee with an updated Debt Statement chart for FY2012.

**Washington Convention and Sports Authority  
Combined Debt Service Requirements for the Series 2007A and Series 2010 Bonds  
As of September 30, 2012**

<b>FY Ending September 30</b>	<b>Principal</b>	<b>Interest</b>	<b>Debt Service</b>
FY13	\$13,865,000	\$34,073,095	\$47,938,095
FY14	\$15,625,000	\$33,383,995	\$49,008,995
FY15	\$18,200,000	\$32,651,892	\$50,851,892
FY16	\$18,970,000	\$31,768,599	\$50,738,599
FY17	\$19,835,000	\$30,837,840	\$50,672,840
FY18	\$23,482,000	\$27,539,185	\$51,021,185
FY19	\$23,482,000	\$27,539,185	\$51,021,185
FY20	\$23,482,000	\$27,539,185	\$51,021,185
FY21	\$23,482,000	\$27,539,185	\$51,021,185
FY22	\$23,482,000	\$27,539,185	\$51,021,185
FY23	\$31,244,000	\$20,816,295	\$52,060,295
FY24	\$31,244,000	\$20,816,295	\$52,060,295
FY25	\$31,244,000	\$20,816,295	\$52,060,295
FY26	\$31,244,000	\$20,816,295	\$52,060,295
FY27	\$31,244,000	\$20,816,295	\$52,060,295
FY28	\$35,268,000	\$11,979,874	\$47,247,874
FY29	\$35,268,000	\$11,979,874	\$47,247,874
FY30	\$35,268,000	\$11,979,874	\$47,247,874
FY31	\$35,268,000	\$11,979,874	\$47,247,874
FY32	\$35,268,000	\$11,979,874	\$47,247,874
FY33	\$15,377,000	\$6,337,063	\$21,714,063
FY34	\$15,377,000	\$6,337,063	\$21,714,063
FY35	\$15,377,000	\$6,337,063	\$21,714,063
FY36	\$15,377,000	\$6,337,063	\$21,714,063
FY37	\$15,377,000	\$6,337,063	\$21,714,063
FY38	\$17,725,000	\$2,111,753	\$19,836,753
FY39	\$17,725,000	\$2,111,753	\$19,836,753
FY40	\$17,725,000	\$2,111,753	\$19,836,753
<b>Total</b>	<b>\$666,525,000</b>	<b>\$502,412,766</b>	<b>\$1,168,937,766</b>



### Question 5

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

- Current vacancy percentage;
- Total amount of revenue for FY12, projected and actual for FY13;
- Actual room-night production for FY12, projected and actual for FY13; and
- Total estimated economic impact of FY12, projected and actual for FY13.

Description	Conventions and Meetings	Sports and Entertainment
<b>FY12 Vacancy Rates</b>		
Walter E. Washington Convention Center	40.9 percent	
Carnegie Library at Mt. Vernon Square	64 percent <sup>1</sup>	
Robert F. Kennedy Memorial Stadium		87.7 percent
DC Armory		26.3 percent <sup>2</sup>
<b>Operating Revenue</b>		
Total FY12 Operating Revenue	\$17,448,507	\$4,963,438
Projected FY13 Operating Revenue	\$20,183,146	\$5,250,955
Actual FY13 First Quarter Operating Revenue	\$5,180,170	\$1,142,091
<b>Room Nights</b>		
FY12 Actual Room Nights	288,281	23,763
FY13 Projected Room Nights	347,520	15,000 – 20,000 <sup>3</sup>
Actual Room Nights FY13 First Quarter	91,373	N/A <sup>4</sup>
<b>Economic Impact</b>		
Total FY12 Estimated Economic Impact	\$350,115,850	\$48,427,484
Total FY13 Projected Economic Impact	\$372,821,750	\$45MM – \$50MM <sup>3</sup>
Estimated Economic Impact FY13 First Quarter	\$103,103,042	N/A <sup>4</sup>

#### Notes:

<sup>1</sup> The Authority began selling the Carnegie Library as a special-events venue in April 2012, with only six months remaining in the fiscal year.

<sup>2</sup> The number of days available for the DC Armory excludes National Guard event days and the summer months, when the DC Armory is not marketable for events due to the lack of air conditioning.

<sup>3</sup> The Authority continues to develop an economic impact model for sports and special events; due to the number of variables involved, the current working model approved by the Office of the Chief Financial Officer cannot be used to predict impact for events that have not yet occurred, and as a result, we are providing an estimate based on the prior year's activities.

<sup>4</sup> Data for the 2012 Military Bowl is still being compiled and is not yet available for reporting.



**Question 6**

Please provide the following information for all contracts entered into by the WCSA during FY12 and FY13 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.

Events DC Contracts  
FY12  
10/1/11 THRU 9/30/12

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 Budgeted / Cost	Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi- year (Yes/No)	Proof Contract Submitted to Council
ADAMS-BURCH INC.	N	N	Adams Burch - Spandex Table Linens	N	LISA PENN	10/1/11	9/30/12	\$ 49,194.00	\$ 43,487.00	Operating	Y	N	N/A
ADP INC.	N	N	Payroll Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 39,698.74	\$ 39,698.74	Operating	Y	N	N/A
Allied Rentals	N	N	Tent, Table & Chair Rentals	N	BRENDA FULLER	10/1/11	9/30/12	\$ 3,975.75	\$ 3,975.75	Operating	Y	N	N/A
ALLIED TRAILER SALES & RENTALS	N	N	Trailer Sales & Rentals	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 12,660.00	\$ 12,660.00	Operating	Y	N	N/A
Allstate Floors of DC	Y	Y	Carpet Storage, Delivery & Repair Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 91,406.00	\$ 91,406.00	Operating	Y	N	N/A
AON RISK SERVICES	N	N	Insurance Brokerage Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 171,000.00	\$ 171,000.00	Operating	Y	N	N/A
ALSCO-NATIONAL LINEN SVC	N	N	Table clothes/linen	N	LISA PENN	10/1/11	9/30/12	\$ 40,000.00	\$ 40,000.00	Operating	Y	N	N/A
ARAMARK SPORTS LLC	N	N	Housekeeping Service	N	LISA PENN	10/1/11	9/30/12	\$ 4,370,302.64	\$ 4,370,302.64	Operating	Y	N	N/A
Artex Fine Art Services	N	N	Art Cleaning and Conservation	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 61,825.81	\$ 61,825.81	Operating	Y	N	N/A
ARTSMANAGER, LLC	Y	Y	Art Curator and Consultant Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 52,046.50	\$ 52,046.50	Operating	Y	N	N/A
ATLANTIC ELECTRIC SUPPLY	Y	Y	ELECTRICAL SUPPLIES	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,400.00	\$ 68,478.01	Operating	Y	N	N/A
BANKERS MANAGEMENT SERVICES, I	N	N	Bankers Business Mgmt. Svcs-courier service	N	LISA PENN	10/1/11	9/30/12	\$ 3,499.74	\$ 3,499.74	Operating	Y	N	N/A
BEARCOM	N	N	UHF Radio Repeater and Command Center repair services as required	N	LISA PENN	10/1/11	9/30/12	\$ 1,456.80	\$ 1,011.60	Operating	Y	N	N/A
BEAUTIFUL EXPRESSIONS	N	Y	Catering Services	N	BRENDA FULLER	8/15/12	9/30/23	\$ 6,266.42	\$ 6,266.42	Operating	Y	N	N/A
BLUEBOY PRINTING	N	N	Biomedical Waste Removal	N	BRENDA FULLER	10/1/11	9/30/12	\$ 483.40	\$ 483.40	Operating			
BUYSOD	N	N	RFK Field Replacement	N	JACQUELINE MITCHELL	7/912	9/30/12	\$ 155,100.00	\$ 155,100.00	Capital	Y	N	N/A
CALDWELL FOOD GROUP, LLC	Y	Y	Bottled Water Service	N	LISA PENN	10/1/11	9/30/12	\$ 20,000.00	\$ 20,000.00	Operating	Y	N	N/A
Campbell Company, LLC	N	Y	Graphic Design Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 1,500.00	\$ 1,500.00	Operating	Y	N	N/A
CAPITAL SERVICES AND SUPPLIES	Y	Y	Printer, Toner, and Supplies	N	LISA PENN	10/1/11	9/30/12	\$ 17,774.28	\$ 13,935.93	Operating	Y	N	N/A
CENTERPLATE/ NBSE	N	N	Food Service Management	N	ANDREA SIMPSON		3/31/19	Commission	Commission		Y	Y	
CLEAN CITY, LLC	Y	Y	Window Cleaning Service	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 121,424.44	\$ 121,424.44	Operating	Y	N	N/A
CONDORTECH SERVICES, INC.	N	N	Camera Maintenance	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 27,000.00	\$ 14,814.01	Operating	Y	N	N/A
CONGRESSIONAL GLASS	N	N	Maintenance and/or Repair of Glass Doors	N	BRENDA FULLER	10/1/11	9/30/12	\$ 50,000.00	\$ 15,745.00	Operating	Y	N	N/A

Events DC Contracts  
FY12  
10/1/11 THRU 9/30/12

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 Budgeted / Cost	Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi- year (Yes/No)	Proof Contract Submitted to Council
CONTINENTAL WIRELESS INC.	N	N	Motorola UHF Radio equipment and accessories	N	LISA PENN	10/1/11	9/30/12	\$ 33,398.87	\$ 33,398.87	Operating	Y	N	N/A
COPE	N	N	Employee Assistance	N	LISA PENN	10/1/11	9/30/12	\$ 1,033.50	\$ 1,033.50	Operating	Y	N	N/A
CORE ENGINEERS GROUP	Y	Y	Third Party Code Compliance	N	BRENDA FULLER	2/1/12	1/30/13	\$ 15,000.00	\$ 9,200.00	Operating	Y	N	N/A
COVERMASTER, INC.	N	N	RFK Field Tarp Cover & Repair	N	JACQUELINE MITCHELL	9/15/11	2/29/12	\$ 32,766.47	\$ 32,766.47	Operating	Y	N	N/A
Cox, Graae + Spack	Y	Y	Architectural Engineering Services - RFK	N	JACQUELINE MITCHELL	11/11/11	11/10/12	\$ 250,000.00	\$ 222,789.79	Capital	Y	N	N/A
CSI Corporation of DC	Y	Y	Security Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 1,659,397.00	\$ 1,659,397.00	Operating	Y	Y	Attached
Cvent, Inc.	N	N	Event Management System	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 8,203.44	\$ 8,203.44	Operating	Y	N	N/A
DAKTRONICS INC.	N	N	Scoreboard Maintenance	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 68,715.00	\$ 62,605.00	Operating	Y	N	N/A
DAVID EDWARD CO.	N	N	Lobby Furniture Reupholstering	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,000.00	\$ 87,043.43	Operating	Y	N	N/A
Daylily Landscaping ('12)	Y	Y	Landscaping Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 14,048.90	\$ 14,048.90	Operating	Y	N	N/A
DIGITAL CONVENTIONS	N	N	Digital Signage Network Operations	N	LISA PENN	3/7/10	3/6/15	Commission	Commission		Y	Y	Attached
DMNGOOD, LLC	N	N	Website Management & Maintenance	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 6,000.00	\$ 6,000.00	Operating	Y	N	N/A
DMNGOOD, LLC	N	N	Artistic Graphics Design Services	N	JACQUELINE MITCHELL	5/4/12	9/30/12	\$ -	\$ -	Operating	Y	N	N/A
DOCSAV	Y	Y	General & Mechanical Supplies	N	BRENDA FULLER	10/1/11	9/30/12	\$ 16,362.24	\$ 16,362.24	Operating	Y	N	N/A
Document Managers	Y	Y	General Office Supplies	N	LISA PENN	10/1/11	9/30/12	\$ 939.00	\$ 939.00	Operating	Y	N	N/A
Don's Johns, Inc.	N	N	Portable Toilets and Cleaning Services at RFK	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 11,910.22	\$ 11,282.87	Operating	Y	N	N/A
DOOR SYSTEM INC.	N	N	Door Systems, Repairs	N	BRENDA FULLER	10/1/11	9/30/12	\$ 36,182.01	\$ 28,470.02	Operating	Y	N	N/A
DOW LOHNES PLLC	N	Y	Funding for Legal Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 62,343.20	\$ 60,203.20	Operating	Y	N	N/A
Dunbar Armored Inc.	N	N	Armored Car Delivery	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 3,296.57	\$ 2,941.73	Operating	Y	N	N/A
DUPONT COMPUTERS	Y	Y	Computer equipment	N	LISA PENN	10/1/11	9/30/12	\$ 48,233.00	\$ 48,233.00	Operating	Y	N	N/A
EASTERN LIFT TRUCK CO, INC.	N	N	High speed doors purchase and installation	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,999.00	\$ 99,999.00	Operating	Y	N	N/A

Events DC Contracts  
FY12  
10/1/11 THRU 9/30/12

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 Budgeted / Cost	Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi- year (Yes/No)	Proof Contract Submitted to Council
EEL COMMUNICATIONS	N	N	Copy Writing & Editing Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 500.00	\$ 500.00	Operating	Y	N	N/A
EFX Media	N	N	Videographer Svcs - NFC	N	JACQUELINE MITCHELL	8/5/12	8/4/13	\$ 22,719.68	\$ 22,719.68	Operating	Y	N	N/A
EMERGENCY 911 SECURITY, INC.	Y	Y	Uniforms and Related Items	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 17,925.13	\$ 17,925.13	Operating	Y	N	N/A
EMERGENCY 911 SECURITY, INC.	Y	Y	Fire Extinguisher Inspection and Maintenance Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 4,030.00	\$ 4,030.00	Operating	Y	N	N/A
EMERGENCY 911 SECURITY, INC.	Y	Y	Badging Supplies	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 4,858.75	\$ 4,858.75	Operating	Y	N	N/A
ENGRAVING & AWARDS OF NE	Y	Y	NFC Event Trophies	N	JACQUELINE MITCHELL	8/10/12	9/30/12	\$ 7,411.00	\$ 7,411.00	Operating	Y	N	N/A
Eyre Bus Services	N	N	NFC Transportation Services	N	JACQUELINE MITCHELL	8/14/12	9/30/12	\$ 15,500.00	\$ 15,500.00	Operating	Y	N	N/A
FANDANGO PRODUCTIONS	N	N	Event General Services	N	LISA PENN	11/17/11	9/30/12	\$ -	\$ -	Operating	Y	N	N/A
FACILITY ENGINEERING ASSOCIATE	N	N	Facility Assessment Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ -	\$ -	Operating	Y	N	N/A
FISHER AND SON CO.	N	N	Lawn care-Fertilizer	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 5,778.02	\$ 5,778.02	Operating	Y	N	N/A
FISHER AND SON CO.	N	N	Lawn care-Grass Seeds	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ -	\$ -	Operating	Y	N	N/A
FLOORSPACE LLC.	Y	Y	Carpet Demo & Installation services	N	BRENDA FULLER	2/7/12	2/7/13	\$ 430,598.40	\$ 430,598.40	Capital	Y	N	N/A
FLOORSPACE LLC.	Y	Y	Carpet Tile Replacement - Carnegie	N	BRENDA FULLER	4/24/12	9/30/12	\$ 34,149.79	\$ 34,149.79		Y	N	N/A
Forney (FEI)	Y	Y	RFK Restroom Construction/ Renovation	N	JACQUELINE MITCHELL	7/20/12	2/28/13	\$ 1,891,947.00		Capital	Y	Y	Construction - Exempt per Regulations
FUJITEC AMERICA INC.	N	N	Elevator/ Escalator maintenance Equipment Repair and Emergency Repair	N	BRENDA FULLER	10/1/11	9/30/12	\$ 835,399.00	\$ 682,667.85	Operating	Y	N	N/A
FUSE	N	N	Marketing & Event Planning - NFC	N	JACQUELINE MITCHELL	6/5/12	9/30/12	\$ 371,744.00	\$ 371,744.00	Operating	Y	N	N/A
GENERAL & MECHANICAL SVCS	N	N	Mechanical Repair Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,970.45	\$ 99,970.45	Operating	Y	N	N/A
GLP. INC.	Y	Y	Event Setup & Dismantling Svcs	N	LISA PENN	10/1/11	9/30/12	\$ 19,701.61	\$ 19,701.61	Operating	Y	N	N/A

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GOETZ PRINTING	N	N	Printing Services		JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 10,000.00	\$ 10,000.00	Operating	Y	N	N/A
Group 360	Y	Y	Marketing & Public Relations Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 42,703.26	\$ 42,703.26	Operating	Y	N	N/A
Hargrove, Inc.	N	N	Event General Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 35,332.00	\$ 35,332.00	Operating	Y	N	N/A
HI-TECH ELECTRIC, LLC	N	N	ELECTRICAL UTILITY & AIR/WATER/DRAIN SERVICES	N	ANDREA SIMPSON	10/3/02	10/2/12	Commission	Commission		Y	Y	Attached
HI-TECH SOLUTION INC.	Y	Y	Computer, Equipment, and Supplies	N	LISA PENN	10/1/11	9/30/12	\$ 60,356.00	\$ 60,356.00	Operating	Y	N	N/A
IDEAL ELECTRICAL SUPPLY CORP	Y		ELECTRICAL SUPPLIES	N	BRENDA FULLER	10/1/11	9/30/12	\$ 69,856.00	\$ 57,360.69	Operating	Y	N	N/A
IMAGINE PHOTOGRAPHY INC.	Y	Y	Photography Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 13,001.50	\$ 13,001.50	Operating	Y	N	N/A
Innovative Pest Management	N	N	Pest Control Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 45,718.10	\$ 45,718.10	Operating	Y	N	N/A
INNOVO CONSTRUCTION	N	Y	Glass Door Repairs	N	BRENDA FULLER	10/1/11	9/30/12	\$ 32,724.50	\$ 32,724.50	Operating	Y	N	N/A
IRON MOUNTAIN	N	N	Iron Mountain-Records Retention	N	LISA PENN	10/1/11	9/30/12	\$ 11,331.87	\$ 10,552.79	Operating	Y	N	N/A
J-DOS INTERNATIONALE	Y	Y	Painting Supplies	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,999.00	\$ 97,592.19	Operating	Y	N	N/A
J-DOS INTERNATIONALE	Y	Y	Painting Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 19,000.00	\$ 17,888.95	Operating	Y	N	N/A
JENKS INC.	Y	Y	Jenks Carpentry Supplies	N	BRENDA FULLER	10/1/11	9/30/12	\$ 34,000.00	\$ 34,000.00	Operating	Y	N	N/A
Jerome L. Taylor Trucking Inc.	Y	Y	Trash Removal FUNDING	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 142,477.59	\$ 142,477.59	Operating	Y	N	N/A
Judd Fire	N	N	Sprinkler System Maintenance	N	BRENDA FULLER	10/1/11	9/30/12	\$ 28,465.15	\$ 28,465.15	Operating	Y	N	N/A
LEE'S FLOWER & CARD SHOP INC.	N	Y	Floral Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 3,553.03	\$ 3,553.03	Operating	Y	N	N/A
LEFTWICH & LUDAWAY LLC	Y	Y	General Legal Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 730,000.00	\$ 713,279.08	Operating	Y	N	N/A
LEVIN PROFESSIONAL SVCS, INC.	N	N	House Sound System Maintenance	N	LISA PENN	10/1/11	9/30/12	\$ 125,355.94	\$ 114,028.30	Operating	Y	N	N/A
LEXISNEXIS A Division of Reed Elsevier	N	N	Legal Search Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 8,400.00	\$ 8,400.00	Operating	Y	N	N/A
LIFE INFINITE, LLC	Y	Y	Specialty/Promotional Items	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 29,135.46	\$ 28,824.00	Operating	Y	N	N/A
Lindenmeyr Munroe	N	N	Lindenmeyr-Xerox supplies	N	LISA PENN	10/1/11	9/30/12	\$ 12,659.00	\$ 12,659.00	Operating	Y	N	N/A
LM&O Advertising	N	N	Marketing Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 191,897.02	\$ 191,897.02	Operating	Y	N	N/A
LOURENCO CONSULTANTS	N	N	Third Party Inspection Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 10,000.00	\$ 10,000.00	Operating	Y	N	N/A
MB STAFFING SERVICES LLC.	Y	Y	Temporary Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 8,853.60	\$ 8,297.83	Operating	Y	N	N/A

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MCCALL HANDLING COMPANY	N	N	Flat Beds	N	LISA PENN	9/17/12	9/30/12	\$ 37,788.00	\$ 37,788.00	Operating	Y	N	N/A
MCCALL HANDLING COMPANY	N	N	Mobile Equipment Repair	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 99,994.89	\$ 99,202.48	Operating	Y	N	N/A
MET ELECTRICAL TESTING, LLC	N	N	Switchgear Maintenance	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 46,083.00	\$ 46,083.00	Capital	Y	N	N/A
MIKE B. PHOTOGRAPHY	N	N	Photography Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 6,887.50	\$ 6,887.50	Operating	Y	N	N/A
MITCHELL HUMPHREY & CO.	N	N	FMSII Annual Maintenance	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 94,006.08	\$ 92,506.08	Operating	Y	N	N/A
MODERN DOOR & EQUIPMENT SALES	N	N	Modern Door, Maintenance and repair of Movable Walls	N	BRENDA FULLER	10/1/11	9/30/12	\$ 33,506.48	\$ 33,506.48	Operating	Y	N	N/A
MOTIR SERVICES	Y	Y	Painting Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 46,350.00	\$ 46,350.00	Operating	Y	N	N/A
Musco Sports Lighting ('12)	N	N	RFK Stadium - Tower Lights Re-Aiming	N	JACQUELINE MITCHELL	2/29/12	9/30/12	\$ 21,000.00	\$ 21,000.00	Operating	Y	N	N/A
MVS, INC.	Y	Y	Computer, Printer, and Network Equipment	N	LISA PENN	10/1/11	9/30/12	\$ 29,980.62	\$ 22,970.62	Operating	Y	N	N/A
NAUTICON IMAGING SYSTEMS	N	N	Copier Rental for RFK	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 8,633.90	\$ 5,432.19	Operating	Y	N	N/A
NBA Office Products			Office Supplies	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 9,578.44	\$ 6,178.44	Operating	Y	N	N/A
NEAL R. GROSS & CO., INC.			Stenography Services	N	LISA PENN	10/1/11	9/30/12	\$ 23,000.00	\$ 23,000.00	Operating	Y	N	N/A
NGEN, LLC	N	N	Network, Infrastructure, Server Parts and Supplies	N	LISA PENN	10/1/11	9/30/12	\$ 64,572.67	\$ 53,941.67	Operating	Y	N	N/A
Overhead Door Company of Washington	N	N	High Speed Roll-Up Door Installation, Maintenance and Repair	N	BRENDA FULLER	10/1/11	9/30/12	\$ 76,713.00	\$ 19,567.00	Operating	Y	N	N/A
OMNI ELEVATOR INSPECTION SERVICE	N	Y	OMNI Elevator Inspection, Elevator& Escalator Inspections	N	BRENDA FULLER	10/1/11	9/30/12	\$ 22,465.00	\$ 22,465.00	Operating	Y	N	N/A
Orion Systems Group	N	N	Security Camera Spare Parts/Services (Lenel System)	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 2,500.00	\$ 2,500.00	Operating	Y	N	N/A
Orion Systems Group	N	N	Preventive Maintenance (Badging System)	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 23,172.65	\$ 23,172.65	Operating	Y	N	N/A
PAPPAS GROUP	N	N	Website Development Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 121,310.00	\$ 121,310.00	Operating	Y	N	N/A
PAIGE INTERNATIONAL, INC.	Y	Y	Lenel System Maintenance	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 23,771.00	\$ 23,771.00	Operating	Y	N	N/A
PAIGE INTERNATIONAL, INC.	Y	Y	Badging Supplies	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 7,086.50	\$ 7,086.50	Operating	Y	N	N/A
PALACE FLORISTS INC.	Y	Y	Floral Services	N	LISA PENN	10/1/11	9/30/12	\$ 2,143.00	\$ 1,839.00	Operating	Y	N	N/A

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Penske Truck Leasing	N	N	Penske Trailers - Trailers Storage	N	LISA PENN	2/20/11	2/19/12	\$ 12,000.00	\$ 10,793.40	Operating	Y	N	N/A
PERISCOPE HOLDINGS, INC.	N	N	APEX Annual Maintenance Support, Renewal and Hosting	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 98,046.00	\$ 98,046.00	Operating	Y	N	N/A
Pitney Bowes- Equipment Rental	N	N	Postage Machine Equipment Rental	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 1,500.00	\$ 1,500.00	Operating	Y	N	N/A
PMA CONSULTANTS, LLC	N	N	Construction Inspection Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 1,832.28	\$ 1,832.28	Operating	Y	N	N/A
POLYSONICS	N	N	Audio System Designer Services	N	LISA PENN	9/8/11	9/7/12	\$ 157,647.00	\$ -	Capital	Y	N	N/A
PREMIER PLANTSCAPES, LLC	N	N	Plant Leasing & Maintenance Svcs	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 96,052.92	\$ 96,052.92	Operating	Y	N	N/A
PREMIER PLANTSCAPES, LLC	N	N	Holiday Décor	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 17,444.00	\$ 17,444.00	Operating	Y	N	N/A
PRO LINE WATER	N	N	Office Pro 60 w/hot air kit	N	BRENDA FULLER	7/10/12	9/30/12	\$ 7,940.00	\$ 7,940.00	Operating	Y	N	N/A
PROJECTION PRESENTATION TECHNOLOGY	N	N	Audio Visual Services	N	LISA PENN	3/1/03	9/30/12	Commission	Commission		Y	Y	Attached
PROPANE TAXI	N	N	Propane gas	N	LISA PENN	10/1/11	9/30/12	\$ 7,200.00	\$ 6,211.67	Operating	Y	N	N/A
PS FURNITURE, INC.	N		Table Racks (Transport Systems)	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 996,167.00	\$ 996,167.00	Operating	Y	N	N/A
Quench USA Inc.	N	N	Water Coolers	N	LISA PENN	10/1/11	9/30/12	\$ 3,400.00	\$ 3,400.00	Operating	Y	N	N/A
RBK CONSTRUCTION	Y	Y	General Construction Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 75,415.00	\$ 75,415.00	Capital	Y	N	N/A
SCHAEFER-FRIEDMAN	Y	Y	Electrical Parts and Equipment	N	BRENDA FULLER	10/1/11	9/30/12	\$ 14,784.82	\$ 14,784.82	Operating	Y	N	N/A
SENODA INC.	Y	Y	Printing Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 67,359.48	\$ 67,359.48	Operating	Y	N	N/A
SENODA INC.	Y	Y	Promotional Items	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 70,670.87	\$ 70,670.87	Operating	Y	N	N/A
SICO America, Inc.	N	N	Stages & Risers	N	LISA PENN	10/1/11	9/30/12	\$ 78,785.00	\$ 26,003.57	Operating	N	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Building Automation Preventative Maintenance	N	BRENDA FULLER	10/1/11	9/30/12	\$ 65,000.00	\$ 65,000.00	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Life Safety Equipment, Inspection and Testing	N	BRENDA FULLER	10/1/11	9/30/12	\$ 99,000.00	\$ 99,000.00	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Siemens, Life Safety Equipment Emergency Repair	N	BRENDA FULLER	10/1/11	9/30/12	\$ 30,000.00	\$ 30,000.00	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Siemens, Building Automation, Emergency Repair \$25,000	N	BRENDA FULLER	10/1/11	9/30/12	\$ 25,000.00	\$ 25,000.00	Operating	Y	N	N/A
Smart City of Washinton DC LLC	N	Y	Technology Services Provider	N	LISA PENN	6/13/02	6/13/18	Commission	Commission		Y	Y	Attached
Social Sightings, LLC	N	N	Photography Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 6,000.00	\$ 6,000.00	Operating	Y	N	N/A

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SOUTHERN ALUMINUM	N	N	Tables (Hi/Lo)	N	BRENDA FULLER	10/1/11	9/30/12	\$ 98,513.00	\$ 98,513.00	Operating	Y	N	N/A
SPECTRUM WATER COOLER	N	N	Filtered Water	N	LISA PENN	10/1/11	9/30/12	\$ 3,900.00	\$ 3,276.00	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	Office Furniture - Carnegie	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 7,639.93	\$ 7,639.93	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	Office Furniture - RFK	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 25,225.00	\$ 25,225.00	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	General Office Supplies	N	LISA PENN	10/1/11	9/30/12	\$ 32,709.08	\$ 29,463.00	Operating	Y	N	N/A
Standard Restoration & Waterproofing Co. ('12)	N	N	9th Street Expansion Joint Repair	N	ANDREA SIMPSON	9/9/11	9/8/12	\$ 257,275.00	\$ 180,724.25	Capital	Y	N	N/A
STORYBOARD, LLC	Y	Y	Event Support Services for WEWCC 10th Anniversary	N	JACQUELINE MITCHELL	3/19/12	9/30/12	\$ 80,606.87	\$ 80,606.87	Operating	Y	N	N/A
STRANIX ASSOCIATES LLC	N	N	RFK Project Management	N	JACQUELINE MITCHELL	7/20/12	7/19/13	\$ 193,200.00	\$ 59,347.50	Capital	N	N	N/A
STRANIX ASSOCIATES LLC	N	N	Hotel Project Management	N	BRENDA FULLER	10/1/11	9/30/12	\$ 529,000.00	\$ 441,495.70	Capital	N	N	N/A
Stuart Dean Co., Inc.	N	N	Wood Restoration Doors & Trim	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 232,940.44	\$ 232,940.44	Capital	Y	N	N/A
SUN TECHNICAL SERVICES, INC.	N	N	Water, Cooler Equipment and Services	N	LISA PENN	10/1/11	9/30/12	\$ 16,412.40	\$ 15,408.05	Operating	Y	N	N/A
Swanson Communications LLC	Y	Y	Marketing/Public Relations Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 45,512.50	\$ 45,512.50	Operating	Y	N	N/A
Swanson Communications LLC	Y	Y	Event Planning-Sports Ad Campaign	N	JACQUELINE MITCHELL	3/19/12	9/30/12	\$ 49,750.00	\$ 49,750.00	Operating	Y	N	N/A
THE ART LITHO COMPANY	N	N	Printing Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 37,499.80	\$ 37,499.80	Operating	Y	N	N/A
The Rappaport Companies	Y	Y	Retail Broker Services	N	BRENDA FULLER	7/28/12	7/27/13	\$ 7,388.00	\$ 7,388.00	Operating	Y	N	N/A
THE TRACK GROUP, INC.	N	N	Customer Survey Services	N	LISA PENN	10/1/11	9/30/12	\$ 59,999.90	\$ 59,999.90	Operating	Y	N	N/A
THE ULTIMATE SOFTWARE GROUP	N	N	HR, Payroll & Timekeeping SAAS	N	ANDREA SIMPSON	11/9/11	11/8/12	\$ 124,218.80	\$ 64,818.00	Capital	Y	N	N/A
TITUS, LLC	N	N	Electrical Services	N	BRENDA FULLER	10/1/11	9/30/12	\$ 43,610.00	\$ -	Operating	Y	N	N/A
TOTAL HEALTHCARE SOLUTIONS	N	N	AED's	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 60,199.60	\$ 30,999.80	Operating	Y	N	N/A
TRIAGE GROUP	Y	Y	Web Migration & Hosting Svcs	N	LISA PENN	10/1/11	9/30/12	\$ 10,546.00	\$ 10,546.00	Operating	Y	N	N/A
ULSTER CARPET MILLS, INC.	N	N	Carpet Purchase	N	BRENDA FULLER	10/1/11	9/30/12	\$ 592,031.42	\$ 588,757.62	Capital	N	N	N/A
UNIFIRST CORPORATION	N	N	Uniform - Rental and Cleaning Services	N	LISA PENN	10/1/11	9/30/12	\$ 43,890.00	\$ 43,890.00	Operating	Y	N	N/A

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URBAN SERVICE SYSTEMS CORP	Y	Y	Recycling Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 37,438.50	\$ 37,438.50	Operating	Y	N	N/A
USA MOBILITY WIRELESS, INC.	N	N	Two Way Pager Rental & Service	N	ANDREA SIMPSON	7/1/11	6/30/12	\$ 16,550.28	\$ 15,169.29	Operating	Y	N	N/A
Vocus, Inc.	N	N	PR Media Management	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 12,657.24	\$ 12,657.24	Operating	Y	N	N/A
W. L. Gary Company	Y	Y	Drain Cleaning	N	BRENDA FULLER	9/24/12	12/31/12	\$ 5,024.00	\$ 5,024.00	Operating	Y	N	N/A
Washington Express	N	N	Courier Services	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 324.94	\$ 324.94	Operating	Y	N	N/A
WILLDAN FINANCIAL SVCS	N	N	Arbitrage Rate and Municipal Disclosure Services	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 6,370.00	\$ 6,370.00	Operating	Y	N	N/A
WINFIELD SOLUTIONS, LLC (FERT)	N	N	Fertilizer - RFK	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 3,848.00	\$ 3,848.00	Operating	Y	N	N/A
WINFIELD SOLUTIONS, LLC (GRA)	N	N	Grass Seed - RFK	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 1,878.20	\$ 1,878.20	Operating	Y	N	N/A
WINMAR, INC.	Y	Y	Waterproofing and Leak Repairs	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 12,082.80	\$ 12,082.80	Operating	Y	N	N/A
WON-DOOR CORPORATION	N	N	WON DOOR, Fire doors Inspection and repair (BPA) \$4,000 [CODE: 408080]	N	BRENDA FULLER	10/1/11	9/30/12	\$ 1,881.60	\$ 1,881.60	Operating	Y	N	N/A
WORLD CLASS ATHLETIC SURFACES,	N	N	Paint and Stencils/Paint Supplies	N	JACQUELINE MITCHELL	10/1/11	9/30/12	\$ 14,645.07	\$ 14,645.07	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Copier Lease - Guest Svcs	N	ANDREA SIMPSON	10/1/11	9/30/12	\$ 3,200.00	\$ 3,200.00	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Maintenance for copier and fax machines - Business Svcs	N	LISA PENN	10/1/11	9/30/12	\$ 23,853.70	\$ 23,853.70	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Supplies for copier machines - Business Svcs	N	LISA PENN	10/1/11	9/30/12	\$ 700.00	\$ 700.00	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Lease for Copier and Fax Machines - Business Svcs	N	LISA PENN	10/1/11	9/30/12	\$ 77,939.01	\$ 77,939.01	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Copier Lease - Carnegie	N	ANDREA SIMPSON	12/1/11	9/30/12	\$ 670.00	\$ 670.00	Operating	Y	N	N/A

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ADAMS-BURCH INC.	N	N	Contour Spandex Table Linen Covers	N	LISA PENN	10/1/12	9/30/13	\$ 23,969.00 \$ -	Operating	Y	N	N/A
ADP INC.	N	N	Human Resources Information Data Services	N	LISA PENN	10/1/12	9/30/13	\$ 2,986.52 \$ 1,493.26	Operating	Y	N	N/A
ADP INC.	N	N	Payroll Services	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 35,000.00 \$ 6,206.15	Operating	Y	N	N/A
ALLIED TRAILER SALES & RENTALS	N	N	Trailer Sales & Rentals	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 11,000.00 \$ 2,190.00	Operating	Y	N	N/A
Allstate Floors of DC SO 232)	Y	Y	Carpet Storage, Delivery & Repair Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 50,700.00 \$ 4,272.52	Operating	Y	N	N/A
Allstate Floors of DC	Y	Y	Purchase, Removal, & Installation of Carpet/ Flooring - Carnegie Library	N	BRENDA FULLER	11/2/12	9/30/13	\$ 28,510.31 \$ -	Capital	Y	N	N/A
AON RISK SERVICES	N	N	Insurance Brokerage Services	N	BRENDA FULLER	12/31/12	12/30/13	\$ 153,000.00 \$ -	Operating	Y	N	N/A
ALSCO-NATIONAL LINEN SVC	N	N	Table clothes/linen	N	LISA PENN	10/1/12	9/30/13	\$ 10,000.00 \$ 3,141.90	Operating	Y	N	N/A
ARAMARK SPORTS LLC	N	N	Housekeeping Service	N	LISA PENN	10/1/12	9/30/13	\$ 4,611,381.00 \$ 745,596.69	Operating	Y	N	N/A
Artex Fine Art Services	N	N	Art Cleaning and Conservation	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 45,000.00 \$ -	Operating	Y	N	N/A
ARTSMANAGER, LLC	Y	Y	Art Curator and Consultant Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 50,000.00 \$ 8,292.30	Operating	Y	N	N/A
B & B Floor Services, LLC	Y	N	Purchase, Removal, & Installation of Carpet/ Flooring - Entrance Matting	N	BRENDA FULLER	12/18/12	9/30/13	\$ 78,949.16 \$ 7,894.92	Capital	Y	N	N/A
BANKERS MANAGEMENT SERVICES, I	N	N	Bankers Business Mgmt Svcs-courier service	N	LISA PENN	10/1/12	9/30/13	\$ 2,500.00 \$ 501.30	Operating	Y	N	N/A
BEARCOM	N	N	UHF Radio Repeater and Command Center repair services as required	N	LISA PENN	10/1/12	9/30/13	\$ 5,290.00 \$ -	Operating	Y	N	N/A
CALDWELL FOOD GROUP, LLC	Y	Y	Bottled Water Service	N	LISA PENN	10/1/12	9/30/13	\$ 25,000.00 \$ 5,340.40	Operating	Y	N	N/A
Campbell Company, LLC	N	Y	Graphic Design Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 4,500.00 \$ -	Operating	Y	N	N/A
CAPITAL SERVICES AND SUPPLIES	Y	Y	Printer, Toner, and Supplies	N	LISA PENN	10/1/12	9/30/13	\$ 12,500.00 \$ 2,090.34	Operating	Y	N	N/A
CENTERPLATE/ NBSE	N	N	Food Service Management	N	ANDREA SIMPSON	4/1/04	3/31/19	Commission		Y	Y	
Chesapeake Shade and Blind	N	N	Shade Repair Services	N	JACQUELINE MITCHELL	10/10/12	9/30/13	\$ 68,600.00 \$ -	Operating	Y	N	N/A
CLEAN CITY, LLC	Y	Y	Window Cleaning Service	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 251,490.00 \$ -	Operating	Y	N	N/A

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CONDORTECH SERVICES, INC.	N	N	Camera Maintenance	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 20,000.00	Operating	Y	N	N/A
CONTINENTAL WIRELESS INC.	N	N	Motorola UHF Radio equipment and accessories	N	LISA PENN	10/1/12	9/30/13	\$ 40,554.00 \$ -	Operating	Y	N	N/A
COPE	N	N	Employee Assistance	N	LISA PENN	10/1/12	3/31/13	\$ 1,033.50 \$ -	Operating	Y	N	N/A
CORE ENGINEERS GROUP	Y	Y	Third Party Code Compliance	N	BRENDA FULLER	2/1/13	1/31/14	\$ 15,000.00 \$ -	Operating	Y	N	N/A
CSI Corporation of DC	Y	Y	Security Services	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 1,563,935.71 \$ 452,558.91	Operating	Y	Y	Attached
Cvent, Inc.	N	N	Event Management System	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 8,203.44 \$ -	Operating	Y	N	N/A
DAKTRONICS INC.	N	N	Scoreboard Maintenance FY13	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 44,705.00 \$ -	Operating	Y	N	N/A
DIGITAL CONVENTIONS	N	N	Digital Signage Network Operations	N	LISA PENN	3/7/10	3/6/15	Commission		Y	Y	Attached
DMNGOOD, LLC	N	N	Artistic Graphics Design Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ -	Operating	Y	N	N/A
Document Managers	Y	Y	General Office Supplies	N	LISA PENN	10/1/12	9/30/13	\$ 500.00 \$ -	Operating	Y	N	N/A
Don's Johns, Inc.	N	N	Portable Toilets and Cleaning Services at RFK FY13	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 8,560.22 \$ 1,084.06	Operating	Y	N	N/A
DOOR SYSTEM INC.	N	N	Door Systems, Repairs	N	BRENDA FULLER	10/1/12	9/30/13	\$ 28,200.00 \$ 2,869.56	Operating	Y	N	N/A
DOW LOHNES PLLC	N	Y	Outside Counsel for Sports & Entertainment	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 100,000.00 \$ 24,694.70	Operating	Y	N	N/A
Dunbar Armored Inc.	N	N	Cash receipts Delivery & Pickup Services - Sports & Entertainment Division	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 2,950.00 \$ 1,015.18	Operating	Y	N	N/A
DUPONT COMPUTERS	Y	Y	Computer equipment	N	LISA PENN	10/1/12	9/30/13	\$ -	Operating	Y	N	N/A
EASTERN LIFT TRUCK CO, INC.	N	N	High speed doors - purchase and installation	N	BRENDA FULLER	10/1/12	9/30/13	\$ 60,015.00 \$ -	Operating	Y	N	N/A
EEI COMMUNICATIONS	N	N	Media writing & Editing Services for PR/Marketing	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
EFX Media	N	N	Videotaping and Field Production Services for NFC Event	N	JACQUELINE MITCHELL	8/5/12	8/4/13	\$ 24,424.00 \$ -	Operating	Y	N	N/A
EMERGENCY 911 SECURITY, INC. (SO 324)	Y	Y	Uniforms and Related Items	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 6,789.19 \$ -	Operating	Y	N	N/A

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EMERGENCY 911 SECURITY, INC. (SO 325)	Y	Y	Fire Extinguisher Inspection and Maintenance Services	N	BRENDA FULLER	10/1/12	9/30/13	\$ 4,870.00 \$ 4,412.20	Operating	Y	N	N/A
ENGRAVING & AWARDS OF NE	Y	Y	Nations Football Classic (NFC) Event Trophies		JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 7,411.00 \$ -	Operating	Y	N	N/A
Eyre Bus Services	N	N	Transportation Services for NFC Event		JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 15,500.00 \$ -	Operating	Y	N	N/A
FACILITY ENGINEERING ASSOCIATE	N	N	Facility Assessment for Central Plant	N	BRENDA FULLER	10/1/12	9/30/13	\$ 17,200.00 \$ -	Operating	Y	N	N/A
FANDANGO PRODUCTIONS	N	N	Event Space Setup & Dismantle Services	N	LISA PENN	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
FISHER AND SON CO.	N	N	Lawncare-Fertilizer for RFK Stadium	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
FISHER AND SON CO.	N	N	Lawncare-Grass Seed for RFK Stadium	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
FLOORSPACE LLC.	Y	Y	Carpet demo & Installation services	N	BRENDA FULLER	2/7/13	2/7/14	\$ 349,498.40 \$ -	Capital	Y	N	N/A
Forney (FEI)	Y	Y	RFK Restroom Renovations	N	JACQUELINE MITCHELL	7/20/12	2/28/13	\$ 1,891,947.00 \$ 1,102,588.00	Capital	Y	Y	Construction - Exempt per Regulations
Forney (FEI)	Y	Y	DC Armory Restroom Renovations	N	JACQUELINE MITCHELL	1/30/13	9/30/13	\$ 1,320,703.00 \$ -	Capital	Y	Y	Construction - Exempt per Regulations
FUJITEC AMERICA INC.	N	N	Elevator/ Escalator Maintenance and Repairs for Convention Center & Carnegie	N	BRENDA FULLER	10/1/12	9/30/13	\$ 888,891.00 \$ 196,681.45	Operating	Y	N	N/A
FUSE	N	N	Marketing & Event Planning for NFC Event	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
Gary's Lighting Party (GLP)	Y	Y	Electromechanical Rigging Services	N	BRENDA FULLER	12/20/12	9/30/17	Commission \$ -		Y	Y	Attached
Goel Services, Inc.	Y	Y	Construction of Stairs at RFK	N	JACQUELINE MITCHELL	12/17/12	9/30/13	\$ 48,700.00 \$ -	Operating	Y	N	N/A
GOETZ PRINTING	N	N	Printing Services		JACQUELINE MITCHELL	10/1/12	9/30/13	\$ -	Operating	Y	N	N/A
Group 360	Y	Y	Marketing & Public Relations Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 82,140.93 \$ 2,850.95	Operating	Y	N	N/A
Hargrove, Inc.	N		Table Rentals	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 8,216.00 \$ -	Operating	Y	N	N/A
HI-TECH ELECTRIC, LLC	N	N	Electrical Utility & Air/Water/Drain Services for Convention Center	N	ANDREA SIMPSON	10/1/12	9/30/17	Commission \$ -		Y	Y	Attached

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HI-TECH SOLUTION INC.	Y	Y	Computer, Equipment, and Supplies	N	LISA PENN	10/1/12	9/30/13	\$ 11,620.98 \$ -	Operating	Y	N	N/A
IDEAL ELECTRICAL SUPPLY CORP	Y	Y	Electrical Supplies for Maintenance	N	BRENDA FULLER	12/4/12	9/30/13	\$ 20,000.00 \$ 8,813.65	Operating	Y	N	N/A
IMAGINE PHOTOGRAPHY INC.	Y	Y	Photography Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 9,205.00 \$ 4,032.00	Operating	Y	N	N/A
Innovative Pest Management	N	N	Pest Control Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 48,925.00 \$ 13,030.00	Operating	Y	N	N/A
IRON MOUNTAIN	N	N	Iron Mountain-Records Retention	N	LISA PENN	10/1/12	9/30/13	\$ 10,820.13	Operating	Y	N	N/A
JENKS INC.	Y	Y	Building Maintenance Supplies	N	BRENDA FULLER	10/1/12	9/30/13	\$ 24,000.00 \$ 2,039.38	Operating	Y	N	N/A
Jerome L. Taylor Trucking Inc.	Y	Y	Solid Waste Removal and Hauling	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 164,409.00 \$ 38,375.76	Operating	Y	N	N/A
Lavi Industries	N	N	Rope & Stanchions	N	LISA PENN	11/8/12	9/30/13	\$ 35,404.00 \$ -	Operating	Y	N	N/A
LEE'S FLOWER & CARD SHOP INC.	N	Y	Floral Services	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 3,000.00 \$ 517.79	Operating	Y	N	N/A
LEFTWICH & LUDAWAY LLC	Y	Y	Outside Legal Counsel Services	N	BRENDA FULLER	10/1/12	9/30/13	\$ 535,000.00 \$ 115,492.10	Operating	Y	N	N/A
LEVIN PROFESSIONAL SVCS, INC.	N	N	House Sound System Maintenance	N	LISA PENN	10/1/12	9/30/13	\$ 98,604.00 \$ -	Operating	Y	N	N/A
LEXISNEXIS A Division of Reed Elsevier	N	N	Legal Search Services	N	BRENDA FULLER	12/21/12	9/30/13	\$ 6,000.00 \$ 1,200.00	Operating	Y	N	N/A
LIFE INFINITE, LLC	Y	Y	Specialty/Promotional Items	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 9,513.70 \$ -	Operating	Y	N	N/A
Lindenmeyr Munroe	N	N	Copier paper	N	LISA PENN	10/1/12	9/30/13	\$ 13,000.00 \$ 2,152.35	Operating	Y	N	N/A
LM&O Advertising	N	N	Marketing Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 30,305.82 \$ -	Operating	Y	N	N/A
LOURENCO CONSULTANTS	N	N	Third Party Inspection Services	N	BRENDA FULLER	10/1/12	9/30/13	\$ -	Operating	Y	N	N/A
MB STAFFING SERVICES LLC.	Y	Y	Temporary Personnel for Financial Management Division	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 5,595.20 \$ 929.45	Operating	Y	N	N/A
McAndrews Restoration, Inc.	N	N	Waterproofing for House Dock	N	ANDREA SIMPSON	10/12/12	9/30/13	\$ 128,645.40 \$ -	Capital	Y	N	N/A
MCCALL HANDLING COMPANY	N	N	Mobile Equipment Repair	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 99,999.00 \$ 26,886.19	Operating	Y	N	N/A
MET ELECTRICAL TESTING, LLC	N	N	Switchgear Maintenance	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 147,225.00 \$ -	Capital	Y	N	N/A
MIKE B. PHOTOGRAPHY MITCHELL HUMPHREY & CO.	N	N	Photography Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ -	Operating	Y	N	N/A
	N	N	FMSII Annual Maintenance	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 71,640.00 \$ 71,640.00	Operating	Y	N	N/A
MODERN DOOR & EQUIPMENT SALES	N	N	Preventive Maintenance for Skyfold Partitions	N	BRENDA FULLER	10/1/12	9/30/13	\$ 30,000.00 \$ -	Operating	Y	N	N/A
Morgan's, Inc., T/A Jimmie Muscatellos	Y	Y	Uniforms for Transportation Division Personnel	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 2,500.00	Operating	Y	N	N/A
MORSE WATCHMANS, INC.	N	N	Equipment Maintenance/Repair	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 2,500.00	Operating	Y	N	N/A

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MVS, INC.	Y	Y	Computer, Printer, and Network Equipment	N	LISA PENN	10/1/12	9/30/13	\$ 15,000.00 \$ -	Operating	Y	N	N/A
NAUTICON IMAGING SYSTEMS	N	N	FY13 Copier Rental for RFK	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 1,800.00 \$ 392.87	Operating	Y	N	N/A
NBA Office Products	Y	Y	Office Supplies	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 12,000.00 \$ 30.61	Operating	Y	N	N/A
NEAL R. GROSS & CO., INC.	Y	Y	Stenography Services	N	LISA PENN	10/1/12	9/30/13	\$ 33,000.00 \$ 3,722.40	Operating	Y	N	N/A
NGEN, LLC	N	N	Network, Infrastructure, Server Parts and Supplies	N	LISA PENN	10/1/12	9/30/13	\$ 25,000.00 \$ 3,417.00	Operating	Y	N	N/A
Overhead Door Company of Washington	N	N	High Speed Roll-Up Door Installation, Maintenance and Repair	N	BRENDA FULLER	10/1/12	9/30/13	\$ 76,713.00 \$ -	Operating	Y	N	N/A
OMNI ELEVATOR INSPECTION SERVICE	N	Y	Inspection Services for Elevators & Escalators	N	BRENDA FULLER	10/1/12	9/30/13	\$ 22,000.00 \$ -	Operating	Y	N	N/A
Orion Systems Group	N	N	Camera Spare Parts/Services (Lenel System)	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 2,500.00	Operating	Y	N	N/A
Orion Systems Group	N	N	Preventive Maintenance (Badging System)	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 1,853.81	Operating	Y	N	N/A
PAIGE INTERNATIONAL, INC.	Y	Y	Lenel System Maintenance	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 15,000.00	Operating	Y	N	N/A
PALACE FLORISTS INC.	Y	Y	Floral Services	N	LISA PENN	10/1/12	9/30/13	\$ 2,700.00 \$ 350.07	Operating	Y	N	N/A
Penske Truck Leasing	N	N	Trailer Storage	N	LISA PENN	2/20/12	2/19/13	\$ 18,300.24 \$ 4,707.22	Operating	Y	N	N/A
PERISCOPE HOLDINGS, INC.	N	N	Annual hosting and maintenance of e-procurement system	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 97,684.00 \$ 97,684.00	Operating	Y	N	N/A
Pitney Bowes- Equipment Rental	N	N	Postage Machine Rental for Sports & Entertainment Division	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 1,500.00 \$ 245.48	Operating	Y	N	N/A
PMA CONSULTANTS, LLC	N	N	Construction Inspection Services	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 2,000.00	Operating	Y	N	N/A
POLYSONICS	N	N	Audio System Designer Services	N	LISA PENN	10/1/12	9/30/13	\$ - \$ -	Capital	Y	N	N/A
PREMIER PLANTSCAPES, LLC	N	N	Plant Leasing & Maintenance Svcs	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 32,130.64 \$ 17,444.00	Operating	Y	N	N/A
PRM CONSULTING, INC.	Y	Y	Temporary Personnel for Receptionist Desk Coverage	N	LISA PENN	10/1/12	9/30/13	\$ 500.00 \$ -	Operating	Y	N	N/A
PROJECTION PRESENTATION TECHNOLOGY	N	N	Audio Visual Services	N	LISA PENN	12/18/12	9/30/17	\$ -	Capital	Y	Y	Attached
PROPANE TAXI	N	N	Propane Gas for Lift Carts	N	LISA PENN	10/1/12	9/30/13	\$ 4,500.00 \$ 689.42	Operating	Y	N	N/A
PS FURNITURE, INC.	N		Table Racks (Transport Systems)	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 50,320.00	Operating	Y	N	N/A
Quench USA Inc.	N	N	Water Coolers	N	LISA PENN	10/1/12	9/30/13	\$ 3,400.00 \$ -	Operating	Y	N	N/A

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QUIK STAGE	N	N	Pipe and Drapes	N	LISA PENN	11/1/12	9/30/13	\$ 6,242.70	Operating	Y	N	N/A	
REALVNC LIMITED	N	N	Software Renewal Licenses	N	LISA PENN	10/1/12	9/30/13	\$ 1,000.00	\$ -	Operating	Y	N	N/A
SENODA INC.	Y	Y	Printing Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 21,805.00	\$ 506.00	Operating	Y	N	N/A
SENODA INC.	Y	Y	Promotional Items	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 20,500.00	\$ 8,152.76	Operating	Y	N	N/A
SICO America, Inc.	N	N	Repair & Maintenance of Stages and Risers	N	LISA PENN	10/1/12	9/30/13	\$ 4,834.56	\$ 2,200.00	Operating	N	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Building Automation Preventative Maintenance	N	BRENDA FULLER	10/1/12	9/30/13	\$ -	\$ -	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Inspection and Testing Services for Life Safety Equipment	N	BRENDA FULLER	10/1/12	9/30/13	\$ -	\$ -	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Repair Services for Life Safety Equipment	N	BRENDA FULLER	10/1/12	9/30/13	\$ -	\$ -	Operating	Y	N	N/A
SIEMENS INDUSTRY, INC.	N	N	Siemens, Building Automation, Emergency Repair	N	BRENDA FULLER	10/1/12	9/30/13	\$ 25,000.00	\$ -	Operating	Y	N	N/A
SigNet Technologies, Inc.	N	N	Security Video System	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 230,290.96		Capital	Y	N	N/A
Smart City of Washington DC LLC	N	Y	Technology Services Provider	N	LISA PENN	6/13/02	6/13/18	\$ -		Y	Y	Attached	
Social Sightings, LLC	N	N	Photography Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 8,880.00	\$ 2,470.00	Operating	Y	N	N/A
SOUTHERN ALUMINUM	N	N	Tables (Hi/Lo)	N	BRENDA FULLER	10/1/12	9/30/13	\$ -	\$ -	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	Non- Perishable Food Items	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ -	\$ -	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	Purchase of Printer Toner Supplies	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 250.00	\$ 115.89	Operating	Y	N	N/A
STANDARD OFFICE SUPPLY	Y	Y	General Office Supplies	N	LISA PENN	10/1/12	9/30/13	\$ 36,546.21	\$ 6,106.82	Operating	Y	N	N/A
Standard Restoration & Waterproofing Co.	N	N	Waterproofing, leak Repairs - Trench Drain/ Expansion Joint	N	ANDREA SIMPSON	10/12/12	9/30/13	\$ 232,800.00	\$ 35,400.00	Capital	Y	N	N/A
STORYBOARD, LLC	Y	Y	Event Support Services for WEWCC 10th Anniversary	N	JACQUELINE MITCHELL	10/1/12	9/30/12	\$ 30,555.00	\$ -	Operating	Y	N	N/A
STRANIX ASSOCIATES LLC	N	N	RFK Project Management	N	JACQUELINE MITCHELL	7/20/12	7/19/13	\$ 193,200.00	\$ 41,557.50	Capital	N	N	N/A
STRANIX ASSOCIATES LLC	N	N	Project Management, Review & Monitoring Services, HQ Hotel	N	BRENDA FULLER	10/1/12	9/30/12	\$ 555,660.00	\$ 90,185.50	Capital	N	N	N/A
Stuart Dean Co., Inc.	N	N	Wood Restoration Doors & Trim	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 75,267.57	\$ 22,425.00	Capital	Y	N	N/A

Events DC Contracts  
FY13  
10/1/12 THRU 12/31/12

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 Budgeted / Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi- year (Yes/No)	Proof Contract Submitted to Council
SUN TECHNICAL SERVICES, INC.	N	N	Water, Cooler Equipment and Services	N	LISA PENN	10/1/12	9/30/13	\$ 6,320.00 \$ 1,787.00	Operating	Y	N	N/A
Swanson Communications LLC	Y	Y	Marketing/Public Relations Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 8,000.00	Operating	Y	N	N/A
Swanson Communications LLC	Y	Y	Event Planning-Sports Ad Campaign	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 11,000.00 \$ -	Operating	Y	N	N/A
THE ART LITHO COMPANY	N	N	Printing Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 10,000.00 \$ 253.80	Operating	Y	N	N/A
The Rappaport Companies	Y	Y	Retail Broker Services	N	BRENDA FULLER	7/28/12	7/27/13	\$ 30,000.00 \$ -	Operating	Y	N	N/A
THE TRACK GROUP, INC.	N	N	Customer Survey Services	N	LISA PENN	10/1/12	9/30/13	\$ 63,249.92 \$ 10,541.64	Operating	Y	N	N/A
THE ULTIMATE SOFTWARE GROUP	N	N	HR, Payroll & Timekeeping SAAS	N	ANDREA SIMPSON	11/9/12	11/8/13	\$ 70,000.00	Operating	Y	N	N/A
TITUS, LLC	N	N	Electrical Services	N	BRENDA FULLER	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
TRIAGE GROUP	Y	Y	Web Migration & Hosting Svcs	N	LISA PENN	10/1/12	9/30/13	\$ - \$ -	Operating	Y	N	N/A
ULSTER CARPET MILLS, INC.	N	N	Carpet Purchase	N	BRENDA FULLER	10/1/12	9/30/13	\$ 499,690.87 \$ 499,690.87	Operating	N	N	N/A
UNIFIRST CORPORATION	N	N	Uniform - Rental and Cleaning Services	N	LISA PENN	10/1/12	9/30/13	\$ 35,000.00 \$ 4,749.53	Operating	Y	N	N/A
URBAN SERVICE SYSTEMS CORP	Y	Y	Recycling Services	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 15,000.00 \$ 14,060.00	Operating	Y	N	N/A
Vocus, Inc.	N	N	Public Relations Software for Social & News Media	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 12,890.84 \$ -	Operating	Y	N	N/A
W. L. Gary Company	Y	Y	Drain Cleaning	N	BRENDA FULLER	9/24/12	12/31/12	\$ 9,819.00 \$ -	Operating	Y	N	N/A
W.A.. Hamilton Co., Inc.	N	N	Locker Room Renovation	N	LISA PENN	11/6/12	1/31/13	\$ 45,540.00 \$ -	Operating	Y	N	N/A
Washington Express	N	N	Courier Services for Convention Center	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 900.00 \$ 88.02	Operating	Y	N	N/A
WILLDAN FINANCIAL SVCS	N	N	Arbitrage Rate and Municipal Disclosure Services	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 2,700.00	Operating	Y	N	N/A
WINFIELD SOLUTIONS, LLC (FERT)	N	N	Fertilizer - RFK	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 384.00 \$ 384.00	Operating	Y	N	N/A
WINFIELD SOLUTIONS, LLC (GRA)	N	N	Grass Seed - RFK	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 3,037.50 \$ 1,594.50	Operating	Y	N	N/A
WINMAR, INC.	Y	Y	Waterproofing and Leak Repairs	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 9,982.00 \$ -	Operating	Y	N	N/A
WON-DOOR CORPORATION	N	N	Inspection and Repairs of Accordion Fire Doors	N	BRENDA FULLER	10/1/12	9/30/13	\$ 4,000.00 \$ 2,791.76	Operating	Y	N	N/A
WORLD CLASS ATHLETIC SURFACES,	N	N	Paint and Stencil Supplies for RFK Field	N	JACQUELINE MITCHELL	10/1/12	9/30/13	\$ 13,790.00 \$ -	Operating	Y	N	N/A

Events DC Contracts  
FY13  
10/1/12 THRU 12/31/12

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 Budgeted / Cost Spent	Funding Source	Competitively Bid (Y/N)	Greater than \$1,000,000 or multi- year (Yes/No)	Proof Contract Submitted to Council
XEROX CORPORATION	N	N	Copier Lease for Public Safety Division	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 5,026.92	Operating	Y	N	N/A
XEROX CORPORATION	N	N	Maintenance for Copier and Fax Machines for Business Services Division	N	LISA PENN	10/1/12	9/30/13	\$ 31,700.00	\$ -	Operating	Y	N/A
XEROX CORPORATION	N	N	Supplies (Toner, staples, etc.) for copier machines for Business Services Division	N	LISA PENN	10/1/12	9/30/13	\$ 1,900.00	\$ 192.00	Operating	Y	N/A
XEROX CORPORATION	N	N	Copier Lease for Business Services Division	N	LISA PENN	10/1/12	9/30/13	\$ 70,000.00	\$ 983.00	Operating	Y	N/A
XEROX CORPORATION	N	N	Copier Lease for Carnegie Library	N	ANDREA SIMPSON	10/1/12	9/30/13	\$ 1,587.96	\$ -	Operating	Y	N/A



**COUNCIL OF THE DISTRICT OF COLUMBIA**

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

JUN 17 2004

The Honorable Anthony A. Williams  
Mayor  
District of Columbia  
1350 Pennsylvania Avenue, N.W., 6th Floor  
Washington, DC 20004

Dear Mayor Williams:

This is to inform you of the status of a contract transmitted to the Council of the District of Columbia in accordance with Section 105a(j) of the District of Columbia Procurement Practices Act of 1985, effective March 8, 1991 ( D.C. Law 8-257; D.C. Official Code Section 2-301.01a(j)).

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>
CA15-200	Contract amendment between the Washington Convention Center Authority and Volume Services America d/b/a Centerplate	June 1, 2004

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

Sincerely,

Linda W. Cropp  
Chairman of the Council



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

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 <b>Projection Presentation Technology</b> 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

August 29, 2012

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

Dear Mr. O'Dell:

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

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

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

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

Sincerely,

Phil Mendelson  
Chairman of the Council

cc: Committee on Finance and Revenue



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

October 1, 2012

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

Dear Mayor Gray:

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

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>
CA19-432	<b>CSI Corporation</b> of DC to provide security services at the Walter E. Washington Convention Center and Carnegie Library	September 29, 2012

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

Sincerely,

Phil Mendelson  
Chairman of the Council





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

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>
CA19-374	Multi-year contract with <b>Hi-Tech, LLC</b> to continue the provision of temporary electrical and plumbing services to clients at the Walter E. Washington Convention Center	August 17, 2012

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

Sincerely,

Phil Mendelson  
Chairman of the Council

cc: Committee on Finance and Revenue





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

October 11, 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>
CA19-436	Contract modification to exercise option year 4 with <b>ARAMARK</b> Facility Services to provide janitorial and related services at the Walter E. Washington Convention Center and Carnegie Library	October 4, 2012

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

Sincerely,

  
Phil Mendelson  
Chairman of the Council



**Question 7**

Please list all FY12 and FY13 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 FY12 performance standards were grouped into four primary areas that were then integrated into the work plans of each director and manager; the organization's results against each standard are shown below. Late in FY12, the Board approved the FY13 performance standards that follow the same format as those for FY12; staff will report FY13 outcomes to the Board by Dec. 1, 2013.

**FY12 Performance Standard: Operational Effectiveness**

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

Included in this focus area are the following:

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

**Results:**

- Completed the third full year of merged operations for the new organization, capturing cross-selling opportunities among our venues while developing our new corporate brand that aligns with both our convention and visitors bureau and the destination as a whole.
- Continued Convention Center facilities upgrades and improvements included the conversion of approximately 5,000 incandescent bulbs to LED lighting, generating a savings of \$200,000 a year in energy costs; building nine additional storage rooms and improved access and control for three other storage rooms; reducing year-over-year electricity consumption by 840,000 kilowatt hours through improved management of HVAC and lighting controls.
- Launched aggressive capital projects plan to address 24 critical areas that impact the customer experience at the RFK campus, to include field replacement, tower light adjustment, design of a new mezzanine club, HVAC installation in the DC United locker room, upgraded amenities installed at concession stands and suites, and a complete redesign and renovation of RFK and Armory restrooms.



Washington Convention and Sports Authority  
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- Implemented customer-facing improvements at RFK Stadium to include a new food and beverage operator (and the associated redesign and replacement of menu boards at concession stands and stadium portals; installation of new in-seat ordering and delivery system for concessions; and the creation of a new maintenance reporting system designed to improve the overall cleanliness and upkeep of the 100-plus-acre RFK campus.
- Extensive painting, marble and plaster restoration and repair work on major systems at the Carnegie Library to include air handlers, circulating pumps, the HVAC control system, chillers, boilers and the boiler control system, all to bring the building to an “event-ready” state.
- Coordinated work with the Washington Marriott Marquis construction team, including the development of plans and schedules for both the construction of the pedestrian connector and the hotel’s shared access to the Convention Center’s underground loading docks.
- Opened the world-class Maloof Skate Park at the RFK campus, which will be the site of the annual Maloof Money Cup skateboarding competition.
- Through our in-house Web developer, rolled out two new applications: “E-Resume,” which complements eBook (a Web-based booking and service support platform we developed in-house that is used by our sales and events teams to service clients and provide organizational reporting tool) and enhances cross-team communications by capturing all details pertaining to an event through a comprehensive database.
- Contracted \$7.6 million with CBEs, or 51 percent of our total contracting activity during the fiscal year.
- Installed upgraded free wi-fi access in all public areas of the Convention Center and deployed a new high-speed fiber network connecting the Convention Center with nearby hotels, allowing conventioners and customers to access a dedicated network for meeting-related LAN service from the hotels.
- Completed install of a Verizon wireless cell site in the Convention Center – the first time Verizon has had active service equipment in the building since our 2003 opening.
- Conducted a broad range of training programs during the year covering topics as diverse as safety (focusing on fall protection and hazard recognition), HIV/AIDS awareness in conjunction with AIDS 2012, effective management and execution, skills training for first-time supervisors, and computer training for Microsoft Office and Microsoft Project.

**FY12 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:**

- Met or exceeded year-over-year customer satisfaction scores in 74 of 121 metrics measured through our comprehensive survey program of customers, exhibitors and attendees. Of this amount, 51 of 76 customer metrics met or exceeded FY11 levels, while eight metrics that are shared between the Authority and its service partners significantly improved over FY11.
- Developed a new in-house “person-to-person” customer feedback program to ensure that our largest customers are personally interviewed at the conclusion of an event in order to convey accurate, real-time feedback to the event teams and senior management. Staff has used information gathered from the interactions as part of an after-action review process that led to strong improvements in customer satisfaction during the second half of FY12.
- Participated in customer “thank you” events with Destination DC in Washington, Chicago and New York, while also engaging customers and prospects at industry events in the United States and Europe.
- Conducted quarterly service reviews with service partner management to review customer satisfaction results.

## **FY12 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 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 the Authority 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:

- Effectively targeted organizations doing business in the DC metro area, Delaware and New Jersey to layer business in and around existing convention and tradeshow customers, allowing the Convention Center internal sales team to meet its goal of \$6 million, booking a total of 218 total events, the second-highest number of in-house bookings since FY05.
- Developed a partnership with Meetings Planners International and leveraged our membership in the Greater Washington Board of Trade to identify and solicit prospective small-meetings customers in the DC metro area.
- Focused on three core market segments within the Sports and Entertainment Division to produce leads and close business across by strengthening relationships with existing Events DC customers and local event organizers. Significant wins from within these segments included the HBO Capital Showdown professional boxing match, the ASAE One Ethiopian Sports and Cultural Festival, a multi-year agreement with the Rock 'n' Roll Marathon, and music concerts hosted at the DC Armory.
- Furthered productive relationship with Destination DC, partnering on international convention sales and domestic citywide sales efforts. Among FY12 accomplishments were the booking of 822,157 room nights, a 35-percent increase over FY11 that exceeded DDC's FY12 goal by 10 percent, and the execution of our first international convention win, AIDS 2012, in July.
- Held our second-annual AT&T Nation's Football Classic, our owned-and-operated sports event, developing an expanded pipeline for short- and medium-range sponsorship agreements while expanding the event's overall footprint through ancillary events that create a four-day series of Classic weekend events.
- Participated in nearly every major industry meeting and tradeshow relating to the domestic industry, while also attending two international conferences;

## **FY12 Performance Standard: Revenue and Expense Management**

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

Included in this focus area the following:

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



Washington Convention and Sports Authority  
t/a Events DC  
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- Enhancing the Authority's environmental programs that focus on energy conservation as a means to lower expenses.

**Results:**

- Reduced overall operating deficit by \$1.4 million from budgeted \$21.1 million.
- Operating revenues fell short of \$24.6 million goal by \$2.5 million due to the ongoing economic downturn.
- Reduced expenditures by \$3.97 million from the budgeted \$46.0 million.
- Exceeded sales goal for bookings within the Convention Center's 18-month window.
- Continued focus on energy savings programs, reducing electricity consumption by 840,000 kilowatt hours at the Convention Center despite experiencing one of the hottest summers on record.



Washington Convention and Sports Authority  
t/a Events DC  
Performance Oversight Hearing  
February 28, 2013

***Question 8***

Please provide budget information for FY12, including approved budget and any revisions, compared with actual expenditures, including an explanation of any differences.

The requested information is on the attached charts.

WASHINGTON CONVENTION AND SPORTS AUTHORITY  
APPROVED AND REVISED BUDGET COMPARED WITH ACTUALS

	FY2012 Congressional Approved Budget	FY 2012 Revised Budget	FY 2012 Approved vs. Revised Budget	FY 2012 Actual	FY 2012 Revised vs. Actual Difference	FY2013 Congressionally Approved Budget	FY2013 Modified Budget	FY2013 As of December 31, 2013
<b>OPERATING</b>								
Operating Revenues:								
1 Building Rental	9,546,514	9,913,892	367,378	8,401,552	(1,512,340)	9,895,148	9,866,616	2,445,210
2 Food Service	4,756,616	4,872,114	115,498	4,580,382	(291,732)	5,629,275	5,437,664	1,080,351
3 Electrical	2,616,378	2,326,315	(290,063)	2,822,896	496,581	3,100,579	2,015,809	610,347
4 Rigging					0		634,125	280,595
5 Telecommunications	1,400,000	1,221,924	(178,076)	1,255,326	33,402	1,162,563	1,031,695	438,464
6 Audio Visual	375,000	375,000	-	427,190	52,190	224,643	400,000	204,456
7 Retail Space Rental	270,000	270,000	-	433,794	163,794	270,000	270,000	109,008
8 Digital Signage	96,375	38,110	(58,265)	54,666	16,556	50,154	71,035	10,158
9 Parking	1,166,996	1,076,996	(90,000)	535,932	(541,064)	709,759	602,660	134,385
10 Event Services	454,075	839,075	385,000	931,304	92,229	1,069,796	904,173	137,882
11 Advertising and Sponsorship	470,000	1,095,000	625,000	1,086,403	(8,598)	1,155,000	1,160,000	121,500
12 Office Rent	705,884	681,884	(24,000)	454,150	(227,734)	481,780	625,528	120,445
13 Facility Fee	-	-	-	409,178	409,178	868,000	786,370	158,300
14 Consumer Show Investment	-	-	-	-	0	500,000	-	275,396
15 Carnegie Library - Special Events	-	1,423,000	1,423,000	152,465	(1,270,536)	1,198,000	1,348,000	-
16 Other	527,750	531,365	3,615	648,991	117,626	568,217	583,722	155,208
<b>17 Total Operating Revenues</b>	<b>22,385,588</b>	<b>24,664,676</b>	<b>2,279,088</b>	<b>22,194,228</b> <i>(2,470,448)</i>	<b>(2,470,448)</b> <i>E</i>	<b>26,882,914</b>	<b>25,737,396</b>	<b>6,281,703</b>
<b>EXPENSES</b>								
Personal Services								
18 Full-time Salaries	13,434,490	14,092,026	657,536	13,119,499	972,527	14,311,953	14,481,953	3,345,887
19 Part-time Salaries	985,946	1,059,515	73,569.00	1,095,445	(35,930)	1,053,102	1,053,102	228,254
20 Overtime	568,600	576,100	7,500.00	437,318	138,782	575,900	575,900	122,952
21 Fringe Benefits	3,846,028	3,906,945	60,916.85	3,638,697	268,248	4,487,879	4,487,879	1,079,947
22 Cost of Living Adjustment						443,203	443,203	-
<b>23 Total Personal Services</b>	<b>18,835,064</b>	<b>19,634,586</b>	<b>799,522</b>	<b>18,290,958</b> <i>1,343,628</i>	<b>1,343,628</b> <i>F</i>	<b>20,822,737</b>	<b>21,042,037</b>	<b>4,777,040</b>
Non-Personal Services								
24 Supplies	527,706	599,206	71,500	533,198	66,008	627,306	627,306	48,230
25 Utilities	6,981,099	7,353,737	372,638	7,057,030	296,707	7,364,916	6,334,809	1,702,169
26 Professional/Contractual	13,394,750	15,630,694	2,235,944	13,497,843	2,132,851	15,614,220	14,980,131	2,651,302
27 Equipment	330,050	367,550	37,500	250,624	116,926	330,050	330,050	7,018
28 Community Outreach ( Grant Program)	100,000	100,000	-	41,855	58,145	100,000	0	0
29 Subsidies and Transfers	2,500,649	2,500,649	-	2,379,866	120,783	2,500,649	2,500,649	624,999
<b>30 Total Non-Personal Services</b>	<b>23,834,254</b>	<b>26,551,836</b>	<b>2,717,582</b>	<b>23,760,416</b> <i>2,791,420</i>	<b>2,791,420</b> <i>G</i>	<b>26,537,141</b>	<b>24,772,945</b>	<b>5,033,718</b>
<b>31 Total Operating Exp. before Depreciation</b>	<b>42,669,318</b>	<b>46,186,422</b>	<b>3,517,104</b>	<b>42,051,375</b>	<b>4,135,048</b>	<b>47,359,878</b>	<b>45,814,982</b>	<b>9,810,758</b>
<b>32 Net Operating Loss/Surplus</b>	<b>(20,283,730)</b>	<b>(21,521,747)</b>	<b>(1,238,017)</b>	<b>(19,857,147)</b>	<b>1,664,600</b>	<b>(20,476,964)</b>	<b>(20,077,586)</b>	<b>(3,529,055)</b>
<b>NON-OPERATING</b>								
33 Dedicated Taxes <sup>(1)</sup>	100,523,000	100,523,000	-	101,025,869	502,869	101,800,000	101,800,000	21,361,405
34 Interest Income <sup>(1)</sup>	1,200,000	1,200,000	-	777,834	(422,166)	1,000,000	1,000,000	189,697
<b>35 Total Non- Operating Revenue</b>	<b>101,723,000</b>	<b>101,723,000</b>	<b>-</b>	<b>101,803,703</b> <i>80,703</i>	<b>80,703</b> <i>H</i>	<b>102,800,000</b>	<b>102,800,000</b>	<b>21,551,103</b>
Non-Operating Expenses								
36 Marketing Fund <sup>(2)</sup>	14,293,881	14,293,881	-	14,205,159	88,722	14,499,976	14,499,976	2,865,704
37 Interest Expense, Financing-Central Plant	1,053,000	1,053,000	-	1,053,700	(700)	-	790,272.00	264,492
38 Debt Service <sup>(1)</sup>	36,287,391	36,287,391	-	36,298,142	(10,751)	36,287,391	36,287,391	8,444,356
<b>39 Total Non- Operating Expenses</b>	<b>51,634,272</b>	<b>51,634,272</b>	<b>-</b>	<b>51,557,001</b> <i>77,271</i>	<b>77,271</b> <i>I</i>	<b>50,787,367</b>	<b>51,577,639</b>	<b>11,574,552</b>
<b>40 Net Non-Operating (Loss)/Surplus</b>	<b>50,088,728</b>	<b>50,088,728</b>	<b>-</b>	<b>50,246,702</b>	<b>3,432</b>	<b>52,012,633</b>	<b>51,222,361</b>	<b>9,976,550</b>
41 Total Revenue	124,108,588	126,387,676	2,279,088	123,997,931	(2,389,745)	129,682,914	128,537,396	27,832,806
42 Total Expense	<b>29,804,998</b>	<b>28,566,981</b>	<b>(1,238,017)</b>	<b>93,608,376</b> <i>3,517,104</i>	<b>4,212,319</b>	<b>98,147,245</b>	<b>97,392,621</b>	<b>21,385,310</b>
<b>Surplus/(Loss)</b>				<b>30,389,555</b>	<b>1,822,574</b>	<b>31,535,669</b>	<b>31,144,775</b>	<b>6,447,496</b>
43 Less:								
44 Capital Expenditures	(12,225,000)	(4,725,000)	7,500,000	(1,369,932)	3,355,068	(14,729,000)	(14,729,000)	(636,715)
<b>Total Surplus/(Loss)</b>	<b>17,579,998</b>	<b>23,841,381</b>	<b>6,261,983</b>	<b>29,019,623</b>	<b>5,177,642</b>	<b>16,806,669</b>	<b>16,415,775</b>	<b>5,810,781</b>

**WASHINGTON CONVENTION AND SPORTS AUTHORITY**  
**WALTER E. WASHINGTON CONVENTION CENTER**  
**APPROVED AND REVISED BUDGET COMPARED WITH ACTUALS**

	FY2012 Congressional Approved Budget	FY 2012 Revised Budget	FY 2012 Approved vs. Revised Budget	FY 2012 Actual	FY 2012 Revised vs. Actual Difference	FY2013 Congressional Approved Budget	FY2013 Modified Budget	FY2013 As of December 31, 2013
<b>OPERATING</b>								
Operating Revenues:								
1 Building Rental	8,389,792	8,817,170	427,378	7,628,999	(1,188,172)	9,115,585	9,107,555	2,112,146
2 Food Service	4,338,088	4,338,586	498	4,008,236	(330,350)	4,975,767	4,800,000	984,377
3 Electrical	2,616,378	2,326,315	(290,063)	2,822,896	496,581	3,100,579	2,015,809	610,347
Rigging	-	-	-	-	-	-	634,125	280,595
4 Telecommunications	1,400,000	1,221,924	(178,076)	1,255,326	33,402	1,162,563	1,031,695	438,464
5 Audio Visual	375,000	375,000	-	427,190	52,190	224,643	400,000	204,456
6 Digital Signage	96,375	38,110	(58,265)	54,666	16,556	50,154	71,035	10,158
7 Retail Space Rental	270,000	270,000	-	433,794	163,794	270,000	270,000	109,008
8 Consumer Show Investment	-	-	-	-	-	500,000	-	-
9 Miscellaneous	400,000	403,615	3,615	480,357	76,742	277,926	404,926	123,039
10 Parking	200,000	200,000	-	184,629	(15,371)	100,000	100,000	32,184
11 Total Operating Revenues	<b>18,085,633</b>	<b>17,990,721</b>	<b>(94,912)</b>	<b>17,296,092</b>	<b>(694,629)</b>	<b>19,777,217</b>	<b>18,835,146</b>	<b>4,904,774</b>
<b>EXPENSES</b>								
Personal Services								
12 Full-time Salaries	12,154,097	12,512,097	358,000	11,869,202	642,895	12,515,032	12,685,032	2,958,071
13 Part-time Salaries	885,946	885,946	-	1,053,989	(168,043)	885,946	885,946	213,241
14 Overtime	543,600	543,600	-	428,681	114,919	543,600	543,600	122,356
15 Fringe Benefits	3,493,104	3,493,104	-	3,315,793	177,312	3,882,363	3,931,663	985,909
16 Cost of Living Adjustment	-	-	-	-	-	398,930	398,930	-
17 Total Personal Services	<b>17,076,747</b>	<b>17,434,747</b>	<b>358,000</b>	<b>16,667,665</b>	<b>767,082</b>	<b>18,225,872</b>	<b>18,445,172</b>	<b>4,279,577</b>
Non-Personal Services								
18 Supplies	494,406	494,406	-	456,378	38,028	494,406	494,406	40,925
19 Utilities	5,568,238	5,568,238	-	5,597,949	(29,711)	5,568,238	4,732,051	1,330,006
20 Professional/Contractual	12,552,601	12,552,601	-	11,736,836	815,765	12,966,233	12,566,233	2,507,280
21 Equipment	287,550	287,550	-	196,841	90,709	287,550	287,550	7,018
22 Total Non-Personal Services	<b>18,902,795</b>	<b>18,902,795</b>	<b>-</b>	<b>17,988,005</b>	<b>914,790</b>	<b>19,316,427</b>	<b>18,080,240</b>	<b>3,885,229</b>
23 Total Operating Exp. before Depreciation Variance	<b>35,979,542</b>	<b>36,337,542</b>	<b>358,000</b>	<b>34,655,670</b>	<b>1,681,872</b>	<b>37,542,299</b>	<b>36,525,412</b>	<b>8,164,806</b>
24 Net Operating Loss/Surplus	<b>(17,893,909)</b>	<b>(18,346,821)</b>	<b>(452,912)</b>	<b>(17,359,578)</b>	<b>987,244</b>	<b>(17,765,082)</b>	<b>(17,690,032)</b>	<b>(3,260,032)</b>
<b>NON-OPERATING</b>								
Non-Operating Revenues:								
25 Dedicated Taxes	100,523,000	100,523,000	-	101,025,869	502,869	101,800,000	101,800,000	21,361,405
26 Interest Income	1,200,000	1,200,000	-	777,834	(422,166)	1,000,000	1,000,000	189,697
27 Non-Operating Revenue	101,723,000	101,723,000	-	101,803,703	80,703	102,800,000	102,800,000	21,551,103
Non-Operating Expenses								
28 Marketing Fund	14,293,881	14,293,881	-	14,205,159	88,722	14,499,976	14,499,976	2,865,704
29 Center Plant	1,053,000	1,053,000	-	1,053,700	(700)	-	790,272,000	264,492
30 Debt Service	36,287,391	36,287,391	-	36,298,142	(10,751)	36,287,391	36,287,391	8,444,356
31 Total Non- Operating Expenses	<b>51,634,272</b>	<b>51,634,272</b>	<b>-</b>	<b>51,557,001</b>	<b>77,271</b>	<b>50,787,367</b>	<b>51,577,639</b>	<b>11,574,552</b>
32 Net Non-Operating (Loss)/Surplus	<b>50,088,728</b>	<b>50,088,728</b>	<b>-</b>	<b>50,246,702</b>	<b>3,432</b>	<b>52,012,633</b>	<b>51,222,361</b>	<b>9,976,550</b>
33 Total Revenue	119,808,633	119,713,721	(94,912)	119,099,795	(613,926)	122,577,217	121,635,146	26,455,876
34 Total Expense	87,613,814	87,971,814	358,000	86,212,671	1,759,143	88,329,666	88,103,051	19,739,358
<b>Surplus/(Loss)</b>	<b>32,194,819</b>	<b>31,741,907</b>	<b>(452,912)</b>	<b>32,887,124</b>	<b>1,145,218</b>	<b>34,247,551</b>	<b>33,532,095</b>	<b>6,716,518</b>
Less:								
35 Capital Expenditures	(12,225,000)	(4,725,000)	7,500,000	(1,369,932)	3,355,068	(13,939,000)	(13,939,000)	(636,715)
36 Total (Loss)/Surplus	19,969,819	27,016,907	7,047,088	31,517,192	4,500,286	20,308,551	19,593,095	6,079,803

WASHINGTON CONVENTION AND SPORTS AUTHORITY  
SPORTS AND ENTERTAINMENT DIVISION  
APPROVED AND REVISED BUDGET COMPARED WITH ACTUALS

	FY2012 Congressional Approved Budget	FY 2012 Revised Budget	FY 2012 Approved vs. Revised Budget	FY 2012 Actual	FY 2012 Revised vs. Actual Difference	FY2013 Congressionally Approved Budget	FY2013 Modified Budget	FY2013 As of December 31, 2013
<b>OPERATING</b>								
Operating Revenues:								
1 Building Rental	1,156,722	1,096,722	(60,000)	772,553	(324,169)	779,564	759,061	333,063
2 Events services	454,075	839,075	385,000	931,304	92,229	1,069,796	904,173	137,882
3 Food Services	418,528	533,528	115,000	572,146	38,618	653,508	637,664	95,973
4 Parking	966,996	876,996	(90,000)	351,303	(525,693)	609,759	502,660	102,201
5 Advertising and Sponsorship	470,000	1,095,000	625,000	1,086,403	(8,598)	1,155,000	1,160,000	121,500
6 Office Rental	705,884	681,884	(24,000)	454,150	(227,734)	481,780	625,528	120,445
7 Facility Fee		-	-	409,178	409,178	868,000	786,370	158,300
8 Miscellaneous	127,750	127,750	-	168,635	40,885	290,291	178,796	32,169
9 Total Operating Revenues	4,299,955	5,250,955	951,000	4,745,671	(505,284)	5,907,698	5,554,251	1,101,533
						1,162,027		
<b>EXPENSES</b>								
Personal Services								
10 Full-time Salaries	1,280,393	1,280,393	-	1,189,632	90,761	1,475,756	1,475,756	356,911
11 Part-time Salaries	100,000	100,000	-	0	100,000	100,000	100,000.00	-
12 Overtime	25,000	25,000	-	7,548	17,452	25,000	25,000.00	-
13 Fringe Benefits	352,924	352,924	-	294,621	58,302	454,955	454,955	80,633
14 Cost of Living Adjustment	-					44,273	44,273	0
15 Total Personal Services	1,758,317	1,758,317		1,491,801	266,515	2,099,983	2,099,983	437,543
						608,182		
Non-Personal Services								
16 Supplies	33,300	33,300	-	31,929	1,371	33,300	33,300	2,224
17 Utilities	1,412,861	1,412,861	-	1,324,538	88,323	1,412,861	1,280,799	344,599
18 Professional/Contractual	842,149	2,184,339	1,342,190	1,683,616	500,723	2,184,339	1,984,339	122,571
19 Equipment	42,500	42,500	-	26,168	16,332	42,500	42,500	-
20 Community Outreach (grant program)	100,000	100,000	-	41,855	58,145	100,000	-	-
21 Subsidies and Transfers	2,500,649	2,500,649	-	2,379,866	120,783	2,500,649	2,500,649	624,999
22 Total Non-Personal Services	4,931,459	6,273,649	1,342,190	5,487,972	785,677	6,273,649	5,841,587	1,094,393
						785,677		
23 Total Operating Exp. before Depreciation	6,689,776	8,031,966	1,342,190	6,979,774	1,052,192	8,373,632	7,941,570	1,531,936
24 Net Operating Loss/Surplus	(2,389,821)	(2,781,011)	(391,190)	(2,234,103)	546,908	(2,465,935)	(2,387,320)	(430,403)
						(231,832)		
25 Total Revenue	4,299,955	5,250,955	951,000	4,745,671	(505,284)	5,907,698	5,554,251	1,101,533
26 Total Expense	6,689,776	8,031,966	1,342,190	6,979,774	1,052,192	8,373,632	7,941,570	1,531,936
Surplus/(Loss)	(2,389,821)	(2,781,011)	(391,190)	(2,234,103)	546,908	(2,465,935)	(2,387,320)	(430,403)
Less:								
27 Capital Expenditures	-	-		-		(500,000)	(500,000)	-
28 Total Surplus/(Loss)	(2,389,821)	(2,781,011)	(391,190)	(2,234,103)	546,908	(2,965,935)	(2,387,320)	(430,403)

WASHINGTON CONVENTION AND SPORTS AUTHORITY  
CARNEGIE LIBRARY AT MOUNT VERNON SQUARE  
APPROVED AND REVISED BUDGET COMPARED WITH ACTUALS

	FY2012 Congressionally Approved Budget	FY 2012 Revised Budget	FY 2012 Approved vs. Revised Budget	FY 2012 Actual	FY 2012 Revised vs. Actual Difference	FY2013 Congressionally Approved Budget	FY2013 Modified Budget	FY2013 As of December 31, 2013
<b>OPERATING</b>								
Operating Revenues:								
1 Facility Rentals	-	700,000	700,000	134,450	(565,550)	700,000	850,000	259,000
2 Ancillary Rental Services	-	198,000	198,000	10,049	(187,951)	198,000	198,000	9,048
3 Catering	-	200,000	200,000	7,966	(192,034)	300,000	300,000	7,348
4 Café Concessions	-	100,000	100,000	-	(100,000)	-	-	-
5 Retail Sales	-	75,000	75,000	-	(75,000)	-	-	-
6 Sponsorships	-	150,000	150,000	-	(150,000)	-	-	-
7 Total Revenues	-	1,423,000	1,423,000	152,465	(1,270,536)	1,198,000	1,348,000	275,396
<b>EXPENSES</b>								
Personal Services								
Full-time Salaries	-	299,536	299,536	60,665	238,871	321,165	321,165	30,905
Part-time Salaries	-	73,569	73,569	41,455	32,114	67,156	67,156	15,013
Overtime	-	7,500	7,500	1,088	6,412	7,300	7,300	596
Fringe Benefits	-	60,917	60,917	28,283	32,634	101,261	101,261	13,406
Cost of Living Adjustment	-	-	-	-	-	-	-	-
Total Personal Services		441,522	441,522	131,492	310,030	496,882	496,882	59,920
Non-Personal Services								
Supplies	-	71,500	71,500	44,890	26,610	99,600	99,600	5,081
Utilities	-	372,638	372,638	134,543	238,095	383,817	321,959	27,564
Professional/Contractual	-	893,754	893,754	77,391	816,363	463,648	429,559	21,451
Equipment	-	37,500	37,500	27,614	9,886	-	-	-
Total Non-Personal Services		1,375,392	1,375,392	284,439	1,090,953	947,065	851,118	54,096
Total Operating Exp. before Depreciation		1,816,914	1,816,914	415,931	1,400,983	1,443,947	1,348,000	114,016
Total Revenue	-	1,423,000	1,423,000	152,465	(1,270,536)	1,198,000	1,348,000	275,396
Total Expense	-	1,816,914	1,816,914	415,931	1,400,983	1,443,947	1,348,000	114,016
Surplus/(Loss)		(393,914)	(393,914)	(263,466)	130,448	(245,947)	-	161,380
Less:								
Capital Expenditures		-	-	-	-	(290,000)	(290,000)	-
Total (Loss)/Surplus		(393,914)	(393,914)	(263,466)	130,448	(535,947)	(290,000)	161,380

**WASHINGTON CONVENTION AND SPORTS AUTHORITY  
VARIANCE EXPLANATIONS**

- A. Operating Revenues were revised from \$22.5 million to \$24.6 million as a result of increased projected income from the Carnegie Library, and revenues from our Sports and Entertainment Division, which included the 2012 AT&T Nation's Football Classic, Maloof Skate Park income, and food service revenues.
- B. The personal services budget increased by \$799,522, attributed to new Sales staff for the Carnegie Library, cost of living adjustments for union employees, and the hiring of 3 FTES for the Conventions and Meetings Division.
- C. The Non-personal services budget increased by \$2.5 million as a result of anticipated expenses of the AT&T Nation's Football Classic and operating costs for the Carnegie Library.
- D. This variance represents Capital Budget dollars allocated to FY12, along with carryover dollars for projects not completed in the previous year.
- E. Operating Revenues decreased by \$2,470,448 or 10% compared with the budget of \$24,664,676. The decrease is due to:
  - Cancelled bookings and decreased customer discretionary spending as a result of the lagging national economy;
  - Concurrent reductions in commission revenue earned by the Authority from catering and electrical services purchased by customers;
  - A new lease agreement with DC United which reduced the operating license fee for the FY12 soccer season; and
  - Reduced parking income from the loss of the majority of the Old Convention Center site (840 parking spaces reduced to 90).
- F. The Personal Services budget decreased by \$1,343,628 or 7%, reflecting savings from vacant positions, salary savings related to employees on disability leave, and more effective management of employee overtime.
- G. Non-personal services expenses decreased by \$2,625,420 or 10% due to specific cost containment measures for non-personal and contractual services.
- H. Non-operating revenue decreased by \$80,703 due to decreased interest income.
- I. The decrease in non-operating expenses is primarily related to reduced public relations and marketing costs.
- J. The decrease in capital expenses represents savings from capital projects deferred to future years within the Authority's five-year capital plan.



**Question 10**

Please provide information on any pending lawsuits.

1. **Hernandez v. District of Columbia, et al**, No. 1:11-cv00965-ABJ (U.S. District Court for the District of Columbia).

Elmer Hernandez ("Hernandez") filed suit on April 19, 2011 against the District of Columbia and Metropolitan Police Department Officer Parmineler Singh alleging various intentional torts and violation of his civil rights following his arrest at a soccer game at RFK Memorial Stadium where Singh was employed part-time by WCSA. (WCSA was added as a defendant on July 15, 2011.) Hernandez sought compensatory damages of \$250,000 and punitive damages of \$500,000. The defense of this case was assumed by WCSA's general liability insurer. **The case was settled on June 13, 2012 for \$15,000, divided equally between the District and WCSA.**

2. ***Sumner v. Washington Convention Center Authority***, No. 07-8207 (District of Columbia Superior Court; No. 10-CV-633 (District of Columbia Court of Appeals).

Julie Sumner ("Sumner") brought an action against WCSA on December 17, 2007 related to the execution of a lease for retail space at the Convention Center. Prior to trial, all counts against WCSA were dismissed except for Sumner's breach of contract claim. The jury returned a verdict in her favor as to the breach of contract claim and awarded damages of \$75,000, which WCSA paid. **Sumner appealed to the District of Columbia Court of Appeals, which on February 13, 2012 affirmed the decision of the trial court in dismissing all other counts.**

3. ***Miller Copying Service, Inc. v. Brown, et al.***, No. 0001262-06 (District of Columbia Superior Court); No. 10-CV-584 (District of Columbia Court of Appeals).

Miller Copying Service ("MCS") sued the Authority and one of its retail tenants (collectively, the "Brown Defendants") on February 21, 2006, seeking enforcement of MCS's alleged right to participate in a lease for retail space inside the Walter E. Washington Convention Center. After a jury trial, judgment was entered against the Authority for \$500,000 on MCS's tortious interference with prospective economic advantage claim, and against the Brown Defendants for \$630,000. The Authority's motion to set aside the judgment was granted on February 17, 2010. **Miller's petition to the District of Columbia Court of Appeals for a rehearing was denied on November 19, 2012.**

4. ***Wallace, et al v. Washington Convention and Sports Authority***, No. 2011 CA 001715 V (District of Columbia Superior Court) (Third Party Complaint).

Plaintiff Benjamin Ferguson sued Terrell Wallace and his employer, J&J Logistics, Inc., for negligence as a result of injuries Ferguson allegedly sustained while working on the loading dock at the Convention Center in October 2008. Plaintiff seeks \$1.5 million in damages. On May 20, 2011, Defendants brought a third party action against the Authority for negligence and seeking contribution and indemnification should Plaintiff prevail. The Authority denies any liability and the defense of this case has been assumed by the Authority's general liability insurer. The Authority's motion to dismiss



Defendants' indemnification claim was denied on October 24, 2011. On November 7, 2011, the Authority cross-claimed GES Exposition Services, the general contractor that controlled the loading dock. The Authority's motion for summary judgment was granted in part and denied part on December 14, 2012. A pretrial hearing is scheduled for February 28, 2013.

5. ***Primlani v. Washington Nationals Baseball Club, LLC, et al***, No. CA 006623 B (District of Columbia Superior Court).

Plaintiff Monisha Primlani sued the Washington Nationals and the District of Columbia Sports and Entertainment Commission (of which the Authority is the successor in interest) on August 15, 2011 for negligence because of injuries allegedly sustained after she walked into a glass wall at Nationals Park in August, 2009. Plaintiff sought damages in the amount of \$500,000. The Authority denied any liability and the defense of this case was assumed by its general liability insurer. The case has been settled and is being dismissed with prejudice.

6. ***Moorman v. United States, et al***, No. 1:11-cv-01572 (U.S. District Court for the District of Columbia).

Plaintiff Jacqueline Moorman sued the Authority and the District of Columbia on March 2, 2012 as a result of injuries allegedly sustained after she fell on the steps of the D.C. Armory in March 2009. Plaintiff seeks damages in the amount of \$100,000. The Authority denies any liability and the defense of this case has been assumed by the Authority's general liability insurer. The parties are currently engaged in discovery. Although the likelihood of an unfavorable outcome cannot be determined at this time, the Authority's financial exposure is expected to be limited to the \$25,000 policy deductible.

7. ***Jones Sign Co., Inc. v. Washington Convention and Sports Authority***, No. D-1449 (District of Columbia Contract Appeals Board).

On June 14, 2012, Jones Sign ("Jones") appealed the decision of the Authority's Contracting Officer to deny Jones's claim for a \$2.55 million equitable adjustment to the original \$10.9 million contract price for the installation of signage in the Convention Center. Jones claims that inadequate electrical drawings provided by the Authority resulted in delays and cost overruns. The Authority denies Jones's claims and has presented a vigorous defense. On October 3, 2012, the Contract Appeals Board granted without prejudice the parties' joint stipulation requesting dismissal. The likelihood of an unfavorable outcome cannot be determined at this time. The Authority does expect Jones to refile its appeal.



Washington Convention and Sports Authority  
t/a Events DC  
Performance Oversight Hearing  
February 28, 2013

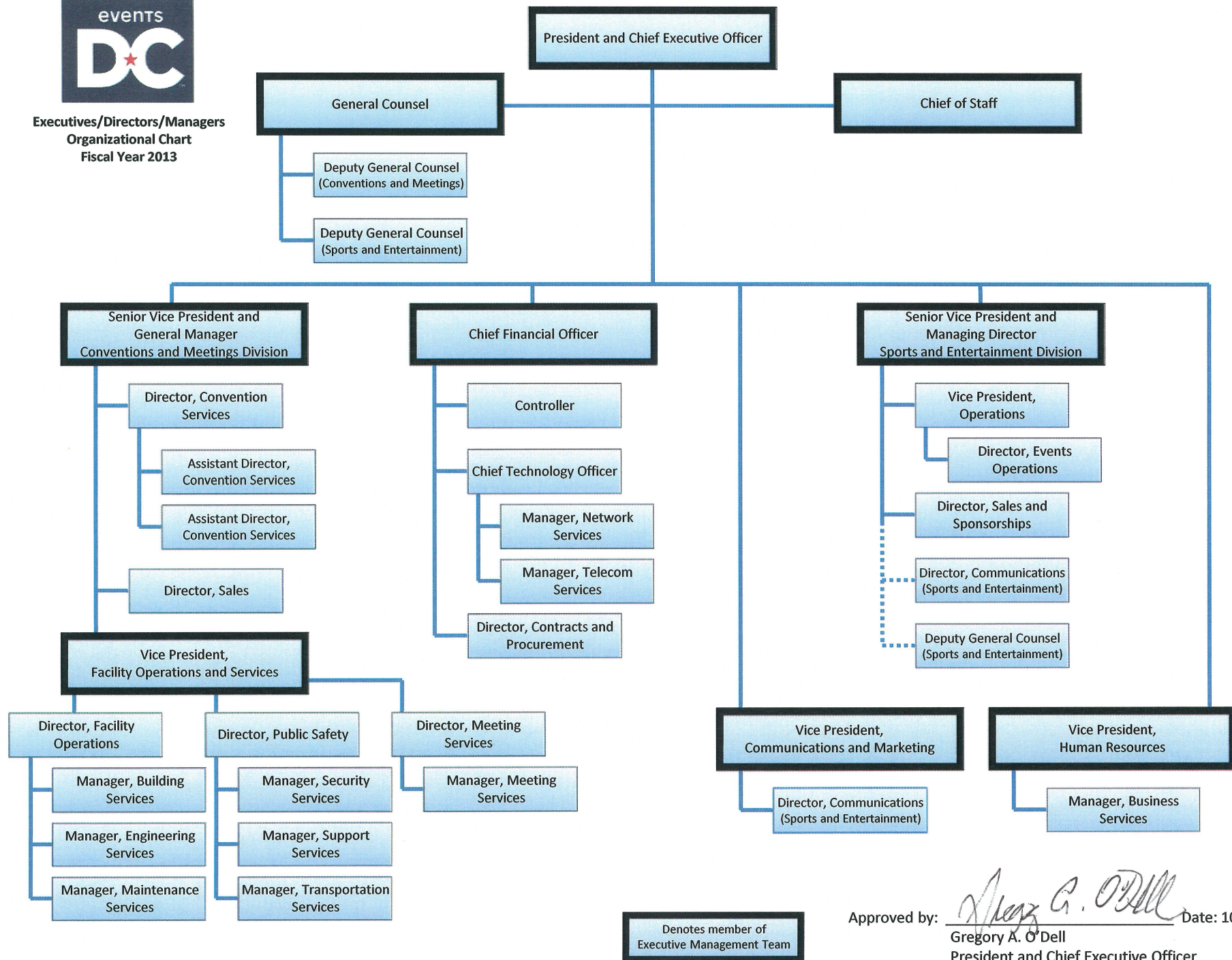
***Question 11***

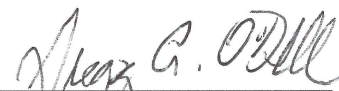
Please provide an updated organizational chart and current Schedule A.

The requested information is on the attached charts.



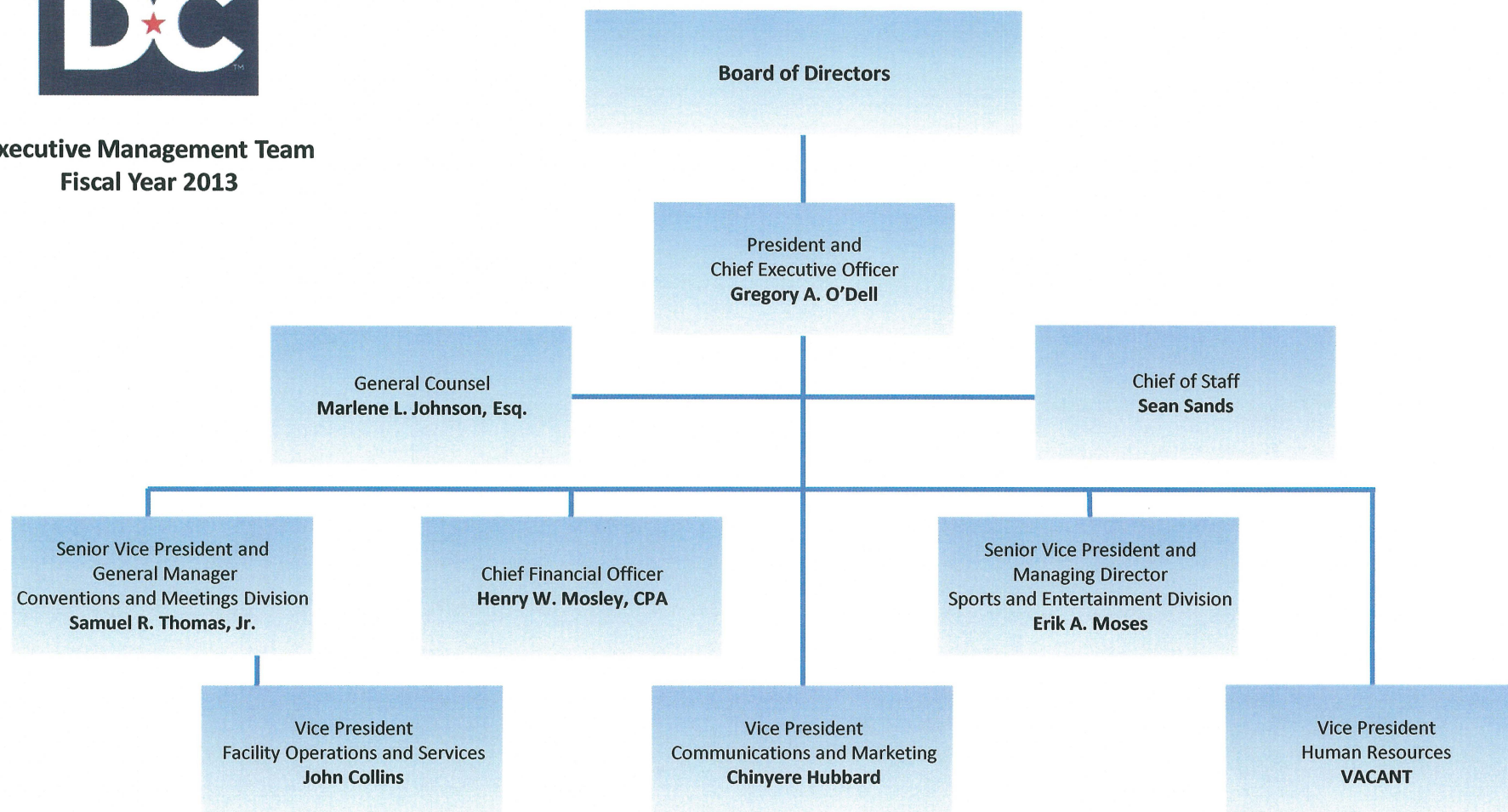
**Executives/Directors/Managers  
Organizational Chart  
Fiscal Year 2013**

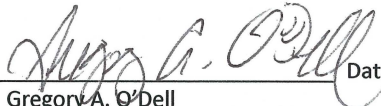


Approved by:  Date: 10/1/2012  
Gregory A. O'Dell  
President and Chief Executive Officer



**Executive Management Team  
Fiscal Year 2013**



Approved by:  Date: 10/1/2012  
Gregory A. O'Dell  
President and Chief Executive Officer

**WASHINGTON CONVENTION AND SPORTS AUTHORITY**  
**FY13 POSTION LISTING (as of December 31, 2012) - SORT BY DEPARTMENT**

# of Employees	214	
DC	86	40.19%
MD	105	49.07%
VA	23	10.75%
Vacant Positions	15	<i>*includes 5 positions frozen until 9/30/2013 (shown in yellow)</i>
Total # Positons	229	

POSITION TITLE	LAST_NAME	FIRST_NAME	APPT START_DATE	ANNUAL SALARY	STATE	DEPARTMENT/DIVISION	STATUS	APPT_CAT_DESC
AA to President/CEO and Chief of Staff	Gantt	Stephanie	29-Nov-10		MD	CEO and General Manager's Office	continuing	REG F/T NON EXMT
Chief of Staff	Sands	Timothy	01-Oct-09		DC	CEO and General Manager's Office	continuing	REG F/T EXEMPT
Executive Assistant to SVP/General Manager	White	Jacqueline	11-Aug-08		MD	CEO and General Manager's Office	continuing	REG F/T NON EXMT
President and Chief Executive Officer	O'Dell	Gregory	01-Oct-09		DC	CEO and General Manager's Office	continuing	REG F/T EXEMPT
Quality Assurance Manager	Cofield	Angelique	11-Aug-08		MD	CEO and General Manager's Office	continuing	REG F/T EXEMPT
Senior Research and Policy Analyst	Schwartz	Stephen	23-Oct-07		VA	CEO and General Manager's Office	continuing	REG F/T EXEMPT
Senior Vice President and General Manager	Thomas	Samuel	01-Oct-09		MD	CEO and General Manager's Office	continuing	REG F/T EXEMPT
Communications and Marketing Assistant	Adkinson	DaLeyna	23-Jul-12		MD	Communications and Marketing	continuing	REG F/T NON EXMT
Communications and Marketing Manager	Forrester	Ashley	21-Feb-12		VA	Communications and Marketing	continuing	REG F/T EXEMPT
Vice President, Communications and Marketing	Hubbard	Chinyere	01-Oct-09		DC	Communications and Marketing	continuing	REG F/T EXEMPT
Contracts Specialist I	Penn	Lisa	17-Oct-11		MD	Contracts and Procurement Services	continuing	REG F/T EXEMPT
Contracts Specialist II	Mitchell	Jacqueline	02-Nov-09		MD	Contracts and Procurement Services	continuing	REG F/T EXEMPT
Director, Contracts and Procurement	Butler	Jonathan	22-May-12		MD	Contracts and Procurement Services	continuing	REG F/T EXEMPT
Senior Contract Specialist	Fuller	Brenda	06-Sep-09		MD	Contracts and Procurement Services	continuing	REG F/T EXEMPT
Senior Contract Specialist	Simpson	Andrea	03-Apr-06		MD	Contracts and Procurement Services	continuing	REG F/T EXEMPT
Senior Contract Specialist	<b>VACANT</b>					Contracts and Procurement Services	continuing	REG F/T EXEMPT
A/V and Production Services Manager	Greene	Joseph	08-Aug-11		DC	Convention Services	continuing	REG F/T EXEMPT
Assistant Director, Convention Services	Smith, Jr.	James	11-Jun-12		DC	Convention Services	continuing	REG F/T EXEMPT
Assistant Director, Convention Services	Gerald	Melvin	25-Jun-12		MD	Convention Services	continuing	REG F/T EXEMPT
Convention Services Assistant	Sally	Brandi	26-Jul-10		DC	Convention Services	continuing	REG F/T NON EXMT
Director, Convention Services	Watson	Joyce	04-Apr-11		DC	Convention Services	continuing	REG F/T EXEMPT
<b>Distinctive Meeting Planner</b>	<b>VACANT</b>					<b>Convention Services</b>	<b>continuing</b>	<b>REG F/T EXEMPT</b>
Event Manager	Coffen	Wayne	11-Aug-08		MD	Convention Services	continuing	REG F/T EXEMPT
Event Manager	Maddur	Khaoula	19-Apr-10		VA	Convention Services	continuing	REG F/T EXEMPT
Event Manager	Gantt	Tera	25-Jul-11		MD	Convention Services	continuing	REG F/T EXEMPT
Event Manager	Redding	Chateaubriand	28-Jun-10		VA	Convention Services	continuing	REG F/T EXEMPT
Senior Event Manager	Torres	Mary Ann	15-Oct-12		MD	Convention Services	continuing	REG F/T EXEMPT
Senior Event Manager	Noyes	Arlene	11-Aug-08		VA	Convention Services	continuing	REG F/T EXEMPT
Senior Event Manager	Griffith	Brandi	12-Jul-10		DC	Convention Services	continuing	REG F/T EXEMPT
Senior Event Manager-Special Events	Zavala	Trayce	30-Apr-12		MD	Convention Services	continuing	REG F/T EXEMPT
Manager, Building Services	Strickland	Patrick	17-Feb-09		MD	Facility Operations - Building Services	continuing	REG F/T EXEMPT
Building Engineer	Guisbert	Gonzalo	05-Jul-83		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic	Diaz	Julio	12-Jul-10		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic (Trades)	Koonce	Joe	25-Dec-05		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic (Trades)	Seid	Jemal	12-Nov-02		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Engineering Services Supervisor	Stevens	Reginald	05-Jul-83		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
HVAC Mechanic	Fellman	Steven	29-Dec-03		VA	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
HVAC Mechanic	Sidberry	Eric	12-Aug-09		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
HVAC Mechanic	Tarpley	Francis	27-Jun-10		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
HVAC Mechanic	Abrha	Ogbagiorgis	08-Aug-11		VA	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT

HVAC Mechanic	McQueen	Zachary	03-Apr-11		DC	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Manager, Engineering Services	Mohammed	Najib	16-Mar-03		MD	Facility Operations - Engineering Svcs	continuing	REG F/T EXEMPT
Preventive Maintenance Mechanic	Howell	Roy	04-Apr-05		DC	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Preventive Maintenance Mechanic	White	John	29-Dec-03		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Preventive Maintenance Mechanic I	Lubrino	Felix	02-Oct-11		DC	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Preventive Maintenance Mechanic II	Duarte	Julio	13-Dec-10		VA	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Preventive Maintenance Mechanic II	Jones	Ricardo	05-Mar-12		MD	Facility Operations - Engineering Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic	Smith	Eric R.	01-Oct-08		MD	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic	Veizaga	Victor	01-Oct-08		VA	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Building Maintenance Mechanic	Carr	James	19-Mar-12		DC	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
<b>Building Maintenance Mechanic (Trades)</b>	<b>VACANT</b>					<b>Facility Operations - Maintenance Svcs</b>	<b>continuing</b>	<b>REG F/T NON EXMT</b>
Carpenter	Roach	Edward	01-Oct-08		DC	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Maintenance Electrician	Alston	Larnold	01-Oct-08		DC	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Maintenance Electrician	Carrera	Luis	01-Oct-08		DC	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Maintenance Electrician	Herndon	Philip	01-Oct-08		MD	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Maintenance Electrician	McDuffey	Paul	01-Oct-08		DC	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
Manager, Maintenance Services	Flemming	William	01-Oct-08		MD	Facility Operations - Maintenance Svcs	continuing	REG F/T EXEMPT
Painter	Garcia-Jimenez	Juan	01-Oct-08		VA	Facility Operations - Maintenance Svcs	continuing	REG F/T NON EXMT
<b>Painter</b>	<b>VACANT</b>					<b>Facility Operations - Maintenance Svcs</b>	<b>continuing</b>	<b>REG F/T NON EXMT</b>
Director, Meeting Services	Smith	William	01-May-11		VA	Facility Operations - Meeting Svcs	continuing	REG F/T EXEMPT
Equipment Assistant	Frazier	Reginald	17-Jul-05		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Lead Meeting Services Supervisor	Lewis	Rudolph	07-Mar-10		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Manager, Meeting Services	Wesby	Chrystal	10-Jan-10		MD	Facility Operations - Meeting Svcs	continuing	REG F/T EXEMPT
Meeting Services Associate	Abebe	Fanaye	01-Oct-07		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Anderson	Mario	25-Apr-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Brezell	Jean	01-Oct-07		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Charles	Michael	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Glenn	Charles	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Harris	Bessie	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Jennings	Tony	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Jones-Williams	Cassandra	01-Oct-07		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Lemma	Yeshareg	01-Oct-07		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Newman	Gloria	01-Oct-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Peyton	Sandra	01-Oct-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Shaw	Donnell	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Smith	Eric W.	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Stoddard	Keith	25-Apr-04		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Tibbs	Sylvia	01-Oct-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Townsend	Sara	01-Oct-07		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Urbina	Eduviges	25-Apr-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Zelaya	Jose	25-Apr-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Clark	Robbie	22-Apr-07		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Day	Ricardo	22-Apr-07		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Galloway	Paul	06-May-07		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Burris	William	08-Feb-10		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Cox	Neal	27-Dec-09		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Lopez	Nelson	07-Jun-10		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Associate	Nelson	Patrick	07-Jun-10		DC	Facility Operations - Meeting Svcs	continuing	REG P/T NON EXMT
Meeting Services Associate	Tolbert	Troy	07-Feb-10		DC	Facility Operations - Meeting Svcs	continuing	REG P/T NON EXMT
Meeting Services Supervisor	Minnick	Michael	26-Apr-10		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Supervisor	Jordan	Tangie	26-Apr-10		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Supervisor	Bunch	Clinton	25-Apr-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Supervisor	Burgess	Curtis	28-Apr-08		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT

Meeting Services Supervisor	McCrae	Lynton	23-Jul-12		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Meeting Services Team Leader	Johnson	Shawn	05-Oct-08		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Storekeeper	Teferre-Jelcha	Kidest	01-Oct-04		MD	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Storekeeper II	Allen	Yolanda	29-Oct-07		DC	Facility Operations - Meeting Svcs	continuing	REG F/T NON EXMT
Admin/Help Desk Coordinator	Kyle	Jacqueline	01-Mar-09		MD	Facility Operations and Services	continuing	REG F/T NON EXMT
Admin/Help Desk Coordinator	VACANT					Facility Operations and Services	continuing	REG F/T NON EXMT
Assistant Director for Development (Facilities)	Boles	Cathryn	11-Aug-08		VA	Facility Operations and Services	continuing	REG F/T EXEMPT
Director, Facility Operations	Shogren	Peter	31-Jul-06		VA	Facility Operations and Services	continuing	REG F/T EXEMPT
Facility Automation Manager	Arden	Jeffery	01-Jan-07		MD	Facility Operations and Services	continuing	REG F/T EXEMPT
Vice President, Facility Operations and Services	Collins	John	01-Oct-09		DC	Facility Operations and Services	continuing	REG F/T EXEMPT
Accountant Revenue & Accounts Receivable	VACANT					Financial Management	continuing	REG F/T EXEMPT
Accountant, General Ledger	Mattis	Marvella	29-Oct-06		DC	Financial Management	continuing	REG F/T EXEMPT
Accounts Payable Specialist	Arellano	Cecilia	19-Feb-07		VA	Financial Management	continuing	REG F/T EXEMPT
Accounts Payable Specialist	Rodriguez	Lynette	13-Nov-06		MD	Financial Management	continuing	REG F/T EXEMPT
Administrative Assistant to CFO	Jones	Shea	29-Oct-06		DC	Financial Management	continuing	REG F/T NON EXMT
Budget Officer	Bekele	Zenia	10-Nov-08		VA	Financial Management	continuing	REG F/T EXEMPT
Cash and Investments Manager	Yimam	Nuru	26-Feb-04		VA	Financial Management	continuing	REG F/T EXEMPT
Chief Financial Officer	Mosley	Henry	01-Oct-06		MD	Financial Management	continuing	REG F/T EXEMPT
Controller	Rumbaugh	Lilian	16-Oct-06		MD	Financial Management	continuing	REG F/T EXEMPT
Payroll Specialist	Morris	Donna	26-Mar-07		VA	Financial Management	continuing	REG F/T EXEMPT
Senior Accountant, General Ledger	Johnson	Sheree	16-Mar-09		MD	Financial Management	continuing	REG F/T EXEMPT
Sr Accountant, Revenue & Accounts Receivable	Green	Angela	29-Oct-06		DC	Financial Management	continuing	REG F/T EXEMPT
Administrative Assistant II	Hines	Shirmeka	12-May-08		DC	Human Resources	continuing	REG F/T NON EXMT
Employment Relations Officer	VACANT					Human Resources	continuing	REG F/T EXEMPT
Human Resources Specialist	Latney	Santina	28-Nov-10		DC	Human Resources	continuing	REG F/T EXEMPT
Human Resources Specialist	Walker-Spriggs	Gwendolyn	18-Dec-06		MD	Human Resources	continuing	REG F/T EXEMPT
Human Resources Specialist	VACANT					Human Resources	continuing	REG F/T EXEMPT
Training & Organ. Dev. Officer	Reid	Carlene	18-Jun-07		MD	Human Resources	continuing	REG F/T EXEMPT
Vice President, Human Resources	VACANT					Human Resources	continuing	REG F/T EXEMPT
Administrative Assistant II	Garrett	Tynia	10-Feb-09		DC	Human Resources - Business Services	continuing	REG F/T NON EXMT
Manager, Business Services	Delaney	Shauneille	11-Aug-08		MD	Human Resources - Business Services	continuing	REG F/T EXEMPT
Office Svcs Assistant	Campbell	Rashard	11-Aug-08		MD	Human Resources - Business Services	continuing	REG F/T NON EXMT
Receptionist	Bates	Ernestine	11-Aug-08		DC	Human Resources - Business Services	continuing	REG F/T NON EXMT
Receptionist	Whitfield	Ginger	17-Dec-12		MD	Human Resources - Business Services	continuing	REG F/T NON EXMT
Shipping & Receiving Coordinator	Crewe	William	11-Aug-08		MD	Human Resources - Business Services	continuing	REG F/T NON EXMT
Deputy General Counsel	Smith	Reginald	12-Feb-07		MD	Office of the General Counsel	continuing	REG F/T EXEMPT
Executive Assistant/Legal	Moorman	Patricia	25-Feb-08		MD	Office of the General Counsel	continuing	REG F/T NON EXMT
External Affairs Manager	Dubois	Theresa	11-Feb-09		DC	Office of the General Counsel	continuing	REG F/T EXEMPT
General Counsel	Johnson	Marlene	03-Jul-06		DC	Office of the General Counsel	continuing	REG F/T EXEMPT
Legal Assistant	VACANT					Office of the General Counsel	continuing	REG F/T NON EXMT
Staff Attorney	Malet	Ryan	31-Oct-11		MD	Office of the General Counsel	continuing	REG F/T EXEMPT
Director, Public Safety	Wilson	Gerald	03-Jun-07		MD	Public Safety	continuing	REG F/T EXEMPT
Administrative Assistant II	Mapp	Archer	21-May-07		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Assistant Manager, Security Services	O'Neal	Michael	28-Aug-06		MD	Public Safety - Security Services	continuing	REG F/T EXEMPT
Manager, Security Services	Jones	Gladys	05-Nov-01		MD	Public Safety - Security Services	continuing	REG F/T EXEMPT
Patrol Services Supervisor	Brighthaupt	Denise	27-Feb-05		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Patrol Services Supervisor	Moses	Nathaniel	17-Feb-02		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Patrol Services Supervisor	Walker	Dionne	06-May-07		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Patrol Services Supervisor	Harrison	Aaron	17-Feb-02		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Patrol Services Supervisor	Johnson	Kevin	17-Jun-07		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Patrol Services Supervisor	Kelly	Gene	01-Jun-08		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Johnson	Wayne	06-May-07		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Walton	Shawn	28-Sep-05		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT

Security Officer	Williams	Paula	15-Sep-05		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Wilson	Mark	13-May-02		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Belton	Reginald	05-Mar-07		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Gillis	Kobie	17-Oct-05		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	McLean	Loretta	08-May-06		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Truesdale	Leon	28-Aug-06		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Williams	Gregory	05-Mar-07		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Hampton	Derrick	25-Jul-11		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Malith	Simon	25-Jul-11		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Smith	Jalisa	28-Jun-10		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Mitchell	Marvin	30-Jul-12		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Corsey	James	19-Mar-12		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Rankin	Eric	05-Mar-12		MD	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Fulford-Cuthbertson	Kenya	13-Nov-12		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Security Officer	Smith	Asia	13-Nov-12		DC	Public Safety - Security Services	continuing	REG F/T NON EXMT
Access Control Specialist	Harris	Edna	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Access Control Specialist	Williams	Erika	27-Oct-08		MD	Public Safety - Support Services	continuing	REG F/T NON EXMT
Assistant Manager, Support Services	Griffith	Renee	30-May-10		DC	Public Safety - Support Services	continuing	REG F/T EXEMPT
Command Center Specialist	Webb	Raynard	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Gavin	Norman	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Artis	Mary	27-Oct-08		MD	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Johnson	Carroll	27-Oct-08		MD	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Jones	Latithia	27-Oct-08		MD	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Lightfoot	Tamika	27-Oct-08		MD	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Slye-Hawkins	Norman	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	Queen	Latanya	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Command Center Specialist	White	Tony	30-Sep-12		DC	Public Safety - Support Services	continuing	REG F/T NON EXMT
Guest Services Supervisor	VACANT					Public Safety - Support Services	continuing	REG F/T EXEMPT
Manager, Support Services	Kearney	Patricia	27-Oct-08		DC	Public Safety - Support Services	continuing	REG F/T EXEMPT
WCCA Building Ambassador	Bryant	Samuel	11-Aug-08		DC	Public Safety - Support Services	continuing	REG P/T NON EXMT
WCCA Building Ambassador	Drakeford	Everline	12-Aug-08		MD	Public Safety - Support Services	continuing	REG P/T NON EXMT
WCCA Building Ambassador	Jones	Tanja	11-Aug-08		DC	Public Safety - Support Services	continuing	REG P/T NON EXMT
WCCA Building Ambassador	McCollough	Rozena	12-Aug-08		DC	Public Safety - Support Services	continuing	REG P/T NON EXMT
WCCA Building Ambassador	Toyer	Barbara	01-Oct-09		DC	Public Safety - Support Services	continuing	REG P/T NON EXMT
WCCA Building Ambassador	Lowery	Maxine	24-Jul-11		DC	Public Safety - Support Services	continuing	REG P/T NON EXMT
Assistant Manager, Transportation Services	Gholson	James	30-May-10		VA	Public Safety - Transportation Services	continuing	REG F/T EXEMPT
Loading Dock Supervisor	Tholley	Alimamy	06-Nov-06		MD	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Manager, Transportation Services	Branch	Ronald	17-Feb-03		MD	Public Safety - Transportation Services	continuing	REG F/T EXEMPT
Senior Loading Dock Supervisor	Williams	Eugene	02-May-04		DC	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Abraha	Peteros	14-Oct-12		DC	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Bakare	Bayo	02-Apr-12		MD	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Miller	Maurice	14-Oct-12		DC	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Noumsi	Jacques	11-Jan-09		MD	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Stewart	Daniel	14-Oct-12		DC	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Assistant	Anderson	Nedra	19-Jan-10		DC	Public Safety - Transportation Services	continuing	REG P/T NON EXMT
Transportation Lead	Robinson	Kenneth	07-Sep-06		DC	Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Transportation Lead	VACANT					Public Safety - Transportation Services	continuing	REG F/T NON EXMT
Administrative Assistant II-Sales	Matthews	Shereese	23-Jul-12		MD	Sales	continuing	REG F/T NON EXMT
Director, Sales	Erickson	Linda	27-Nov-06		VA	Sales	continuing	REG F/T EXEMPT
Distinctive Meeting Planner	VACANT					Sales	continuing	REG F/T EXEMPT
Sales Booking/Senior Contract Administrator	Pratt	Shiron	22-Apr-07		DC	Sales	continuing	REG F/T EXEMPT
Sales Manager-Special Events	Noell	Kristina	30-Apr-12		DC	Sales	continuing	REG F/T EXEMPT
Senior Sales Manager	Carew	Dennis	01-Apr-12		MD	Sales	continuing	REG F/T EXEMPT

Senior Sales Manager	King	David	01-Apr-12		DC	Sales	continuing	REG F/T EXEMPT
Accountant	Isaac	Anthony	21-Nov-11		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Accounting Technician	<b>VACANT</b>					Sports and Entertainment	continuing	REG F/T EXEMPT
Administrative Assistant	Eiland	Courtney	02-Apr-12		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Administrative Receptionist	Wiseman	Patricia	08-Feb-10		DC	Sports and Entertainment	continuing	REG F/T NON EXMT
Administrative Specialist	Sanders	Xayna	26-Mar-12		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Booking Manager	<b>VACANT</b>					Sports and Entertainment	continuing	REG F/T EXEMPT
Deputy General Counsel	Jackson	Nicole	02-Oct-09		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Director of Event Operations	Johnson	Candace	15-Apr-12		VA	Sports and Entertainment	continuing	REG F/T EXEMPT
Director, Communications	Washington	Teresa	01-Oct-09		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Director, Sales and Sponsorships	Rome	Anthony	30-May-12		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Event Manager	Chenier	Adelle	02-Oct-09		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Event Manager	Stirrett	Rebecca	02-Oct-09		DC	Sports and Entertainment	continuing	REG F/T EXEMPT
Groundskeeper	Blanco	Pablo	01-Oct-09		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Groundskeeper	Jones	Anthony L.	01-Oct-09		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Groundskeeper Leader	Hunter	Jeffrey	01-Oct-09		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Head Groundskeeper	Leak	Willie	02-Oct-09		MD	Sports and Entertainment	continuing	REG F/T NON EXMT
Marketing Manager	Duggans	Deandra	02-Apr-12		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Senior Vice President and Managing Director	Moses	Erik	01-Oct-09		DC	Sports and Entertainment	continuing	REG F/T EXEMPT
Special Assistant to the SVP and Managing Dir	Hawkins	Meredith	24-Jul-11		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Vice President, Operations	Scott	Troy	22-Jan-12		MD	Sports and Entertainment	continuing	REG F/T EXEMPT
Administrative Assistant II	Williams	Lisa	10-Oct-05		DC	Technology Management	continuing	REG F/T NON EXMT
AV Network Operations Engineer	Starobin	David	01-Oct-07		VA	Technology Management	continuing	REG F/T EXEMPT
Chief Technology Officer	Waxer	Michael	02-Apr-01		DC	Technology Management	continuing	REG F/T EXEMPT
Financial Systems Administrator	Johnson	John	01-Apr-04		MD	Technology Management	continuing	REG F/T EXEMPT
Information Systems Specialist II	Lattisaw	Rodney	16-Aug-10		DC	Technology Management	continuing	REG F/T NON EXMT
Information Systems Specialist II	Pitts	Brandon	08-Sep-08		DC	Technology Management	continuing	REG F/T NON EXMT
Manager, Network Operations	Ryan	Rebecca	09-Oct-05		VA	Technology Management	continuing	REG F/T EXEMPT
Manager, Technology Services	Anthony	Lynn	10-Nov-08		VA	Technology Management	continuing	REG F/T EXEMPT
Web Applications Developer	De Dios	Roland	30-Jun-03		MD	Technology Management	continuing	REG F/T EXEMPT



**Question 12**

Please provide the following:

- A list of all employees who receive cellphones, personal digital assistants, or similar communications devices at agency expense;
- A list of all vehicles (year, make, model) owned, leased or otherwise used by the agency and to whom the vehicle is assigned. Please include lease amount (if applicable) and date the lease expires;
- A list of employee bonuses or special award pay granted in FY12 and FY13, to date;
- A list of travel expenses, arranged by employee;
- A list of total overtime and workman's compensation payments paid in FY11 and FY12, to date.

The requested information is attached.



### **Authority-issued Communication Devices**

Authority employees are issued mobile telephones, and /or Nextel Direct units based on their individual job responsibilities. Currently, 105 employees have mobile phones (most of which include direct connect), and 32 employees have handsets that only have direct connect service.

Administrative Assistant  
Administrative Assistant  
Administrative Assistant II  
Administrative Assistant to President/CEO and Chief of Staff  
Administrative Specialist  
Administrative Assistant/Help Desk Coordinator  
Assistant Director, Development (Facilities)  
Assistant Manager, Meeting Services  
Assistant Manager, Public Safety Support Services  
Assistant Manager, Security Services  
Assistant Manager, Transportation Services  
Audio Visual and Production Manager  
AV Network Operations Engineer  
Budget Officer  
Building Maintenance Mechanic  
Cash Investment Manager  
Chief Financial Officer  
Chief of Staff  
Chief Technology Officer  
Communications and Marketing Manager  
Communications Manager  
Controller  
Convention Services Assistant  
Deputy General Counsel  
Deputy General Counsel  
Director, Communications  
Director, Contracts and Procurement  
Director, Convention Services  
Director, Event Operations  
Director, Facility Operations



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Director, Meeting Services  
Director, Public Safety  
Director, Sales  
Director, Sales and Sponsorships  
Engineering Service Supervisor  
Engineering Services Supervisor  
Engineering Services Supervisor - Maintenance  
Event Manager  
Event Manager  
Event Manager  
Event Manager  
Event Manager  
Event Manager  
Executive Assistant  
Executive Assistant to General Counsel  
Executive Assistant to Senior Vice President and General Manager  
External Affairs Manager  
Facility Automation Manager  
Financial Systems Administrator  
General Counsel  
Groundskeeper Leader  
Head Groundskeeper  
Human Resource Specialist  
Human Resource Specialist  
HVAC Mechanic  
Information Systems Specialist  
Information Systems Specialist  
Lead Meeting Services Supervisor  
Loading Dock Supervisor  
Manager, Building Services  
Manager, Business Services  
Manager, Convention Services  
Manager, Convention Services  
Manager, Engineering Services  
Manager, Maintenance Services  
Manager, Meeting Services  
Manager, Network Operations  
Manager, Public Safety Support Services  
Manager, Sales  
Manager, Security Services



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Manager, Technology Services  
Manager, Transportation Services  
Marketing Manager  
Meeting Services Supervisor  
Meeting Services Supervisor  
Meeting Services Supervisor  
Meeting Services Supervisor  
Meeting Services Team Leader  
Office Services Assistant  
Patrol Services Supervisor  
President and Chief Executive Officer  
Purchasing Assistant  
Quality Assurance Manager  
Receptionist  
Receptionist  
Sales and Communications Assistant  
Sales Booking/Senior Contract Administrator  
Sales Manager - Carnegie  
Senior Accountant Revenue and Accounts Receivables  
Senior Contracts Specialist  
Senior Event Manager  
Senior Event Manager  
Senior Event Manager  
Senior Event Manager - Carnegie  
Senior Loading Dock Supervisor  
Senior Research Policy Analyst  
Senior Sales Manager  
Senior Sales Manager  
Senior Vice President and General Manager  
Senior Vice President and Managing Director  
Staff Attorney  
Vice President, Communications and Marketing  
Vice President, Facility Operations and Services  
Web Applications Developer  
WEWCC Building Ambassador

**Direct-Connect Phones (no dial capability)**

Access Control Specialist  
Access Control Specialist  
Administrative Assistant II



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Administrative Assistant II  
Building Engineer  
Building Maintenance Mechanic  
Building Maintenance Mechanic  
Building Maintenance Mechanic (Trades)  
Building Maintenance Mechanic (Trades)  
Carpenter  
Equipment Assistant  
HVAC Mechanic  
HVAC Mechanic  
HVAC Mechanic  
Maintenance Electrician  
Maintenance Electrician  
Maintenance Electrician  
Maintenance Electrician  
Painter  
Patrol Services Supervisor  
Patrol Services Supervisor  
Patrol Services Supervisor  
Patrol Services Supervisor  
Patrol Services Supervisor  
Preventive Maintenance Mechanic  
Preventive Maintenance Mechanic II  
Preventive Maintenance Mechanic II  
Preventive Maintenance Mechanic II  
Shipping and Receiving Coordinator  
Storekeeper II  
Transportation Services Lead  
Transportation Services Lead

**Tablet PC (iPad or Galaxy Tab):**

Assistant Director, Convention Services  
Assistant Director, Convention Services  
Audio Visual and Production Manager  
Chief Financial Officer  
Director, Convention Services  
Director, Meeting Services  
Director, Sales  
Event Manager  
Event Manager



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Event Manager  
General Counsel  
Meeting Services - Team Leader  
Meeting Services - Team Leader  
Meeting Services Supervisor  
Meeting Services Supervisor  
Meeting Services Supervisor  
Sales Manager - Carnegie  
Sales/Booking and Senior Contract Coordinator  
Senior Event Manager  
Senior Event Manager - Carnegie  
Senior Sales Manager  
Senior Vice President and General Manager  
Vice President, Communications and Marketing



### **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.

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



### **Employee Bonuses and Special Award Pay**

The Authority's Board of Directors awarded a performance bonus in FY12 to Gregory A. O'Dell, President and Chief Executive Officer, as part of his Employment Agreement. 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. The Authority is happy to disclose the bonus amount to the Committee upon request and on a confidential basis.

In FY12, the Authority awarded an incentive bonus to the Senior Vice President and Managing Director (Sports and Entertainment Division) in accordance with his Employment Contract with the former D.C. Sports and Entertainment Commission, which the Authority was required to assume by law [see D.C. Code Sec.10-1202.02c (a)(3)(B)]. The incumbent was converted to a non-contractual Authority employee effective October 1, 2012. Specific details about incentive pay are considered confidential for competitive reasons. The Authority is happy to disclose the bonus amount to the Committee upon request and on a confidential basis.



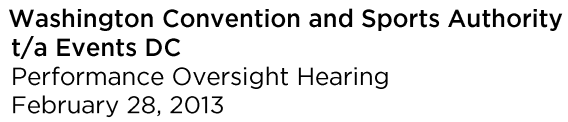
**FY12 Travel Expenses**

Position	FY12 Travel Expenses
AA to President/CEO & Chief of Staff	\$551
Accounts Payable Specialist	\$2,749
Audio Visual and Production Manager	\$1,373
AV Network Engineer	\$1,479
Candidate (Sales)	\$1,131
Chief Financial Officer	\$5,869
Chief of Staff	\$1,625
Controller	\$1,429
Director, Communications	\$1,830
Director, Contracts and Procurement	\$1,846
Director, Convention Services	\$5,373
Director, Sales	\$9,020
Event Manager	\$746
Event Manager	\$3,079
Event Manager	\$1,137
Executive Assistant to Senior Vice President and GM	\$574
Manager, Convention Services	\$1,809
Manager, Event Services	\$1,883
Manager, Network Operations	\$3,482
President and Chief Executive Officer	\$18,113
Sales Booking/Senior Contract Administrator	\$1,921
Senior Event Manager	\$4,394
Senior Event Manager	\$1,476
Senior Research and Policy Analyst	\$5,140
Senior Sales Manager	\$6,701
Senior Sales Manager	\$3,778
Senior Vice President and General Manager	\$8,401
Senior Vice President and Managing Director	\$9,091
Training and Organization Development Officer	\$3,261
Vice President, Communications and Marketing	\$3,218
Vice President, Facility Operations and Services	\$1,261
Web Applications Developer	\$4,301

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\$118,042



Position	FY13 Travel Expenses
Assistant Director, Convention Services	\$938
Board Member	\$1,221
Board Member	\$1,092
Chief Financial Officer	\$231
Chief of Staff	\$1,378
Chief Technology Officer	\$310
Director, Convention Services	\$1,799
Director, Sales and Sponsorships	\$881
Director, Sales SED	\$1,047
President and Chief Executive Officer	\$3,183
Senior Event Manager	\$1,476
Senior Sales Manager	\$1,827
Senior Sales Manager	\$227
Senior Vice President and General Manager	\$1,129
Senior Vice President and Managing Director	\$1,133
Vice President, Communications & Marketing	\$148
	<b>\$18,019</b>



**Employee Overtime**

	<b>FY12</b>	<b>1QFY13</b>
Conventions and Meetings	\$ 418,016	\$ 112,481
Sports and Entertainment	\$ 26,549	\$ -
	<u>\$444,565</u>	<u>\$ 112,481</u>



Washington Convention and Sports Authority  
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### **FY12 and FY13 Workers' Compensation Payments**

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



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***Question 13***

You previously noted goals to ensure 51% of your employees are District residents. What is the current status of this goal?

Eighty-four (84) of the Authority's employees, representing 39 percent of the workforce, are District residents.

The Authority continues to actively recruit District residents by distributing all vacancy announcements through the Department of Employment Services (including the DOES ex-offender, disabilities and First Source program offices) and the Greater Washington Hispanic Chamber of Commerce, as well as by hosting and participating in Congresswoman Eleanor Holmes Norton's annual Job Fair, which is open exclusively to District residents. The Authority also offers a 10-point differential for applicants desiring to claim District residency preference during the hiring process. All vacancy announcements indicate that District residents are preferred.



**Question 14**

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

The table below lists all official correspondence during the requested period, with copies of the correspondence attached.

**Fiscal Year 2012**

<b>Date</b>	<b>Purpose</b>
February 7, 2012	Letter to Mayor V. Gray and Chairman K. Brown transmitting FY11 independent audit report and performance metrics
April 2, 2012	Letter to Chairman K. Brown transmitting Washington Nationals exhibition game tickets
April 2, 2012	Letter to Mayor V. Gray transmitting Washington Nationals exhibition game tickets
April 11, 2012	Letter to Chairman K. Brown transmitting Washington Nationals regular season tickets
April 11, 2012	Letter to Mayor V. Gray transmitting Washington Nationals regular season tickets
April 13, 2012	Letter to Chairman K. Brown transmitting Washington Nationals regular season tickets
April 13, 2012	Letter to Mayor V. Gray transmitting Washington Nationals regular season tickets
July 2, 2012	Letter to Chairman P. Mendelson transmitting proposed contract for Electromechanical Rigging Services
July 2, 2012	Letter to Chairman P. Mendelson transmitting proposed contract for Electrical Utility and Air/Water/Drain Services
July 2, 2012	Letter to Chairman P. Mendelson transmitting proposed contract for Audio Visual Services
September 18, 2012	Letter to Mayor V. Gray and Members of the Council transmitting FY11 Annual Report
September 18, 2012	Letter to Chairman P. Mendelson transmitting proposed contract for Security Services
September 21, 2012	Letter to Chairman P. Mendelson transmitting proposed contract for Janitorial and Related Services

**Fiscal Year 2013**

<b>Date</b>	<b>Purpose</b>
February 6, 2013	Letter to Mayor V. Gray and Chairman P. Mendelson transmitting FY12 independent audit report and performance metrics

February 7, 2012

The Hon. Vincent C. Gray  
Mayor  
Government of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 600  
Washington, DC 20004

The Hon. Kwame R. Brown  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 504  
Washington, DC 20004

Ms. Yolanda Branche  
District of Columbia Auditor  
Office of the District of Columbia Auditor  
717 14th Street, NW  
Suite 900  
Washington, DC 20005

VIA HAND DELIVERY

Dear Mayor Gray, Chairman Brown and Ms. Branche:

Pursuant to D.C. Code §10-1202.06(e), and on behalf of the Board of Directors of the Washington Convention and Sports Authority (trading as Events DC), it is a pleasure to provide you with a detailed assessment of the Authority's operations and accomplishments during Fiscal Year 2011, which ended September 30 of last year. The materials required under D.C. Code §10-1202.06(e)(2)-(4) and §10-1202.06(f), including our independent audit report, are enclosed for your review.

While FY10 represented a year of incredible change for the Authority, FY11 was a time of extraordinary achievement. Building on the momentum created when the Washington Convention Center Authority merged with the DC Sports and Entertainment Commission, and fully leveraging both the direction of our Board of Directors and support from the Gray administration and the DC Council, the Authority saw a number of key projects move forward. Among those noteworthy accomplishments were the November 2010 groundbreaking for the long-awaited Washington Marriott Marquis hotel, the June 2011 unveiling of Events DC, the Authority's new corporate brand, and the September 2011 launch of the organization's first fully owned-and-operated sports event, the AT&T Nation's Football Classic at the historic RFK Memorial Stadium.

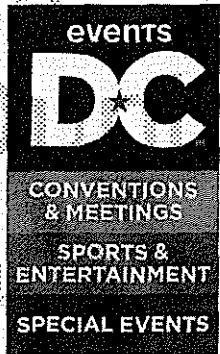


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The Hon. Kwame R. Brown  
Ms. Yolanda Branche  
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The Authority also made significant financial investments in support of our core mission during the fiscal year, agreeing to fund the District's portion of construction costs for the Washington Nationals Dream Foundation's Youth Baseball Academy, approving the most substantial capital funding commitment to the RFK Campus since the 2004/2005 renovation of the stadium for baseball, and assuming administrative control of the Carnegie Library, an ideal venue for special-events programming.

These projects were great accomplishments for the Authority, as they not only demonstrate the organization's increased ability to plan and achieve new business initiatives, but also prove the value of the strong ties we have established in recent years with our key stakeholders and strategic partners. In addition, in FY11, the Authority developed a new brand – Events DC – that brings greater clarity to our core lines of business and aligns our identity in the marketplace with the existing brands for District of Columbia and our conventions and visitors bureau, Destination DC. This move enables us to better execute on our external mission:

*Events DC generates economic and community benefits for the residents and businesses of the District of Columbia by creating the premier event experience in the nation's capital, and through the promotion of Washington, DC as a world-class tourist destination.*

As you know, the Authority's work is focused along two lines of business: our **Conventions and Meetings Division**, anchored by the Walter E. Washington Convention Center, and our **Sports and Entertainment Division**, which brings world-class events to some of the city's most iconic venues. In addition, through **Special Events**, the Authority makes strategic, targeted investments in some of the District's marquee cultural and athletic properties, working to not only attract visitors to the city, but to also encourage them to stay longer and visit areas outside of the downtown core. In FY11, we continued to develop each line of business while also finding ways to create synergies across the organization, hosting sporting events at the Convention Center while finding new customer uses for Robert F. Kennedy Memorial Stadium, the DC Armory and the RFK Stadium Festival Grounds.

Within Conventions and Meetings, we saw the first signs of the national economic recovery, with our number of citywide meetings increasing from 11 in FY10 to 17 in FY11. In addition, our work over the last several years to create incentives for off-peak or "need period" bookings continued to pay off, with the 2011 Summer Fancy Food Show bringing nearly 20,000 attendees from around the globe to the District in July. In total, the Convention Center hosted a record-setting 231 events during the

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fiscal year, with 1,017,638 attendees and 294,475 total hotel room nights, all of which attributed to an estimated \$347.8 million in direct delegate spending, an increase of more than 16 percent over FY10.

Financially, the Conventions and Meetings Division also set a record for the new Convention Center with \$19.68 million in operating income, representing a 13.6 percent increase over the previous fiscal year. The rise in income is attributed to the increase in event bookings and a substantial increase in ancillary revenues, including commissions from our food and beverage and electrical service partners. Operating expenses for the year increased by 5.6 percent to \$34.90 million, due in part to a reduced number of vacancies and a rise in utility costs (including energy consumption resulting from additional events and an increase in kilowatt-per-hour rates).

Key Performance Metrics	FY08 <sup>†</sup>	FY09	FY10 <sup>†</sup>	FY11
Convention Center Events	183	204	214	231
Convention Center Attendance	1.11M	1.05M	1.02M	1.02M
Convention Center Direct Delegate Spending	\$350.1M	\$333.1M	\$299.4M	\$347.81M
Operating Income	\$18.46M	\$17.62M	\$17.32M	\$19.68M
Operating Expenses (excluding depreciation)	\$34.71M	\$35.83M	\$33.02M	\$34.90M

<sup>†</sup>Data reported for FY08-FY09 is for the Washington Convention Center Authority

<sup>†</sup>Data reported for FY10-FY11 is for the Conventions and Meetings Division of the Washington Convention and Sports Authority and does not include the Sports and Entertainment Division.

In our Sports and Entertainment Division, we hosted 75 events at the historic Robert F. Kennedy Memorial Stadium, the RFK Festival Grounds and the D.C. Armory, an increase of two events over the previous fiscal year. FY11 attendance for Sports and Entertainment events totaled 541,270, a 12-percent drop over FY10, due in part to lower attendance at soccer games.

In addition to hosting the 2010 Military Bowl, a sell-out double-header international soccer game and 22 DC United soccer matches at RFK Stadium in FY11, the Sports and Entertainment Division successfully launched the AT&T Nation's Football Classic, a historically black colleges and universities (HBCU) game reviving the historic rivalry between Howard University and Morehouse College. The inaugural game on Sept. 10, 2011 was a success with nearly 18,500 fans in attendance for an exciting

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The Hon. Kwame R. Brown  
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February 7, 2012.

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afternoon of football where Howard beat Morehouse by a score of 30-27. The Division also continues to sell non-military uses for the DC Armory, including long-time customer DC Roller girls, a flat-track roller derby league, as well as a variety of athletic, musical and corporate events.

Through the Authority's Special Events initiatives, we continued to provide funding and strategic guidance to a number of Washington's most high-profile events and activities during the fiscal year, including the National Cherry Blossom Festival, the Washington Kastles and the DC Jazz Festival. Our staff works closely with each of these partners to ensure they drive economic and community benefits for the city that include hotel room nights and activities that attract local and regional residents to the amenities of the District's historic neighborhoods.

Detailed information about our financial performance, including Management's Discussion and Analysis of the Authority's FY11 financial statements and our independent auditors' report, is included in the attachment with this letter.

As of September 30, 2011, the Authority employed 210 full- and part-time employees. Eighty-eight of those employees were District residents, comprising 42 percent of our total workforce. We continue to actively recruit District residents for Authority job openings, offering a 10-point differential for those individuals who wish to claim a District residency preference during the hiring process.

In closing, FY11 was a year of unparalleled achievement for our organization. Within the next few months, you will receive our formal annual report, which will focus on the power of our new brand and the exciting future in store for Events DC.

Should you have any questions regarding the information presented in these documents, please call me at (202) 249-3307.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Distribution List

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Washington, DC 20001

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The Hon. Yvette Alexander, Council of the District of Columbia

The Hon. Marion Barry, Council of the District of Columbia

Jay Haddock Ortiz, Acting Chairman, Washington Convention and Sports Authority

Linda Greenan, Secretary, Washington Convention and Sports Authority

Emily Durso, Treasurer, Washington Convention and Sports Authority

John Boardman, Board Member, Washington Convention and Sports Authority

Dr. Natwar Gandhi, Board Member, Washington Convention and Sports Authority

William N. Hall, Board Member, Washington Convention and Sports Authority

Allen Y. Lew, Board Member, Washington Convention and Sports Authority



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 **FILE COPY**

April 2, 2012

The Hon. Kwame R. Brown  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 504  
Washington, DC 20004



801 Mount Vernon Place NW  
Washington, DC 20001

P 202.249.3000  
F 202.249.3255

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**VIA HAND DELIVERY**

Dear Chairman Brown:

Enclosed are the following tickets and parking permits for the Washington Nationals exhibition game against the Boston Red Sox on Tuesday, April 3, 2012, for use by the Council of the District of Columbia:

- **Suite 63:** 19 tickets
- **Sec. 130, Rows EE, FF and GG:** 12 tickets
- **Lot C Parking Permits:** 12 hangtags

In addition, the Washington Nationals Baseball Club has forwarded the enclosed Lot A parking permit, designated for your exclusive use during the season.

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Please let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

Enclosures

 **FILE COPY**

April 2, 2012



The Hon. Vincent C. Gray  
Mayor  
Government of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 600  
Washington, DC 20004

**VIA HAND DELIVERY**

Dear Mayor Gray:

Enclosed are the following tickets and parking permits for the Washington Nationals exhibition game against the Boston Red Sox on Tuesday, April 3, 2012, for use by the Executive Office of the Mayor:

- **Suite 63:** 19 tickets
- **Sec. 130, Rows EE, FF and GG:** 13 tickets
- **Lot C Parking Permits:** 13 hangtags

In addition, the Washington Nationals Baseball Club has forwarded the enclosed Lot A parking permit, designated for your exclusive use during the season.

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Please let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

Enclosures

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Washington, DC 20001

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 **FILE COPY**

April 11, 2012



The Hon. Kwame R. Brown  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 504  
Washington, DC 20004

**VIA HAND DELIVERY**

Dear Chairman Brown:

Enclosed are the following tickets and parking permits for the Washington Nationals Baseball Club's 2012 season:

- **Suite 63:** 19 tickets per game for April 12, 2012 to June 15, 2012
- **Sec. 130, Rows EE, FF and GG:** 12 tickets per game for the entire season
- **Lot C Parking Permits:** 12 hangtags per game for the entire season
- **Guest Passes for the Stars and Stripes Club:** 30 passes

Suite 63 tickets for the remainder of the season, along with the remaining guest passes for the Stars and Stripes Clubs and other passes included with a season-ticket for the suite, will be delivered under separate cover by the end of this week.

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

Enclosures

801 Mount Vernon Place NW  
Washington, DC 20001

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F 202.249.3255

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 **FILE COPY**

April 11, 2012

The Hon. Vincent C. Gray  
Mayor  
Government of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 600  
Washington, DC 20004



801 Mount Vernon Place NW  
Washington, DC 20001

P 202.249.3000  
F 202.249.3255

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**VIA HAND DELIVERY**

Dear Mayor Gray:

Enclosed are the following tickets and parking permits for the Washington Nationals Baseball Club's 2012 season:

- **Suite 63:** 19 tickets per game for April 12, 2012 to June 15, 2012
- **Sec. 130, Rows EE, FF and GG:** 13 tickets per game for the entire season
- **Lot C Parking Permits:** 13 hangtags per game for the entire season
- **Guest Passes for the Stars and Stripes Club:** 30 passes

Suite 63 tickets for the remainder of the season, along with the remaining guest passes for the Stars and Stripes Clubs and other passes included with a season-ticket for the suite, will be delivered under separate cover by the end of this week.

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

Enclosures

 **FILE COPY**

April 13, 2012

The Hon. Kwame R. Brown  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 504  
Washington, DC 20004



**VIA HAND DELIVERY**

Dear Chairman Brown:

Enclosed are the following tickets and parking permits for the Washington Nationals Baseball Club's 2012 season:

- **Suite 63:** 19 tickets per game for June 16, 2012 to the end of the regular season (October 3, 2012)

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

Enclosures

801 Mount Vernon Place NW  
Washington, DC 20001

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 **FILE COPY**

April 13, 2012

The Hon. Vincent C. Gray  
Mayor  
Government of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 600  
Washington, DC 20004



**VIA HAND DELIVERY**

Dear Mayor Gray:

Enclosed are the following tickets and parking permits for the Washington Nationals Baseball Club's 2012 season:

- **Suite 63:** 19 tickets per game for June 16, 2012 to the end of the regular season (October 3, 2012)

Please be reminded that, per the team, these tickets and parking passes are not for resale.

Let me know if you have any questions regarding the distribution of these tickets.

Regards,

Gregory A. O'Dell  
President and Chief Executive Officer

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July 2, 2012

2012 JUL -2 PM 3:47

OFFICE



The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W.  
Room 402  
Washington, DC 20004

Subject: Award of Contract No. 13-OCPS-011-02 for Electromechanical Rigging Services

Dear Chairman Mendelson:

Pursuant to D.C. Official Code §2-352.02a (2011 Repl. & Supp.), enclosed for consideration by the Council of the District of Columbia is a resolution and proposed contract with Gary's Lighting Party, Inc. The proposed period of performance is five (5) years, from October 1, 2012 to September 30, 2017 ("Base Term"). This is a multi-year, revenue-generating contract with a total estimated commission to the Washington Convention and Sports Authority (t/a Events DC) in the amount of \$3,095,640.00 over of the five (5) year Base Term.

The purpose of this contract is to provide electromechanical rigging services to clients at the Walter E. Washington Convention Center and Carnegie Library. A full Contract Summary is provided.

As always, I am available to discuss any questions you may have regarding this recommendation for award. Or, please feel free to have your staff contact Jonathan R. Butler, Director, Contracts and Procurement, at (202) 249-3157.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Jonathan R. Butler, Director, Contracts and Procurement  
Marlene L. Johnson, Esq., General Counsel

Enclosures

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**FILE COPY**

July 2, 2012

2012 JUL -2 PM 3:47

OFFICE



The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W.  
Room 402  
Washington, DC 20004

Subject: Contract No. WCCA-02-07: Exercise of Multi-Year Option Period for  
Electrical Utility and Air/Water/Drain Services

Dear Chairman Mendelson:

Pursuant to D.C. Official Code §2-352.02a (2011 Repl. & Supp.), enclosed for consideration by the Council of the District of Columbia is a resolution and proposed modification of the contract with Hi-Tech Electric, LLC to exercise the contract's five-year Option Period, which begins October 1, 2012 and ends September 30, 2017. This is a revenue-generating contract with an estimated commission to the Washington Convention and Sports Authority (t/a Events DC) in the amount of \$7,100,000.00 over the Option Period.

The purpose of this modification is to continue the provision of temporary electrical and plumbing services to clients at the Walter E. Washington Convention Center. A full Contract Summary is provided.

As always, I am available to discuss any questions you may have regarding this modification. Or, please feel free to have your staff contact Jonathan R. Butler, Director, Contracts and Procurement, at (202) 249-3157.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Jonathan R. Butler, Director, Contracts and Procurement  
Marlene L. Johnson, Esq., General Counsel

Enclosures

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Washington, DC 20001

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 **FILE COPY**

July 2, 2012

2012 JUL -2 PM 3:47

OFFICE



The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W.  
Room 402  
Washington, DC 20004

Subject: Award of Contract No. 13-OCPS-016-01 for Audio Visual Services

Dear Chairman Mendelson:

Pursuant to D.C. Official Code §2-352.02a (2011 Repl. & Supp.), enclosed for consideration by the Council of the District of Columbia is a resolution and proposed contract with Projection Presentation Technology. The proposed period of performance is from October 1, 2012 thru September 30, 2017. This is a multi-year, revenue-generating contract with a total estimated commission to the Washington Convention and Sports Authority (t/a Events DC) in the amount of \$2,727,259.00 over a Base Period of five (5) years.

The purpose of this award is to provide audio visual services to the clients of the Walter E. Washington Convention Center and Carnegie Library. A full Contract Summary is provided.

As always, I am available to discuss any questions you may have regarding this recommendation for award. Or, please feel free to have your staff contact Jonathan R. Butler, Director, Contracts and Procurement, at (202) 249-3157.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Jonathan R. Butler, Director, Contracts and Procurement  
Marlene L. Johnson, Esq., General Counsel

Enclosures

501 Mount Vernon Place NW  
Washington, DC 20001

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F 202 249 3255

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September 18, 2012

 **FILE COPY**

Dear Stakeholders:

Enclosed you will find our annual report for Fiscal Year 2011, a time of extraordinary achievement for the Washington Convention and Sports Authority. Building on the momentum created when the Washington Convention Center Authority merged with the DC Sports and Entertainment Commission, and fully leveraging the direction and support of our Board of Directors, the Authority saw a number of key projects move forward during the year. Among those noteworthy accomplishments were the November 2010 groundbreaking for the long-awaited Washington Marriott Marquis hotel, the June 2011 unveiling of Events DC, the Authority's new corporate brand, and the September 2011 launch of the organization's first fully owned-and-operated sports event, the AT&T Nation's Football Classic at the historic RFK Memorial Stadium.

The Authority also made significant financial investments in support of our core mission during the fiscal year - assuming administrative control of the historic Carnegie Library, an ideal venue for special-events programming and approving the most substantial capital funding commitment to the RFK Campus since the 2004/2005 renovation of the baseball stadium.

These projects were great accomplishments for the Authority, as they not only demonstrate the organization's increased ability to plan and achieve new business initiatives, but also prove the value of the strong ties we have established in recent years with our stakeholders and strategic partners. In addition, in FY11, the Authority developed a new brand - Events DC - that brings greater clarity to our core lines of business and aligns our identity in the marketplace with the existing brands for the District of Columbia and our conventions and visitors bureau, Destination DC. This move enables us to better execute on our external mission to generate economic and community benefits for the District - while creating unforgettable event experiences.

*Thank you for your support during Fiscal Year 2011. We look forward to a continued spirit of partnership in the years to come.*

Sincerely,



Gregory A. O'Dell  
President and Chief Executive Officer



801 Mount Vernon Place NW  
Washington, DC 20001

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F 202.249.3255

[eventsdc.com](http://eventsdc.com)

 **FILE COPY**

September 18, 2012

The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W.  
Room 402  
Washington, DC 20004



101 Mount Vernon Place, NW  
Washington, DC 20001

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Subject: Award of Contract No. 13-OCPS-013-03 for Security Services

Dear Chairman Mendelson:

Pursuant to D.C. Official Code §2-352.02a (2011 Repl. & Supp.), enclosed for consideration by the Council of the District of Columbia is the proposed subject contract with CSI Corporation of DC. The proposed period of performance is from October 1, 2012 to September 30, 2013. The dollar value of the proposed contract award is estimated not to exceed \$1,563,935.71.

The purpose of this contract is to provide security services at the Walter E. Washington Convention Center and Carnegie Library. A full Contract Summary is provided.

As always, I am available to discuss any questions you may have regarding this recommendation for award. Or, please feel free to have your staff contact Jonathan R. Butler, Director, Contracts and Procurement, at (202) 249-3157.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Jonathan R. Butler, Director, Contracts and Procurement, Events DC  
Marlene L. Johnson, Esq., General Counsel, Events DC

Enclosure

**FILE COPY**

September 21, 2012

The Honorable Phil Mendelson  
Chairman  
Council of the District of Columbia  
John A. Wilson Building  
1350 Pennsylvania Avenue, N.W.  
Room 402  
Washington, DC 20004

2012 SEP 21 PM 4:26

OFFICE OF THE  
V



Subject: Exercise of Option Year 4 of Contract No. WCCA-04-OCPS-10 for Janitorial and Related Services

Dear Chairman Mendelson:

801 Mount Vernon Place, NW  
Washington, DC 20001

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Pursuant to D.C. Official Code §2-352.02a (2011 Repl. & Supp.), enclosed for consideration by the Council of the District of Columbia is the proposed modification of the subject contract with ARAMARK Facility Services, to exercise the contract's Option Year 4, which begins October 1, 2012 and ends September 30, 2013. The dollar value of the Option Year 4 is estimated not to exceed \$4,611,421.00.

The purpose of this contract is to provide janitorial and related services at the Walter E. Washington Convention Center and Carnegie Library. A full Contract Summary is provided.

As always, I am available to discuss any questions you may have regarding this recommendation for award. Or, please feel free to have your staff contact Jonathan R. Butler, Director, Contracts and Procurement, at (202) 249-3157.

Sincerely,

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Jonathan R. Butler, Director, Contracts and Procurement, Events DC  
Marlene L. Johnson, Esq., General Counsel, Events DC

Enclosure

 **FILE COPY**

February 6, 2013

The Hon. Vincent C. Gray  
Mayor  
Government of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 600  
Washington, DC 20004

The Hon. Phil Mendelson  
Chairman  
Council of the District of Columbia  
1350 Pennsylvania Avenue, NW  
Suite 504  
Washington, DC 20004

Ms. Yolanda Branche  
District of Columbia Auditor  
Office of the District of Columbia Auditor  
717 14th Street, NW  
Suite 900  
Washington, DC 20005

VIA HAND DELIVERY

Dear Mayor Gray, Chairman Mendelson and Ms. Branche:

Pursuant to D.C. Code §10-1202.06(e), and on behalf of the Board of Directors of the Washington Convention and Sports Authority (t/a Events DC), I am pleased to provide you with an assessment of the Authority's operations and performance metrics during Fiscal Year 2012, which ended September 30 of last year. The materials required under D.C. Code §10-1202.06(e)(2)-(4) and §10-1202.06(f), including our independent audit report, are also enclosed.

Fiscal Year 2012 posed a number of significant economic challenges for the nation's travel and tourism industry, and especially so for Washington, DC, where citywide convention bookings have declined as we await the opening of the Washington Marriott Marquis. Against this backdrop, the Events DC team seized upon a number of opportunities during the fiscal year that enabled us to maintain financial stability and proactively manage expenses, while also making progress in advancing the organization's new brand.

On the conventions front, our multi-year investment of time and resources into global convention sales yielded its first dividend as the United States welcomed the return of the International AIDS Conference. AIDS 2012 generated an estimated \$27 million in economic activity for the District of Columbia, and its attendees created



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The Hon. Vincent C. Gray  
The Hon. Phil Mendelson  
Ms. Yolanda Branche  
February 6, 2013

Page 2



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tens of thousands of hotel room nights during mid-July, a historically challenging period for the city's hoteliers. We also hosted the National Education Association's quadrennial Washington, DC convention over the Independence Day holiday, filling many of the District's hotels during an otherwise slow week. The year also saw the reopening of the historic Carnegie Library at Mount Vernon Square as a special-events venue.

**In total, the Convention Center hosted 12 citywide meetings and 196 other events during FY12, generating an estimated \$350.7 million in direct delegate spending for the year and bringing the new Convention Center's total direct delegate spending to more than \$3.349 billion since we opened our doors in March 2003.**

We also moved forward with our mission to promote Washington, DC as a sports destination during the fiscal year, bringing heavyweight boxing back to the District for the first time in nearly two decades with HBO's Capital Showdown last December. Events DC also hosted its second AT&T Nation's Football Classic as part of a long-term strategy to create demand for our venues. Also at the Stadium/Armory campus, we completed the Maloof Skate Park and opened it to the public in May, and are making a substantial investment in renovations at RFK and the Armory to improve the attendee experience.

Events DC continued to make targeted investments in some of the District's marquee special events during the year, the largest of which was the Centennial Celebration of the National Cherry Blossom Festival, which expanded to five weeks in 2012 due, in part, to Events DC's increased financial support. The Festival had an estimated attendance of 1.5 million people and generated approximately \$167 million in economic impact for the year. Events DC also provided support to the championship Washington Kastles professional tennis team, whose stadium, an anchor for redevelopment and outdoor activation of the District's Southwest Waterfront, attracted more than 15,000 spectators to 7 matches, generating \$2.68 million in economic activity. Recognizing the importance of driving tourism throughout the city, Events DC also sponsored the DC Jazz Festival, which featured more than 80 performances at a wide range of clubs, restaurants, hotels and galleries across the District through the Festival's "Jazz in the 'Hoods" program, with Events DC as the presenting sponsor.

Following our merger with the DC Sports and Entertainment Commission in FY10, the Authority's work is focused along two core lines of business: our **Conventions and Meetings Division**, anchored by the Walter E. Washington Convention Center; and our **Sports and Entertainment Division**, which brings world-class events to some of the city's most iconic venues. In addition, through our **Special Events** portfolio, the

The Hon. Vincent C. Gray  
The Hon. Phil Mendelson  
Ms. Yolanda Branche  
February 6, 2013  
Page 3



Authority invests in some of the District's premier cultural and athletic properties, with our staff working closely with each of these partners to ensure they drive economic and community benefits for the city that include hotel room nights and activities that attract local and regional residents to the amenities of the District's historic neighborhoods.

Within Conventions and Meetings, we anticipated a reduced number of citywide events in FY12 two years ago, and as a result, we took steps to control expenses while placing a greater focus on our in-house sales process to further diversify our business mix. These actions allowed the Authority to remain financially stable despite a 12-percent year-over-year reduction in FY12 operating revenues. Expenses for the Division were essentially flat when compared to the previous fiscal year. The Center generated a total of 285,265 hotel room nights, excluding AIDS 2012, which has not yet reported its hotel block but is estimated to have generated at least 29,000 additional hotel room nights.

(Detailed information about our agency-wide and division-specific financial performance, including Management's Discussion and Analysis of the Authority's FY12 financial statements and our independent auditor's report, is included in the attachment with this letter.)

The following are key performance metrics for the Walter E. Washington Convention Center:

Key Performance Metrics	FY09 <sup>†</sup>	FY10 <sup>‡</sup>	FY11	FY12
Convention Center Events	204	214	231	208
Convention Center Attendance	1.05M	1.02M	1.02M	1.16M
Convention Center Direct Delegate Spending	\$333.1M	\$299.4M	\$347.81M	\$350.69M
Operating Income	\$17.62M	\$17.32M	\$19.68M	\$17.30M
Operating Expenses (excluding depreciation)	\$35.83M	\$33.02M	\$34.90M	\$34.88M

<sup>†</sup>Data reported for FY09 is for the Washington Convention Center Authority.

<sup>‡</sup>Data reported for FY10-FY12 is for the Conventions and Meetings Division of the Washington Convention and Sports Authority and includes expenses for the Authority's administrative operations.

Regarding Convention Center visitors, we continued to see stronger-than-expected attendance from our citywide customers (especially in light of the global economic issues facing the travel and tourism industry); many of our largest customers report the appeal of Washington, DC as a convention destination, especially for those events

The Hon. Vincent C. Gray  
The Hon. Phil Mendelson  
Ms. Yolanda Branche  
February 6, 2013  
Page 4



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that include a public policy component. Overall, Convention Center attendance was up nearly 14 percent, with 1.16 million people attending our events during the fiscal year. The Carnegie Library hosted 25 events in FY12 with a total attendance of 3,038, or an average of 121 attendees per event.

In Sports and Entertainment, we hosted 66 events at the historic Robert F. Kennedy Memorial Stadium, the RFK Festival Grounds and the D.C. Armory, nine fewer events than the previous fiscal year. FY12 attendance for Sports and Entertainment events totaled 634,715, a 17-percent increase over FY11, attributable to growth in our recurring annual events, including the 2012 Rock 'n' Roll USA Marathon, which included a finish-line fan festival featuring live music. We also increased concert and special event bookings at the Armory, helping to drive campus attendance for the year.

The fiscal year included the second-annual AT&T Nation's Football Classic, our owned-and-operated football game at RFK that included an all-star weekend of Classic activities across the city, all designed to drive economic impact for the District while creating revenue opportunities for the RFK campus.

None of this work would be possible without the dedicated men and women who work for Events DC. As of September 30, 2012, the Authority employed 214 full- and part-time employees, and 84 of those employees were District residents, comprising 39 percent of our total workforce. We continue to actively recruit District residents for Authority job openings, offering a 10-point differential for those individuals who wish to claim a District residency preference during the hiring process.

In summary, FY12 had the potential to be a difficult year for the Authority; while we certainly faced some challenges, we continue to carefully manage both our expenses and our core lines of business to ensure we remain on solid financial footing, poised to take full advantage of the economic recovery in the coming years.

Should you have any questions regarding the information presented in these documents, please call me at (202) 249-3307.

Sincerely,

A handwritten signature in black ink, appearing to read "Gregory A. O'Dell", written over a horizontal line.

Gregory A. O'Dell  
President and Chief Executive Officer

cc: Distribution List

DISTRIBUTION:

The Hon. Vincent C. Gray, Mayor, Government of the District of Columbia  
The Hon. Phil Mendelson, Chairman, Council of the District of Columbia  
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The Hon. David Catania, Council of the District of Columbia

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The Hon. Kenyan McDuffie, Council of the District of Columbia

The Hon. Tommy Wells, Council of the District of Columbia

The Hon. Yvette Alexander, Council of the District of Columbia

The Hon. Marion Barry, Council of the District of Columbia

Michele V. Hagans, Chairman, Washington Convention and Sports Authority

Jay Haddock Ortiz, Vice Chairman, Washington Convention and Sports Authority

Linda Greenan, Secretary, Washington Convention and Sports Authority

Emily Durso, Treasurer, Washington Convention and Sports Authority

John Boardman, Board Member, Washington Convention and Sports Authority

Dr. Natwar Gandhi, Board Member, Washington Convention and Sports Authority

William N. Hall, Board Member, Washington Convention and Sports Authority

Solomon Keene, Board Member, Washington Convention and Sports Authority

Mimsy Lindner, Board Member, Washington Convention and Sports Authority

Allen Y. Lew, Board Member, Washington Convention and Sports Authority

Denise Rolark Barnes, Board Member, Washington Convention and Sports Authority



801 Mount Vernon Place NW  
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**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 FY12 or FY13, to date.

In FY12, the Authority participated in two audits:

- From November 2011 to January 2012, KPMG LLP conducted the Authority's annual independent audit of our FY11 financial statements and supporting operations.
- In June and July 2012, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY13 revenues and reserves.

In FY13 to-date, the Authority has participated in one audit:

- From November 2012 to January 2013, Bert Smith & Co. conducted the Authority's annual independent audit of our FY12 financial statements and supporting operations.