



Performance Oversight Hearing Materials

FY18 / Q1FY19

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

March 1, 2019
Council of the District of Columbia
Committee on Finance and Revenue



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

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

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jackevans@dccouncil.us

January 31, 2019

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

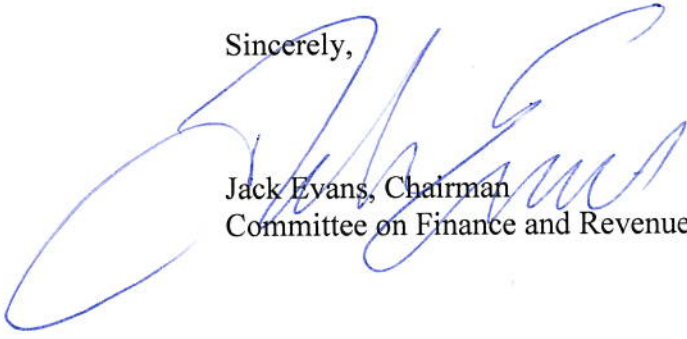
Dear Mr. O'Dell:

I wanted to formally invite you to attend the Committee's Friday, March 1, 2019 public oversight hearing on the FY 2018 and FY 2019 performance of Events DC (previously known as the Washington Convention and Sports Authority). The hearing is scheduled to commence at 10:00 a.m. in Room 123 of the John A. Wilson Building.

I have some questions in advance of the hearing (attached) and I would appreciate having your responses by *10:00 a.m., Wednesday, February 27, 2019* so we may circulate them to the Members of the Committee. Please provide six (6) hard copies as well as an electronic version of your responses. Please also provide an electronic version that is suitable for posting on the Council website.

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

Sincerely,


Jack Evans, Chairman
Committee on Finance and Revenue

Enclosures

FY 2018 and FY 2019 Oversight Questions Events DC

1. Please provide a list of the Board's current members. For each member, please provide the following:
 - Name;
 - Seat type (e.g. Public, ex officio; and identify seats representing the hotel industry, restaurant industry, organized labor);
 - When the member's term started and expires;
 - Attendance record for calendar year 2017 and 2018 to date. In the case of ex officio, please indicate when member or designee attended meetings; and
 - Identify any open seats, with current term of the seat.
2. Please provide a list of the Board's meeting dates, times, and locations for 2018 and 2019, to date.
3. Please comment on the performance of the Convention Center Hotel. Please include the total increased revenue resulting from the hotel's completion in your response.
4. Please provide the Committee with an updated debt statement chart for FY 2018, and note the maturity date for all bonds issued, and dates of any refinancing.
5. Please provide a current list of all properties supported by the Events DC/Washington Convention and Sports Authority's budget and/or included in your portfolio-including the Washington Convention Center, Carnegie Library, the DC Armory, Gateway DC, Entertainment and Sports Arena, Nationals Park, and RFK Stadium. For each property in your portfolio, please provide the following (per property):
 - Number of events held for 2018 and anticipated for 2019; number of projected and actual attendees per event, and a comparison to any goals for usage.
 - Total amount of revenue for FY 2018 (by quarter, type (ticket, rent, etc.) and total), projected and actual for FY 2019;
 - Total amount of expenses for FY 2018 (by quarter, and total), projected and actual for FY 2019;
 - Actual room-night/event production for FY 2018, projected and actual for FY 2019; and
 - Total estimated economic impact of FY 2018, projected and actual for FY 2019.
6. Please provide total revenue and expenses, by total rentable square foot, for the Convention Center.

7. Please provide the following information for all existing contracts, as well as those contracts entered into by EventsDC /WCSA during FY 2018 and FY 2019, to date:
 - Name of Vendor;
 - Indicate whether the vendor is a Certified Business Enterprise;
 - Indicate whether the vendor is a District-based business;
 - Purpose of the contract, including consulting purposes;
 - Agency employee responsible for monitoring the contract or BPA;
 - Contract term (including start year);
 - Contract cost, including budgeted amount and actual spent;
 - Funding source;
 - Whether this is a blanket purchase agreement;
 - Whether the contract was competitively bid; and
 - Proof the contract was submitted to the Council, if it is greater than \$1,000,000 or lasts longer than 12 months.
8. Please list all FY 2018 and FY 2019 performance measures and goals along with the actual outcomes.
9. Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2018 and FY 2019, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures. Please also include the transfer amount to Destination DC.
10. Please provide the FY 2018 and FY 2019 business plans for the convention center division, the sports and entertainment division and the strategic initiatives team. Please comment on the status of interior and exterior upgrades, digital signage upgrades, the Community Grant Program, as well as any other projects in progress or planned.
11. Please provide an update on esports, including budget, events held and planned.
12. Please provide information on any pending lawsuits.
13. Please provide an updated organizational chart and current Schedule A.
14. Please provide the following:
 - A list of employee bonuses, additional benefits, or special award pay granted in FY 2017 and FY 2018, to date;
 - A list of travel expenses, arranged by employee; and
 - A list of total payments made in FY 2018 and FY 2019, to date for overtime and workman's compensation.
15. You previously noted goals to ensure 51% of your employees are District residents. What is the current status of this goal? Please also comment on efforts with local area colleges, local job fairs attended or hosted, any new or updated recruitment campaign efforts, internship programs and opportunities being offered or developed.

16. Please provide an update on your contract with Destination DC, including Destination DC's five-year strategic plan.
17. Please list and describe any ongoing investigations, audits, or reports on your agency or any employee of your agency, or any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed during FY 2018 or FY 2019, to date.
18. Please provide a status on capital projects that were planned for FY 2018 and FY 2019.
19. Please provide a status update on your long range capital plan.
20. What is the status of the redevelopment plans and/or options for RFK and the surrounding grounds in the short term, medium and long term? Please also include a proposed or anticipated schedule and timeframe. Additionally, please provide an updated on the RFK multi-purpose recreation fields and anticipated opening.
21. What events, have been held at RFK and the surrounding grounds in FY 2018 and FY 2019? What events are planned for the remainder of FY 2019? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY18 and FY19 (including planned events in FY19).
22. Please provide an update on the Carnegie Library.
23. What efforts has Events DC undertaken in FY 2018 and FY 2019, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?
24. Please provide a status of the retail bays around the Convention Center including tenant, address, approximate area and status (occupied, leased, etc).
25. Please provide a status of any efforts to open the retail spaces around Nationals Park, including any updates since last year. Please provide copies of any proposals for that space.
26. Please list all settlements entered into by the agency or by the District on behalf of the agency in FY18 or FY19, to date, and provide the parties' names, the amount of the settlement, and if related to litigation, the case name and a brief description of the case. If unrelated to litigation, please describe the underlying issue or reason for the settlement (e.g. administrative complaint, etc)
27. Please describe the agency's procedures for investigating allegations of sexual harassment or misconduct committed by or against its employees. List and describe any allegations received by the agency in FY18 and FY19, to date, whether or not those allegations were resolved.

28. Please list the administrative complaints or grievances that the agency received in FY18 and FY19, to date, broken down by source. Please describe the process utilized to respond to any complaints and grievances received, and any changes to agency policies or procedures that have resulted from complaints or grievances received. For any complaints or grievances that were resolved in FY18 or FY19, to date, describe the resolution.

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



Question 1

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

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

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

**BOARD OF DIRECTORS
 AS OF FEBRUARY 22, 2019**

Member	Appointment Date	Term Expires	Seat Type¹
Max Brown (Chairman)	May 17, 2015	May 16, 2019	Public Member
John Boardman (Vice Chairman)	April 20, 2010	May 16, 2021	Organized Labor
Denise Rolark Barnes (Secretary)	April 4, 2017	May 16, 2020	Business Finance
Linda Greenan (Treasurer)	March 17, 2009	May 16, 2022	Municipal Finance
Alan Bubes	May 17, 2015	May 16, 2019	Public Member
Jeffrey S. DeWitt	January 2, 2014	<i>Ex officio</i>	<i>Ex officio</i>
Cheryle Doggett	November 6, 2014	May 16, 2021	Business Finance
Julio "Jay" Haddock Ortiz	May 15, 2007	May 16, 2022	Tourism
Solomon Keene, Jr.	February 7, 2012	<i>Ex officio</i>	Hotel Industry
Brian Kenner	March 20, 2015	<i>Ex officio</i>	<i>Ex officio</i>
Miriam "Mimsy" Huger Lindner	February 7, 2012	May 16, 2019	Business Finance
George "Ty" Simpson	May 1, 2018	May 16, 2020	Public Member

¹ Industry-specific seat designation is maintained by the Mayor's Office of Talent and Appointments (MOTA). The seat types listed are taken from MOTA's records as of February 22, 2018.

FY18 Washington Convention and Sports Authority Board of Directors Attendance Record

	Meeting Date													
Board Member	12-Oct-17	9-Nov-17	14-Dec-17	11-Jan-18	24-Jan-18	8-Feb-18	8-Mar-18	15-Mar-18	12-Apr-18	10-May-18	14-Jun-18	12-Jul-18	30-Aug-18	13-Sep-18
Brown	Present	Present	Present	Present	Present	Present		Present	Present	Present	Present		Present	Present
Boardman					Present		Present	Present	Present	Present	Present	Present	Present	Present
Rolark Barnes	Present	Present		Present		Present	Present	Present	Present		Present	Present	Present	
Greenan	Present		Present	Present		Present	Present	Present	Present	Present	Present	Present		Present
Bubes	Present	Present	Present	Present		Present		Present		Present	Present			
DeWitt	Present	Present	Present	<i>Designee</i>	Present	<i>Designee</i>	Present	Present	<i>Designee</i>	Present	Present	Present	Present	
Doggett	Present	Present		Present		Present			Present	Present	Present		Present	Present
Haddock	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Keene	Present		Present	Present	Present		Present	Present	Present	Present		Present		Present
Kenner		Present	Present	Present	Present		Present				Present		Present	Present
Lindner		Present	Present	Present	Present	Present	Present	Present	Present	Present	Present		Present	Present
Simpson										Present	Present	Present		Present

FY19 Washington Convention and Sports Authority Board of Directors Attendance Record

	Meeting Date				
Board Member	11-Oct-18	8-Nov-18	13-Dec-18	10-Jan-19	14-Feb-19
Brown	Present	Present	Present	Present	Present
Boardman	Present	Present	Present	Present	Present
Rolark Barnes	Present	Present	Present	Present	
Greenan	Present		Present		Present
Bubes	Present	Present	Present		
DeWitt	Present	<i>Designee</i>	Present	<i>Designee</i>	Present
Doggett			Present	Present	Present
Haddock	Present	Present	Present	Present	Present
Keene		Present	Present		Present
Kenner					
Lindner	Present	Present	Present	Present	Present
Simpson	Present	Present	Present	Present	Present

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



Question 2

Please provide a list of the Board's meeting dates, times, and locations for 2018 and 2019, to date.

The Authority's Board of Directors met on the following dates:

<u>FY18</u>		
<u>Date</u>	<u>Time</u>	<u>Location</u>
October 12, 2017	10 a.m.	Walter E. Washington Convention Center
November 9, 2017	9:30 a.m.	Walter E. Washington Convention Center
December 14, 2017	10 a.m.	Walter E. Washington Convention Center
January 11, 2018	9 a.m.	R.I.S.E. Demonstration Center
January 24, 2018	11:30 a.m.	Walter E. Washington Convention Center
February 8, 2018	10 a.m.	Walter E. Washington Convention Center
March 8, 2018	10 a.m.	Walter E. Washington Convention Center
March 15, 2018	9:30 a.m.	Walter E. Washington Convention Center
April 12, 2018	10 a.m.	Walter E. Washington Convention Center
May 10, 2018	10 a.m.	Walter E. Washington Convention Center
June 14, 2018	9:30 a.m.	Walter E. Washington Convention Center
July 12, 2018	10 a.m.	Walter E. Washington Convention Center
August 30, 2018	1 p.m.	Walter E. Washington Convention Center
September 13, 2018	10 a.m.	1101 K Street NW

<u>FY19 (to date)</u>		
<u>Date</u>	<u>Time</u>	<u>Location</u>
October 11, 2018	10 a.m.	1101 K Street NW
November 8, 2018	10 a.m.	1101 K Street NW
December 12, 2018	10 a.m.	1101 K Street NW
January 17, 2019	10 a.m.	Walter E. Washington Convention Center
February 14, 2019	10 a.m.	1101 K Street NW



Question 3

Please comment on the performance of the Convention Center Hotel. Please include the total increased revenue resulting from the hotel's completion in your response.

Destination DC has not formally tracked new Convention Center business booked specifically because of the availability of the Headquarters Hotel for several years. When the bureau stopped tracking this metric in 2014, the Authority received a close-out report showing eight associations that had booked 11 events between FY19 and FY29 specifically because of the availability of the Hotel. Two of these events are booked for FY19 (American Library Association and American Veterinary Medical Association) and two are booked for FY20 (American Society of Nephrology and American Urological Association).

That said, it is clear from both the required room-night commitment and the actual room-night production that the Headquarters Hotel was a requirement to either book or rebook at least 14 of the 18 citywide events during hosted at the Center in FY18. The impact of these events alone on Convention Center business is:

- 66 percent of total citywide attendance;
- 82 percent of total citywide room-night production;
- 53 percent of total Convention Center event revenues; and,
- 72 percent of total citywide economic impact.

For the sake of comparison, the chart below shows the difference between FY14 (the last full fiscal year of citywide conventions without the Headquarters Hotel) and FY18.

	FY14	FY18
Number of Citywides	13	18
Total Citywide Attendance	161,054	418,230
Total Citywide Hotel Room-Night Production	240,751	294,246
Total Citywide Event Revenue to the Authority	\$8,111,365	\$11,981,684
Total Citywide Economic Impact	\$183,772,614	\$255,256,970



Question 4

Please provide the Committee with an updated debt statement chart for FY 2018, and note the maturity date for all bonds issued, and dates of any refinancing.

The Authority's debt service schedule as of December 31, 2018, is included in the attached chart.

In January 2018, the Authority's Board authorized the issuance of Senior Lien Dedicated Tax Revenue Refunding Bonds (Series 2018A and Series 2018B) for refunding the Authority's then-outstanding Series 2007 and Series 2010C bonds. The refunding issuance closed on March 6, 2018, and on a combined basis, the transactions resulted in present-value debt-service savings of \$52.5 million for the Authority.

The final maturity for the Authority's Series 2010A Bonds is October 1, 2040, while the Series 2010B (Headquarters Hotel) Bonds reach final maturity on October 1, 2039. The final maturity for the Authority's Series 2018A Bonds is October 1, 2032; the Series 2018B Bonds reach final maturity on October 1, 2040.



**Washington Convention and Sports Authority
 Series 2018 and 2010 Bonds
 Combined Debt Service Schedule
 As of December 31, 2018**

Fiscal Year	2018 Bonds (Convention Center Bonds)			2010 Bonds (Hotel Bonds)			Combined 2018 and 2010 Bonds		
	Principal	Interest	Total	Principal	Interest	Total	Principal	Interest	Total
2019	-	7,690,606	7,690,606		4,643,520	4,643,520	-	12,334,126	12,334,126
2020	21,100,000	14,857,892	35,957,892	3,280,000	9,211,370	12,491,370	24,380,000	24,069,262	48,449,262
2021	22,220,000	13,783,697	36,003,697	3,380,000	9,056,034	12,436,034	25,600,000	22,839,731	48,439,731
2022	24,105,000	12,642,060	36,747,060	3,485,000	8,889,144	12,374,144	27,590,000	21,531,204	49,121,204
2023	25,375,000	11,428,554	36,803,554	3,585,000	8,708,459	12,293,459	28,960,000	20,137,013	49,097,013
2024	8,795,000	10,591,842	19,386,842	3,685,000	8,518,930	12,203,930	12,480,000	19,110,772	31,590,772
2025	9,310,000	10,151,249	19,461,249	3,790,000	8,324,057	12,114,057	13,100,000	18,475,305	31,575,305
2026	9,850,000	9,684,867	19,534,867	6,050,000	8,075,221	14,125,221	15,900,000	17,760,088	33,660,088
2027	28,335,000	8,748,526	37,083,526	6,355,000	7,741,373	14,096,373	34,690,000	16,489,899	51,179,899
2028	29,820,000	7,318,967	37,138,967	6,710,000	7,364,270	14,074,270	36,530,000	14,683,237	51,213,237
2029	31,385,000	5,813,865	37,198,865	7,075,000	6,968,011	14,043,011	38,460,000	12,781,876	51,241,876
2030	33,030,000	4,228,933	37,258,933	7,460,000	6,551,869	14,011,869	40,490,000	10,780,802	51,270,802
2031	34,765,000	2,560,380	37,325,380	7,860,000	6,114,955	13,974,955	42,625,000	8,675,335	51,300,335
2032	2,805,000	1,648,266	4,453,266	8,285,000	5,642,056	13,927,056	11,090,000	7,290,321	18,380,321
2033	3,030,000	1,530,254	4,560,254	8,755,000	5,130,458	13,885,458	11,785,000	6,660,711	18,445,711
2034	3,270,000	1,401,263	4,671,263	9,240,000	4,591,853	13,831,853	12,510,000	5,993,116	18,503,116
2035	3,520,000	1,258,026	4,778,026	9,755,000	4,025,030	13,780,030	13,275,000	5,283,056	18,558,056
2036	3,795,000	1,100,315	4,895,315	10,295,000	3,428,480	13,723,480	14,090,000	4,528,794	18,618,794
2037	4,080,000	930,530	5,010,530	10,860,000	2,800,821	13,660,821	14,940,000	3,731,350	18,671,350
2038	4,385,000	748,024	5,133,024	11,450,000	2,140,715	13,590,715	15,835,000	2,888,739	18,723,739
2039	4,705,000	552,044	5,257,044	12,075,000	1,446,529	13,521,529	16,780,000	1,998,573	18,778,573
2040	5,045,000	341,834	5,386,834	12,730,000	716,463	13,446,463	17,775,000	1,058,297	18,833,297
2041	5,405,000	116,532	5,521,532	6,845,000	171,125	7,016,125	12,250,000	287,657	12,537,657
	318,130,000	129,128,524	447,258,524	163,005,000	130,260,741	293,265,741	481,135,000	259,389,265	740,524,265

Half of the annual interest and principal was paid on 10/1/18 for FY2019 Debts service payment



Question 5

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

- Number of events held for 2018 and anticipated for 2019; number of projected and actual attendees per event, and a comparison to any goals for usage.
- Total amount of revenue for FY 2018 (by quarter, type (ticket, rent, etc.) and total), projected and actual for FY 2019;
- Total amount of expenses for FY 2018 (by quarter, and total), projected and actual for FY 2019;
- Actual room-night/event production for FY 2018, projected and actual for FY 2019; and
- Total estimated economic impact of FY 2018, projected and actual for FY 2019.

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

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

The FY18 goals, which include all net-to-Authority revenues (including event-related service partner commissions and facility fees), for each of the Authority’s sales units were as follows:

Sales Unit	FY18 Revenue Goal	FY18 Results	Percentage of Goal
Destination DC Sales	\$13,295,458	\$14,785,219	111%
Convention Center Sales	\$6,786,388	\$5,893,377	87%
Sports and Entertainment Sales	\$4,475,343	\$3,512,693	79%

Washington Convention and Sports Authority
Venue-Specific Data
FY18 and FY19

	FY18					FY19	
	Q1FY18	Q2FY18	Q3FY18	Q4FY18	Total FY18	Budgeted	Q1FY19
Revenue†							
WEWCC	\$4,967,468	\$6,044,423	\$8,122,432	\$5,092,235	\$24,226,557	\$22,507,985	\$6,050,127
St. Elizabeths East	\$89,309	\$109,591	\$135,617	\$151,449	\$485,966	\$4,356,402	\$82,583
RFK Campus	\$827,084	\$627,319	\$1,391,716	\$694,926	\$3,541,045	\$3,804,170	\$827,084
Total	\$5,883,860	\$6,781,332	\$9,649,765	\$5,938,611	\$28,253,568	\$30,668,557	\$6,959,793
Expenses*							
WEWCC	\$10,306,605	\$11,295,397	\$11,244,162	\$13,805,001	\$46,651,165	\$58,772,729	\$10,922,108
Carnegie Library	\$114,517	\$147,591	\$127,091	\$77,166	\$466,365	\$847,381	\$95,722
St. Elizabeths East	\$81,537	\$93,300	\$91,459	\$351,822	\$618,118	\$7,083,062	\$738,006
RFK Campus	\$1,836,798	\$1,957,829	\$1,850,090	\$2,009,226	\$7,653,944	\$10,808,639	\$1,625,145
Total	\$12,339,458	\$13,494,117	\$13,312,802	\$16,243,214	\$55,389,591	\$77,511,812	\$13,380,981
Number of Events							
WEWCC	39	35	47	46	167	-	37
St. Elizabeths East	82	52	62	42	238	-	92
RFK Campus	16	21	17	17	71	-	9
Total	137	108	126	105	476	-	138
Attendance							
WEWCC	136,648	489,213	559,782	377,979	1,563,622	-	124,739
St. Elizabeths East	3,303	2,021	TBD	1,497	TBD	-	TBD
RFK Campus	86,688	67,631	TBD	TBD	TBD	-	TBD
Total	226,639	558,865	TBD	TBD	TBD	-	TBD
Room Nights							
WEWCC	111,487	81,232	127,104	50,266	370,089	468,201	68,909§
Economic Impact							
WEWCC	\$ 101,659,237	\$ 93,968,911	\$ 111,074,801	\$ 46,074,015	\$ 352,776,964	\$ -	\$ 109,046,325
SED/Sponsored Events	\$ 33,500,000	\$ -	\$ 27,000,000	\$ 28,600,000	\$ 89,100,000	\$ -	\$ 11,400,000
Total	\$ 135,159,237	\$ 93,968,911	\$ 138,074,801	\$ 74,674,015	\$ 441,876,964	\$ -	\$ 120,446,325

*Expense totals include the Conventions and Meetings Division, as well as all Authority-wide corporate-overhead expenses

†Operating revenue for the Carnegie Library consists of payments from a lease subject to a confidentiality agreement

§ WEWCC room-night production for Q1FY19 does not include one event projected at 40,000+ total room nights



Question 6

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

Conventions and Meetings Division

FY18 Operating Revenue: \$24,959,244
Licensable SF: 908,627
Operating Rev per LSF: \$27.47

FY18 Operating Expenses: \$47,117,529
Licensable SF: 908,627
Operating Exp per LSF: \$51.86

Note that expense data for the Conventions and Meetings Division includes the Walter E. Washington Convention Center, as well as all Authority-wide corporate-overhead functions.



Question 7

Please provide the following information for all existing contracts, as well as those contracts entered into by EventsDC /WCSA during FY 2018 and FY 2019, to date:

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

The requested information is on the following pages.

Washington Convention and Sports Authority

FY18 Contracts Listing

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competitively Bid	Greater than 1,000,000 or Multi Year	Proof Contract was submitted to Council	Operating/ Capital
AAA Complete Building Services, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 25,229.00	\$ 25,229.00	Competitive	No	N/A	Operating
Ad Box Agency	Promotional Items	Yes	Yes	No	Misty Oratokhai	31-01-18	30-09-18	\$ 25,000.00	\$ 17,988.10	Competitive	No	N/A	Operating
ADC Management Solutions	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Advoc8, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	08-12-17	30-09-18	\$ 250,000.00	\$ 183,541.41	Competitive	No	N/A	Operating
AEG Facilities	Sales and Booking Services and Venue Consulting Services for ESA	No	No	Yes	Erik Moses	10-04-18	30-09-18	\$ 250,000.00	\$ 85,500.00	Competitive	No	N/A	Operating
Affinity Media Consulting LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-11-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
AGM Container Controls, Inc	ADA Lift Parts	No	Yes	No	Robert Hester	01-10-17	30-09-18	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Alamo Travel Group	Managed Travel Services	No	No	No	Shauneille Delaney	22-12-17	21-12-18	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Allied Trailer Sales & Rentals	Ticket Trailer Rental	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 40,000.00	\$ 13,840.00	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet Storage, Transportation, Removal, and Installation Services	Yes	Yes	No	Cathy Boles	13-07-17	12-07-18	\$ 517,440.00	\$ 517,440.00	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 36,273.57	Competitive	No	N/A	Capital
AlSCO	Linen Services	No	No	No	William Smith	01-10-17	30-09-18	\$ 25,000.00	\$ 18,548.91	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Welding Services	No	No	No	Patrick Strickland	13-12-17	30-09-18	\$ 99,000.00	\$ -	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Service and Maintenance	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 23,688.00	Competitive	No	N/A	Operating
Analytica	Computer Application Software and Related Products	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	27-10-17	30-09-18	\$ 100,000.00	\$ 67,825.93	Competitive	No	N/A	Operating
Aon Risk Services, Inc of Washington DC	Risk Management Insurance Brokerage Consulting Services	No	No	Yes	Reginald Smith	18-04-18	31-12-18	\$ 194,000.00	\$ 169,500.00	Competitive	No	N/A	Operating
Aquaverve	Water Coolers	No	No	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 5,302.40	Competitive	No	N/A	Capital
Aquicore	Submetering Services	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 70,000.00	\$ 67,200.00	Competitive	No	N/A	Capital
Aramark	Food and Beverage Services Agreement	No	No	No	Candace Johnson	01-09-18	31-08-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Aramark Sports LLC	Housekeeping Service	No	No	No	William Smith	01-10-15	30-09-20	\$ 4,691,870.00	\$ 4,635,465.39	Competitive	Yes	N/A	Operating
Arnold & Porter Kaye Schloier LLP	Legal Services	Yes	Yes	No	Reginald Smith	01-10-17	30-09-18	\$ 143,532.90	\$ 116,010.34	Competitive	No	N/A	Operating
Artex Fine Art Services	Art Conservation Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 78,316.48	Competitive	No	N/A	Operating
ASGK Public Strategies Strategies LLC dba Kivvit	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	13-12-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Atlantic Electric Supply	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 56,668.03	Competitive	No	N/A	Operating/ Capital
Ballard Spahr	Legal Services	No	No	No	Reginald Smith	31-05-17	30-05-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Nuru Ymam	01-10-10	30-09-39	\$ 15,000.00	\$ 1,350.00	Competitive	No	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shauneille Delaney	01-10-17	30-09-18	\$ 7,500.00	\$ 5,297.07	Competitive	No	N/A	Operating
BearCom	Portable Motorola Radio Repairs	No	No	No	Lynn Anthony	01-10-17	30-09-18	\$ 25,000.00	\$ 1,542.21	Competitive	No	N/A	Operating
Black Robin Media	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	13-12-17	30-09-18	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Bloomberg BNA	Bloomberg Subscription Agreement	No	No	No	Misty Oratokhai	22-11-17	21-11-18	\$ 12,720.00	\$ 12,720.00	Subscription	No	N/A	Operating
Blossman Gas, Inc	Propane Services	No	No	No	William Smith	01-12-17	30-09-18	\$ 100,000.00	\$ 4,967.55	Competitive	No	N/A	Operating
Blue Skye Construction, LLC	General Contractor IDIQ V	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 200,000.00	\$ 69,625.00	Competitive	No	N/A	Capital
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Bolana Capitol Enterprise, Inc	Facility and Janitorial Services	Yes	Yes	No	Ryan Conway	17-07-18	16-07-19	\$ 30,000.00	\$ -	Competitive	No	N/A	Operating
Bollinger Energy Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 28,466.98	Competitive	No	N/A	Operating
Bonner Group, Inc	RFK Memorial Fundraising Consultant	No	Yes	Yes	Robert Stowe	19-01-18	30-09-18	\$ 120,000.00	\$ 120,000.00	Competitive	No	N/A	Operating
BRAILS福德 & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	No	Robert Stowe	01-10-17	30-09-18	\$ 100,000.00	\$ 31,377.00	Sole source	No	N/A	Operating
BRAILS福德 & DUNLAVEY, INC	ESA Program Management Services	Yes	Yes	No	Robert Stowe	23-02-16	30-11-18	\$ 1,391,500.00	\$ 479,940.76	Competitive	Yes	N/A	Capital

Washington Convention and Sports Authority

FY18 Contracts Listing

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competitively Bid	Greater than 1,000,000 or Multi Year	Proof Contract was submitted to Council	Operating/ Capital
BRAILSFORD & DUNLAVEY, INC	Study for Future Uses of RFK Campus and DC Armory	Yes	Yes	No	Ryan Conway	01-10-17	30-09-18	\$ 3,706,620.00	\$ 1,577,439.91	Competitive	Yes	N/A	Operating
BrandLinkDC, Inc	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-17	30-09-18	\$ 100,000.00	\$ 46,000.68	Competitive	No	N/A	Operating
Brands Build Culture DC, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	08-12-17	30-09-18	\$ 100,000.00	\$ 24,744.00	Competitive	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 87,130.30	Competitive	No	N/A	Operating/ Capital
Buena LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	27-10-17	30-09-18	\$ 100,000.00	\$ 74,800.69	Competitive	No	N/A	Operating
Buy Sod Inc	RFK Field Replacement	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 100,000.00	\$ 18,250.00	Competitive	No	N/A	Capital
CALPRO Group	Event General Set-Up/Dismantling Services	Yes	Yes	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 95,369.59	Competitive	No	N/A	Operating
Cap8 Doors & Hardware	Flush Metal Doors	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 2,620.00	Competitive	No	N/A	Capital
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
CAPITAL SEGWAY OF WASHINGTON	Segway Regular Maintenance and As-Needed Repair Services, and Parts	No	Yes	No	Chantel Kennedy	01-10-17	30-09-18	\$ 5,500.00	\$ 1,660.00	Sole source	No	N/A	Operating
Capitol Services Management, Inc.	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 200,000.00	\$ 116,528.80	Competitive	No	N/A	Operating
Carahsoft Technology Corporation	Employee Engagement Survey Services	Yes	Yes	No	Misty Oratkhai	14-12-17	30-09-18	\$ 13,914.28	\$ 13,914.28	Competitive	No	N/A	Operating
Centerplate	Food Service Management	Yes	Yes	No	Bonita Easter	19-05-11	30-09-18	\$ 200,000.00	\$ 101,044.46	Competitive	No	N/A	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 36,827.34	Competitive	No	N/A	Operating/ Capital
Choice Plantings, Inc	Holiday Lighting and Decorations Installation and Removal Services	No	No	No	Patrick Strickland	13-11-17	30-09-18	\$ 25,000.00	\$ 24,900.00	Competitive	No	N/A	Operating
Cintas Corporation	Uniform Pental, Purchase and Cleaning Services	No	No	No	Hootan Kaboli	22-05-18	30-09-18	\$ 100,000.00	\$ 4,545.25	Competitive	No	N/A	Operating
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 35,179.35	Competitive	No	N/A	Operating/ Capital
City Security Consultants Inc.	ESA Security Services	Yes	Yes	No	Candace Johnson	21-06-18	20-06-19	\$ 518,304.00	\$ 227,044.00	Competitive	No	N/A	Operating
Clean Decisions	Community Clean Up	Yes	Yes	No	Candace Johnson	01-10-17	30-09-18	\$ 30,000.00	\$ 16,986.31	Competitive	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 990,000.00	\$ 433,076.99	Competitive	No	N/A	Operating
CNR Lighting	Custom Wall Sconces	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 30,400.00	\$ -	Sole source	No	N/A	Capital
Continental Wireless Inc.	Portable Motorola Radios and Accessories	No	No	No	Lynn Anthony	01-10-17	30-09-18	\$ 99,000.00	\$ 2,052.06	Competitive	No	N/A	Operating
Convergent Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Jeffery Arden	01-10-17	30-09-18	\$ 100,000.00	\$ 47,968.46	Competitive	No	N/A	Operating/ Capital
Corporate Press Communications Co.	Printing and Other Related Services	No	No	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ 6,923.88	Competitive	No	N/A	Operating
Corporate Systems Resources Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 79,871.19	Competitive	No	N/A	Operating
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
CSV, LLC	Business Development Services	No	Yes	No	Ryan Conway	06-04-17	06-08-18	\$ 75,000.00	\$ 75,000.00	Competitive	No	N/A	Operating
Daktronics Inc	Daktronic Scoreboard Maintenance and Support	No	No	No	Erick Moses	15-05-18	30-09-18	\$ 21,280.00	\$ 21,280.00	Competitive	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 15,000.00	\$ 2,133.00	Competitive	No	N/A	Operating
Daylily Landscaping	Plant Leasing & Interior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 95,000.00	\$ 88,382.00	Competitive	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 33,724.40	Competitive	No	N/A	Operating
Daylily Landscaping	Holiday Decorations and Lighting Rental Design, Installation and Removal Services	Yes	Yes	No	Patrick Strickland	17-09-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Design Army	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-11-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Destination DC	Marketing Agreement	No	Yes	No	Steve Schwartz	01-10-17	30-09-18	Commission	\$ -	Service Agreement	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	Yes	No	Stacy Knoppel	07-03-17	06-03-18	\$ 842,153.02	\$ 378,577.93	Competitive	No	N/A	Capital
Diligent Rocket LLC	Artistic Graphic Design	No	No	No	Ashley Forrester	27-10-17	30-09-18	\$ 50,000.00	\$ 43,873.62	Competitive	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 250,000.00	\$ 249,950.85	Competitive	No	N/A	Operating
Dominion Electric Supply Co of Washington, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 41,450.00	Competitive	No	N/A	Operating

Washington Convention and Sports Authority FY18 Contracts Listing

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Beginning Date	Ending Date	FY18 NTE	Actual Spent	Competitively Bid	Greater than 1,000,000 or Multi Year	Proof Contract was submitted to Council	Operating/ Capital
Drapes 4 Show Inc.	Event Table Linens & Supplies	No	No	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 57,726.68	Competitive	No	N/A	Capital
DS Waters of America Inc.	Water Delivery Services	No	No	No	William Smith	01-10-17	30-09-18	\$ 50,000.00	\$ 14,143.50	Competitive	No	N/A	Operating
Dunbar Armored, Inc	Armored Car Services	No	No	No	Sharlene Henley	01-10-17	30-09-18	\$ 10,000.00	\$ 2,063.00	Competitive	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	Robert Stowe	01-10-17	30-09-18	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	Printing and Finishing of Large Banners Signs and Posters	Yes	Yes	No	Shaunelle Delaney	03-01-18	30-09-18	\$ 25,000.00	\$ 1,189.50	Competitive	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 84,932.92	Competitive	No	N/A	Operating
E- Logic	Software Reseller Services	Yes	Yes	No	Rebecca Ryan	31-07-18	30-07-19	\$ 100,000.00	\$ 8,820.26	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Supply of Mobile Equipment	No	No	No	Patrick Strickland	19-06-18	30-09-18	\$ 461,119.00	\$ -	Competitive	No	N/A	Capital
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Badging and Access Supplies	Yes	Yes	No	Patricia Kearney	01-10-17	30-09-18	\$ 30,000.00	\$ 5,734.38	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Uniforms	Yes	Yes	No	Gerald Wilson	01-10-17	30-09-18	\$ 75,000.00	\$ 11,811.86	Competitive	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Monica Bullock	01-07-17	30-06-19	\$ 10,000.00	\$ 1,020.00	Competitive	No	N/A	Operating
Endurance Media	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	21-06-18	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
F&L Construction, Inc	Recycling Services	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 30,000.00	\$ 28,692.82	Competitive	No	N/A	Operating
F&L Construction, Inc	Waste Management and Recycling Services	Yes	Yes	No	Candace Johnson	01-09-18	31-08-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 20,000.00	\$ 1,780.36	Competitive	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Fisher & Son Co. Inc.	Grass Seed and Fertilizer	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 17,000.00	\$ 13,089.18	Competitive	No	N/A	Operating
Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 1,436,631.56	\$ 1,082,571.96	Competitive	Yes	Yes	Operating/ Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 200,000.00	\$ -	Competitive	No	N/A	Capital
Gem Laser Express Inc.	Printer Maintenance and Supplies	No	No	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 40,358.07	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 79,955.44	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
General Merchandise Supplies Unlimited	Greenware Cups	Yes	Yes	No	William Smith	01-10-17	30-09-18	\$ 10,000.00	\$ 8,165.19	Competitive	No	N/A	Operating
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ 95,991.18	Competitive	No	N/A	Operating
G-Land Uniforms	Purchase of Blazers	Yes	Yes	No	Patricia Kearney	29-01-18	30-09-18	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating
GLP Inc/ Gary's Lighting Party	Electromechanical Rigging Services	Yes	Yes	No	Stacy Knoppel	01-10-17	30-09-18	\$ 100,000.00	\$ 21,078.06	Competitive	No	N/A	Operating
Goetz Printing Co.	Printing Services	No	No	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ 15,937.26	Competitive	No	N/A	Operating
Goulston & Storrs	Legal services	No	Yes	No	Reginald Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 47,190.14	Competitive	No	N/A	Operating
Goulston & Storrs	Legal Services: Land Use and Environmental Law	No	Yes	No	Reginald Smith	23-08-17	22-08-19	\$ 250,000.00	\$ 154,215.72	Competitive	No	N/A	Operating
Groove Jones, LLC	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	21-06-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Health Fair Plus	Wellness Fair Services	No	No	No	Sherrri Harris	01-10-17	30-09-18	\$ 15,000.00	\$ 8,450.00	Competitive	No	N/A	Operating
Herrick, Feinstein LLP	Legal Services	No	No	No	Reginald Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 85,428.18	Competitive	No	N/A	Operating
Hi-Tech Electric LLC	Temporary Utility Services	Yes	Yes	No	Hootan Kaboli	01-10-17	30-09-27	\$ 100,000.00	\$ 2,600.00	Competitive	No	N/A	Operating
Hi-Tech Solution	Adobe and Microsoft Software	Yes	Yes	No	Rebecca Ryan	12-01-18	30-09-18	\$ 100,000.00	\$ 94,546.04	Competitive	No	N/A	Operating
Hi-Tech Solution Inc.	SQL Server & Visual Studio Software Licenses	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Hi-Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 83,772.40	Competitive	No	N/A	Operating

Washington Convention and Sports Authority FY18 Contracts Listing

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Holder Enterprises, Inc	Bottled Water Services	Yes	Yes	No	William Smith	13-12-17	30-09-18	\$ 50,000.00	\$ 19,952.00	Competitive	No	N/A	Operating
Horizon Mechanical Services LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 200,000.00	\$ 199,697.00	Competitive	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Ideal Electric Supply Coop	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ 84,472.00	Competitive	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	01-10-17	30-09-18	\$ 20,000.00	\$ 20,095.00	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Services at ESA	Yes	Yes	No	Candace Johnson	31-08-18	30-08-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Management	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 78,991.04	Competitive	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Tawana Parker	01-10-17	30-09-18	\$ 25,000.00	\$ 4,400.00	Sole source	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	07-02-17	07-02-18	\$ 63,650.00	\$ 57,900.00	Subscription	No	N/A	Operating/ Capital
Iron Mountain	Iron Mountain Document Services	No	No	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 20,000.00	\$ 12,439.10	Competitive	No	N/A	Operating
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 44,408.06	Competitive	No	N/A	Capital
Jerome L. Taylor Trucking Inc	Trash Hauling	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 200,000.00	\$ 188,426.04	Competitive	No	N/A	Operating
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 52,330.16	Competitive	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 13,247.70	Competitive	No	N/A	Operating
Laura Rankin & Co LLC dba EPOCH	Event Management Services and Marketing/ Communications Services	No	Yes	No	Stephen Ball	13-12-17	30-09-18	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Leftwich LLC	Legal Services	Yes	Yes	No	Reginald Smith	01-10-17	30-09-18	\$ 200,000.00	\$ 193,559.46	Competitive	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	Yes	No	Lynn Anthony	01-10-17	30-09-18	\$ 100,000.00	\$ 11,240.10	Competitive	No	N/A	Operating
LexisNexis	Lexis Nexis Legal Search Engine	No	No	No	Reginald Smith	01-10-17	30-09-18	\$ 16,224.00	\$ 16,224.00	Subscription	No	N/A	Operating
Linda Roth Associates	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	01-10-17	30-09-18	\$ 100,000.00	\$ 92,393.67	Competitive	No	N/A	Operating
Lutron Services	Lighting System Repair and Maintenance Services	No	No	No	Najib Mohammed	21-02-18	20-02-19	\$ 10,000.00	\$ -	Sole source	No	N/A	Capital
Mars on Gravity Productions, LLC	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	01-10-17	30-09-18	\$ 100,000.00	\$ 38,700.28	Competitive	No	N/A	Operating
Marshall Moya Design	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
MB Staffing Services	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 100,000.00	\$ 57,883.09	Competitive	No	N/A	Operating
McAndrews Restoration	Waterproofing and Leak Repairs Services	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 500,000.00	\$ 480,781.43	Competitive	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 86,422.98	Competitive	No	N/A	Operating
MCN Build Inc	Design/ Build Services RFK Campus Redevelopment	Yes	Yes	No	Robert Stowe	24-04-18	30-04-19	\$ 25,994,725.00	\$ 658,161.00	Competitive	Yes	N/A	Capital
Mesh Global	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-17	30-09-18	\$ 100,000.00	\$ 38,353.16	Competitive	No	N/A	Operating
MET Painters Inc.	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 100,000.00	\$ 64,751.95	Competitive	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	Yes	Misty Oratokhai	24-08-17	23-08-18	\$ 72,000.00	\$ 24,237.50	Sole source	No	N/A	Operating
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	Solar Window Film Purchase, Installation, and Repair Services	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ 22,479.00	Competitive	No	N/A	Capital
Midwest Folding Products	Multi Storage Racking System	No	No	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 25,662.50	Competitive	No	N/A	Capital
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	01-10-17	30-09-18	\$ 50,000.00	\$ 29,028.25	Competitive	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	01-01-11	30-09-32	\$ 90,000.00	\$ 86,395.50	Sole source	No	N/A	Operating
Mode Four, LLC	Virtual Reality Services	No	No	No	Ashley Forrester	16-05-18	30-09-18	\$ 50,000.00	\$ 5,784.44	Competitive	No	N/A	Operating

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Modern Door & Equipment Sales	Door Installation and Repair and Maintenance Services	No	No	No	Najib Mohammed	02-02-18	30-09-18	\$ 100,000.00	\$ 24,291.00	Competitive	No	N/A	Operating/ Capital
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 48,654.00	Sole source	No	N/A	Operating
Modern Door & Equipment Sales	Operable Walls/Partitions Purchase and Installation Services	No	No	No	Najib Mohammed	08-08-18	30-09-18	\$ 150,000.00	\$ -	Sole source	No	N/A	Capital
Morgan, Lewis & Bockius LLP	Legal Services	No	Yes	No	Reginald Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 7,987.67	Competitive	No	N/A	Operating
Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 43,207.23	Competitive	No	N/A	Operating
MTB Enterprises dba Tomah Wares	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-11-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 61,245.86	Competitive	No	N/A	Operating
Navex Global	Ethics and Compliance Program	No	No	No	Tawana Parker	01-10-17	30-09-18	\$ 21,138.60	\$ 21,138.60	Subscription	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Sean Sands	01-10-17	30-09-18	\$ 50,000.00	\$ 18,342.80	Competitive	No	N/A	Operating
Neopost USA Inc.	IMPB Software	No	No	No	Shauneille Delaney	01-10-17	30-09-18	\$ 3,700.00	\$ 3,699.22	Competitive	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shauneille Delaney	01-10-17	30-09-18	\$ 5,000.00	\$ 4,914.83	Competitive	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	Robert Stowe	15-08-16	30-09-18	\$ 3,105,866.00	\$ 1,329,953.25	Competitive	Yes	N/A	Operating
Omi Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 25,000.00	\$ 22,148.00	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Supply of Bay Door Operators	No	No	No	Patrick Strickland	14-06-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Electrically Operated Rolling Doors and Plastic Strip Doors	No	No	No	Patrick Strickland	14-06-18	30-09-18	\$ 100,000.00	\$ 39,739.00	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 28,019.35	Competitive	No	N/A	Operating
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shauneille Delaney	01-10-17	30-09-18	\$ 30,000.00	\$ 7,411.60	Competitive	No	N/A	Operating
Penngood, LLC	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 500,000.00	\$ 499,983.96	Competitive	No	N/A	Operating
Periscope Holdings, Inc.	BuySpeed Annual Hosting, Maintenance/Support, and Training/Consulting	No	No	No	Kiara Short	01-10-17	30-09-18	\$ 124,000.00	\$ 102,920.00	Sole source	No	N/A	Operating
Perkins Eastman	Architectural Engineering Services CC	Yes	Yes	No	Cathy Boles	06-07-18	30-09-23	\$ 420,000.00	\$ -	Competitive	No	N/A	Capital
Pioneer Manufacturing Company	Field Paint and Materials	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 20,000.00	\$ 2,105.00	Competitive	No	N/A	Operating
Porter Novelli	Marketing Services	No	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 250,000.00	\$ 185,100.66	Competitive	No	N/A	Operating
Poshbooth LLC	PoshBooth BPA	No	No	No	Misty Oratkhai	01-10-17	30-09-18	\$ 5,000.00	\$ 2,398.00	Competitive	No	N/A	Operating
Power Play Management LLC	Esports and gaming strategic consulting services	No	No	Yes	Robert Stowe	22-08-16	21-08-18	\$ 100,000.00	\$ 93,500.00	Sole source	No	N/A	Operating
Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Chantel Kennedy	01-10-17	30-09-18	\$ 5,000.00	\$ 3,363.52	Competitive	No	N/A	Operating
Premier Suppliers	Office Moving Services	Yes	Yes	No	Cathy Boles	25-05-18	24-05-19	\$ 50,000.00	\$ 20,535.96	Competitive	No	N/A	Operating
Premier Suppliers	Supply of Wheelchairs and Mobile Scooters	Yes	Yes	No	Patricia Kearney	19-04-18	30-09-18	\$ 50,000.00	\$ 5,225.00	Competitive	No	N/A	Capital
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratkhai	01-10-17	30-09-18	\$ 100,000.00	\$ 42,000.00	Competitive	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ 64,834.95	Competitive	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	Yes	No	Stacy Knoppel	01-10-17	30-09-18	\$ 200,000.00	\$ 154,743.16	Competitive	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	Gerald Wilson	01-10-17	30-09-18	\$ 100,000.00	\$ 68,862.20	Sole source	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Stacy Knoppel	08-02-18	08-02-19	\$ 81,916.00	\$ 76,408.64	Competitive	No	N/A	Operating
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 27,694.80	Competitive	No	N/A	Capital
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	01-10-17	30-09-18	\$ 100,000.00	\$ 50,325.00	Competitive	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	31-05-17	30-05-18	\$ 6,963.00	\$ -	Sole source	No	N/A	Operating
Quick Staff & Marketing Strategies dba Rose Global Solutions	Event Management Services and Marketing / Communications Services	Yes	Yes	No	Stephen Ball	22-11-17	30-09-18	\$ 100,000.00	\$ 56,067.43	Competitive	No	N/A	Operating
Rand Construction Corporation	General Contractor IDIQ III	Yes	No	No	Cathy Boles	01-10-17	30-09-18	\$ 200,000.00	\$ 34,559.00	Competitive	No	N/A	Capital
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	No	No	No	Cathy Boles	07-08-14	30-09-18	\$ 11,768,472.00	\$ 3,769,802.85	Competitive	Yes	N/A	Capital
Recovery Point dba First Federal Corporation	Offsite Tape Storage	No	No	No	Rebecca Ryan	05-04-18	30-09-18	\$ 10,000.00	\$ 1,868.68	Competitive	No	N/A	Operating

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Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ 10,338.75	Competitive	No	N/A	Operating
Reuter & Hanney, Inc.	Switchgear Testing	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 250,000.00	\$ 220,700.87	Competitive	No	N/A	Operating/ Capital
Robin Moore Legacies LLC t/a Crosson Moore Art Services	Art Curator Services	No	No	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 32,413.44	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	01-10-17	30-09-18	\$ 3,500.00	\$ 3,057.75	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	01-10-17	30-09-18	\$ 3,500.00	\$ 3,463.03	Competitive	No	N/A	Operating
Sage Communications	Artistic Graphic Design	No	No	No	Ashley Forrester	09-11-17	30-09-18	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Sage Communications	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	08-12-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ 98,705.21	Competitive	No	N/A	Operating
Scott Circle Communications, Inc.	Strategic Communications	No	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Security Assurance Management	Security Services	Yes	Yes	No	Gerald Wilson	01-10-17	30-09-18	\$ 1,440,164.16	\$ 1,325,950.62	Competitive	Yes	Yes	Operating
Senoda Inc.	Employee Engagement Event Supplies	Yes	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 50,000.00	\$ 45,600.01	Competitive	No	N/A	Operating
Senoda Inc.	Corporate Stationary Printing Services	Yes	Yes	No	Chinyere Hubbard	29-01-18	30-09-18	\$ 100,000.00	\$ 14,365.50	Competitive	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	01-10-17	30-09-18	\$ 100,000.00	\$ 96,631.39	Competitive	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater®3 with Intelli Technology®	Yes	Yes	No	Patrick Strickland	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Showcall, Inc	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	08-12-17	30-09-18	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory Services	No	No	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ 67,298.00	Sole source	No	N/A	Operating
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 1,449,128.56	\$ 1,079,880.32	Competitive	Yes	Yes	Operating/ Capital
Smart City	IT Systems Management- ESA	No	No	No	Rebecca Ryan	24-04-18	30-09-18	\$ 60,000.00	\$ -	Competitive	No	N/A	Operating
Smart City	Technology Communication Services	No	No	No	Rebecca Ryan	18-11-11	31-03-19	Commission	\$ -	Sole source	No	N/A	Operating
Smart Perk Inc	Aspire Subscription Agreement	No	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 55,000.00	\$ 30,134.11	Competitive	No	N/A	Operating
Smith & Sons	Electronic Lock and Key Management System	Yes	Yes	No	Cathy Boles	08-06-18	07-06-19	\$ 830,000.00	\$ 421,948.06	Competitive	No	N/A	Capital
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Southern Aluminum MFG Inc.	Tables, Accessories, Products, Equipment	No	No	No	William Smith	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	Yes	No	Robert Stowe	21-06-17	20-06-19	\$ 100,000.00	\$ 99,910.00	Competitive	No	N/A	Operating
SRB Communications, LLC	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-17	30-09-18	\$ 100,000.00	\$ 74,975.00	Competitive	No	N/A	Operating
Standard Office Supply	Supply of Easels	Yes	Yes	No	William Smith	15-08-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 100,000.00	\$ 66,729.09	Competitive	No	N/A	Operating
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Banquet Chairs	Yes	Yes	No	Cathy Boles	29-06-18	30-09-18	\$ 662,800.00	\$ 332,000.00	Competitive	No	N/A	Capital
Standard Restoration and Waterproofing Co. Inc.	Waterproofing, Leak Repairs, Expansion Joint and Trench Drain Replacement and General Contractor Ser	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 500,000.00	\$ 169,232.38	Competitive	No	N/A	Capital
Stone Planning LLC	Sales and Booking Strategy	No	No	Yes	Erick Moses	15-12-17	30-09-18	\$ 75,000.00	\$ 72,524.69	Competitive	No	N/A	Operating
Storyboard, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	15-12-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Stranix Associates LLC	Construction Management Consulting Agreement	No	No	Yes	Robert Stowe	01-10-17	30-09-18	\$ 100,000.00	\$ -	Sole source	No	N/A	Operating
Stratcomm, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	03-01-18	30-09-18	\$ 100,000.00	\$ 50,232.22	Competitive	No	N/A	Operating
Streetsense Retail Advisors, LLC	Leasing Brokerage Agreement	No	No	No	Ryan Conway	24-07-17	23-07-18	\$ 100,000.00	\$ 95,931.94	Competitive	No	N/A	Operating
Strong Production, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	03-01-18	30-09-18	\$ 25,000.00	\$ 5,570.00	Competitive	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ 34,415.50	Competitive	No	N/A	Capital
Systems Integration LLC	360 Degree Photography and Videography and Virtual Reality Services	Yes	Yes	No	Ashley Forrester	21-06-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating

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Talentwise Inc.	Screening & Investigative Services	No	No	No	Tawana Parker	23-09-17	22-09-18	\$ 25,000.00	\$ 10,212.10	Competitive	No	N/A	Operating
Talk of the Town	Team Building Exercises and Activities	No	No	No	Misty Oratokhai	01-10-17	30-09-18	\$ 25,000.00	\$ 19,508.50	Competitive	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	Yes	Steve Schwartz	01-10-17	30-09-18	\$ 50,100.00	\$ 27,012.05	Sole source	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Chantel Kennedy	01-10-17	30-09-18	\$ 7,000.00	\$ 4,320.00	Competitive	No	N/A	Operating
The Midtown Group	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
The Sherwin-Williams Company	Paint and Painting Supplies	No	No	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 21,390.81	Competitive	No	N/A	Operating
The Superlative Group	Sponsorship Asset Inventory and Valuation for Designated Events DC Venues	No	No	No	Emily Thornell	09-11-17	30-09-18	\$ 107,000.00	\$ 107,000.00	Competitive	No	N/A	Operating
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	01-10-17	30-09-18	\$ 100,000.00	\$ 13,847.50	Competitive	No	N/A	Operating
Total Automation Group	Security Wedge Barriers	No	No	No	Cathy Boles	17-07-18	30-09-18	\$ 362,072.00	\$ -	Competitive	No	N/A	Capital
Trinity Consultants	Environmental Consulting Services	No	No	Yes	Patrick Strickland	01-10-17	30-09-18	\$ 50,000.00	\$ 11,955.02	Competitive	No	N/A	Operating
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erick Moses	01-03-17	30-11-18	\$ 10,000.00	\$ 264.38	Competitive	No	N/A	Operating
U.S. Water Services Inc.	Water Treatment Services for Boilers and Water Systems	No	No	No	Patrick Strickland	13-12-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	01-10-17	30-09-18	\$ 130,500.00	\$ 118,008.48	Sole source	No	N/A	Operating
Ungerboeck	Event Management System	No	No	No	Rebecca Ryan	20-07-17	20-06-19	\$ 580,810.00	\$ 305,507.73	Competitive	No	N/A	Capital
United Metro Golf Carts	Gators and Golf carts	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 50,000.00	\$ 17,740.00	Competitive	No	N/A	Capital
UNITED SITE SERVICES OF MD INC	Portable Toilets	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 40,000.00	\$ 10,140.00	Competitive	No	N/A	Operating
Universal Money, Inc	ATM Services	No	No	No	Nuru Yimam	26-09-18	25-09-19	Commission	\$ -	Competitive	No	N/A	Operating
USI Insurance Services LLC	Health Insurance Brokerage Services	No	No	No	Misty Oratokhai	15-03-17	31-12-18	\$ -	\$ -	Competitive	No	N/A	Operating
Van Tech Industries LLC	Propane Cages and Other Products/Equipment	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating/ Capital
vTech Solution Inc	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-17	30-09-18	\$ 100,000.00	\$ 12,590.60	Competitive	No	N/A	Operating
W. E. Bowers, Inc	Centrifugal Chiller Inspection	No	No	No	Patrick Strickland	01-11-17	30-09-18	\$ 100,000.00	\$ 99,850.00	Competitive	No	N/A	Operating
W.L. Gary Company, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 1,180,780.00	\$ 1,038,021.52	Competitive	Yes	Yes	Capital
Washington Express	Courier Delivery Services	No	No	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 7,500.00	\$ 834.73	Competitive	No	N/A	Operating
Wells Fargo Bank	Banking Services	No	No	No	Zeni Bekele	16-12-10	15-12-20	\$ -	\$ -	Competitive	No	N/A	Operating
Willdan Financial Services	Arbitrage Rates and Municipal Disclosure Services	No	No	No	Nuru Yimam	01-10-17	30-09-18	\$ 10,000.00	\$ 7,140.00	Competitive	No	N/A	Operating
William P. Gelberg, Inc dba Gelberg Signs	Signage Repair, Replacement, Fabrication, and Installation Services	Yes	Yes	No	Najib Mohammed	21-12-17	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating/ Capital
Wilson Dependable Services, LLC	Annual Fire Extinguisher Inspection & Maintenance Services/Equipment	Yes	Yes	No	Najib Mohammed	01-10-17	30-09-18	\$ 100,000.00	\$ 2,193.50	Competitive	No	N/A	Operating
Winmar, Inc	General Contractor IDIQ II	Yes	Yes	No	Cathy Boles	01-10-17	30-09-18	\$ 200,000.00	\$ 195,169.00	Competitive	No	N/A	Capital
Won-Door Corporation	Fire Guard Inspection	No	No	No	Najib Mohammed	06-01-18	30-09-18	\$ 9,000.00	\$ 1,048.00	Sole source	No	N/A	Operating
World Class Athletic Surfaces	Field Paint and Materials	No	No	No	Candace Johnson	01-10-17	30-09-18	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Xerox Corporation	Xerox -FY 17 Maintenance for copier/fax machines	No	No	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 100,000.00	\$ 42,180.46	Competitive	No	N/A	Operating
Xerox Corporation	Xerox-FY 17 Copier Lease	No	No	No	Shaunelle Delaney	01-10-17	30-09-18	\$ 100,000.00	\$ 55,035.89	Competitive	No	N/A	Operating
Zane Networks, LLC	Network Security Audit	Yes	Yes	No	Rebecca Ryan	05-07-18	30-09-18	\$ 80,152.75	\$ 80,152.75	Competitive	No	N/A	Operating

Washington Convention and Sports Authority Q1FY19 Contracts Listing

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competively Bid	Greater than 1,000,000	Proof Contract was	Funding Source
21st Century Expo Group, Inc	Event General Service Contractor	No	No	No	Candace Johnson	10-12-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AAA Complete Building Services, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 26,000.00	\$ -	Competitive	No	N/A	Operating
Ad Box Agency	Promotional Items	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 50,000.00	\$ 447.00	Competitive	No	N/A	Operating
ADC Management Solutions	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Advoc8, LLC	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ 17,958.50	Competitive	No	N/A	Operating
Advoc8, LLC	Specialty & Promotional Items	No	No	No	Chinyere Hubbard	21-11-18	30-09-19	\$ 200,000.00	\$ -	Competitive	No	N/A	Operating
AEG Facilities	Sales and Booking Services and Venue Consulting Services for ESA	No	No	Yes	Erick Moses	01-10-18	30-09-19	\$ 635,000.00	\$ 412,607.02	Competitive	No	N/A	Operating
Affinity Media Consulting LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
AGM Container Controls, Inc	ADA Lift Parts	No	Yes	No	Robert Hester	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Alamo Travel Group	Managed Travel Services	No	No	No	Shaunelle Delaney	01-10-18	21-12-18	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Allied Trailer Sales & Rentals	Ticket Trailer Rental	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 100,000.00	\$ 1,710.00	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 12,185.08	Competitive	No	N/A	Capital
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Cathy Boles	02-11-18	30-09-19	\$ 409,727.00	\$ -	Competitive	No	N/A	Capital
Alsco	Table Linen Rental and Cleaning Services	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 4,135.50	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Welding Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 99,000.00	\$ -	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Service and Maintenance	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 2,886.00	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	05-12-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Analytica	Computer Application Software and Related Products	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 12,231.77	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	07-11-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Aon Risk Services, Inc of Washington DC	Risk Management Insurance Brokerage Consulting Services	No	No	Yes	Reginald Smith	01-01-18	31-12-18	\$ 194,000.00	\$ -	Competitive	No	N/A	Operating
Application Software Technology	General Ledger Account Reconciliation Software and Services	No	No	No	Zeni Bekele	01-10-18	30-09-19	\$ 124,750.00	\$ 27,250.00	Competitive	No	N/A	Operating
Aquaverve	Water Coolers	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Aquicore	Submetering Services	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 70,000.00	\$ 13,920.00	Competitive	No	N/A	Capital
Aramark	Food and Beverage Services Agreement	No	No	No	Candace Johnson	01-09-18	31-08-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Aramark Sports LLC	Housekeeping Service	No	No	No	William Smith	01-10-15	30-09-20	\$ 4,691,870.00	\$ 990,102.32	Competitive	Yes	N/A	Operating
Arnold & Porter Kaye Schloer LLP	Legal Services	Yes	Yes	No	Reginald Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 480.20	Competitive	No	N/A	Operating
ASGK Public Strategies LLC dba Kivvit	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Ballard Spahr	Legal Services	No	No	No	Reginald Smith	01-10-18	30-05-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Nuru Yimam	01-10-10	30-09-39	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 7,500.00	\$ 465.29	Competitive	No	N/A	Operating

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BearCom	Portable Motorola Radio Repairs	No	No	No	Lynn Anthony	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Black Robin Media	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Bloomberg BNA	Bloomberg Subscription Agreement	No	No	No	Misty Oratokhai	22-11-18	21-11-19	\$ 13,000.00	\$ -	Subscription	No	N/A	Operating
Blossman Gas, Inc	Propane Services	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 1,004.55	Competitive	No	N/A	Operating
Blue Skye Construction, LLC	General Contractor IDIQ V	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 250,000.00	\$ -	Competitive	No	N/A	Capital
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Bolana Capitol Enterprise, Inc	Facility and Janitorial Services	Yes	Yes	No	Ryan Conway	17-07-18	16-07-19	\$ 380,000.00	\$ 136,639.77	Competitive	No	N/A	Operating
Bollinger Energy Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Bonner Group, Inc	RFK Memorial Fundraising Consultant	No	Yes	Yes	Robert Stowe	01-10-18	30-09-19	\$ -	\$ -	Competitive	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Study for Future Uses of RFK Campus and DC Armory	Yes	Yes	No	Ryan Conway	01-10-18	30-09-19	\$ -	\$ 127,434.79	Competitive	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	No	Robert Stowe	01-10-18	30-09-19	\$ 10,000.00	\$ 6,622.00	Sole Source	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	ESA Program Management Services	Yes	Yes	Yes	Robert Stowe	23-02-16	30-11-18	\$ 1,391,500.00	\$ 81,693.00	Competitive	No	N/A	Capital
BrandLinkDC, Inc	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 250,000.00	\$ 116,356.59	Competitive	No	N/A	Operating
Brands Build Culture DC, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ 17,381.00	Competitive	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Buena LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 75,000.00	\$ 62,496.21	Competitive	No	N/A	Operating
Buy Sod Inc	RFK Field Replacement	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
CALPRO Group	Event General Set-Up/Dismantling Services	Yes	Yes	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 20,987.50	Competitive	No	N/A	Operating
Capital City Protective Services 2 LLC	Event Crowd Management Services	Yes	No	No	Candace Johnson	31-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
CAPITAL SEGWAY OF WASHINGTON	Segway Regular Maintenance and As-Needed Repair Services; and Parts	No	Yes	No	Chantel Kennedy	01-10-18	30-09-19	\$ 5,500.00	\$ -	Sole Source	No	N/A	Operating
Capitol Services Management, Inc.	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ 65,791.40	Competitive	No	N/A	Operating
Carahsoft Technology Corporation	Employee Engagement Survey Services	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 13,914.28	\$ 14,610.01	Competitive	No	N/A	Operating
Centerplate	Food Service Management	Yes	Yes	No	Bonita Easter	19-05-11	31-03-19	\$ 200,000.00	\$ 36,868.09	Competitive	No	N/A	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 9,671.52	Competitive	No	N/A	Capital
Cintas Corporation	Uniform Rental, Purchase and Cleaning Services	No	No	No	Hootan Kaboli	01-10-18	30-09-19	\$ 100,000.00	\$ 3,489.27	Competitive	No	N/A	Operating
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 3,573.48	Competitive	No	N/A	Capital
City Security Consultants Inc.	ESA Security Services	Yes	Yes	No	Candace Johnson	21-06-18	20-06-19	\$ 518,304.00	\$ 215,982.60	Competitive	No	N/A	Operating
Clean Decisions	Community Clean Up	Yes	Yes	No	Candace Johnson	01-10-18	30-09-19	\$ 15,000.00	\$ 3,282.48	Competitive	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
CNR Lighting	Custom Wall Sconces	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 35,000.00	\$ -	Sole Source	No	N/A	Capital

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Contemporary Services Corporation	Event Crowd Management Services	No	No	No	Candace Johnson	13-09-18	31-08-19	\$ 800,000.00	\$ 52,656.75	Competitive	No	N/A	Operating
Continental Wireless Inc.	Portable Motorola Radios and Accessories	No	No	No	Lynn Anthony	01-10-18	30-09-19	\$ 99,000.00	\$ 214.60	Competitive	No	N/A	Operating
Convergint Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Jeffery Arden	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Corporate Systems Resources Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ 8,713.98	Competitive	No	N/A	Operating
Daktronics Inc	Daktronic Scoreboard Maintenance and Support	No	No	No	Erick Moses	01-10-18	30-09-19	\$ 35,000.00	\$ -	Competitive	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Daylily Landscaping	Plant Leasing & Interior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 95,000.00	\$ 14,680.40	Competitive	No	N/A	Operating
Daylily Landscaping	Holiday Decorations and Lighting Rental Design, Installation and Removal Services	Yes	Yes	No	Patrick Strickland	17-09-18	16-09-19	\$ 100,000.00	\$ 86,106.72	Competitive	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 250,000.00	\$ 38,602.10	Competitive	No	N/A	Operating
Design Army	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Destination DC	Marketing Agreement	No	Yes	No	Steve Schwartz	01-10-18	30-09-18	Commission	\$ -	Service Agreement	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	Yes	No	Rebecca Ryan	07-03-18	06-03-19	\$ 100,000.00	\$ 66,809.54	Competitive	No	N/A	Capital
Diligent Rocket LLC	Artistic Graphic Design	No	No	No	Ashley Forrester	01-10-18	30-09-19	\$ 75,000.00	\$ 2,450.00	Competitive	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 150,000.00	\$ 44,096.47	Competitive	No	N/A	Operating
Dominion Electric Supply Co of Washington, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Drapes 4 Show	Event Table Linens and Associated Supplies	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
DS Waters of America Inc.	Water Delivery Services	No	No	No	William Smith	01-10-18	30-09-19	\$ 50,000.00	\$ 1,365.91	Competitive	No	N/A	Operating
Dunbar Armored, Inc	Armored Car Services	No	No	No	Sharlene Henley	01-10-18	30-09-19	\$ 30,000.00	\$ 1,188.00	Competitive	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	Robert Stowe	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	Printing and Finishing of Large Banners Signs and Posters	Yes	Yes	No	Shauneille Delaney	01-10-18	30-09-19	\$ 25,000.00	\$ 983.50	Competitive	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
E- Logic	Software Reseller Services	Yes	Yes	No	Rebecca Ryan	31-07-18	30-07-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Supply of Mobile Equipment	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 34,670.48	Competitive	No	N/A	Capital
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Uniforms	Yes	Yes	No	Gerald Wilson	01-10-18	30-09-19	\$ 75,000.00	\$ -	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Badging and Access Supplies	Yes	Yes	No	Patricia Kearney	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Monica Bullock	01-10-18	30-06-19	\$ 5,000.00	\$ 260.00	Competitive	No	N/A	Operating
Endurance Media	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	21-06-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating

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F & L Construction, Inc.	Leasing of Commercial Trash Compactors	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 125,000.00	\$ 14,177.16	Competitive	No	N/A	Operating
F&L Construction, Inc	Waste Management and Recycling Services	Yes	Yes	No	Candace Johnson	01-09-18	31-08-19	\$ 100,000.00	\$ 4,385.70	Competitive	No	N/A	Operating
Fannon Petroleum	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 20,000.00	\$ 445.19	Competitive	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Fisher & Son Co. Inc.	Grass Seed and Fertilizer	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Freeman Expositions, LLC	Event General Services Contractor	No	No	No	Candace Johnson	01-09-18	31-08-19	\$ 100,000.00	\$ 21,398.00	Competitive	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 1,469,413.64	\$ 239,533.21	Competitive	Yes	Yes	Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 200,000.00	\$ -	Competitive	No	N/A	Capital
Gem Laser Express Inc.	Printer Maintenance and Supplies	No	No	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ 3,597.62	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 1,991.43	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 219,111.85	\$ 60,618.85	Competitive	No	N/A	Capital
General & Mechanical Services, LLC	Condensing Boilers	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 593,527.00	\$ -	Competitive	No	N/A	Operating
General Merchandise Supplies Unlimited	Greenware Cups	Yes	Yes	No	William Smith	01-10-18	30-09-19	\$ 10,000.00	\$ 1,498.20	Competitive	No	N/A	Operating
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ 30,937.60	Competitive	No	N/A	Operating
G-Land Uniforms	Purchase of Blazers	Yes	Yes	No	Patricia Kearney	01-10-18	30-09-19	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating
GLP Inc/ Gary's Lighting Party	Electromechanical Rigging Services	Yes	Yes	No	Stacy Knoppel	01-10-18	30-09-19	\$ 100,000.00	\$ 1,387.08	Competitive	No	N/A	Operating
Goetz Printing Co.	Printing Services	No	No	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal services	No	No	No	Reginald Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal Services: Land Use and Environmental Law	No	No	No	Reginald Smith	01-10-18	22-08-19	\$ 250,000.00	\$ 21,588.25	Competitive	No	N/A	Operating
Groove Jones, LLC	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	21-06-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Health Fair Plus	Wellness Fair Services	No	No	No	Sherri Harris	01-10-18	30-09-19	\$ 14,295.00	\$ 11,213.00	Competitive	No	N/A	Operating
Helios Interactive	Virtual Reality Services	No	No	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Herrick, Feinstein LLP	Legal Services	No	No	No	Reginald Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 22,156.45	Competitive	No	N/A	Operating
Hi-Tech Electric LLC	Temporary Utility Services	Yes	Yes	No	Hootan Kaboli	01-10-17	30-09-27	\$ 100,000.00	\$ 3,008.00	Competitive	No	N/A	Operating
Hi-Tech Solution	Adobe and Microsoft Software	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Hi-Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Holder Enterprises, Inc	Bottled Water Services	No	No	No	William Smith	01-10-18	30-09-19	\$ 50,000.00	\$ 2,040.00	Competitive	No	N/A	Operating
Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 250,000.00	\$ -	Competitive	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating

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Ideal Electrical Supply Corp	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Ashley Forrester	07-11-19	30-09-19	\$ 100,000.00	\$ 6,025.75	Competitive	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Services	No	No	No	Candace Johnson	31-08-18	30-08-19	\$ 100,000.00	\$ 2,984.00	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Management	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 12,341.46	Competitive	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Tawana Parker	01-10-18	30-09-19	\$ 50,000.00	\$ -	Sole Source	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	07-02-18	07-02-19	\$ 57,750.00	\$ -	Subscription	No	N/A	Capital
Interface Media Group, Inc	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	16-10-18	15-10-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Iron Mountain	Iron Mountain Document Services	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 20,000.00	\$ 2,160.01	Competitive	No	N/A	Operating
Iron Mountain Incorporated dba Iron Mountain Information Management	Art Conservator Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 10,410.29	Competitive	No	N/A	Operating
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Jerome L. Trucking, Inc.	Waste Management and Recycling Services	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 250,000.00	\$ 20,869.72	Competitive	No	N/A	Operating
Johnson Controls	Digital Camera IP Surveillance System	No	No	No	Cathy Boles	03-12-18	02-12-20	\$ 4,388,235.00	\$ -	Competitive	Yes	Yes	Operating
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 1,230.00	Competitive	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 804.00	Competitive	No	N/A	Operating
Laura Rankin & Co LLC dba EPOCH	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Lawsons Catering	Catering Services	No	No	No	Misty Oratokhai	16-11-18	30-09-19	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
Leftwich LLC	Legal Services	Yes	Yes	No	Reginald Smith	01-10-18	30-09-19	\$ 200,000.00	\$ 22,547.00	Competitive	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ 27,398.50	Competitive	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	Yes	No	Lynn Anthony	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
LexisNexis	Lexis Nexis Legal Search Engine	No	No	No	Reginald Smith	01-10-18	31-08-19	\$ 14,872.00	\$ -	Subscription	No	N/A	Operating
LGC Security	Event Crowd Management Services	Yes	Yes	No	Candace Johnson	31-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Lifestar Response of Maryland	ALS and BLS Units	No	No	No	Candace Johnson	19-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Linda Roth Associates	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Lutron Services	Lighting System Repair and Maintenance Services	No	No	No	Najib Mohammed	21-02-18	20-02-19	\$ 10,000.00	\$ -	Sole Source	No	N/A	Operating
Main Event Catering	Catering Services	No	No	No	Misty Oratokhai	10-12-18	30-09-19	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
Mars on Gravity Productions, LLC	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
MB Staffing Services	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 100,000.00	\$ 897.12	Competitive	No	N/A	Operating
McAndrews Restoration	Waterproofing and Leak Repairs Services	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 500,000.00	\$ -	Competitive	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 16,856.30	Competitive	No	N/A	Operating

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MCN Build Inc	Design/ Build Services RFK Campus Redevelopment	Yes	Yes	No	Robert Stowe	24-04-18	30-04-19	\$ 25,994,725.00	\$ 1,152,096.00	Competitive	Yes	N/A	Capital
Mesh Global	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 100,000.00	\$ 10,188.98	Competitive	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	Yes	Misty Oratokhai	24-08-18	23-08-19	\$ 72,000.00	\$ 4,125.00	Sole Source	No	N/A	Operating
Mid-Atlantic Service & Supply Corporation dba Commercial Window Shield	Solar Window Film Purchase, Installation, and Repair Services	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ 167,133.00	Competitive	No	N/A	Capital
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	01-10-18	30-09-19	\$ 20,000.00	\$ 5,022.50	Competitive	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	01-01-11	30-09-32	\$ 100,000.00	\$ -	Sole Source	No	N/A	Operating
Mode Four, LLC	Virtual Reality Services	No	No	No	Ashley Forrester	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Modern Door & Equipment Sales	Door Installation and Repair and Maintenance Services	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 43,887.00	Competitive	No	N/A	Capital
Modern Door & Equipment Sales	Operable Walls/Partitions Purchase and Installation Services	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 400,000.00	Sole Source	No	N/A	Capital
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Sole Source	No	N/A	Operating
Morgan, Lewis & Bockius LLP	Legal Services	No	Yes	No	Reginald Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ 2,271.20	Competitive	No	N/A	Operating
MTB Enterprises dba Tomah Wares	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ 20,776.40	Competitive	No	N/A	Operating
Navex Global	Ethics and Compliance Program	No	No	No	Tawana Parker	01-10-18	30-09-19	\$ 23,000.00	\$ -	Subscription	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Sean Sands	01-10-18	30-09-19	\$ 50,000.00	\$ 3,112.50	Competitive	No	N/A	Operating
Neopost USA Inc.	IMPB Software	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 3,700.00	\$ 902.25	Competitive	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 5,000.00	\$ 1,485.14	Competitive	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	Robert Stowe	15-08-16	30-09-19	\$ 3,105,866.00	\$ 220,105.29	Competitive	No	N/A	Operating
Omni Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	Yes	Yes	Najib Mohammed	01-10-18	30-09-19	\$ 25,000.00	\$ 3,780.00	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Supply of Bay Door Operators	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Electrically Operated Rolling Doors and Plastic Strip Doors	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 30,000.00	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 5,841.49	Competitive	No	N/A	Operating
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 30,000.00	\$ 170.45	Competitive	No	N/A	Operating
Penngood, LLC	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ 69,610.36	Competitive	No	N/A	Operating
Periscope Holdings, Inc.	BuySpeed Annual Hosting, Maintenance/Support, and Training/ Consulting	No	No	Yes	Kiara Short	01-10-18	30-09-19	\$ 124,000.00	\$ 101,930.00	Sole Source	No	N/A	Operating
Perkins Eastman	Architectural Engineering Services CC	Yes	Yes	No	Cathy Boles	06-07-18	05-07-23	\$ 420,000.00	\$ -	Competitive	No	N/A	Capital
Petroleum Traders Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Pioneer Manufacturing Company	Field Paint and Materials	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Poshbooth LLC	PoshBooth BPA	No	No	No	Misty Oratokhai	01-10-18	30-09-19	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating

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Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Chantel Kennedy	01-10-18	30-09-19	\$ 10,000.00	\$ 4,048.65	Competitive	No	N/A	Operating
Premier Suppliers	Office Moving Services	Yes	Yes	No	Cathy Boles	25-05-18	24-05-19	\$ 50,000.00	\$ 389.00	Competitive	No	N/A	Operating
Premier Suppliers	Supply of Wheelchairs and Mobile Scooters	Yes	Yes	No	Patricia Kearney	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Capital
PRM Consulting	Benefits Enroller	Yes	Yes	No	Monica Bullock	29-10-18	30-09-19	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	No	No	Michael Waxer	01-10-18	30-09-19	\$ 200,000.00	\$ 38,359.33	Competitive	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Sole Source	No	N/A	Capital
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Stacy Knoppel	01-10-18	08-02-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	31-05-18	30-05-19	\$ 12,530.51	\$ 7,171.89	Sole Source	No	N/A	Operating
Quick Staff & Marketing dba Rose Global Solutions	Event Management Services and Marketing / Communications Services	No	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ 2,000.00	Competitive	No	N/A	Operating
Rand Construction Corporation	General Contractor IDIQ III	No	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 250,000.00	\$ -	Competitive	No	N/A	Capital
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	No	Yes	No	Cathy Boles	07-08-14	30-09-19	\$ 11,768,472.00	\$ 439,411.61	Competitive	Yes	N/A	Capital
Recovery Point Systems	Offsite Tape Storage	No	No	No	Rebecca Ryan	01-10-18	30-09-19	\$ 10,000.00	\$ 926.80	Competitive	No	N/A	Operating
Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Relish Catering	Catering Services	No	No	No	Misty Oratokhai	10-12-18	30-09-19	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
Reuter & Hanney, Inc.	Switchgear Testing	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 250,000.00	\$ 828.00	Competitive	No	N/A	Capital
Robin Moore Legacies LLC t/a Crosson Moore Art Services	Art Curator Services	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 5,672.36	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	01-10-18	30-09-19	\$ 3,500.00	\$ -	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	01-10-18	30-09-19	\$ 3,500.00	\$ -	Competitive	No	N/A	Operating
RSC Electrical & Mechanical Contractors, Inc	General Mechanical Services and Supplies	Yes	Yes	No	Najib Mohammed	25-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Sage Communications	Artistic Graphic Design	No	No	No	Ashley Forrester	01-10-18	30-09-19	\$ 50,000.00	\$ 10,640.54	Competitive	No	N/A	Operating
Sage Communications	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 719.92	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ 59.52	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Stanchions, Cart and Transpoters	Yes	Yes	No	Cathy Boles	05-12-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Scott Circle Communications, Inc.	Strategic Communications	No	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Security Assurance Management	Security Services	Yes	Yes	No	Gerald Wilson	01-10-18	30-09-19	\$ 1,483,244.82	\$ 385,217.15	Competitive	Yes	Yes	Operating
Senoda Inc.	Employee Engagement Event Supplies	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating

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Senoda Inc.	Corporate Stationary Printing Services	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ 3,902.00	Competitive	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 100,000.00	\$ 8,019.00	Competitive	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	14-11-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Senoda Inc.	Specialty & Promotional Items	Yes	Yes	No	Chinyere Hubbard	01-10-18	30-09-19	\$ 200,000.00	\$ 39,167.02	Competitive	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater®3 with Intelli Technology®	Yes	Yes	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Showcall, Inc	Event Management Services and Marketing/ Communications Services	No	No	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory Services	No	No	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Sole Source	No	N/A	Capital
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 687,312.20	\$ 92,852.98	Competitive	No	N/A	Operating
Smart City	IT Systems Management- ESA	No	No	No	Rebecca Ryan	01-10-18	30-09-19	\$ 250,000.00	\$ 30,000.00	Competitive	No	N/A	Operating
Smart City	Technology Communication Services	No	No	No	Rebecca Ryan	18-11-11	31-03-19	Commission	\$ -	Sole source	No	N/A	Operating
Smith & Sons	Electronic Lock and Key Management System	Yes	Yes	No	Cathy Boles	08-06-18	07-06-19	\$ 830,000.00	\$ 37,550.00	Competitive	No	N/A	Capital
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	No	No	Robert Stowe	01-10-18	20-06-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
SRB Communications, LLC	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Standard Office Supply	Banquet Chairs	Yes	Yes	No	Cathy Boles	01-10-18	30-09-18	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Supply of Easels	Yes	Yes	No	William Smith	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shauneille Delaney	01-10-18	30-09-19	\$ 100,000.00	\$ 13,324.63	Competitive	No	N/A	Operating
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Office Furniture	Yes	Yes	No	Candace Johnson	15-11-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Restoration and Waterproofing Co. Inc.	waterproofing, Leak repairs, Expansion Joint and Trench Drain Replacement and General Contractor Services	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 500,000.00	\$ 12,802.00	Competitive	No	N/A	Capital
Storyboard, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Stranix Associates LLC	Construction Management Consulting Agreement	No	No	Yes	Robert Stowe	01-10-18	30-09-19	\$ 100,000.00	\$ -	Sole Source	No	N/A	Operating
Stratacomm, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ 19,811.59	Competitive	No	N/A	Operating
Strong Production, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Stephen Ball	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Systems Integration LLC	360 Degree Photography and Videography and Virtual Reality Services	Yes	Yes	No	Ashley Forrester	21-06-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Talentwise Inc.	Screening & Investigative Services	No	No	No	Tawana Parker	01-10-18	22-09-19	\$ 40,000.00	\$ 4,638.10	Competitive	No	N/A	Operating
Talk of the Town	Team Building Exercises and Activities	No	No	No	Misty Oratokhai	01-10-18	30-09-19	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	Yes	Steve Schwartz	01-10-18	30-09-19	\$ 50,100.00	\$ 9,372.53	Sole Source	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Chantel Kennedy	01-10-18	30-09-19	\$ 10,000.00	\$ 1,440.00	Competitive	No	N/A	Operating
The Midtown Group	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating

Washington Convention and Sports Authority Q1FY19 Contracts Listing

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competively Bid	Greater than 1,000,000	Proof Contract was	Funding Source
The Sherwin-Williams Company	Paint and Painting Supplies	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ 802.50	Competitive	No	N/A	Operating
The Superlative Group	Sponsorship Asset Inventory and Valuation for Designated Events DC Venues	No	No	No	Emily Thornell	01-10-18	30-09-19	\$ 180,000.00	\$ 30,000.00	Competitive	No	N/A	Operating
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	01-10-18	30-09-19	\$ 100,000.00	\$ 9,129.00	Competitive	No	N/A	Operating
TMG Events, LLC	Offsite Tape Storage	Yes	Yes	No	Candace Johnson	10-12-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Total Automation Group	Security Wedge Barriers	No	No	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Trinity Consultants	Environmental Consulting Services	No	No	Yes	Patrick Strickland	01-10-18	30-09-19	\$ 50,000.00	\$ 141.53	Competitive	No	N/A	Operating
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erick Moses	01-12-18	31-05-19	\$ 10,000.00	\$ -	Sole Source	No	N/A	Operating
U.S. Water Services Inc.	Water Treatment Services for Boilers and Water Systems	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	01-10-18	30-09-19	\$ 170,897.53	\$ 51,791.88	Sole Source	No	N/A	Operating
Ungerboeck	Event Management System	No	No	No	Rebecca Ryan	20-07-17	20-06-19	\$ 213,000.00	\$ 27,125.00	Competitive	No	N/A	Capital
United Metro	Gators and Golf carts	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 50,000.00	\$ 1,700.00	Competitive	No	N/A	Capital
UNITED SITE SERVICES OF MD INC	Portable Toilets	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 40,000.00	\$ 1,560.00	Competitive	No	N/A	Operating
Universal Money, Inc	ATM Services	No	No	No	Nuru Yimam	26-09-18	25-09-19	Commission	\$ -	Competitive	No	N/A	Operating
USI Insurance Services LLC	Health Insurance Brokerage Services	No	No	No	Misty Oratokhai	01-10-18	31-12-18	\$ -	\$ -	Competitive	No	N/A	Operating
Van Tech Industries LLC	Propane Cages and Other Products/Equipment	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
W.E. Bowers, Inc	Centrifugal Chiller Inspection	No	No	No	Patrick Strickland	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
W.L. Gary Company, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 283,811.97	\$ 163,037.56	Competitive	No	N/A	Capital
Washington Express	Courier Delivery Services	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 7,500.00	\$ 491.36	Competitive	No	N/A	Operating
Wave Division Holdings, LLC	Internet Services at ESA	No	No	No	Rebecca Ryan	15-11-18	14-11-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Wells Fargo Bank	Banking Services	No	No	No	Zeni Bekele	16-12-10	15-12-20	\$ -	\$ -	Competitive	No	N/A	Operating
Willdan Financial Services	Arbitrage Rates and Municipal Disclosure Services	No	No	No	Nuru Yimam	01-10-18	30-09-19	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
William P. Gelberg, Inc dba Gelberg Signs	Signage Repair, Replacement, Fabrication, and Installation Services	Yes	Yes	No	Najib Mohammed	01-10-18	30-09-19	\$ 250,000.00	\$ 22,877.45	Competitive	No	N/A	Capital
Wilson Dependable Services, LLC	Annual Fire Extinguisher Inspection & Maintenance Services/Equipment	Yes	Yes	Yes	Najib Mohammed	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Winmar, Inc	General Contractor IDIQ II	Yes	Yes	No	Cathy Boles	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Capital
Won- Door Corporation	Fire Guard Inspection	No	No	No	Najib Mohammed	01-10-18	30-09-19	\$ 9,000.00	\$ -	Sole Source	No	N/A	Operating
World Class Athletic Surfaces	Field Paint and Materials	No	No	No	Candace Johnson	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Xerox Corporation	Xerox-FY 17 Copier Lease	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Xerox Corporation	Xerox -FY 17 Maintenance for copier/fax machines	No	No	No	Shaunelle Delaney	01-10-18	30-09-19	\$ 100,000.00	\$ 13,114.20	Competitive	No	N/A	Operating
Zane Networks, LLC	Network Security Audit	Yes	Yes	No	Rebecca Ryan	01-10-18	30-09-19	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating



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

FEB 17 2000

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

Dear Mayor Williams:

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

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

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

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

Sincerely,

Linda W. Cropp
Chairman of the Council



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

June 22, 2015

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

Dear Mr. Brown:

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

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

Sincerely,

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

Phil Mendelson
Chairman of the Council

enc.



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

September 29, 2017

Gregory A. O'Dell
President and Chief Executive Officer
Washington Convention and Sports Authority
801 Mount Vernon Place, NW
Washington, D.C. 20001

Dear Mr. O'Dell:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-259	Contract with Fujitec America, Inc.	September 28, 2017

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

Sincerely,

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

Phil Mendelson
Chairman of the Council





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

September 29, 2017

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

Dear Mr. O'Dell:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-258	Contract with Security Assurance Management, Inc.	September 28, 2017

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

Sincerely,

Phil Mendelson
Chairman of the Council





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

October 3, 2017

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

Dear Mr. O'Dell:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-264	Contract with Siemens Industry, Inc.	September 29, 2017

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

Sincerely,

A handwritten signature in black ink, appearing to read "Phil Mendelson", written in a cursive style.

Phil Mendelson
Chairman of the Council



Voting information for PR22-0406

Ungerboeck
Final Reading CC

Description

Final Reading CC

Date of Vote

Jul 11, 2017

Vote Type

Voice Vote

Vote Result

Approved

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

Voting Summary

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

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



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

September 29, 2017

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

Dear Mr. O'Dell:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-260	Contract with W. L. Gary Company, Inc.	September 28, 2017

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

Sincerely,

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

Phil Mendelson
Chairman of the Council





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

OCT 02 2018

Gregory A. O'Dell
President and CEO
Events DC
801 Mount Vernon Place, NW
Washington, D.C. 20001

Dear Mr. O'Dell:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-617	Contract to exercise option year two (2) with Fujitec America, Inc.	September 27, 2018

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

Sincerely,

Phil Mendelson
Chairman of the Council



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

PR22-1097 - Johnson Controls Security Solutions, LLC Approval Resolution of 2018

Legislative Summary	
Legislation Number	PR22-1097
Introduction Date	Oct 25, 2018
Introduced by	Chairman Mendelson at the request of the Washington Convention and Sports Authority
Committee Referral	Retained by the Council with comments from the Committee on Finance and Revenue
Resolution Number	R22-0662 Effective from Nov 27, 2018
Current Status	Approved
Additional Information	To approve CA 22-668

Bill History	
Oct 25, 2018	PR22-1097 Introduced by Chairman Mendelson at Office of the Secretary
Nov 2, 2018	Notice of Intent to Act on PR22-1097 Published in the District of Columbia Register
Nov 13, 2018	Retained by the Council
Nov 27, 2018	Approved with Resolution Number R22-0662
Nov 27, 2018	Final Reading
Dec 7, 2018	Resolution R22-0662 Effective from Nov 27, 2018 Published in DC Register Vol 65 and Page 13354

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

Voting information for PR22-1097

Description Final Reading

Date of Vote Nov 27, 2018

Vote Type Voice Vote

Vote Result Approved

Phil Mendelson Yes Brianne Nadeau Yes

Jack Evans Yes Mary Cheh Yes

Brandon Todd Yes Kenyan McDuffie Yes

Charles Allen Yes Vincent Gray Yes

Trayon White Yes Elissa Silverman Yes

Anita Bonds Yes David Grosso Yes

Robert White Absent

Voting Summary

Yes 12 No 0

Present 0 Absent 1

Recused 0 Abstained 0

Vacant 0 Other 0



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

OCT 11 2018

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

Dear Mayor Bowser:

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

<u>Contract No.</u>	<u>Title</u>	<u>Date of Approval</u>
CA 22-625	Contract to exercise Option Year Four (4) with Security Assurance Management, Inc.	September 29, 2018

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

Sincerely,

Phil Mendelson
Chairman of the Council





Question 8

Please list all FY 2018 and FY 2019 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 FY18 performance standards were grouped into five primary areas that were then integrated into operational work plans for each line of business; the organization's results against each standard are shown below.

The FY19 performance standards are currently being finalized.

FY18 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 the Authority's two primary lines of business: Conventions and Meetings, and Sports and Entertainment.

Included in this focus area are the following:

- Administering the operational policies and procedures as adopted by the Authority's Board of Directors;
- Maintaining the Authority's technological enterprise, policies and procedures to include state-of-the-art technology, to preserve its venues;
- Enforcing a public safety and security plan that is responsive to client, community, and District needs;
- Managing the Authority's contracts and procurement policies and programs, placing particular focus on maximizing opportunities for CBE-certified vendors; regularly provide the Board Committees with a list of Authority contracts due for renewal or exercise of option years, and their disposition;
- Assuring a quality human resources program, including regular training and professional skills-development opportunities;
- Maintaining an appropriate working environment that appropriately mitigates conflicts, confrontations, and disagreements, including with collective bargaining units, and;
- Engaging services partners and stakeholders to enhance and ensure continued high services levels for customers.



Results:

- The Authority's Technology Management Department supported 481 users in FY18 (not including venue attendees or customers) and completed several significant projects in the team's business plan for the year. Key accomplishments include
 - a full assessment of the Authority's network security systems,
 - the development and implementation of a new document back-up and recovery process,
 - an organization-wide deployment of new and upgraded workstations,
 - a complete integration of an auto-budget management module into the Authority's Financial Management System, and
 - the development of statements of work for a systems integration consultant and a vendor to develop a new eventsdc.com website.

Other significant accomplishments in FY18 included the completion of the testing and pre-launch phases of the Authority's new Ungerboeck booking system, with staff training and "go-live" scheduled in FY19). The team also provided critical assistance with the opening of the Entertainment and Sports Arena, including writing specification for hardware and software, acquiring and then overseeing installation to ensure telecom systems, Internet service and in-venue network infrastructure were in place and ready for building occupancy.

- The Public Safety Department successfully onboarded and trained additional team members to staff the Entertainment and Sports Arena, providing a cross-disciplinary approach to educating new staff through classroom, hands-on and table-top instruction. The department also enhanced its service delivery using advanced technology purchased in FY17, the "ISS 24/7 Records Management System," which has helped to ensure accountability and service review. The team also enhanced its communication with security personnel at the Marriott Marquis hotel to ensure seamless, real-time communication during the Geico MLB All-Star Fan Festival. Additional efforts included strengthening partnerships with agencies that have oversight of security and safety management and support in the District through regular communication and information sharing. These efforts proved pivotal in developing the strategy to host the Prime Minister of Ethiopia, as an example.
- In FY18, the Office of Contracts and Procurement set its CBE spending goal of \$10M with the District's Department of Small and Local Business Development. The Authority met and surpassed its goal, with an actual CBE spend of nearly \$12.2M for the fiscal year. OCPS had total contracting activity of \$36M across 264 completed procurement actions in FY18, compared to 199 contracting actions over \$26.5M in FY17.
- For FY18, the Human Resources Department continued to expand its focus to improve the Authority's employee experience. Key among department accomplishments include a robust recruitment strategy to hire personnel to staff the Entertainment and Sports



Arena, resulting in 19 full-time and 41 casual employees. The team filled all full-time roles and 33 of the 41 casual positions, with 83 percent of the Arena new hires being District residents and more than 50 percent of those employees living in Ward 7 or Ward 8. For the first time, the Department received the Employee Alliance *Engagement Company of the Year Award* and the *Rewards and Recognition Award*, as well as the International Stevie Awards *Best in Class Human Resources Department*.

- The Authority continued to engage its service partners through regularized reporting and meetings at the department or division level, as well as a monthly Conventions and Meetings Division operations meeting. This level of engagement allows staff to integrate each service partner into the respective division team to proactively manage performance and contract deliverables.
- In FY18, staff worked with Conventions and Meetings Division service partners to support a number of strategic initiatives, including new lobby furniture and public space redesign, new digital and wayfinding interior signage, exterior LED lighting, exterior door enhancements, and a digital antenna system.

FY18 Performance Standard: Customer Service

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

Included in this focus area are the following:

- Incorporate customer service/satisfaction initiatives into the division business plans that are measurable, and report results and customer feedback to the Board on a quarterly basis;
- Develop and include customer service/satisfaction targets for Authority service partners;
- Proactively conduct quarterly consultations with Authority service partners to assure targets are being met, and;
- Maintain a customer appreciation program to welcome customers to Authority venues and thank customers for event bookings.

Results:

- The Conventions and Meetings Division continued the Customer Satisfaction Survey program throughout FY18. Staff identified 56 of the 164 scheduled events in FY18 as potential targets, establishing a survey universe that included all Priority 1 and Priority 2



events, alongside a selection of Priority 3 and Priority 4 events. The following key metrics for FY18 surpassed their FY17 year-end averages:

- Event Organizer Overall Satisfaction
 - Exhibitor Overall Satisfaction
 - Convention Management
 - Convention Center Sales
 - Telecommunications Event Organizer
 - Rigging Event Organizer
 - Digital Signage
 - Facility Operations and Services Event Organizer
 - Security Services
- The following key metrics for FY18 equaled or approximated their FY17 averages:
 - Guest Overall Satisfaction
 - Food Services Exhibitors
 - Utility Service Event
 - Organizers and Exhibitors
 - Rigging Services Exhibitors
 - Meeting Services Event Organizers
 - Facility Operations and Services Exhibitors
 - Housekeeping Exhibitors
 - Transportation Services.
 - For the Sports and Entertainment Division, staff continued to maintain regular engagement with service partners to discuss customer feedback data which is captured via customer satisfaction surveys, service requirements and goals, and customer appreciation.

FY18 Performance Standard: Sales and Marketing

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

Included in this focus area are the following:



- Monitor Destination DC (DDC) marketing contract and require DDC to present results and achievements against their Sales and Marketing plan and the needs of the Authority to the Operations Committee.
- Monitor marketing contracts with partner organizations and require each to report contract performance and deliverables quarterly to the appropriate Committee, conduct written performance evaluations, quarterly, relative to their deliverables indicated in the written agreements.
- Negotiate and execute new partnership agreements with organizations that promote tourism, sports, entertainment and leisure travel to align each agreement with the Authority's mission and goals.
- Engage in meetings with marketing partners to align their goals, using Authority resources, strategically.
- Develop a new website for Events DC.
- Meet the in-house sales goals included in each Division's annual business plan, reporting monthly progress via financial reports to the Board of Directors.

Results:

- In FY18, DDC presented all four quarterly reports to the Operations Committee. DDC's Convention Sales division had an outstanding year producing definite rooms nights for the Convention Center, exceeding the FY18 goal of 733,000 room-night goal by nearly 57,000 nights. DDC also achieved success with non-Center definite room nights, finished the year at 111 percent of the 650,000 room-night goal. Total FY18 production equaled 1,512,129 room nights versus a goal of 1,383,00 nights.
- For other marketing partnerships, FY18 option-year renewals were negotiated and executed with the DC Chamber of Commerce, Greater Washington Hispanic Chamber of Commerce and the Restaurant Association Metropolitan Washington, while new agreements were negotiated and executed with Cultural Tourism DC and the National Cherry Blossom Festival. All terms were negotiated to conform with the Authority's business requirements and statutory restrictions on the use of Marketing Fund dollars.
- For FY18, the Communications and Marketing Division took the lead on promoting efforts surrounding the RFK Campus redevelopment and the Entertainment and Sports Arena. For the RFK Campus, the team developed and implemented continued communications and marketing support including year-round targeted canvassing and marketing activations, supported by ongoing updates to RFKCampus.com, proactive media relations and a strong social-media component. The Division also conducted a year-long integrated marketing campaign in support of the Arena project, including a pre-opening component as well as tactics specifically geared toward the grand-opening events in October 2018. Other key activities during the fiscal year included Events DC brand activations at the annual SXSW festival in Austin, TX and the London Games Festival in April, 2018. Complementary to the Division's core work, Communications



and Marketing assumed full responsibility for the Authority's integrated community-engagement work in FY18, with a primary focus on supporting development projects within the Strategic Initiatives portfolio.

- For the second consecutive year, the Convention and Meetings Division exceeded its annual revenue goal, which constitutes a combination of revenue from the DDC and Convention Center sales teams. FY18's success is primarily attributable to an increasing in citywide convention and other large-scale business with associated room nights. Another contributing factor was an increase in large-scale corporate business. These events are typically booked short-term and have large budgets for ancillary services such as food and beverage, technology and audio/visual services.

FY18 Performance Standard: Strategic Initiatives

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

Included in this focus area are the following:

- Regulatory and community outreach for a comprehensive streetscaping initiative around the exterior of the Walter E. Washington Convention Center
- Renovation and/or redesign of areas within the Convention Center to support staff growth and the implementation of new attendee amenities;
- An expansion of special events hosted or produced by the Authority to raise the profile of the Events DC and/or Washington DC brands;
- Development projects to include conceptual designs and regulatory approvals related to the study of future uses of the RFK Campus and the completion of construction of the new Entertainment and Sports Arena on the St. Elizabeths East campus;
- The pursuit of business development opportunities related to esports;
- Renovation of the historic Carnegie Library at Mt. Vernon Square, including conversion of a portion of the building into a global Apple flagship store

Results:

- Staff completed the entitlement process for the streetscaping project, including the approval of designs. Construction is anticipated to begin in Q3FY19.
- Demolition of the East and West Mezzanine Executive Offices and the adjoining conference center is complete; plans are complete for construction with a targeted completion of Q1FY20.



- Conceptual design approval completed for Grand Lobby and public space amenities, with construction and installation slated to be complete by the end of Q1FY19.
- Staff released a Request for Proposals and awarded contracts to six vendors for the VR experience, with work underway to assess opportunities for VR in FY19.
- The Authority hosted its first esports event, a three-day DOTA 2 tournament in January 2018 at the DC Armory. Staff also engaged the Boys and Girls Clubs in various esports activities during the fiscal year, expanded the scope of the sponsorship with NRG Esports to include a team training house in DC and a watch party for NRG's Overwatch Contender league in May 2018, executed a new sponsorship agreement with Wizards Gaming District (including hosting watch parties with Monumental Sports and Entertainment in June, July and August 2018), hosted an on-site activation at the London Games Festival and developed terms for a founding sponsorship of an Overwatch League expansion franchise in the District.
- Renovation of the Carnegie Library commenced in early FY18; the expected completion date is late spring 2019.
- Construction continued on the Entertainment and Sports Arena in Congress Heights, with the grand opening scheduled for October 2018.
- Staff executed a long-term partnership for the Business of Sports Symposium and sponsored the Wooden Awards dinner in Q1FY18; other special events conducted in FY18 included a comprehensive esports activation at the 2018 SXSW Conference and Festivals and the development and execution of the 2018 Embassy Chef Challenge.
- Staff made significant progress on the redevelopment of the RFK Campus, to include the formal launch of the Robert F. Kennedy Memorial project, the completion of the entitlement process and the start of construction on the Multi-Purpose Fields project. A detailed project status is included in Question 20.

FY18 Performance Standard: Revenue and Expense Management

The implementation of this focus area is driven by recognition that the Authority will have its fullest economic impact when it remains financially stable and fiscally sound.

Included in this focus area are the following:

- Convention and Meetings Division: For FY18, Board approved a budget of \$22.89 million in revenue, \$55.53 million in expenses and a deficit of \$32.64 million for the Walter E. Washington Convention Center; Assure no increase of the \$32.64 million deficit for FY18.
- Sports and Entertainment Division: For FY18, Board approved a budget of \$4.96 million in revenue, \$9.66 million in expenses and a deficit of \$4.70 million for the Division. Assure no increase of the \$4.70 million deficit for FY18.



Results:

For the Convention and Meetings Division:

- Operating revenues were \$25.45 million against a *revised* budget of \$22.89 million.
- Operating expenses were \$46.91 million against a *revised* budget of \$55.53 million.
- The actual FY18 operating deficit was \$21.46 million against a *revised* budget of \$32.64 million

For the Sports and Entertainment Division:

- Operating revenues were \$4.02 million against a *revised* budget of \$4.96 million.
- Operating expenses were \$8.52 million against a *revised* budget of \$9.66 million.
- The actual FY18 operating deficit was \$4.50 million against a *revised* budget of \$4.70 million.

Other FY18 accomplishments by the Financial Management Division include the following:

- **Bond Rating Increase:** in FY18 the Authority met with its rating agencies (Moody's, Fitch and Standard & Poor's) in preparation for going to capital markets to refund Convention Center bonds. Standard & Poor's increased their previous rating from an "A" to an "A+", while Fitch and Moody's maintained their previous ratings of "AA+" and "Aa3," respectively, which they had updated late in FY17;
- **Refunding of Convention Center Bonds:** the Authority refunded the Convention Center bonds Series 2007A and Series 2010C with a par value of \$333,050,000 and a true interest cost of 3.2711 percent; the net present value savings was \$52.5 million with an average annual debt service savings estimated at \$4.85 million;
- **Long-Term Financial Plan:** in FY18, the Authority adopted a Long-Term Capital and Financial Plan that was the culmination of a comprehensive process to evaluate the long-term capital construction, maintenance and financing requirements of the Authority. The plan adopted by the Board ensures the following:
 - There is never a need to raise the dedicated-tax rate,
 - That all bond covenants are met,
 - That excess revenues are set aside first to maintain assets at a high-quality level, and
 - To fund future capital priorities of the Authority
- **Implementation of Budget Software:** in keeping with the Authority's strategic initiatives related to technology, the Financial Management Division completed the installation and roll-out of an automated budgeting program, which staff utilized during the formulation and preparation of the FY19 budget.



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Question 9

Please provide budget information showing your agency's approved budget and actual spending, by division, for FY 2018 and FY 2019, to date. In addition, please describe any variance between fiscal year appropriations and actual expenditures. Please also include the transfer amount to Destination DC.

The requested information is included on the following pages.

Events DC
Budget to Actual Variance
FY2018 and FY2019

		FY2018				FY2019					
		Approved Budget	Revised Budget	Variance	Actual	Variance	Approved Budget	Revised Budget	Variance	Actual	As of Dec 31, 2018
		A	B	B-A	C	Revenue (C-B) Expense (B-C)	D	E	F	G	
1	Operating										
2	Operating Revenues										
3	Building Rental	10,954,504	10,203,236	(751,268)	8,417,296	(1,785,940)	10,399,950	10,399,950	-	2,085,606	
4	Food Service	5,925,353	6,651,123	725,770	7,721,018	1,069,895	7,745,224	7,393,638	(351,586)	1,789,504	
5	Electrical	1,939,766	2,036,754	96,989	3,035,925	999,170	2,273,144	2,273,144	-	809,169	
6	Rigging	1,153,276	1,210,941	57,664	2,014,205	803,265	1,310,525	1,310,525	-	363,550	
7	Telecommunications	1,443,660	1,528,093	84,433	2,143,920	615,827	1,675,908	1,675,908	-	602,433	
8	Audio Visual	549,598	577,077	27,479	631,713	54,636	580,000	580,000	-	229,597	
9	Digital Signage	70,050	82,300	12,250	84,841	2,541	84,600	84,600	-	29,290	
10	Retail Space Rental	651,339	651,339	-	616,734	(34,606)	651,339	651,339	-	158,586	
11	Parking	417,037	388,036	(29,000)	425,407	37,370	347,177	472,177	125,000	186,781	
12	Event Services	868,120	568,120	(300,000)	358,321	(209,799)	389,070	389,070	-	48,297	
13	Advertising and Sponsorship	1,320,000	770,000	(550,000)	928,246	158,246	1,520,000	1,520,000	-	244,638	
14	Office Rent	485,675	485,675	-	514,318	28,643	455,675	455,675	-	144,394	
15	Facility Fee	43,506	12,306	(31,200)	178,027	165,722	18,562	443,968	425,406	27,412	
16	Rental Revenue	1,698,204	1,698,204	-	732,686	(965,518)	792,820	792,820	-	183,172	
17	Ticket Sales				139,849	139,849	29,740	934,361	904,621	414,274	
18	Other	943,392	987,444	44,052	1,043,749	56,305	982,296	982,296	-	228,426	
19	Event Services Cost Reimbursements							1,101,906	1,101,906	-	
20	Total Operating Revenues	28,463,479	27,850,648	(612,831)	28,986,254	1,135,607	29,256,030	31,461,377	2,205,347	7,545,129	
21	Operating Expenses										
22	<u>Personal Services</u>										
23	Full-time Salaries	20,248,062	21,012,768	764,707	19,243,724	1,769,044	22,748,229	25,365,217	2,616,989	4,911,242	
24	Part-time Salaries	1,172,300	1,172,300	-	1,111,558	60,742	1,271,007	1,271,007	-	366,966	
25	Overtime	575,900	575,900	-	646,322	(70,422)	575,900	575,900	-	240,830	
26	Fringe Benefits	6,645,821	6,879,593	233,772	6,213,971	665,622	7,119,997	7,840,981	720,984	1,372,749	
27	Total Personal Services	28,642,083	29,640,562	998,479	27,215,575	2,424,986	31,715,133	35,053,105	3,337,973	6,891,787	
28	<u>Non-Personal Services</u>					8%					
29	Supplies	868,139	868,139	-	608,484	259,655	868,139	870,539	2,400	51,814	
30	Utilities	7,411,787	7,411,787	-	6,626,035	785,752	7,411,787	7,676,787	265,000	1,585,761	
31	Professional/Contractual	23,139,765	24,356,889	1,217,124	18,141,869	6,215,020	27,828,779	30,961,215	3,132,436	4,187,921	
32	Equipment	411,515	411,515	-	411,551	(36)	411,515	449,515	38,000	38,534	
33	Subsidies and Transfers	2,500,649	2,500,649	-	2,500,649	(0)	2,500,649	2,500,649	-	625,162	
34	Total Non-Personal Services	34,331,855	35,548,979	1,217,124	28,288,588	7,260,391	39,020,870	42,458,706	3,437,836	6,489,193	
35	Total Operating Expenses	62,973,938	65,189,541	2,215,603	55,504,164	9,685,377	70,736,002	77,511,811	6,775,809	13,380,980	
36	Operating Surplus(Loss)	(34,510,459)	(37,338,893)	(2,828,434)	(26,517,909)	10,820,984	(41,479,972)	(46,050,434)	(4,570,462)	(5,835,851)	
37	NON-OPERATING	34,331,855	35,548,979	1,217,124	38,391,899						
38	Non-Operating Revenues										
39	Dedicated Taxes	134,010,000	134,529,000	519,000	135,299,023	770,023	149,109,981	144,060,000	(5,049,981)	34,567,671	
40	Interest Income	1,000,000	1,500,000	500,000	3,746,266	2,246,266	1,500,000	3,700,000	2,200,000	1,697,997	
41	TIF Revenues - Hotel	19,519,000	19,918,908	399,908	20,320,140	401,232	20,201,503	20,201,503	-	2,540,420	
42	IRS Subsidy - Hotel bonds	2,526,055	2,526,055	-	2,540,948	14,893	2,479,408	2,479,408	-	-	
43	Transfer to DDC Marketing	3,265,884	6,128,000	2,862,116	6,149,080	21,080	6,433,064	6,006,000	(427,064)	1,571,591	
44	District Ground Lease Payment - Hotel	-	-	-	1,498,341	1,498,341	3,415,469	3,415,469	-	842,816	
45	Lease Income (Plumber's Building)	2,513,272	2,513,272	-	2,513,272	-	2,588,670	2,588,670	-	647,168	
46	Total Non-Operating Revenue	162,834,211	167,115,235	4,281,024	172,067,069	4,951,835	185,728,095	182,451,050	(3,277,045)	41,866,763	
47	Non-Operating Expenses										
48	Marketing Fund	22,436,976	25,224,317	2,787,341	24,598,278	626,039	27,602,818	29,387,491	1,784,673	6,706,047	
49	Debt Service	51,448,218	51,448,218	-	45,587,468	(5,860,750)	49,048,252	49,048,252	-	12,262,063	
50	Possessory Interest Tax						500,000	500,000	-	-	
51	ESA Grand Opening							2,527,430	2,527,430	1,626,039	
52	Total Non-Operating Expenses	73,885,194	76,672,535	2,787,341	70,185,746	(5,234,711)	77,151,070	81,463,173	4,312,103	20,594,148	
53	Non-Operating Surplus (loss)	88,949,017	90,442,700	1,493,683	101,881,324	(282,876)	108,577,025	100,987,877	(7,589,148)	21,272,615	
54	Total Revenue	191,297,690	194,965,882	3,668,192	201,053,324	6,087,441	214,984,125	213,912,427	(1,071,698)	49,411,892	
55	Total Expense	136,859,132	141,862,076	5,002,944	125,689,909	16,172,167	147,887,073	158,974,984	11,087,912	33,975,128	
56	Surplus/(Loss)	54,438,558	53,103,807	(1,334,752)	75,363,415	22,259,608	67,097,053	54,937,443	(12,159,610)	15,436,764	
58	Capital Expenditure	18,996,000	51,946,000	32,950,000	11,845,166	40,100,834	52,675,005	52,675,005	-	1,285,096	
59	Total Surplus/(Loss)	35,442,558	1,157,807	(34,284,752)	63,518,249	62,360,442	14,422,048	2,262,438	(12,159,610)	14,151,668	



FY18/FY19 Budget Variance Analyses

- A. Projected revenues declined by 2 percent, or \$612,831, from the approved FY18 budget because of a \$934,007 reduction in the Sports and Entertainment Division, primarily due to no longer sponsoring the Nation's Football Classic at RFK Stadium. The corresponding expenditures related to the game have been reduced. The reduction was partially offset by a 1 percent increase in Convention Center revenues amounting to \$282,317.
- B. The Personal Services budget increased by \$998,479 or 4 percent. The increase to the baseline is due to step increases and salary adjustments made in FY17 (\$360,211), as well as the decision to retain three Carnegie Library positions (\$254,980) previously eliminated in the approved FY18 budget. In addition, two FTEs (\$295,872) were brought on board to staff the Strategic Initiatives Division; they assist in advancing the multiple projects currently under consideration. The budget added one FTE to the Meeting Services Department to provide management coverage in the early morning shift. The salary and benefits for this addition is a program enhancement in the amount of \$87,417.
- C. The Non-Personal Services budget increased by \$1.2 million or 4 percent. Approximately \$1.1 million is due to increases in new contracts for security, switchgear testing and maintenance, and escalator/elevator maintenance. These costs were essentially mitigated by the reduction of the \$1.1 million budgeted for the Nation's Football Classic game. Under program enhancements, \$1 million is proposed to fund event attraction for the new Entertainment and Sports Arena, and marketing and promotion for the new Arena and RFK multiple projects.
- D. Non-Operating Revenues increase by \$4.3 million or 3 percent. This is due to an estimated increase in Dedicated Taxes of \$519,000 and TIF Revenues – Hotel of approximately \$400,000 based on the OCFO September revenue estimate. Interest Income also increased by \$500,000 due to the expectation that Authority investments will perform at the FY27 level. The District increased the hotel tax from 14.5 percent to 14.8 percent with the difference going to Destination DC for their marketing efforts to promote the city. This new tax increase is expected to generate \$6.1 million for this fiscal year. The Authority will receive these dollars and pass them on to Destination DC. The Council had previously appropriated \$3.2 million for this purpose and that amount was included in the FY18 budget. The difference of \$2.86 million is being added as part of the budget revision and will be transferred to Destination DC when the amounts are collected and received. There is no fiscal impact to Authority.
- E. Non-Operating Expenses increase by \$2.8 million or 4 percent based on the \$2.86 million incremental tax to Destination DC, and an increase in the contribution to the Marketing Fund based on an increase in actual dedicated tax collections for FY18. This is offset by a decrease of \$259,728 in the projected Washington Convention Center Opportunity Fund



expenditures due to cancelled events. Marketing Fund expenses also increase by \$1 million or 5 percent to reflect the additional transfers to Destination DC due to higher-than-anticipated hotel sales tax revenue.

- F. Operating Revenues exceeded the budget by \$1.1 million or 4 percent. The Convention Center exceeded its revenue goal by \$3 million, mainly due to additional demand for ancillary services such as food and beverage, electrical, rigging, telecommunication and audiovisual. There were also 31 additional events held in FY18 compared to the budgeted number of events. The Sports and Entertainment Division's revenue fell short of the budget by \$946,338. There were 127 additional events held compared to the budget. However, these events generated lower demand for facility rental, event services, food services and other ancillary services. Of the total Division events, 112 were small events held at the Gateway DC events pavilion and the R.I.S.E. Demonstration Center on the St. Elizabeths East campus with total revenues of \$107,158. The Carnegie Library at Mt. Vernon Square's revenue was lower than budgeted by \$965,518.
- G. Personal Services expenses were lower than anticipated in FY18 mainly due to unfilled positions and the associated fringe benefits savings. Fourteen positions out of 274 FTEs were vacant for 12 months.
- H. Non- Personal Services expenses were below budget by \$7.3 million or 20 percent. This was mainly due to savings in professional and contractual services. Actual spending in Strategic Initiative projects, financial management, insurance, legal services, janitorial services and engineering services were lower than anticipated in the budget. Savings in Utilities due to lower payments for DC Clean Rivers Impervious Area charge also contributed to the savings in the Non-Personal Services budget.
- I. Non-Operating revenue received exceeded the budget by \$5 million or 3 percent mainly due to higher Interest Income from investments, District Ground Lease Payment – Hotel and Dedicated Taxes and TIF Revenues - Hotel.
- J. Marketing Fund expenses decreased by \$626,039 or 2 percent reflecting the receipt of lower dedicated tax transfers to Destination DC.
- K. Debt Service was lower than the budget by \$5.9 million or 11 percent. This saving resulted from the bond refunding of the Convention Center and Hotel bonds executed in March 2018
- L. Operating Revenues budget increased by \$2.2 million or 8 percent mainly due to higher-than-anticipated revenue from the Entertainment and Sports Arena. The Arena will be fully operational in FY19 and is budgeted to generate additional revenue of \$2.2 million from Event Services, Ticket Sales, Facility Fees and Parking.



- M. Personal Services expense budget increased by \$3.3 million or 11 percent. Total includes 25 new FTEs to implement the Sports and Business Division's business plan and the corporate reorganization of the Authority. Corporate reorganization will account for 15 of the new FTEs: five of these FTEs are for the new Content Creation Department and the remaining 10 are spread across multiple administrative departments that support the Authority. Ten of the additional FTEs will be for the Entertainment and Sports Arena.

- N. Non-Personal Services expense budget increased by \$3.4 million or 9 percent. This reflects the additional operating expenses for the Entertainment and Sports Arena. It is projected that there will be 52 basketball games played by the Capital City Go-Go and Washington Mystics, as well as 10 other Authority-hosted games at the Arena. The Event Service costs for the 62 games will be \$2.2 million. Other contractual expenses to operate and maintain the Area are anticipated to be \$1.2 million.

- O. Non-Operating Revenues budget decreased by \$3.2 million or 2 percent. This is due to an estimated decrease in Dedicated Taxes of \$5.4 million, offset by increased Interest Income of \$2.2 million. The Dedicated Taxes estimate is based the OCFO September revenue estimate. Interest Income budget is increased due to the expectation that our investments will perform at the FY18 level.

- P. Marketing Fund expenses budget was increased by \$1.8 million or 6 percent. This is mainly due to an increase in sponsorships in FY19, including a Board-approved sponsorship agreement of \$875k with D.C. United, \$750k for Washington Justice/Overwatch League sponsorship and the Arena's Community Benefits Agreement payment of \$135k for FY19.



WASHINGTON CONVENTION AND SPORTS AUTHORITY - TRANSFERS TO DESTINATION DC										
	FY18					FY19				
	Original Budget	Revised Budget	Variance	Actual	Variance	Original Budget	Revised Budget	Variance	Actual - As of December 31, 2018	
REGULAR TRANSFER FROM MARKETING FUND	13,435,682	13,520,635	84,953	13,795,822	275,187	15,395,844	14,874,425	(521,419)	3,499,566	
0.3% TAX TRANSFER	3,265,884	6,128,272	2,862,388	5,625,566	(502,706)	6,433,064	6,006,000	(427,064)	1,571,591	
TOTAL	16,701,566	19,648,907	2,947,341	19,421,388	(227,519)	21,828,908	20,880,425	(948,483)	5,071,158	

Notes

A - The budget was increased to reflect the 0.3% additinoal hotel tax dedicated to Destination DC

B - The actual transfer to Destination DC was lower than budgeted due to a shortfall in the 0.3% actual tax transfer received in FY18

C - The FY19 budget was lowered based on the OCFO revenue esimate of September 2018



Question 11

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

Three years ago, the Authority's Board of Directors approved a new Strategic Initiative around the area of esports, which generated \$655 million in global revenues in 2017 and is projected to cross the billion-dollar mark in 2019. The Authority's objective is to establish the District of Columbia as a global and local esports-market leader, in turn attracting visitors to the District while also generating both revenue and economic impact for the city. This will be accomplished by creating and hosting world-class events, developing and investing in opportunities to further educate local youth and enhance business opportunities for the Authority. A further purpose of the program is to increase the Authority's position as a thought-leader in the esports industry and to saturate markets with Events DC branding to drive the esports conversation and future event attraction.

In support of the Authority's esports-related Strategic Initiatives, in FY18 the DC Armory hosted the first-ever Captain's Draft 4.0 Esports Tournament (January 4-7, 2018) in conjunction with Moonduck Studios. The event included eight of the top Dota 2 teams from around the globe with more than 2,000 spectators attending the event and tens of thousands more viewing the tournament on the Twitch live-streaming platform. Also in FY18, the Authority successfully negotiated a multi-year deal with Red Bull North America to host the national finals of the Red Bull Conquest Tournament at the Entertainment and Sports Arena, with the 2018 Grand Finals taking place November 16-18, 2019.

The Authority has three esports-related sponsorship agreements in place, including a partnership with NRG eSports that began in FY17 and expanded in FY18 to include sponsorship of NRG's Overwatch Contenders training house in Washington, DC. The Authority also sponsors Wizards District Gaming, Monumental Sports & Entertainment's affiliate in the NBA 2K League. Both sponsorships have included activations and watch parties in Washington DC, along with events at the annual SXSW event in Austin, Texas, and in the United Kingdom at the annual London Games Festival. In FY19, the Authority became the founding sponsor of the inaugural season of the Washington Justice, an Overwatch League expansion team; the sponsorship includes the Events DC logo on the front of team jerseys, which debuted at the Justice's February 16 Overwatch League opener, and live event experiences for fans.

In FY18, the Authority also sponsored the Boys & Girls Clubs of Greater Washington's three-day video-game-intensive program for the iCan Technical Theater Internship. Program participants had a hands-on opportunity to develop skills in game design, virtual reality, graphic design, audio/video productions and app design.

For FY19, the Authority's budget for esports is approximately \$2.25 million. Planned expenditures include an esports activation for SXSW; sponsorships of NRG, Wizards Gaming District, the Washington Justice and the London Games Festival; planning and execution of a



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local esports festival here in Washington DC; and the hiring of an esports consultant to focus on booking esports events at the new Arena.



Question 12

Please provide information on any pending lawsuits.

Isley v. Aramark Sports & Entertainment Services, LLC, et al, No. 2018 CA 007685 B (District of Columbia Superior Court). Plaintiff Stacie Isley, an Aramark employee, sued Aramark, the Authority, ECS Mid-Atlantic, LLC, and Standard Restoration and Waterproofing Company, Inc. alleging respiratory injury sustained from mold exposure during January 2016. She seeks \$1 million in damages. The Authority denies any liability.

Wetzel v. Washington Convention and Sports Authority, et al, No. 2018 CA 007228 B (District of Columbia Superior Court). Plaintiff, an attendee at a D.C. United soccer game at RFK Stadium in October 2017, sued the Authority and Contemporary Security Services, Inc. (CSC) for injuries sustained when a security guard employed by CSC allegedly knocked him down while pursuing another attendee. Plaintiff seeks compensatory and punitive damages. The Authority denies any liability and has sought indemnity from D.C. United, which hired CSC.

Cooney v. Washington Convention and Sports Authority, et al, No. 2017 CA 003395 B (District of Columbia Superior Court). Plaintiff, an exhibitor at the Association of Energy Engineers (AEE) conference at the Walter E. Washington Convention Center in September 2014, sued the Authority, the Freeman Companies, and Hi-Tech Electric LLC alleging injuries from exposed wires in a utility closet. He demanded \$2 million in damages. The Authority denies liability and through its liability insurer filed third-party claims against AEE, the exhibitor's employer, and Freeman.

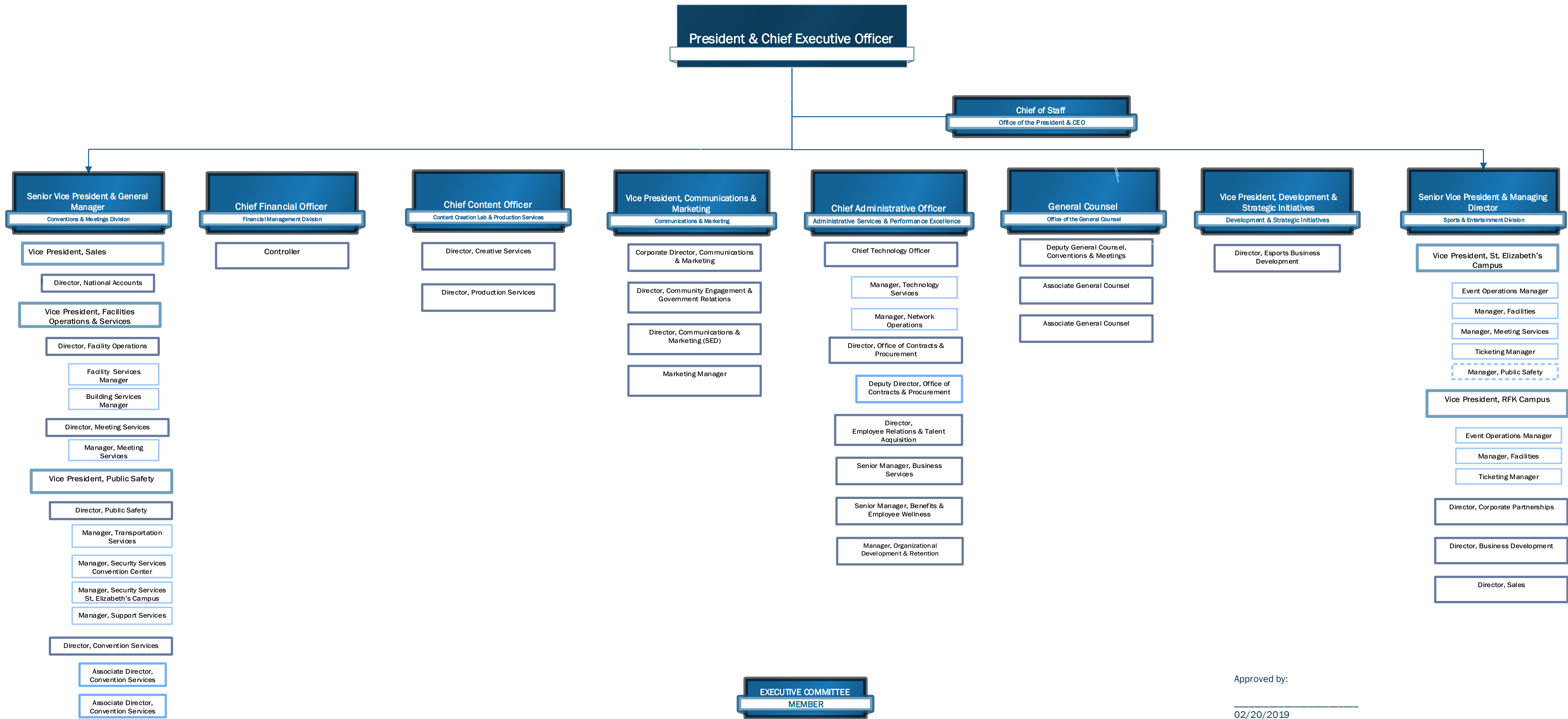


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Question 13

Please provide an updated organizational chart and current Schedule A.

The requested information is on the following pages.



Approved by:

 02/20/2019
 Gregory A. O'Dell
 President & Chief Executive Officer



Question 14

Please provide the following:

- A list of employee bonuses, additional benefits, or special award pay granted in FY 2017 and FY 2018, to date;
- A list of travel expenses, arranged by employee; and
- A list of total payments made in FY 2018 and FY 2019, to date for overtime and workman's compensation.

Employee Bonuses and Special Award Pay

For FY18, the Authority awarded merit-based performance bonuses to qualifying full-time employees. The amount of the bonus varied by employee and was determined by the scoring of the individual's FY18 annual performance evaluation; payments were made in FY19 (December 2018).

The Authority's Board of Directors awarded a performance bonus in 2QFY19 to the President and Chief Executive Officer as part of his Employment Agreement for performance in FY18. Bonuses for chief executives are a customary practice in the convention center industry, though specific details about incentive pay is considered confidential for competitive reasons.

In FY18, the Authority awarded a recruitment bonus to the then-Employee Engagement Specialist and special award bonuses to the then-Deputy General Counsels and a Senior Project Manager, Strategic Initiatives.



FY18 Travel Expenses

Position Title	FY18 Expenses
Assistant Manager, Public Safety Support Services	\$905.05
Benefits Analyst	\$1,938.65
Chairman, Board of Directors	\$1,697.90
Chef for SXSW	\$1,753.75
Chef for SXSW	\$1,753.75
Chief Administrative Officer	\$5,742.89
Chief Financial Officer	\$4,836.04
Chief of Staff	\$592.96
Communication and Marketing Specialist	\$927.14
Communications and Marketing Coordinator	\$6,161.35
Communications and Marketing Manager	\$721.14
Controller	\$2,182.73
Corporate Director, Communications and Marketing	\$10,514.35
Deputy Chief, Human Resources	\$3,620.60
Deputy Director, Convention Management	\$2,575.45
Director of National Accounts	\$4,000.34
Director, Communications and Marketing	\$563.73
Director, Convention Management	\$3,264.08
Director, Convention Management	\$370.50
Director, Corporate Partnerships	\$1,035.21
Director, Event Operations	\$1,357.80
Director, Public Safety	\$831.72
Director, Special Events	\$9,015.05
Employee Engagement Specialist	\$1,574.09
Event Manager	\$1,269.83
Event Manager	\$1,300.98
Event Manager	\$2,536.94
General Counsel	\$282.32
Lead Senior Event Manager	\$1,736.85
Lead Senior Event Manager	\$839.52
Manager, Event Operations	\$1,185.73
Manager, Network Operations	\$1,812.40
Manager, Organizational Development and Retention	\$2,244.31
Marketing Manager	\$5,904.47
President and Chief Executive Officer	\$20,458.14



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Position Title	FY18 Expenses
Production Services Manager	\$1,835.24
Project Manager	\$139.80
Project Manager, Esports	\$3,496.74
Senior Event Manager	\$6,918.93
Senior Event Manager	\$1,106.57
Senior Event Manager	\$2,043.71
Senior Event Manager	\$1,147.73
Senior Manger, Business Services	\$2,976.33
Senior Project Manager, Administration and Coordination	\$8,757.75
Senior Project Manager, Strategic Initiatives	\$2,327.29
Senior Research Policy Analyst	\$5,883.97
Senior Sales Manager	\$1,367.17
Senior Sales Manager	\$2,854.07
Senior Vice President and General Manager	\$7,061.17
Senior Vice President and Managing Director	\$24,059.93
Special Assistant and Administrative Operations Manager	\$1,503.76
Staff Attorney	\$282.32
Talent Acquisition Specialist	\$980.58
Ticketing Manager	\$491.44
Vice President, Communications and Marketing	\$7,922.81
Vice President, Sales	\$6,674.00
TOTAL	<u>\$197,339.07</u>



FY19 Travel Expenses

Position	FY19 Expenses
Communications and Marketing Assistant	\$703.00
Senior Event Manager	\$839.09
Communications and Marketing Manager	\$135.00
Event Manager	\$140.00
Communications and Marketing Manager	\$135.00
Senior Event Manager	\$503.42
Vice President, Communications & Marketing	\$669.03
Director of National Accounts	\$253.39
Senior Sales Manager	\$1,998.68
Senior Vice President and Managing Director	\$675.26
President and Chief Executive Officer	\$6,588.82
Chief Financial Officer	\$90.00
Event Manager	\$428.56
Manager, Employee Engagement and Performance Excellence	\$3,922.73
Vice President, Sales	\$1,772.70
Chief Administrative Officer	\$2,942.95
Event Manager	\$1,435.00
Senior Vice President and General Manager	\$90.00
Director, Convention Management	\$503.92
TOTAL	<u>\$23,826.55</u>



Employee Overtime

<u>FY18</u>	<u>FY19 to date¹</u>
\$672,422.57	\$345,042.34

FY18 and Q1FY19 Workers' Compensation Payments

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

¹ Through February 5, 2019



Question 15

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

As of February 21, 2019, 173 of the Authority's 404 employees, or 42.82 percent, reside in the District of Columbia. Note that this number excludes our Financial Management Division, where all human-resource functions (including recruitment, hiring and administration of DC residency preferences) are performed by the District of Columbia's Office of the Chief Financial Officer.

A primary focus of the Authority's recruitment focus is to source, recruit and retain District residents as employees. The Authority is committed to hiring the most qualified individuals, with the ability to actively contribute to its continuing success. To that end, all Authority job openings reaffirm and highlight the DC Residency Preference.

In addition, in FY18 prior to the opening of the new Entertainment and Sports Arena, the Authority developed a comprehensive recruitment plan to target communities in Ward 7 and Ward 8 for prospective employees to staff the building. The plan included a multi-day job fair held on the St. Elizabeths East Campus at the R.I.S.E Demonstration Center. To publicize the job fair, the Authority shared information at ANC meetings, posted flyers and left employment applications at community venues. Onsite during the job fair, applicants were able to print their resumes if they did not have access to printers in advance of the event.

The job fair attracted more than 500 individuals from Ward 7 and 8, as well as other wards across the city and the metropolitan area. Forty-six District residents were hired in full-time, part-time and seasonal capacities. The Authority developed a rigorous five-week orientation program to ensure the new hires are prepared to succeed long-term within the organization, and since that time, some of the seasonal employees have transitioned into regular roles.

In addition to the Arena job fair, the Authority also participated in the following events:

- the Career Technical Institute Career Fair,
- the Mid-City Career Fair,
- the iWork Job Fair,
- the Marion Barry Summer Youth Career Fair, and,
- the Washington DC Professional Hiring Event.

During FY19, the Authority plans to sponsor yet another community-based job fair specifically for District residents while continuing to identify opportunities to collaborate with community partners to raise awareness of Authority job vacancies to District residents.



Question 16

Please provide an update on your contract with Destination DC, including Destination DC's five-year strategic plan.

FY18 represented the fifth and final year of the base term of the Authority's contract with Destination DC. The contract allows for five one-year renewal options. In anticipation of the negotiation and execution of a new five-year agreement, the Authority's Board of Directors approved partial exercises of Option Year One through May 1, 2019. Staff expects to present the terms of a new five-year agreement with Destination DC to the Board in March 2019, with transmittal of the contract to the Council of the District of Columbia for active approval occurring immediately upon the Board's approval. The new contract will incorporate Destination DC's FY19-FY23 strategic plan.

The Authority approved two modifications to the base Destination DC contract during FY18, including a November 2017 modification to comport the agreement with the Hospitality Tax Dedication Amendment Act of 2018, which designated a new 0.3-percent tax for Destination DC's marketing and promotion of the District of Columbia. The Authority also modified the agreement in May 2018 to approve funding for the FY18 international congress sales program.

Destination DC continues to report its progress to the Authority's Board of Directors quarterly. Further, Authority staff monitors Destination DC's convention sales activities and works in close cooperation with Destination DC staff and management through the following regularly scheduled activities:

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



Question 17

Please list and describe any ongoing investigations, audits, or reports on your agency or any employee of your agency, or any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed during FY 2018 or FY 2019, to date.

In FY18, the Authority participated in its two regular audits:

- From November 2017 to January 2018, SB & Co. conducted the Authority's annual independent audit of FY17 financial statements and supporting operations.
- In June and July 2018, the Office of the District of Columbia Auditor completed its annual Sufficiency Certification for the Authority's FY19 revenues and reserves.

In FY19, from November 2018 to January 2019, SB & Co. conducted the Authority's annual independent audit of FY18 financial statements and supporting operations.



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Question 18

Please provide a status on capital projects that were planned for FY 2018 and FY 2019.

A status report for FY18 and FY19 capital projects is included in the attached chart.

**Washington Convention and Sports Authority
Capital Project Status
FY18 and FY19**

Project	Division	FY	Status
Entertainment and Sports Arena Construction	Strategic Initiatives	FY17	Complete
Carpet replacement, Concourse	Conventions and Meetings	FY18	Complete
3rd Floor Kitchen Service Corridor Resurfacing	Conventions and Meetings	FY18	Complete
L Street South Building Side Expansion Joint Replacement	Conventions and Meetings	FY18	Complete
Ballroom Floor Box Retrofit	Conventions and Meetings	FY18	Complete
Loading Dock Waterproofing	Conventions and Meetings	FY18	Complete
Exterior Roll-Up Door Replacement	Conventions and Meetings	FY18	Complete
Valves and Activators Replacement	Conventions and Meetings	FY18	Complete
Generator Switchgear Controls Upgrade	Conventions and Meetings	FY18	Complete
Retail Spaces Submetering	Conventions and Meetings	FY18	Complete
Plumbing System Upgrade	Conventions and Meetings	FY18	Complete
Window Shade Replacement	Conventions and Meetings	FY18	Complete
Service Corridor Carpet Replacement	Conventions and Meetings	FY18	Complete
Banquet Chair Replacement	Conventions and Meetings	FY18	Complete
Signage Upgrades and Enhancements	Conventions and Meetings	FY18	Ongoing
Computer Replacement	Conventions and Meetings	FY18	Ongoing
LED Energy Efficiency Retrofit	Conventions and Meetings	FY18	Ongoing
L Street Digital Signage	Conventions and Meetings	FY18	In Progress
Architectural Engineering Services	Conventions and Meetings	FY18	Ongoing
Office Renovation	Conventions and Meetings	FY18	In Progress
Interior Lighting Upgrade	Conventions and Meetings	FY18	Ongoing
Digital Camera Upgrade	Conventions and Meetings	FY18	In Progress
DC Armory NW Bleacher Wall Repair	Sports and Entertainment	FY18	Complete
RFK Stadium Concrete Fascia Repair at Main Gate	Sports and Entertainment	FY18	Complete
RFK Stadium Water Pipe Repair	Sports and Entertainment	FY18	Complete
R.I.S.E. Demonstration Center Workspace Reconfiguration	Sports and Entertainment	FY18	Complete
Carnegie Library Renovation (via Apple)	Strategic Initiatives	FY18	In Progress
RFK Multi-Purpose Fields	Strategic Initiatives	FY18	In Progress
WEWCC Lobby and Public Space Redesign	Strategic Initiatives	FY18	Complete
WEWCC Office Renovation	Strategic Initiatives	FY18	In Progress
WEWCC Streetscaping and Public Art	Strategic Initiatives	FY18	In Progress
Server upgrades	Conventions and Meetings	FY19	In Progress
House Dock/Level 56 Garage Renovation	Conventions and Meetings	FY19	In Progress
CAT 6 Cabling upgrade	Conventions and Meetings	FY19	Ongoing
Alexa Wayfinding Booths	Conventions and Meetings	FY19	In Progress
Seasonal Boiler Installation	Conventions and Meetings	FY19	In Progress
Exhibit Hall Concrete Restoration	Conventions and Meetings	FY19	Ongoing
Restroom Redesign	Conventions and Meetings	FY19	Ongoing
Carpet Redesign	Conventions and Meetings	FY19	Ongoing
Electronic Locking System	Conventions and Meetings	FY19	Ongoing
Elevator Cab Replacement/Upgrade	Conventions and Meetings	FY19	In Progress
Lutron (Lighting Control System) Upgrade	Conventions and Meetings	FY19	In Progress
Security Barrier Installation	Conventions and Meetings	FY19	In Progress
Meeting Room Furniture Racking System Modification	Conventions and Meetings	FY19	In Progress
Central Plant Upgrades	Conventions and Meetings	FY19	In Progress
Replacement of VAV (Variable Air Volume) Boxes, HVAC System	Conventions and Meetings	FY19	Complete
Replacement of VFDs (Variable Frequency Drives), HVAC System	Conventions and Meetings	FY19	Complete
Halls DE Expansion Joint Replacement	Conventions and Meetings	FY19	Complete
Replacement of High Voltage Floor Boxes in Ballrooms	Conventions and Meetings	FY19	Complete
Canopy Lighting	Conventions and Meetings	FY19	Complete
Replacement of Hall D Entry Doors	Conventions and Meetings	FY19	Complete

**Washington Convention and Sports Authority
Capital Project Status
FY18 and FY19**

Project	Division	FY	Status
Operable Partition Wall Buildout	Conventions and Meetings	FY19	Complete
Exhibit Hall High Speed Door Replacement	Conventions and Meetings	FY19	Complete
RFK Administrative Office Space Renovation	Sports and Entertainment	FY19	Ongoing
RFK Stadium Main Gate Ticket Office Renovation/Reconstruction	Sports and Entertainment	FY19	Ongoing
DC Armory Locker Room Construction/Renovation	Sports and Entertainment	FY19	Ongoing
Entertainment and Sports Arena Concourse Epoxy	Sports and Entertainment	FY19	Ongoing
Entertainment and Sports Arena Suite Design and Buildout	Sports and Entertainment	FY19	Ongoing
Entertainment and Sports Arena Replay System	Sports and Entertainment	FY19	Ongoing



Question 19

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

During FY18, the Authority worked with the Office of the Chief Financial Officer to develop and formally adopt a Long-Term Capital and Financial Plan covering Authority operations for the next 20 years. The Authority's staff, Board of Directors and OCFO invested a considerable amount of time to ensure the plan would embrace the following objectives:

- Ensure that there is never a need to raise dedicated taxes to fund Authority operations or debt service,
- Make sure all Authority bond covenants are met,
- Ensure that all excess revenues are set aside to first maintain current assets at a high-quality level while also funding future needs, and,
- Create reserve funds and policies to ensure that revenues are properly utilized.

Under the Long-Term Capital and Financial Plan and the supporting reserve policies approved by the Authority's Board, the Authority is in a position to fund both its long-term capital requirements, including the maintenance of assets (*i.e.*, owned, operated and/or managed venues), as well as Board-approved Strategic Initiatives. Core expenditures projected under the Long-Term Capital and Financial Plan include the following:

- Approximately \$490 million for capital expenses related to the maintenance of the Authority's two largest assets, Walter E. Washington Convention Center and Nationals Park,
- Approximately \$84 million for capital expenses related to the maintenance of the Authority's other assets (including the historic Carnegie Library at Mt. Vernon Square, the Entertainment and Sports Arena, the Gateway DC events pavilion, the R.I.S.E. Demonstration Center, the non-military functions of the District of Columbia Armory and limited capital expenditures related to the Robert F. Kennedy Memorial Stadium campus),
- Approximately \$31 million for Convention Center upgrades, including streetscaping and the recently concluded Grand Lobby/public space amenity additions, and,
- Approximately \$240 million for short-term redevelopment of the RFK Campus, including the Multi-Purpose Fields project, which is currently under construction.

In conjunction with the March 2018 refunding of the Series 2007 and Series 2010C bonds, staff presented the Authority's Long-Term Capital and Financial Plan to the rating agencies prior to the close of the transaction; the plan was a central component of a compelling argument regarding the Authority's long-term outlook that yielded bond ratings of A+, Aa3 and AA+ from Standard & Poor's, Moody's and Fitch, respectively.



Question 20

What is the status of the redevelopment plans and/or options for RFK and the surrounding grounds in the short term, medium and long term? Please also include a proposed or anticipated schedule and timeframe. Additionally, please provide an updated on the RFK multi-purpose recreation fields and anticipated opening.

The Authority's 2017 Master Plan establishes the short-term plan and long-term vision for the Robert F. Kennedy Memorial Stadium Campus. The short-term plan includes a 65,000-square foot Market Hall, A 350,000-square foot Sports and Recreation Complex, a new memorial to Senator Kennedy, a Multi-Purpose Fields complex, and pedestrian bridges to Kingman Island, Heritage Island, and River Terrace. In the short-term, the site will also be transformed to include park/green space, walking/biking trails, parking, and other general amenities.

All elements of the redevelopment plan, save the Multi-Purpose Fields, are on hold pending the resolution of issues related to the long-term control of the RFK Campus. Site control can be achieved through an extension of the existing lease with the National Park Service or a land transfer to the District; either action would require Congressional action.

The Multi-Purpose Fields are currently under construction with an anticipated commissioning date of May 2019.



Question 21

What events, have been held at RFK and the surrounding grounds in FY 2018 and FY 2019? What events are planned for the remainder of FY 2019? Please also provide a list of neighborhood-centric and community focused events at the RFK campus and grounds in FY18 and FY19 (including planned events in FY19).

A calendar of events that took place on the RFK Campus in FY18 and Q1FY19, as well as events schedule for the remainder of FY19, are attached.

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

Date	Event Name	Description
Oct-17	RFK Quarterly Community Stakeholder Meeting	Quarterly meeting with resident stakeholders, civic and community leaders to discuss updates, events and activities taking place on the RFK Stadium Campus
Oct-17	Costume Carnival 2017	Events DC-led Halloween event for residents of Ward 8, including giveaways, costume contest, games and activities
Dec-17	Events DC Cozy Christmas 2017	Festive holiday event, located at Gateway for youth living in communities in Ward 8
Jan-18	MLK Day Parade and Festival	Assisted with the pre- and post- parade festival that will take place at R.I.S.E. Center and Gateway DC
Jan-18	Entertainment and Sports Arena Topping Out Ceremony	Community and project stakeholder celebration of major milestone on construction of Entertainment and Sports Arena
Jan-18	Citywide RFK Redevelopment Meeting	Meeting held with residents from all eight wards of the city to discuss the proposed redevelopment plans for the RFK Stadium Campus
Apr-18	Citywide RFK Redevelopment Meeting	Meeting held with residents from all eight wards of the city to discuss the proposed redevelopment plans for the RFK Stadium Campus
May-18	Entertainment & Sports Arena Career Fair	Career fair for residents of Ward 8 to showcase opportunities to staff the Entertainment & Sports Arena
Jul-18	Summer Outdoor Movie Series	Events DC and RCN combined forces to have a summer movie night series. Gateway DC's focus was on children's movies. Events DC was also able to partner with local business owners (such as Rita's & Georgina's) to create a more inviting event).



Date	Event Name	Description
May-17	Congress Heights Day Festival	A community festival in Ward 8, the only one of its kind beyond the MLK Day Parade, allows for comradery to grow while showcasing Events DC to the community
Jul-18	Summer Outdoor Movie Series	Events DC and RCN combined forces to have a summer movie night series on the grounds of the RFK Stadium Campus.
Jul-18	Events DC Community Grant Program Information Session	Two sessions held at RFK Stadium to preview community grant program and application process with potential DC-based non-profit organizations
Jul-18	Events DC Community Grant Program Information Session	Two sessions held at the R.I.S.E. Demonstration Center to preview community grant program and application process with potential DC-based non-profit organizations
Aug-18	RFK Quarterly Community Stakeholder Meeting	Quarterly meeting with resident stakeholders, civic and community leaders to discuss updates, events and activities taking place on the RFK Stadium Campus
Aug-18	RFK Campus Fields Groundbreaking Press Event	Press Announcement with community, civic, elected officials, project stakeholders and Events DC staff to commemorate "shovels in the ground" for the first element of the RFK Campus Redevelopment Project

**Washington Covention and Sports Authority
FY18 RFK Campus Events**

Event Name	Event Dates	Event Venue
Global Experience Specialists Inc. Truck Marshalling	10/01/2017 - 10/16/2017	Festival Grounds at RFK Stadium
2017 Army Ten-Miler Expo	10/06/2017 - 10/07/2017	DC Armory
Taste of DC	10/07/2017 - 10/08/2017	Festival Grounds at RFK Stadium
Jesus Wonderful Church Plant	10/20/2017 - 10/22/2017	DC Armory
Black Light Run	10/21/2017 - 10/21/2017	Festival Grounds at RFK Stadium
D.C. United New York Red Bulls	10/22/2017 - 10/22/2017	RFK Stadium
Making Strides Against Breast Cancer 5K Run/Walk	10/29/2017 - 10/29/2017	Festival Grounds at RFK Stadium
Hot Cider Hustle 5K	11/04/2017 - 11/04/2017	Festival Grounds at RFK Stadium
The Expo Group Truck Marshalling Activity	11/06/2017 - 11/17/2017	Festival Grounds at RFK Stadium
Paint Drop Off	11/18/2017 - 11/18/2017	Festival Grounds at RFK Stadium
Urban Music Festival	11/25/2017 - 11/25/2017	DC Armory
Truck Marshalling Activity Office Trailer Storage and Scale Storage	12/04/2017 - 12/06/2017	Festival Grounds at RFK Stadium
All Hands Meeting	12/05/2017 - 12/05/2017	DC Armory
My School DC Education Festival	12/09/2017 - 12/09/2017	DC Armory
Annual Senior Holiday Celebration	12/13/2017 - 12/13/2017	DC Armory
National Title IX Holiday Invitational Conference and Classic	12/28/2017 - 12/30/2017	DC Armory
Captain's Draft 4.0	01/04/2018 - 01/07/2018	DC Armory
D.C. United Youth Academy 2018	01/16/2018 - 02/15/2018	DC Armory
D.C. United Academy Winter Training	01/16/2018 - 02/15/2018	DC Armory
Truck Marshaling Activity Office Trailer Storage and Scale Storage	01/17/2018 - 01/25/2018	Festival Grounds at RFK Stadium
Washington Area Frisbee Club Practice	01/22/2018 - 01/22/2018	DC Armory
Dinosaur Time Trek	01/26/2018 - 01/28/2018	DC Armory
American Medical Response Emergency Vehicle Training	01/30/2018 - 01/30/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	02/02/2018 - 02/17/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	02/03/2018 - 02/06/2018	Festival Grounds at RFK Stadium
Washington Area Frisbee Club Practice	02/05/2018 - 02/05/2018	DC Armory
Washington Area Frisbee Club Practice	02/12/2018 - 02/12/2018	DC Armory
Washington Area Frisbee Club Practice	02/19/2018 - 02/19/2018	DC Armory
Washington Area Frisbee Club Practice	02/21/2018 - 02/21/2018	DC Armory
DC Rollergirls Bout	02/24/2018 - 02/24/2018	DC Armory
Los Tigres del Norte	02/25/2018 - 02/25/2018	DC Armory
Washington Area Frisbee Club Practice	02/27/2018 - 02/27/2018	DC Armory
Rock N Roll Marathon & Half Marathon Expo	03/08/2018 - 03/09/2018	DC Armory
Rock N Roll Marathon Finish Festival	03/10/2018 - 03/10/2018	Festival Grounds at RFK Stadium

**Washington Covention and Sports Authority
FY18 RFK Campus Events**

Event Name	Event Dates	Event Venue
Shamrock Fest	03/17/2018 - 03/17/2018	Festival Grounds at RFK Stadium
Truck Marshaling Activity Office Trailer Storage and Scale Storage	03/18/2018 - 04/19/2018	Festival Grounds at RFK Stadium
USA Science and Engineering Festival Bus Shuttling	04/06/2018 - 04/06/2018	Festival Grounds at RFK Stadium
DC Rollergirls Bout	04/07/2018 - 04/07/2018	DC Armory
National Cherry Blossom Festival Parade Float Building	04/09/2018 - 04/13/2018	DC Armory
2018 Q2 Network Disaster Recovery Field Exercise	04/11/2018 - 04/18/2018	Festival Grounds at RFK Stadium
The National Cannabis Festival	04/21/2018 - 04/21/2018	Festival Grounds at RFK Stadium
U15 Junior Bicycle Racing Series	04/22/2018 - 04/22/2018	Festival Grounds at RFK Stadium
5GAA CV2X Demonstration	04/25/2018 - 04/26/2018	Festival Grounds at RFK Stadium
Lyft Commercial Filming	04/27/2018 - 04/27/2018	Festival Grounds at RFK Stadium
Broccoli City Festival	04/28/2018 - 04/28/2018	Festival Grounds at RFK Stadium
Police Week Tent City	05/13/2018 - 05/15/2018	Festival Grounds at RFK Stadium
Juvenile Diabetes Research Foundation Bicycle Race	05/17/2018 - 05/17/2018	Festival Grounds at RFK Stadium
Capitol Hill Classic 5K	05/20/2018 - 05/20/2018	Festival Grounds at RFK Stadium
U15 Junior Bicycle Racing Series	05/26/2018 - 05/26/2018	Festival Grounds at RFK Stadium
The Smile Project Carnival and Concert	05/31/2018 - 06/03/2018	Festival Grounds at RFK Stadium
Wales VS. South Africa Rugby Match	06/02/2018 - 06/02/2018	RFK Stadium
Alianza del El Salvador VS. Olimpia del Honduras	06/10/2018 - 06/10/2018	RFK Stadium
Grace Jamaican Jerk Festival DC	06/10/2018 - 06/10/2018	Festival Grounds at RFK Stadium
Night Nation Run	06/16/2018 - 06/16/2018	Festival Grounds at RFK Stadium
Hookie Day Fete	06/22/2018 - 06/22/2018	Festival Grounds at RFK Stadium
American Medical Response Emergency Vehicle Training	07/01/2018 - 07/01/2018	Festival Grounds at RFK Stadium
Select Event Group Truck Marshalling	07/09/2018 - 07/22/2018	Festival Grounds at RFK Stadium
Fox Sports Truck Marshalling Activity & Tractor Storage	07/10/2018 - 07/18/2018	Festival Grounds at RFK Stadium
DC Field Day	07/28/2018 - 07/28/2018	Festival Grounds at RFK Stadium
The National African American Wellness Walk Initiative	08/04/2018 - 08/04/2018	Festival Grounds at RFK Stadium
Back Pack & School Supplies Give Away	08/11/2018 - 08/11/2018	Maloof Skate Park at RFK Stadium
DC World Reggae Festival	08/19/2018 - 08/19/2018	Festival Grounds at RFK Stadium
Soul Smoke Festival	08/25/2018 - 08/25/2018	Festival Grounds at RFK Stadium
DC Senior Wellness Barbecue	09/07/2018 - 09/07/2018	Festival Grounds at RFK Stadium
Purple Wave Festival	09/08/2018 - 09/08/2018	Festival Grounds at RFK Stadium
Navy Air Force Half Marathon & 5 Miler Expo	09/14/2018 - 09/15/2018	DC Armory
2018 Events DC Kickoff Classic	09/15/2018 - 09/15/2018	RFK Stadium
Project Homeless Connect	09/20/2018 - 09/20/2018	DC Armory

Washington Covention and Sports Authority
FY18 RFK Campus Events

Event Name	Event Dates	Event Venue
Greenhaus Festival	09/22/2018 - 09/23/2018	Festival Grounds at RFK Stadium
Wanderlust 108	09/29/2018 - 09/29/2018	Festival Grounds at RFK Stadium

**Washington Covention and Sports Authority
FY19 RFK Campus Events**

Event Name	Event Dates	Event Venue
2018 Army Ten-Miler Expo	10/05/2018 - 10/06/2018	DC Armory
All Hands Meeting	10/19/2018 - 10/19/2018	DC Armory
DC Rollergirls Bout	10/20/2018 - 10/20/2018	DC Armory
Paint Drop Off	11/03/2018 - 11/03/2018	Festival Grounds at RFK Stadium
Thanksgiving Food Distribution	11/17/2018 - 11/17/2018	DC Armory
My School DC Education Festival	12/08/2018 - 12/08/2018	DC Armory
Annual Senior Holiday Celebration	12/12/2018 - 12/12/2018	DC Armory
DC Rollergirls Bout	12/15/2018 - 12/15/2018	DC Armory
10th Annual National Title IX Holiday Invitational Conference and Classic	12/27/2018 - 12/29/2018	DC Armory
DC United Academy Practices	01/22/2019 - 01/22/2019	DC Armory
District of Columbia Bar Examination	02/26/2019 - 02/27/2019	DC Armory
Rock N Roll Marathon & Half Marathon Expo	03/07/2019 - 03/08/2019	DC Armory
Rock N Roll Marathon Finish Festival	03/09/2019 - 03/09/2019	Festival Grounds at RFK Stadium
Garden Brothers Circus	03/23/2019 - 03/24/2019	Gateway DC
Shamrock Fest	03/23/2019 - 03/23/2019	Festival Grounds at RFK Stadium
Mid-Atlantic CrossFit Challenge	04/12/2019 - 04/14/2019	DC Armory
The National Cannabis Festival	04/20/2019 - 04/20/2019	Festival Grounds at RFK Stadium
Police Week Tent City	05/13/2019 - 05/15/2019	Festival Grounds at RFK Stadium
Igloo DMV	05/26/2019 - 05/26/2019	Festival Grounds at RFK Stadium
2019 Army 10 Miler Expo	10/11/2019 - 10/12/2019	DC Armory



Question 22

Please provide an update on the Carnegie Library.

In 2017, the Authority entered a lease agreement with Apple to occupy approximately 19,000 square feet of retail space in the history Carnegie Library at Mt. Vernon Square for a new Apple global flagship store.

Apple started construction in FY18, including the demolition of the interior of the building. Construction is currently slated to be complete in April 2019; the store is scheduled to open in late spring 2019 after completion and the required startup sequencing.

The Authority's other tenant in the Library, the Historical Society of Washington, DC, is temporarily relocated at the Newseum and will be returning to fully renovated space in the building. The Authority will retain control of programming on Mount Vernon Square and limited programming within the building.



Question 23

What efforts has Events DC undertaken in FY 2018 and FY 2019, to date, to partner with local professional sports franchises, professional and collegiate leagues and conferences to bring large-scale events to the District?

Major event bids undertaken in FY18 and FY19 to date include the following:

- **Rugby International Friendly:** the Authority worked with US Rugby and Destination DC to successfully bring a rugby test match to RFK Stadium between the Welsh and South African nation rugby union teams on June 2, 2018
- **Mid-Atlantic CrossFit Challenge:** the Authority worked with Destination DC to secure the 2019 Mid-Atlantic CrossFit Challenge Main Event presented by Reebok at the DC Armory (April 12-14, 2019); deal includes an option for future-year events
- **Laureus World Sports Awards:** the Authority is working with the Maryland Office of Sports Marketing to evaluate Washington, DC as a host for the event
- **XFL:** the Authority worked on bids with D.C. United and the Washington Nationals to successfully bring an XFL franchise to Washington, DC, with Audi Field serving as the team's home field for the inaugural season in 2020
- **CAA Men's Basketball Tournament:** the Authority worked with the Colonial Athletic Association, with support from Destination DC, to secure the 2020 – 2023 tournaments at the Entertainment and Sports Arena
- **The Basketball Tournament:** the Authority is working with Destination DC in pursuit of the 2020 – 2023 tournaments
- **World Rugby Series Sevens:** the Authority is working with Destination DC and the Washington Nationals to respond to an RFP to host the HSBC World Rugby Sevens Series from 2020 to 2024
- **FIFA World Cup 2026:** the Authority worked with D.C. United, the Washington Redskins and Destination DC in support of the successful United 2026 bid, including the Washington, DC region as a candidate host city
- **Overwatch League:** the Authority supported Washington Esports Ventures successful bid to secure an expansion Overwatch League esports franchise for Washington, DC; the Washington Justice will play home matches in DC starting in 2020
- **Major League Rugby:** the Authority supported a local ownership group's successful effort to secure an expansion MLR franchise for DC; Old Glory DC will take the pitch in 2020



Question 24

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

All the street-facing retail space at the Walter E. Washington Convention Center has been fully leased; all spaces were open for business until the closure of Smoked and Stacked in December 2018. The two most recent tenants to open were the Unconventional Diner, a full-service restaurant on 9th Street NW and The Morris, a cocktail bar/lounge located on 7th Street NW. The owners of Smoked and Stacked will open a new food-and-beverage concept in the space in Q2FY19.

The Center's retail portfolio now encompasses approximately 18,000 square feet of leased space with a healthy mix of neighborhood-serving uses including a fitness/body diagnostics facility, barber shop and several food-based uses.

Tenant	Address	Sq. Ft.	Status
Sbarro	1104 7th Street NW	1,461	Occupied
The Morris	1020 7th Street NW	1,532	Occupied
Unconventional Diner	1207/1219 9th Street NW	8,000	Occupied
	1239 9th Street NW	1,281	New concept to open Q2FY19
Union Kitchen Grocer	1249/1251 9th Street NW	2,195	Occupied
Urban Athletic Club	802/804 N Street NW	3,263	Occupied
Composition ID	760 N Street NW	746	Occupied
Cuttin' Up Barbershop	740 N Street NW	526	Occupied



Question 25

Please provide a status of any efforts to open the retail spaces around Nationals Park, including any updates since last year. Please provide copies of any proposals for that space.

The Zoning Commission order that approved construction of Nationals Park required the former DC Sports and Entertainment Commission (and now the Authority as the Commission's successor agency) to construct a total of 46,000 square feet of retail in the total project. Roughly 11,000 square feet of the total retail requirement currently exists (including the Team Store at Center Field Plaza, the Home Plate Store and three New Era stores on the 100-level concourse). The remaining square footage under the Zoning Commission's order includes approximately 35,000 of retail space along First Street SE; approximately 17,000 of this space already exists in a core-and-shell condition and 18,000 square feet needs to be constructed.

The Authority is currently working the Washington Nationals to finalize an agreement that would fulfill the Authority's zoning obligation to construct additional "Preferred Uses" as a second phase of development for the Nationals Park site. Details about the agreement will be available following the Authority Board of Directors' approval, which is anticipated in the next two months.



Question 26

Please list all settlements entered into by the agency or by the District on behalf of the agency in FY18 or FY19, to date, and provide the parties' names, the amount of the settlement, and if related to litigation, the case name and a brief description of the case. If unrelated to litigation, please describe the underlying issue or reason for the settlement (e.g. administrative complaint, etc)

Coffen, et al v. Washington Convention and Sports Authority t/a Events DC, et al, No. 16-cv-01064-CRC (United States District Court for the District of Columbia). Former employees sued the Authority for violations of the Fair Labor Standards Act and the District of Columbia Wage Payment and Collection Law, each claiming to have been denied overtime pay and compensatory time. Plaintiffs demanded \$500,000 in damages. Settlement Amount: Confidential and subject to a nondisclosure agreement.

O'Rourke v. Events DC and Aramark Management Services LLP, No. 2017 CA 001094 B (District of Columbia Superior Court). Plaintiff brought a \$500,000 negligence action against the Authority and Aramark Management Services LLP ("Aramark") alleging that injuries she sustained in a restroom were caused by an Aramark employee. Settlement Amount: \$18,500, paid by co-defendant Aramark.

Langford v. Events DC, No. 19-009-P(CN), District of Columbia Office of Human Rights (Administrative Complaint). Complainant was employed by a temporary staffing company and assigned to perform IT services for the Authority on a temporary basis. Complainant alleged discrimination by the Authority on the basis of disability, sex, and personal appearance when the Authority terminated her temporary assignment. Settlement Amount and Reason for Settlement: \$7,500 in exchange for order of dismissal and release of claims, to include denial of wrongdoing or liability.

Sterling v. Events DC, No. 19-197-FCRSA, District of Columbia Office of Human Rights (Administrative Complaint). Job applicant claimed the Authority did not comply with the Fair Criminal Record Screening Amendment Act of 2014. Settlement Amount: Confidential and subject to a nondisclosure agreement.



Question 27

Please describe the agency's procedures for investigating allegations of sexual harassment or misconduct committed by or against its employees. List and describe any allegations received by the agency in FY18 and FY19, to date, whether or not those allegations were resolved.

The Authority has policies in place to address both sexual harassment and misconduct. The procedural methodology for handling such allegations as they arise are as follows:

- (1) Employees may bring allegations of sexual harassment and/or misconduct to any member of the organization's management or senior leadership team with whom they are comfortable;
- (2) Employees may also bring complaints using the Authority's third-party alert line, which allows for anonymity, should the complainant desire.
- (3) All management and senior leadership team members are required to report any allegations of sexual harassment and/or misconduct to the Human Resources Department immediately upon receipt of notice of such allegations. This includes turning over any notes, names of possible witnesses and/or documentation received when complainant brought forth the allegation. Management and senior leadership team members are required to maintain confidentiality regarding the facts and circumstances surrounding the complaint.
- (4) Human Resources will interview the management or senior leadership team member reporting the claim, review all relevant documents and develop a list of possible witnesses for interview, including the complainant and alleged perpetrator.
- (5) All relevant witnesses are interviewed by Human Resources and any pertinent documents, social media, pictures, videos, etc. are reviewed;
- (6) Human Resources consults with the Office of the General Counsel as necessary, drafts a detailed report including recommendations, and takes required action necessary as the result of its investigation; and
- (7) Human Resources closes the loop with the Complainant, alleged perpetrator, as well as relevant management or senior leadership team members.
- (8) Allegations related to Human Resources are handled in the same manner as above, except that the Office of General Counsel leads the process.

During FY18 and FY19 to date, Human Resources received one complaint alleging sexual harassment or misconduct.

Complaint: C.B., an employee of a medical staffing company servicing the Convention Center, alleged that J.H., an Authority employee, engaged in inappropriate conversations with her that she believed to be tantamount to sexual harassment. Upon completing an investigation and interviewing the involved parties, it was determined that both individuals engaged in conversations that are inappropriate for a work environment.



Washington Convention and Sports Authority
t/a Events DC
FY18-Q1FY19 Performance Oversight Hearing
March 1, 2019

Resolution: The Authority employee was counseled regarding his behavior and advised to refrain from such conduct in the future.



Question 28

Please list the administrative complaints or grievances that the agency received in FY18 and FY19, to date, broken down by source. Please describe the process utilized to respond to any complaints and grievances received, and any changes to agency policies or procedures that have resulted from complaints or grievances received. For any complaints or grievances that were resolved in FY18 or FY19, to date, describe the resolution.

The investigatory process for handling administrative complaints is the same as that cited in Question 27 regarding sexual harassment and misconduct. All grievances are handled consistent with the negotiated terms and conditions of each respective collective bargaining agreement for each union that represents Authority employees. Grievances brought by eligible, non-represented employees are managed consistent with Authority policy.

The following administrative complaints were received in FY18 and Q1FY19:

Complaint: **Langford v. Events DC**, Case No. 19-009-P(CN), District of Columbia Office of Human Rights. Complainant was employed by a temporary staffing company and assigned to perform IT services for the Authority on a temporary basis. Complainant alleged discrimination by the Authority on the basis of disability, sex, and personal appearance when the Authority terminated her temporary assignment

Resolution: Complaint settled as referenced in Question 26

Complaint: **Sterling v. Events DC**, Case No. 19-197-FCRSA, District of Columbia Office of Human Rights. Job applicant claimed the Authority did not comply with the Fair Criminal Record Screening Amendment Act of 2014.

Resolution: Complaint settled as referenced in Question 26

Complaint: **Shaw vs. Events DC**, Case No. 16-593-P(CN), District of Columbia Office of Human Rights. Complainant, a former employee separated subsequent to exhaustion of DCFMLA as well as additional time provided by the Authority, alleges wrongful separation.

Resolution: Pending



The following grievances were received in FY18 and Q1FY19:

Complaint: **Meeting Services Associates**, AFSCME class-action grievance. Grievance brought by union on behalf of employees regarding administration of Holiday Pay. Grievance settled between the Parties. Employees who were alleged to have experienced any harm will have additional time off added to their leave banks.

Resolution: Grievance settled.

Complaint: **E. S., Facilities Supervisor**. Employee was separated for caused because he threatened physical harm against his supervisor. He filed an administrative grievance for non-represented employees and the grievance was denied based upon a review of witness statements and interviews, including an interview of the complaining party. The grievance was denied and there has been no further action.

Resolution: Grievance denied.

Complaint: **N.C., Meeting Services Associate**, AFSCME grievance. Employee was terminated as part of multi-employee separation following the theft of property. The Authority's Public Safety Department conducted an investigation. A grievance hearing was held, and the grievance was denied because the employee was separated for cause. The union did not pursue the case to arbitration.

Resolution: Grievance denied.

Complaint: **S. J., Meeting Services Supervisor**, was separated for cause for failing to be truthful during a formal investigation and refusal to perform the requisite duty of his job. This separation is associated with the multi-employee theft case. Complainant filed an administrative grievance for non-represented employees. The grievance was denied. There has been no further action.

Resolution: Grievance denied.



Question 29

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

The Employee Engagement Alliance named the Authority as the Employee Engagement Company of the Year and the winner of the Rewards and Recognition Category at the 2018 North American Employee Engagement Awards.

The Stevie Awards/International Business Awards named the Authority the 2018 Bronze Stevie International Business Award for Human Resources Department of the Year.

In our Conventions and Meetings Division:

- The Walter E. Washington Convention Center won the 2018 Prevue Visionary Gold Award for Best Convention Center in the Northeast
- A Lead Senior Event Manager and an Event Manager earned their Certified Venue Professional credential
- A Lead Senior Event Manager and two Event Managers won the Professional Convention Management Association's 20 in their Twenties Award
- A Senior Event Manager and an Event Manager graduated from the International Association of Venue Managers' Venue Management School
- An Event Manager won with ESPA Convention Services Manager of the Year Award while a Senior Event Manager was nominated for the same
- A Lead Senior Event Manager and a Senior Event Manager won the International Association of Venue Managers 30 Under 30 Award
- The Director, Convention Management won the Convention Sales Professional International Shawn Corwin-Myland Award
- The Senior Research Policy Analyst won the International Association of Venue Managers' Lifetime Achievement Award