



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 1***

Please provide, as an attachment to your answers, a current organizational chart for your agency with the number of vacant and filled FTEs marked in each box. Include the names of all senior personnel. Also include the effective date on the chart.

**RESPONSE:**

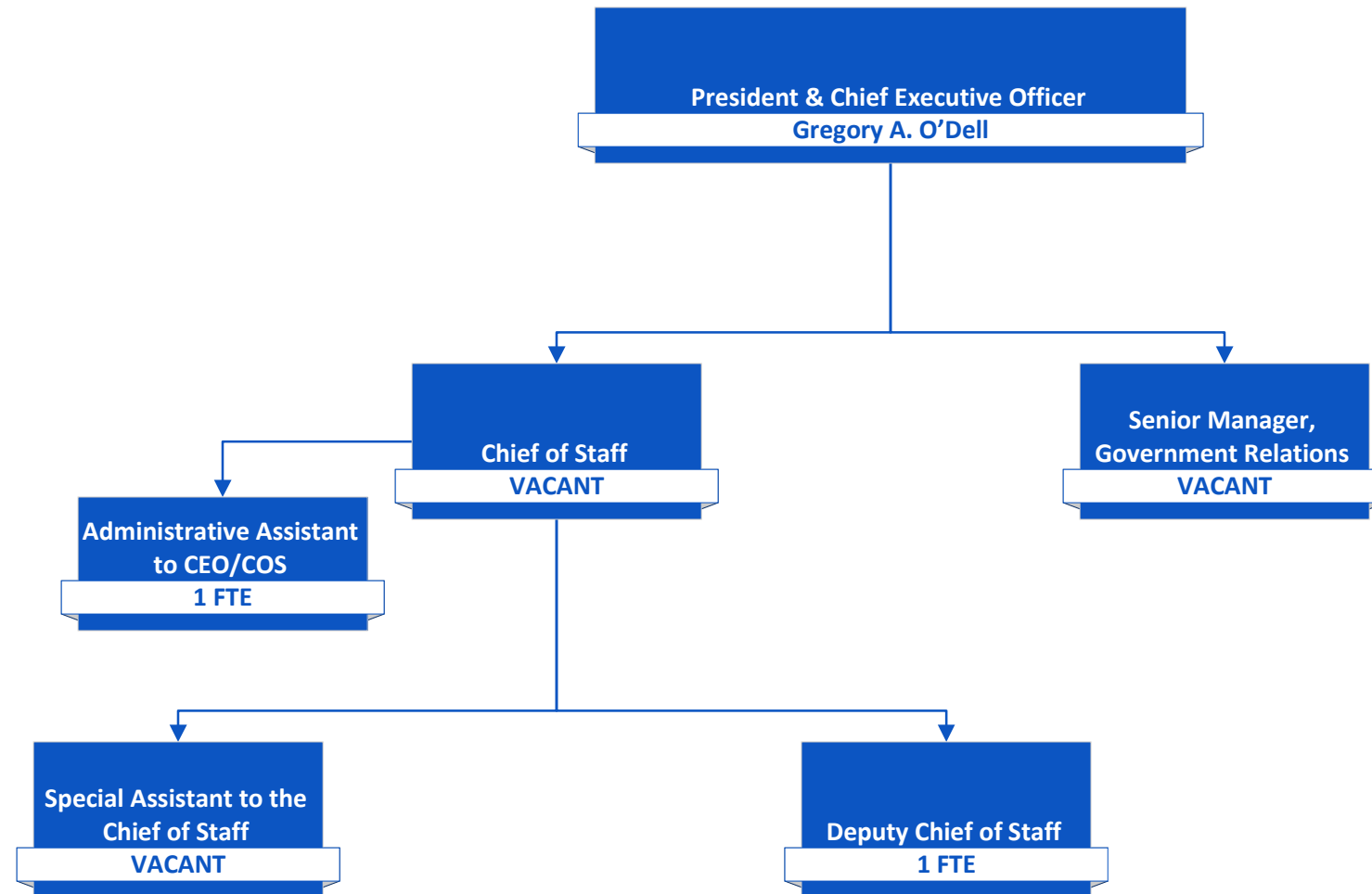
**SEE ATTACHMENT A**

# **ATTACHMENT A**

# President & Chief Executive Officer



Office of the  
President and CEO  
Organizational Chart  
Fiscal Year 2020



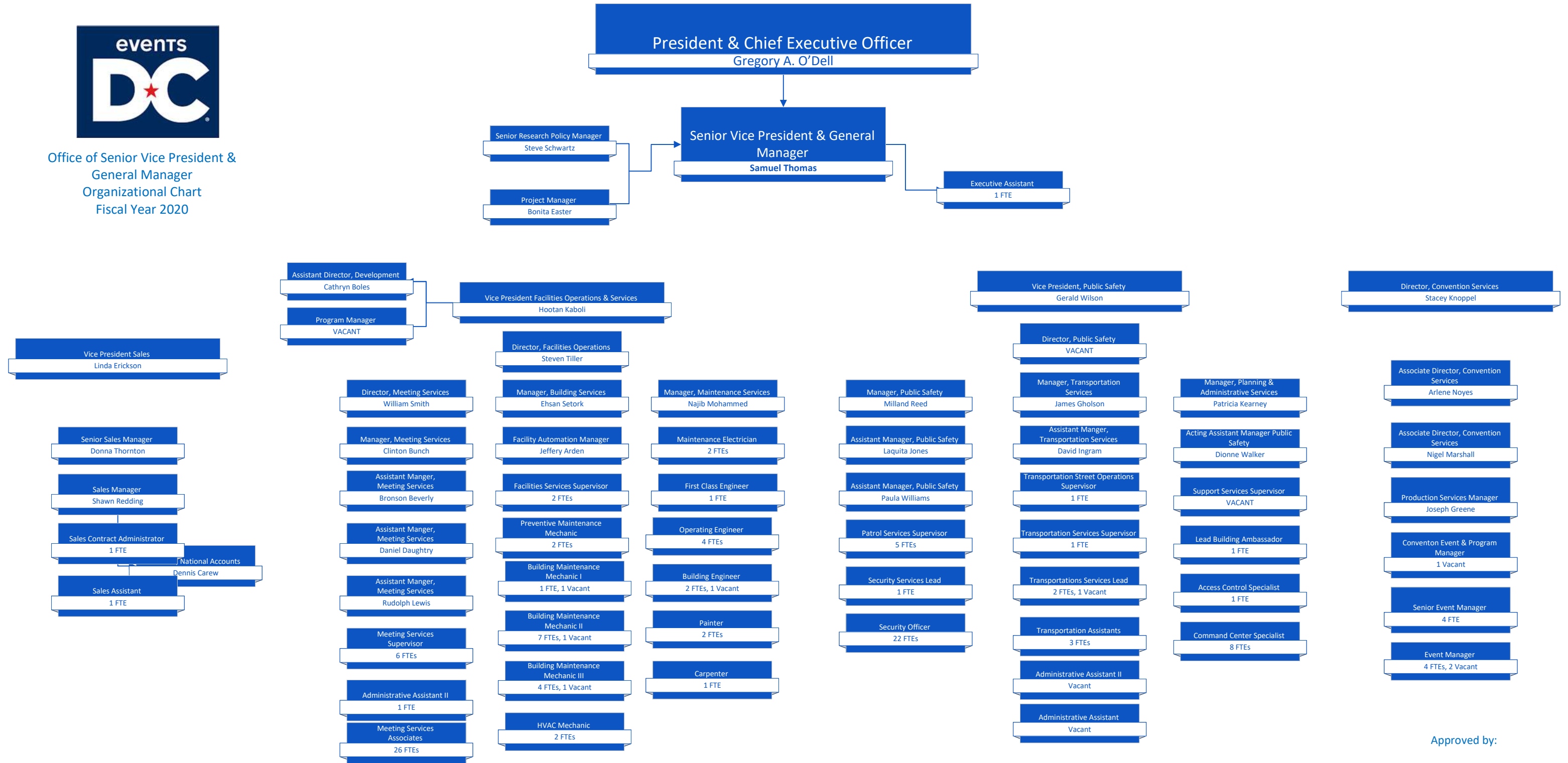
Approved by:

02/2020  
Gregory A. O'Dell  
President & CEO

# Convention Management Division Walter E. Washington Convention Center



Office of Senior Vice President & General Manager  
Organizational Chart  
Fiscal Year 2020



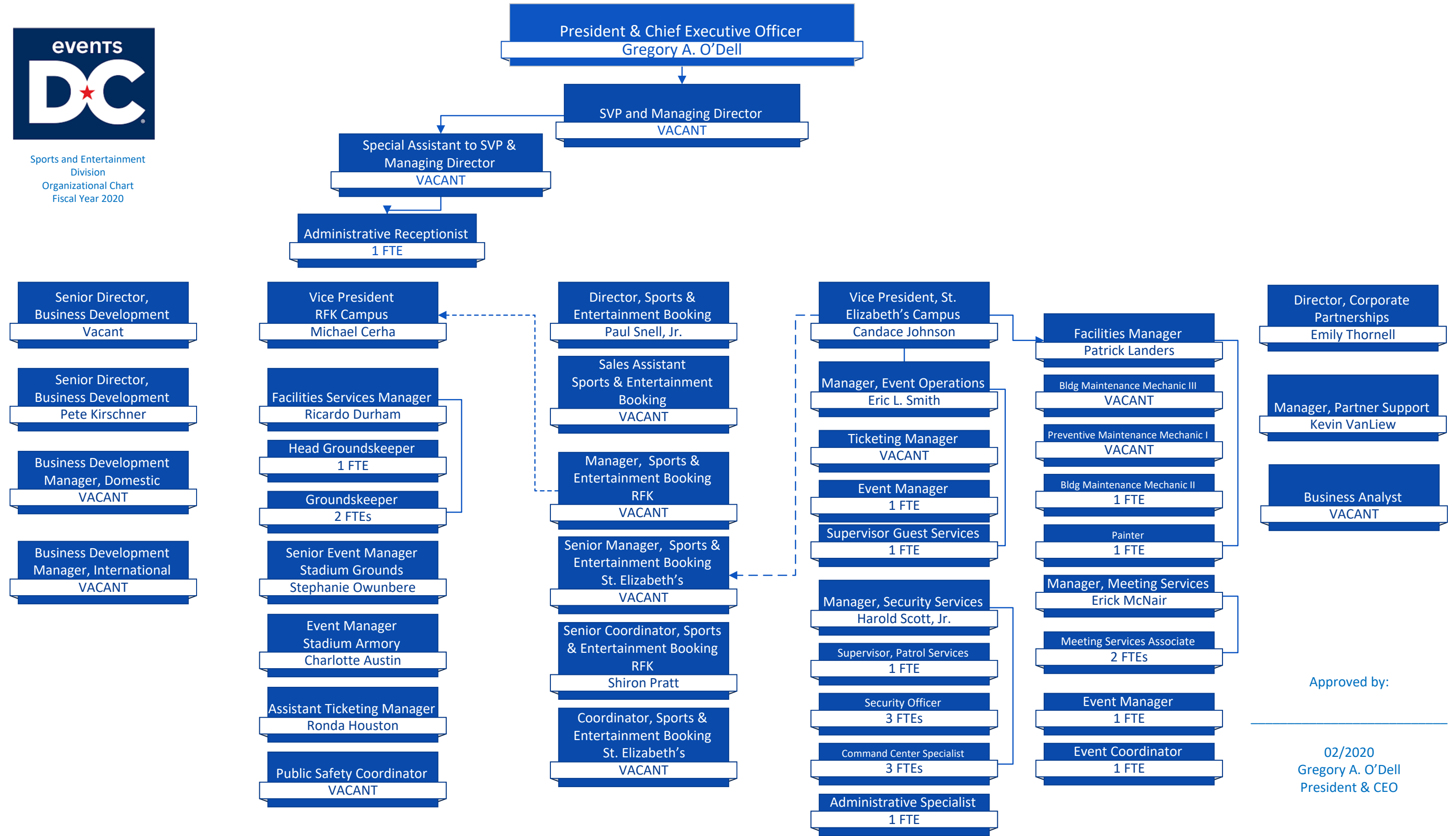
Approved by:

02/2020  
Gregory A. O'Dell  
President & CEO

# Sports and Entertainment Division



Sports and Entertainment Division  
Organizational Chart  
Fiscal Year 2020



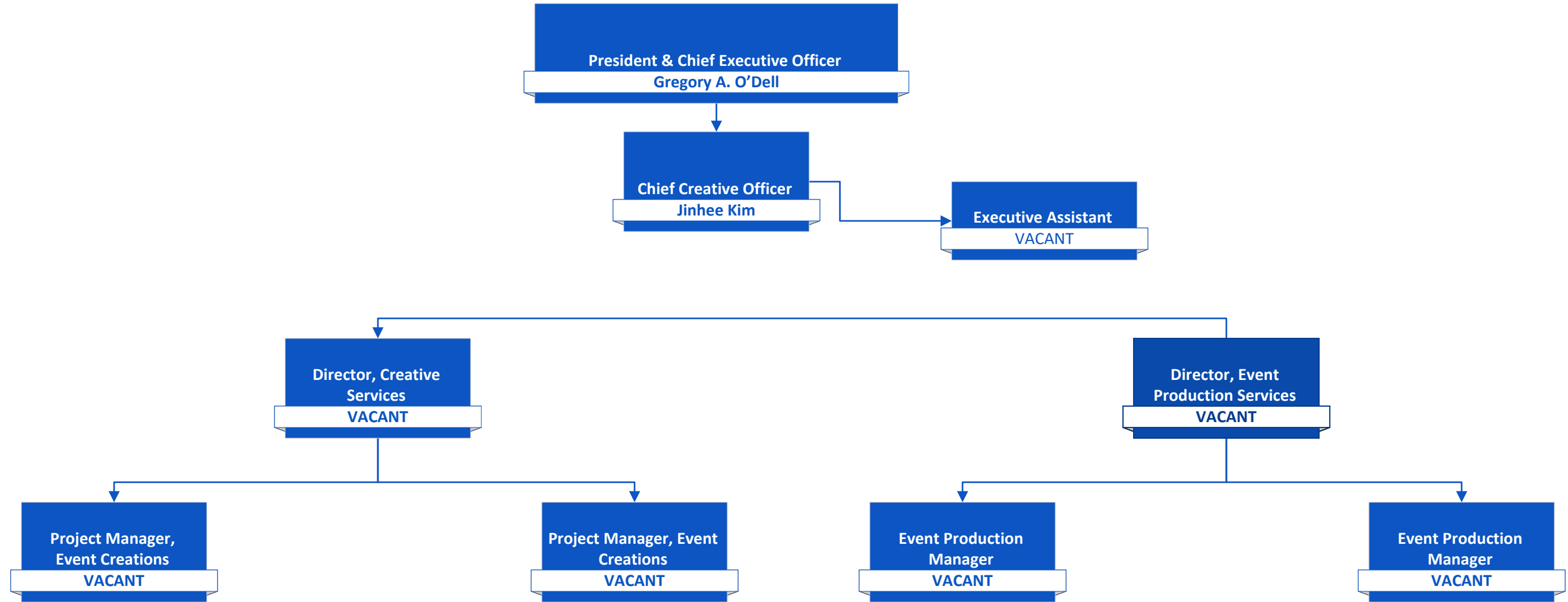
Approved by:

02/2020  
Gregory A. O'Dell  
President & CEO

# Creative Services Division



Creative Services  
Division  
Organizational Chart  
Fiscal Year 2020



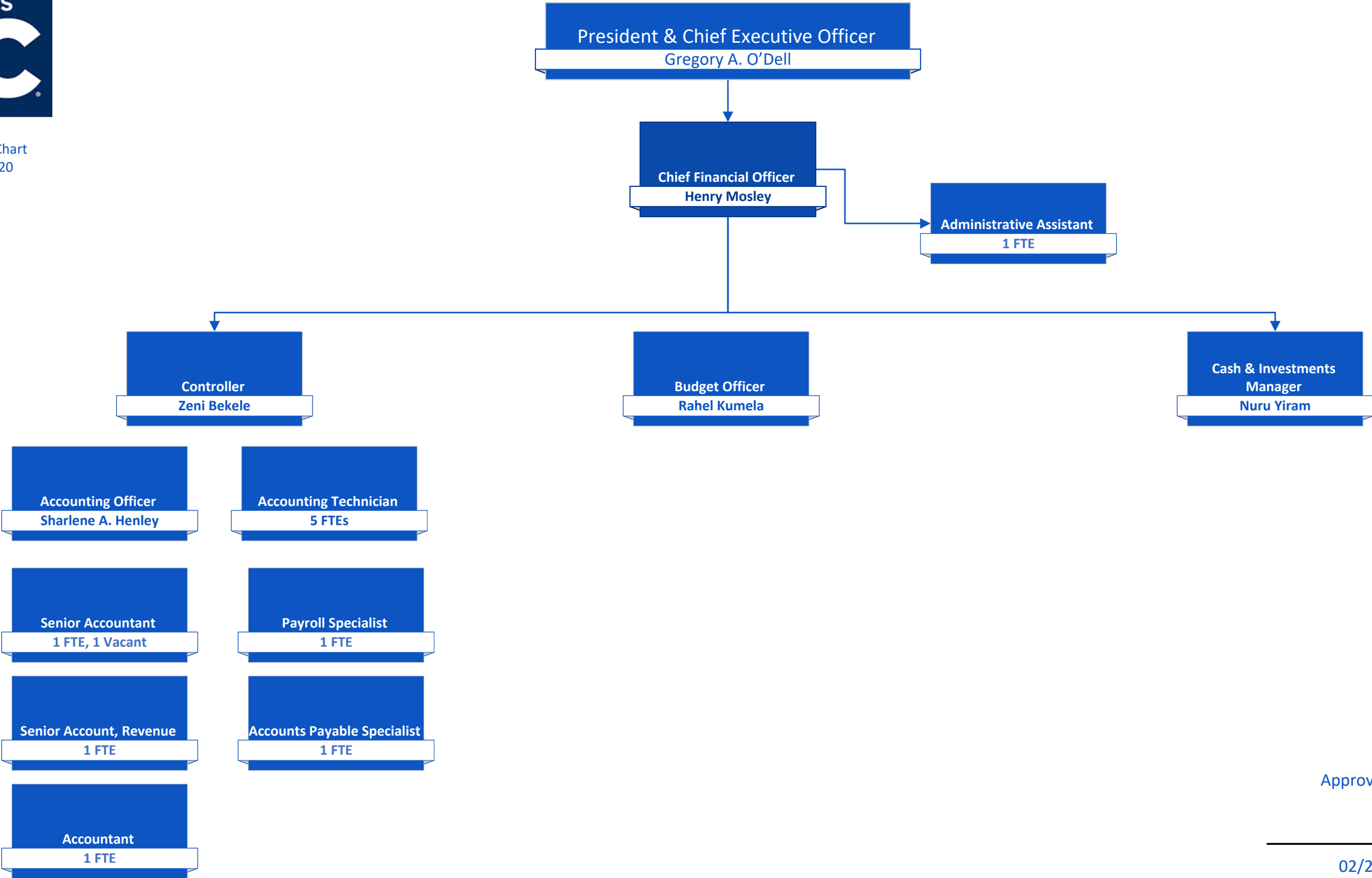
Approved By:

01/2020  
Gregory A. O'Dell  
President & CEO

# Finance



Finance:  
Organizational Chart  
Fiscal Year 2020



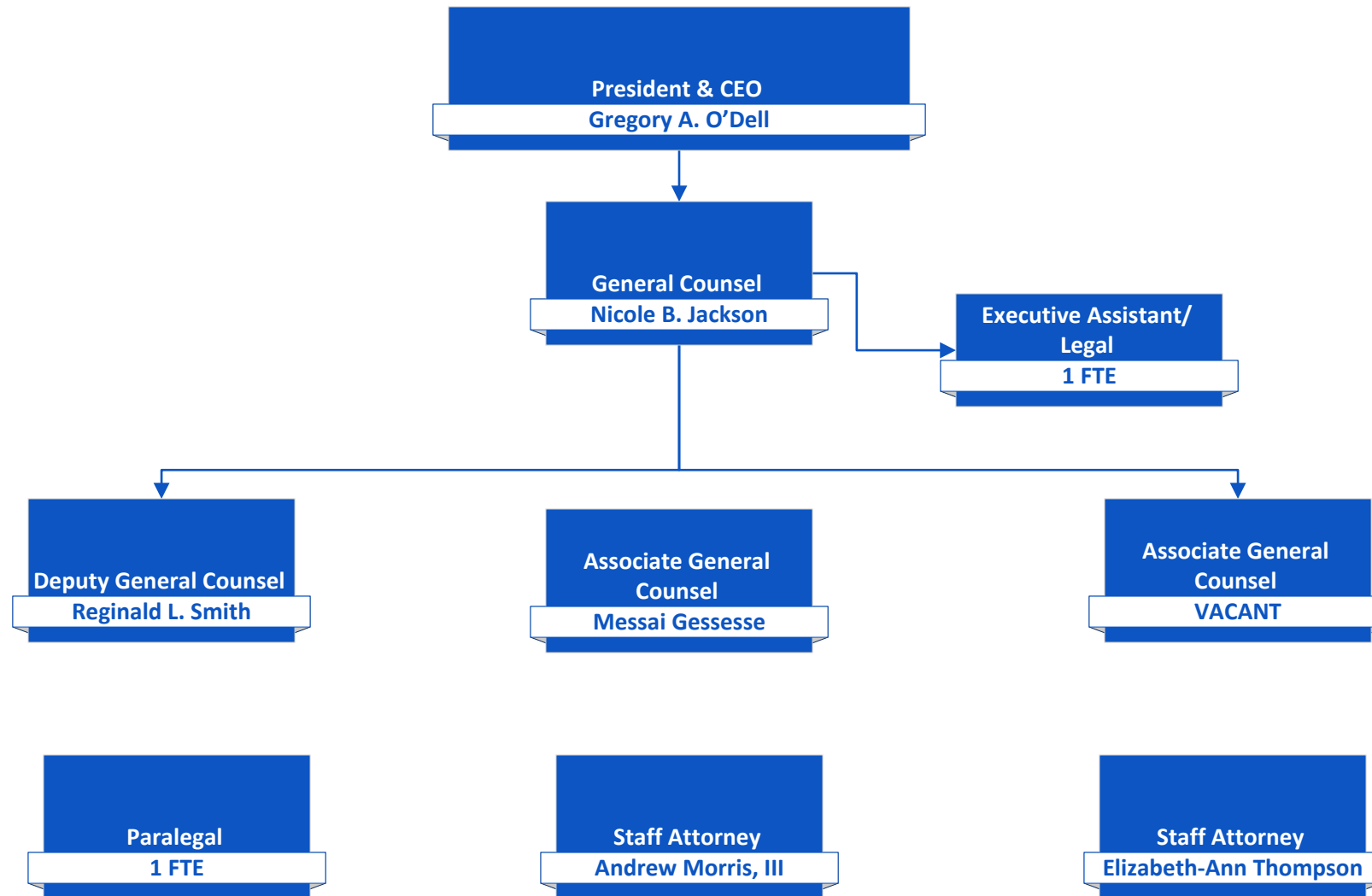
Approved by:

02/2020  
Gregory A. O'Dell  
President & CEO

# Office of the General Counsel



Office of The General  
Counsel  
Organizational Chart  
Fiscal Year 2020



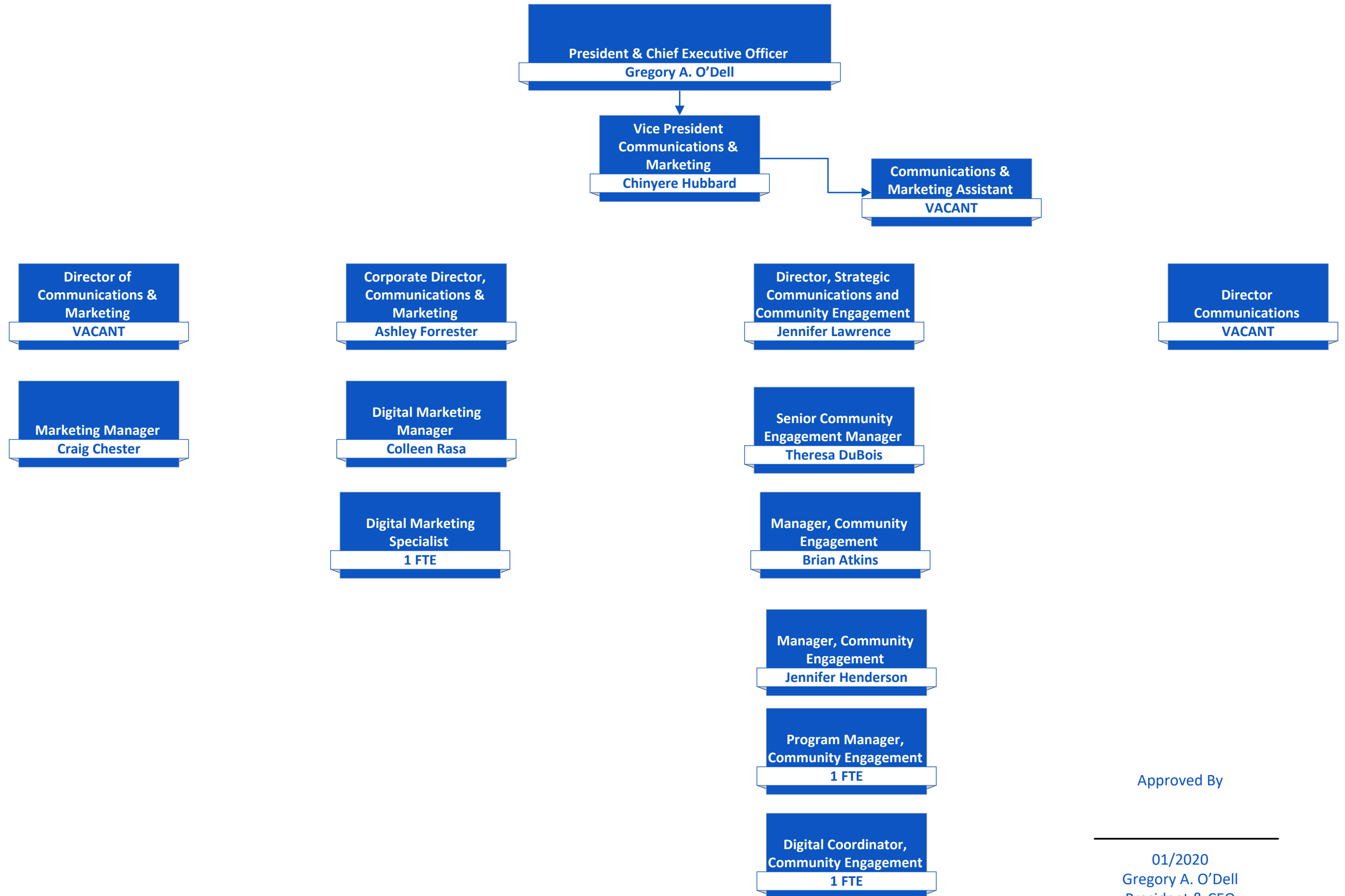
Approved by:

01/2020  
Gregory A. O'Dell  
President & CEO

# Communications and Marketing Division



Communications & Marketing Department  
Organizational Chart  
Fiscal Year 2020



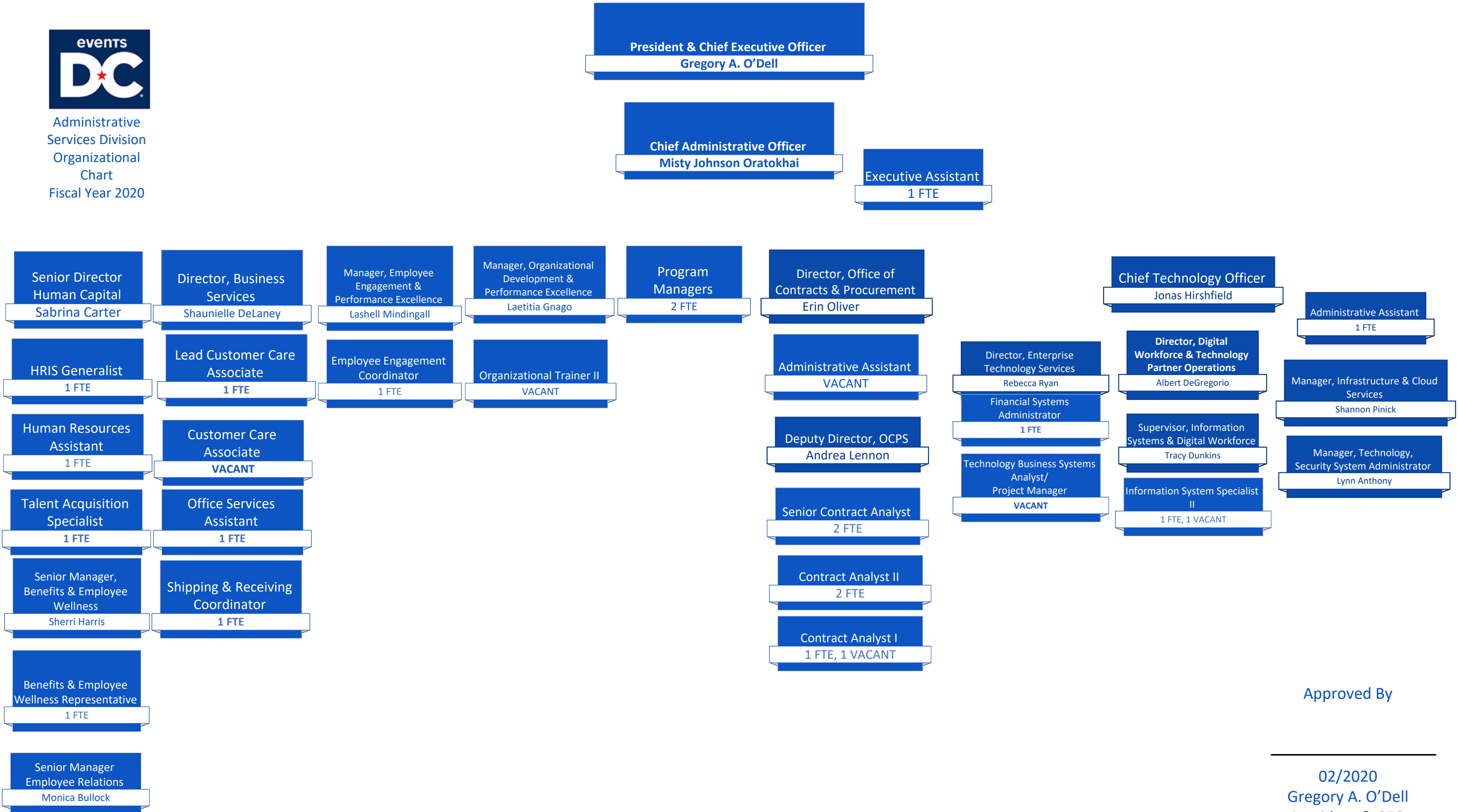
Approved By

01/2020  
Gregory A. O'Dell  
President & CEO

# ADMINISTRATIVE SERVICES AND PERFORMANCE EXCELLENCE DIVISION



Administrative Services Division  
Organizational Chart  
Fiscal Year 2020



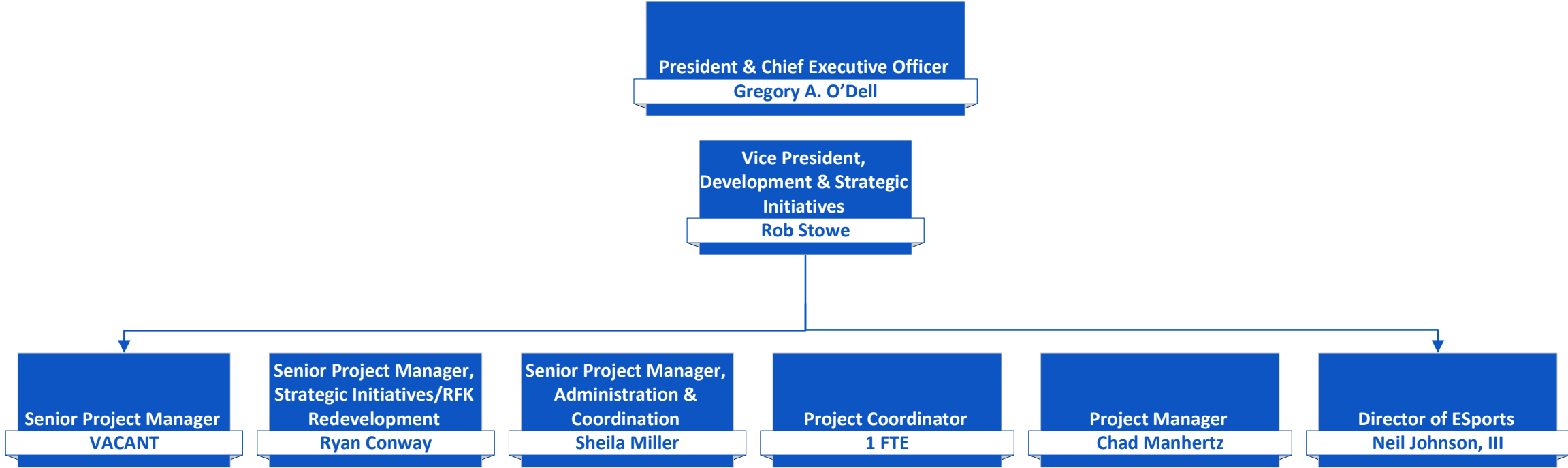
Approved By

02/2020  
Gregory A. O'Dell  
President & CEO

# Strategic Initiatives



Strategic Initiatives  
Organizational Chart  
Fiscal Year 2020



Approved by:

02/2020  
Gregory A. O'Dell  
President & CEO



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 2***

Please provide, as an attachment, a Schedule A for your agency which identifies all employees by title/position, current salary, fringe benefits, and program office as of February 1, 2020. The Schedule A also should indicate all vacant positions in the agency. Please do not include Social Security numbers.

**RESPONSE:**

**SEE ATTACHMENT B**

# **ATTACHMENT B**



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Employee Eng. Coordinator	Abdelrahman, Ahmed			1
Bldg Maint. Mech II	Abdurahman, Abdulaziz			1
Preventive Maintenance Me	Abraha, Peteros			1
HVAC Mechanic	Abrha, Ogbagiorgis			1
Guest Services Supervisor	Ahmed, Annette G.			1
Event Manager	Al-Ani, Aymen			1
Command Center Specialist	Allen, India			1
Meeting Services Supervis	Allen, Shawn			1
Meeting Services Assc FT	Anderson, Mario O.			1
Manager, Technology	Anthony, Lynn A.			1
Facility Automation Manag	Arden, Jeffery C.			1
Command Center Specialist	Artis, Mary C.			1
Mgr. Community Engagement	Atkins, Brian S.			1
Event Manager	Audain, Symone			1
Accounting Technician	Augustin, Geralda			1
Event Manager	Austin, Charlotte			1
Sales Contract Administra	Austin, Janelle			1
Administrative Recept.	Bailey, Natonya			1
Director, Special Events	Ball, Stephen			1
Meeting Services Assc FT	Ball, William			1
Building Engineer	Baltimore, Darnell A.			1
Building Engineer	Barnes, Ron			1



**Washington Convention and Sports Authority**  
**Schedule A**  
**As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Lead Customer Care Assoc.	Bates, Ernestine V.			1
Controller	Bekele, Zenia			1
Asst Mgr, Meeting Service	Beverly, Bronson D.			1
Groundskeeper	Blanco, Pablo H.			1
Meeting Services Assc FT	Bogale, Fanaye			1
Asst Director for Develop	Boles, Cathyrn M.			1
Event Manager	Bond, Jennifer			1
Patrol Services Superviso	Brighthaupt, Denise E.			1
Meeting Services Assc FT	Brooks, Jerome			1
Administrative Specialist	Brown, Alexis			1
Admin Asst II	Buchanan, Marketta			1
SR MGR, EMPL Relations	Bullock, Monica			1
Manager, Meeting Services	Bunch, Clinton C.			1
Meeting Services Supervis	Burgess, Curtis W.			1
Security Officer	Byrd, Nnadusu			1
Director of National Acc.	Carew Jr., Dennis G.			1
Maintenance Electrician	Carrera, Luis A.			1
Sr. Dir., Human Capital	Carter, Sabrina			1
VP, RFK Campus	Cerha, Michael			1
Transportation Assist FT	Chandler, Rudolph E.			1
Accounting Technician	Chaudhry, Durr e shahwar			1
Marketing Manager	Chester, Craig			1
Meeting Services Assc FT	Clark, Robbie T.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Meeting Services Assc FT	Contee, Sean A.			1
Senior Project Mgr. SI	Conway, Ryan P.			1
Meeting Services Assc FT	Cooper, Britton S.			1
Shipping & Receiving Coor	Crewe Jr, William F.			1
Administrative Recept.	Cunningham, Jasmine			1
Meeting Services Assc FT	Curtis Jr., Michael A.			1
Meeting Services Assc FT	Dancy, Charles E.			1
Asst Mgr, Meeting Service	Daughtry, Daniel			1
Meeting Services Assc FT	Day, Ricardo H.			1
Transportation Services L	Dean, William			1
Dir Dig Wrkf & Tech Part.	DeGregorio, Albert			1
Dir. Business Service	Delaney, Shauneille M.			1
Sales Assistant	Diallo, Amber			1
Facilities Supervisor	Donahue, Anthony			1
Event Manager	Duarte, Luis			1
Sr. Mgr, Community Engage	Dubois, Theresa D.			1
Info Systems Spec. II	Dunkins, Tracy			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Facility Svc Mgr (RFK)	Durham II, Ricardo			1
Project Manager	Easter, Bonita			1
Security Officer	Epps, Evelena P.			1
Vice President, Sales	Erickson, Linda G.			1
Security Officer	Felder-Barrington, Maxine			1
Building Maint Mech III	Fields, Donald			1
Patrol Services Superviso	Fleming, Monique			1
Corp. Dir., Comm & Mkting	Forrester, Ashley			1
Talent Acquisition Specia	Fox, Jermaine			1
Meeting Services Supervis	Fuller, Erin M.			1
Meeting Services Assc FT	Galloway, Paul			1
AA to President/CEO & COS	Gantt, Stephanie V.			1
Executive Assistant	Garcia, Jamie			1
Painter	Garcia-Jimenez, Juan			1
Convention Mgmt Asst	Gatlin, Johnnetta			1
Command Center Specialist	Gavin, Norman			1
Accountant	Gebremeskel, Matiwos			1
Associate Gen Counsel	Gessesse, Messai			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Manager, Transportation S	Gholson, James			1
Patrol Services Superviso	Gillis, Kobie T.			1
Meeting Services Assc FT	Glenn, Charles			1
Mgr, Org. Dev & Perf. Exc	Gnago, Laetitia Y.			1
Event Coordinator	Gordy, Kaelin			1
Senior Accountant Revenue	Green, Angela V.			1
Command Center Specialist	Green, Brittany			1
Meeting Services Assc FT	Greene, Anthony E.			1
Production Services Mgr	Greene, Joseph W.			1
Trans. Street Ops. Superv	Guzman Vasquez, Jorge A.			1
Senior Event Manager	Hagan, Paula			1
Meeting Services Supervis	Haley, Rene			1
Security Officer	Hall, Isaiah			1
Financial Systems Adminis	Hammonds, Karl			1
Access Control Specialist	Harris, Edna M.			1
Sr. Mgr. Benefits & Emp.	Harris, Sherri			1
Security Officer	Harvell, Lynnora			1
Meeting Services Assc FT	Harvin, Anthony L.			1
Mgr. Community Engagement	Henderson, Jennifer			1
Security Officer	Henderson, Letaysha L.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Accounting Officer	Henley, Sharlene A.			1
First Class Engineer	Hess, Rodney D.			1
Facilities Supervisor	Hester, Robert O.			1
Security Officer	Higgs, Maurice			1
Security Officer	Hill, Kareem A.			1
Chief Technology Officer	Hirshfield, Jonas			1
Assistant Ticketing Manag	Houston, Ronda			1
Meeting Services Assc FT	Howard Jr., John			1
Security Officer	Howard, Alice T.			1
Security Officer	Howard, James			1
Meeting Services Assc FT	Howard, Stewart W.			1
Preventive Maintenance Me	Howell, Roy S.			1
Vice President, Communica	Hubbard, Chinyere J.			1
Head Groundskeeper	Hunter I, Jeffrey B.			1
Asst Mgr, Transportation	Ingram, David C.			1
Security Officer	Ivory, Tiffany T.			1
General Counsel	Jackson, Nicole B.			1
Meeting Services Assc FT	James, Kenneth A.			1
COMM AND MARKETING SPECIA	Jeffries, Amanda M.			1
Security Officer	Jenifer, Terri			1
Meeting Services Assc FT	Jennings, Tony E.			1
Director, Esports	Johnson III, Cornelius			1
Command Center Specialist	Johnson Jr., Carroll M.			1
VP, ST. Elizabeth Campus	Johnson, Candace G.			1
Patrol Services Superviso	Johnson, Kevin A.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Security Officer	Johnson, Wayne L.			1
Security Officer	Jones Jr., Eric T.			1
Groundskeeper	Jones Sr., Anthony L.			1
Meeting Services Assc FT	Jones, Anthony M.			1
Asst Mgr, Security Svcs	Jones, Laquita A.			1
AA to CFO	Jones, Shea J.			1
VP, Facility Ops & Servic	Kaboli-Monfared, Hootan			1
Mgr. Planning & Admin Svc	Kearney, Patricia E.			1
Patrol Services Superviso	Kelly, Gene L.			1
Program Mgr Comm Engmnt	Khalid, Salima			1
Chief Creative Officer	Kim, Jeanny			1
Dir, Comm. & Marketing	Kirschner, Peter			1
Director, Convention Mana	Knoppel, Stacey			1
Bldg Maint. Mech II	Koonce, Joe L.			1
Budget Officer	Kumela, Rahel			1
Administrative Assistant	Kyle, Jacqueline			1
Facilities Manager	Landers, Patrick			1
Dir. Stra. Com. & Com Eng	Lawrence, Jennifer M.			1
Office Svcs Assistant	Lee, Marsha S.			1
Meeting Services Assc FT	Lemma, Yeshareg			1
Deputy Director, OCPS	Lennon, Andrea S.			1
Asst Mgr, Meeting Service	Lewis, Rudolph D.			1
Command Center Specialist	Lightfoot, Tamika M.			1
Operating Engineer	Lowe, Jermaine T.			1
Preventive Maintenance Me	Lubrino, Felix A.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Maintenance Electrician	Mackall, Garry			1
Event Coordinator	Madden, John			1
Info Systems Spec. II	Mahone, Brandon			1
Security Officer	Malith, Simon M.			1
Project Mgr, Strategic In	Manhertz, Chad J.			1
Painter	Marquez Reyes, Jorge A.			1
Assoc. Dir. Convention Mg	Marshall, Nigel			1
Contracts & Proc Ana II	Martinez, Robert S.			1
Mgr, Meeting Services ESA	McNair, Jr, Erick			1
Operating Engineer	McPherson, Jeffrey T.			1
HVAC Mechanic	McQueen, Zachary			1
Security Officer	Milhouse, Connie			1
Sr. Proj Mgr Admin & Coord	Miller, Sheila R.			1
Mgr, Empl. Eng. & Per Exc	Mindingall, Lashell D.			1
Human Resources Assistant	Minor-Howard, Charlene M.			1
Manager, Maintenance Serv	Mohammed, Najib			1
Executive Assistant/Legal	Moorman, Patricia L.			1
Staff Attorney	Morris III, Andrew			1
Payroll Specialist	Morris, Donna L.			1
Chief Financial Officer	Mosley, Henry W.			1
Administrative Assistant	Moxey, Jessica			1
Deputy Chief of Staff	Nelson, Matthew B.			1
Meeting Services Assc FT	Nelson, Patrick L.			1
Assoc. Dir. Convention Mg	Noyes, Arlene S.			1
President & CEO	O'Dell, Gregory A.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Building Maint Mech III	Odyssey, Matthew			1
Director, Contracts & Proc	Oliver, Erin S.			1
Sr. Event Mgr. Stadium Gr	Onwubere, Stephanie C.			1
Chief Administrative Off.	Oratokhai, Misty J.			1
Bldg Maint. Mech II	Paniagua, Victor			1
Human Capital Generalist	Parker, Tawana S.			1
Program Mgr. Admin Serv.	Pereddo, Graciela			1
Painter	Perry, Wilbur			1
Paralegal	Person, Pamela R.			1
Event Manager	Phillips, Robert			1
Manager, Infrastructure & Cloud Services	Pinnick, Michel S.			1
Sales Associate	Pratt, Shiron R.			1
Command Center Specialist	Queen, LaTanya			1
Meeting Services Assc FT	Quigley, Gerome A.			1
Security Services Lead	Rankin, Eric			1
Dig Mktg & Soc Media Mgr	Rasa, Colleen			1
Patrol Services Superviso	Reaves, Tinesa B.			1
Sales Manager	Redding, Chateubriand S.			1
Manager, Security Service	Reed, Milland			1
Security Officer	Reid, Tyshon K.			1
Equipment & Storeroom Sup	Reuper, Steven			1
Senior Event Manager	Rhones, Malori			1
Contr. & Proc. Assistant	Richards, Tenielle			1
Digital Mkting Specialist	Rickford, Alexis			1
Carpenter	Roach, Edward S.			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Transportation Services L	Robinson, Kenneth A.			1
Accounts Payable Spec.	Rodriguez, Lynette M.			1
Director, Enterprise Services	Ryan, Rebecca A.			1
Sr, Research Policy Mgr	Schwartz, Stephen A.			1
Manager, Security Service	Scott, Jr., Harold			1
Bldg Maint. Mech II	Seid, Jemal K.			1
Ben. & Empl. Wellness Rep	Serrant, Whitney			1
Bldg Maint. Mech II	Sesay, Hamid			1
Manager, Building Service	Setork, Ehsan			1
Sr. Contracts & Proc. Analyst	Short, Kiara B.			1
Security Officer	Silver, Natia R.			1
Building Maint Mech III	Smilardo, Murphy			1
Manager, Event Operations	Smith, Eric L.			1
Building Maint Mech III	Smith, Eric R.			1
Meeting Services Assc FT	Smith, Jovon G.			1
DGC	Smith, Reginald L.			1
Director, Meeting Service	Smith, William F.			1
Dir., Sports/Ent. Booking	Snell Jr., Paul			1
Security Officer	Spencer, Denitra R.			1
AV Network Operations Eng	Starobin, David S.			1
Operating Engineer	Stover, Darryl J.			1
VP, Dev. & Strategic Int.	Stowe, Robert			1
Operating Engineer	Susa, Nedzad			1
Transportation Assist FT	Tate II, Alonzo			1
Senior Event Manager	Taylor, Andrea L.			1



**Washington Convention and Sports Authority  
 Schedule A  
 As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Bldg Maint. Mech II	Taylor, Rodney			1
Storekeeper	Teferra-Jelcha, Kidest			1
Sr. Contracts & Proc. Analyst	Temlong, Nanji			1
Transportation Assist FT	Terry, Anthony L.			1
Senior Event Manager	Tetteh, Asheley			1
Dock Master	Tholley, Alimamy			1
SVP Vice President & Gene	Thomas Jr., Samuel R.			1
Command Center Specialist	Thomas, Dauntria			1
Meeting Services Supervis	Thomas, Joseph E.			1
Staff Attorney	Thompson, Elizabeth-Ann			1
Dir. of Corp. Partnership	Thornell, Emily			1
Senior Sales Manager	Thornton, Donna M.			1
Director, Facility Operat	Tiller, Steven			1
Meeting Services Assc FT	Tolbert, Troy J.			1
Bldg Maint. Mech II	Tollefson, Charles			1
Lead Building Ambassador	Toyer, Barbara E.			1
Security Officer	Truesdale III, Leon			1
Meeting Services Assc FT	Urbina, Edubiges U.			1
Accounting Technician	Vacant			3
Admin Asst II	Vacant			1
Administrative Assistant	Vacant			1
Associate Gen Counsel	Vacant			1
Bldg Maint. Mech I	Vacant			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Bldg Maint. Mech II	Vacant			2
Bldg Maint. Mech III	Vacant			1
Building Engineer	Vacant			1
Business Analyst	Vacant			1
Business Program Manager, Domestic	Vacant			1
Business Program Manager, International	Vacant			1
Chief of Staff	Vacant			1
Chief of Staff - Assistant	Vacant			1
Com & Marketing Assistant	Vacant			1
Contracts & Proc. Ana I	Vacant			1
Convention Event Program Manager	Vacant			1
Director, Communication & Marketing	Vacant			1
Director, Creative Services	Vacant			1
Director, Event Production Svcs	Vacant			1
Event Manager	Vacant			2
Event Production Manager	Vacant			2
Executive Assistant	Vacant			1
Gateway/Rise Catering Manager	Vacant			1
Manager, Sports & Entertainment Booking, St. Elizabeths	Vacant			1
Org. Trainer II	Vacant			1
Program Mgr. Admin Serv.	Vacant			1
Project Manager, Event Creation	Vacant			1
Public Safety Coordinator	Vacant			1



**Washington Convention and Sports Authority  
 Schedule A  
 As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Sales Assistant - Sports & Entertainment Booking	Vacant			1
Sales Coordinator, Sports & Entertainment Booking, St. Elizabeths	Vacant			1
Senior Accountant	Vacant			1
Senior Coordinator - Sports & Entertainment Booking	Vacant			1
Senior Director, Business Dev't	Vacant			2
Senior Manager, Government Relations	Vacant			1
Senior Manager, Sports & Entertainment Booking	Vacant			1
Senior Project Mgr. SI	Vacant			1
Spec.Asst & Admin Ops Mgr	Vacant			1
Supervisor, Information Systems & Digital Workforce - New FTE	Vacant			1
Support Services Supervisor	Vacant			1
SVP & Managing Director S	Vacant			1
Technology Business Systems Analyst/Project Manager - New FTE	Vacant			1
Ticketing Manager	Vacant			1
Transportation Services L	Vacant			1
Con. & Proc. Analyst II	Vaden, Briana			1
Manager, Partner Support	VanLiew, Kevin			1
Bldg Maint. Mech II	Veizaga, Victor			1
Senior Accountant	Velasquez, David			1
Event Manager	Vickers, Kelly			1



**Washington Convention and Sports Authority  
Schedule A  
As of February 1, 2020**

Position	Employee Name	Salary	Fringe Benefits	FTE
Acting, Asst. Mgr Sup Svc	Walker, Dionne L.			1
Security Officer	Waller, Lashanda D.			1
Security Officer	Walton, Shawn L.			1
Project Coordinator	Wash, Alexandria C.			1
Security Officer	Webb III, Amos			1
Command Center Specialist	Webb, Raynard			1
Building Maint Mech III	Whitaker, Malcolm			1
Meeting Services Supervis	White, Eric			1
Executive Assistant	White, Jacqueline W.			1
Command Center Specialist	White, Tony A.			1
Customer Care Associate	Whitfield, Ginger M.			1
Meeting Services Assc FT	Williams, Cassandra			1
Contracts & Proc. Ana I	Williams, Honor			1
Security Officer	Williams, Leon			1
Admin Asst II	Williams, Lisa D.			1
Asst Mgr, Security Svcs	Williams, Paula L.			1
Transportation Ser. Sup.	Williams, Roman			1
VP, Public Safety	Wilson, Gerald M.			1
Security Officer	Wilson, Mark A.			1
Command Center Specialist	Wood, LaShawn A.			1
Cash and Investments Mana	Yimam, Nuru			1
Meeting Services Assc FT	Young, Javonta' D.			1
Meeting Services Assc FT	Zelaya, Jose			1
<b>Grand Total</b>				<b>320</b>



**Question 3**

Please list as of February 1 all employees detailed to or from your agency, if any, anytime this fiscal year (up to the date of your answer). For each employee identified, please provide the name of the agency the employee is detailed to or from, the reason for the detail, the date the detail began, and the employee's actual or projected date of return.

**RESPONSE:**

At no time during Fiscal Year 2019 to present, has an employee of the Authority been detailed to a District agency, nor has any District agency employee been detailed to the Authority.



**Question 4**

- (a) For fiscal year 2019, please list each employee whose salary was \$125,000 or more. For each employee listed provide the name, position title, salary, and amount of any overtime and any bonus pay.

**RESPONSE:**  
**SEE ATTACHMENT C**

- (b) For fiscal year 2020, please list each employee whose salary is or was \$125,000 or more. For each employee listed provide the name, position title, salary, and amount of any overtime and any bonus pay as of the date of your response.

**RESPONSE:**  
**SEE ATTACHMENT D**

# **ATTACHMENT C**

Washington Convention and Sports Authority  
FY2019 \$125K and over Salaried Employees

Employee Name	Position Title	Annual Salary	Overtime	Bonus	Current Status
Oratokhai, Misty J.	Chief Administrative Off.		0.00		Active
Thomas Jr., Samuel R.	SVP & GM		0.00		Active
Moses, Erik	SVP & Managing Director		0.00		Separated
Jackson, Nicole B.	General Counsel		0.00		Active
Stowe, Robert	VP, Dev. & Strategic Int.		0.00		Active
Hirshfield, Jonas	Chief Technology Officer		0.00		Active
Mosley, Henry W.	Chief Financial Officer		0.00		Active
Hubbard, Chinyere J.	Vice President, Comm & Mktng.		0.00		Active
Smith, Reginald L.	Deputy General Counsel		0.00		Active
Wilson, Gerald M.	VP, Public Safety		0.00		Active
Kaboli-Monfared, Hootan	VP, Facility Ops & Services		0.00		Active
Gessesse, Messai	Associate Gen Counsel		0.00		Active
Erickson, Linda G.	Vice President, Sales		0.00		Active
Sands, Timothy S.	Chief of Staff		0.00		Separated
Cerha, Michael	VP, RFK Campus		0.00		Active
Carter, Sabrina	Sr. Dir Human Capital		0.00		Active
Bekele, Zenia	Controller		0.00		Active
Mitchell, Piper C.	Associate Gen Counsel		0.00		Separated
Oliver, Erin S.	Director, Contracts & Procurement		0.00		Active
Bullock, Monica	SR MGR, EMPL Relations		0.00		Active
Thornell, Emily	Dir. of Corp. Partnership		0.00		Active
Johnson, Candace G.	VP, ST. Elizabeths East Campus		0.00		Active
Miller, Sheila R.	Sr. Proj Mgr Admin & Coord.		0.00		Active
Schwartz, Stephen A.	Sr, Research Policy Mgr		0.00		Active
Lawrence, Jennifer M.	Interim, Chief of Staff		0.00		Active
Yimam, Nuru	Cash and Investments Manager		0.00		Active
Smith, William F.	Director, Meeting Services		0.00		Active
De Dios, Roland F.	Applications Developer		0.00		Active
Forrester, Ashley	Corp. Dir., Comm & Mkting		0.00		Active
Conway, Ryan P.	Senior Project Mgr.		0.00		Active
Leibner, William D.	Senior Project Mgr.		0.00		Separated
Hess, Rodney D.	First Class Engineer				Active
Knoppel, Stacey	Director, Convention Management		0.00		Active

# **ATTACHMENT D**



**Washington Convention and Sports Authority  
FY2020 \$125K and over Salaried Employees**

Employee Name	Position Title	Annual Salary	Overtime	Bonus	Current Status
Oratokhai, Misty J.	Chief Administrative Off.		0.00	\$0.00	Active
Thomas Jr., Samuel R.	SVP & GM		0.00	\$0.00	Active
Jackson, Nicole B.	General Counsel		0.00	\$0.00	Active
Kim, Jeanny	Chief Creative Officer		0.00		Active
Stowe, Robert	VP, Dev. & Strategic Int.		0.00	\$0.00	Active
Hirshfield, Jonas	Chief Technology Officer		0.00	\$0.00	Active
Mosley, Henry W.	Chief Financial Officer		0.00	\$0.00	Active
Hubbard, Chinyere J.	Vice President, Comm & Mktng		0.00	\$0.00	Active
Smith, Reginald L.	Deputy General Counsel		0.00	\$0.00	Active
Wilson, Gerald M.	VP, Public Safety		0.00	\$0.00	Active
Kaboli-Monfared, Hootan	VP, Facility Ops & Services		0.00	\$0.00	Active
Gessesse, Messai	Associate Gen Counsel		0.00	\$0.00	Active
Erickson, Linda G.	Vice President, Sales		0.00	\$0.00	Active
Carter, Sabrina	Sr. Dir., Human Capital		0.00	\$0.00	Active
Cerha, Michael	VP, RFK Campus		0.00	\$0.00	Active
Bekele, Zenia	Controller		0.00	\$0.00	Active
Lawrence, Jennifer M.	Interim, Chief of Staff		0.00	\$0.00	Active
Mitchell, Piper C.	Associate Gen Counsel		0.00	\$0.00	Separated
Oliver, Erin S.	Director, Contracts & Proc		0.00	\$0.00	Active
Johnson III, Cornelius	Director, Esports		0.00	\$0.00	Active
Thornell, Emily	Dir. of Corp. Partnership		0.00	\$0.00	Active



**Washington Convention and Sports Authority  
FY2020 \$125K and over Salaried Employees**

Employee Name	Position Title	Annual Salary	Overtime	Bonus	Current Status
Johnson, Candace G.	VP, ST. Elizabeths East Campus		0.00	\$0.00	Active
Miller, Sheila R.	Sr. Proj Mgr Admin & Coord.		0.00	\$0.00	Active
Forrester, Ashley	Corp. Dir., Comm & Mkting		0.00	\$0.00	Active
Schwartz, Stephen A.	Sr, Research Policy Mgr		0.00	\$0.00	Active
Bullock, Monica	SR MGR, EMPL Relations		0.00	\$0.00	Active
Yimam, Nuru	Cash and Investments Manager		0.00	\$0.00	Active
Smith, William F.	Director, Meeting Services		0.00	\$0.00	Active
De Dios, Roland F.	Applications Developer		0.00	\$0.00	Active
Shannon, Patrick	AV Production Manager		0.00	\$0.00	Active
DeGregorio, Albert	Dir Dig Wrkf & Tech Part.		0.00	\$0.00	Active
Conway, Ryan P.	Senior Project Mgr.		0.00	\$0.00	Active
Knoppel, Stacey	Director, Convention Mgmt		0.00	\$0.00	Active
Henley, Sharlene A.	Accounting Officer		0.00	\$0.00	Active
Kumela, Rahel	Budget Officer		0.00	\$0.00	Active
Hess, Rodney D.	First Class Engineer		692.53	\$0.00	Active
Ryan, Rebecca A.	Manager, Network Operations		0.00	\$0.00	Active



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 5***

Please list, in descending order, the top 15 overtime earners in your agency for fiscal year 2019. For each, state the employee's name, position or title, salary, and aggregate overtime pay.

**RESPONSE:**

**SEE ATTACHMENT E**

# **ATTACHMENT E**

Washington Convention and Sports Authority  
FY2019 Top Overtime Earners

Employee Name	Position Title	Salary	Hourly Rate	Overtime Amount
Guzman Vasquez, Jorge A.	Trans. Street Ops. Supervisor		24.6738	
Malith, Simon M.	Security Officer		22.2951	
Truesdale III, Leon	Security Officer		25.8921	
Smith, Eric R.	Building Maint Mech III		39.1690	
Epps, Evelena P.	Security Officer		18.5658	
Abdurahman, Abdulaziz	Bldg Maint. Mech II		32.1147	
Abrha, Ogbagiorgis	HVAC Mechanic		39.1690	
Terry, Anthony L.	Transportation Assist FT		19.8194	
Tate II, Alonzo	Transportation Assist FT		19.2422	
Chandler, Rudolph E.	Transportation Assist FT		20.4150	
Ahmed, Annette G.	Guest Services Supervisor		28.5577	
Seid, Jemal K.	Bldg Maint. Mech II		35.8451	
Henderson, Letaysha L.	Security Officer		20.4843	
Abraha, Peteros	Preventive Maintenance Mech		26.7729	
Sesay, Hamid	Bldg Maint. Mech II		32.1147	



**Question 6**

For fiscal years 2019 and 2020 (through January 31), please provide a list of employee bonuses or special award pay granted that identifies the employee receiving the bonus or special pay, the amount received, and the reason for the bonus or special pay.

**RESPONSE:**

The Authority, similar to other corporate organizations, has mechanisms in place for addressing matters relative to pay, which fall outside base compensation. Specifically, the organization has the following pay categories: merit/performance bonuses, recruitment bonuses, retention bonuses, employee awards, and relocation allowances.

Merit/performance bonuses are performance-based payments for the successful completion of special projects, outside the normal scope of an individual's job; or remuneration, on an annual basis, solely for the performance of one's responsibilities in alignment with the job competencies relative to each functional job category within the organization.

Retention bonuses are payments made to individuals who produce high caliber work in roles that may be difficult to backfill or require special expertise or knowledge.

Recruitment bonuses are payments made to candidates to induce them to accept an employment offer for hard-to-fill or unique roles, which require significant skill and expertise. It is also used as compensation enhancement when the base salary offered is not competitive with the private sector.

Employee Awards/Recognition are prizes (e.g., gift cards, tickets to events, etc.) provided to employees, for receipt of accolades (such as Employee of the Year, Employee of the Month) or kudos for a job well-done. Additionally, some prizes may be utilized as part of the organization's employment engagement programming.

Relocation allowances are payments and/or reimbursements for expenses incurred by an employee that the Authority has recruited from another area of the country. The allowance may include costs of moving, storing furnishings, temporary housing and travel costs.

**SEE ATTACHMENT F** for a list of employees who received bonuses or special pay awards in FY19 and FY20, respectively.



**Question 7**

For fiscal years 2019 and 2020 (through January 31), please list each employee separated from the agency with separation pay. State the amount and number of weeks of pay. Also, for each, state the reason for the separation.

**RESPONSE:**

In Fiscal Years 2019 and 2020, respectively, the following individuals were separated from the Authority and received separation pay:

<b>Fiscal Year</b>	<b>Name</b>	<b>Amount</b>	<b>Number of Weeks</b>	<b>Rationale</b>
<b>'19</b>	<b>V.J.</b>	<b>\$14,360.56</b>	<b>10 weeks</b>	<b>Team Reorganization</b>
<b>'20</b>	<b>L.A.</b>	<b>\$58,143.84</b>	<b>30 weeks</b>	<b>Departmental Reorganization</b>



**Question 9**

Please provide the name of each employee who was or is on administrative leave in fiscal years 2019 and 2020 (through January 31). In addition, for each employee identified, please provide: (1) their position; (2) a brief description of the reason they were placed on leave; (3) the dates they were/are on administrative leave; (4) whether the leave was/is paid or unpaid; and (5) their current status (as of January 31, 2020).

**RESPONSE:**

<b>Name</b>	<b>Position</b>	<b>Reason for Leave</b>	<b>Leave Dates</b>	<b>Pay</b>	<b>Status</b>
<b>A.J.</b>	<b>Meeting Services Associate</b>	<b>Investigation</b>	<b>07/30/19 to 08/10/19</b>	<b>Paid</b>	<b>Returned to Duty</b>
<b>L.P.</b>	<b>Command Center Specialist</b>	<b>Investigation</b>	<b>03/10/19 to 03/23/19</b>	<b>Paid</b>	<b>Resigned</b>
<b>P.A.</b>	<b>Preventive Maintenance Mechanic</b>	<b>Investigation</b>	<b>12/22/19 to 01/12/2020</b>	<b>Paid</b>	<b>Returned to Duty</b>



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

**Question 8**

For fiscal years 2018, 2019, and 2020 (through January 31), please state the total number of employees receiving worker's compensation payments.

**RESPONSE:**

FY18: 7 employees received Worker's Compensation Pay

FY19: 10 employees received Worker's Compensation Pay

FY20: 1 employee receives Worker's Compensation Pay



**Question 10**

For fiscal years 2019 and 2020 (through January 31), please list, in chronological order, all intra-District transfers to or from the agency. Give the date, amount, and reason for the transfer.

**RESPONSE:**

Washington Convention and Sports Authority (t/a Events DC)			
Intra-District Transfers			
AGENCIES	FY2019	FY2020 (as of January 31)	REASON FOR TRANSFER
<b>Transferred To the Authority:</b>			
Office of Tax and Revenue (OTR)	\$147,633,377	\$36,121,143	Dedicated Tax
Office of Tax and Revenue (OTR)	\$19,248,212	\$3,020,338	TIF
Economic Development Finance (EDF)- Baseball stadium	\$1,500,000	-	Baseball Stadium Maintenance
Department of General Services (DGS)	\$422,921	\$140,974	Office Rent (RFK Stadium)
Office of the Deputy Mayor for Planning and Economic Development (DMPED)	\$561,534.39*		Operation of Gateway DC and R.I.S.E. Demonstration Center
<b>TOTAL</b>	<b>\$169,366,044.00</b>	<b>\$39,282,455</b>	
<b>Transferred From the Authority:</b>			
Department of General Services (DGS)	\$2,232,283.00	-	RFK and Armory Building Maintenance
Department of Employment Services- (DOES)	\$82,688.45	\$26,209	Unemployment Insurance
Economic Development Finance-(EDF)	\$1,000,000.00	-	Excess TIF revenue share
Office of the Chief Technology Officer (OCTO)	\$209,182.02	-	Internet Services
Metropolitan Police Department (MPD)	\$763,197.69	-	Security Services
<b>TOTAL</b>	<b>\$4,287,351.16</b>	<b>\$26,209</b>	

\*payment pending



**Question 11**

Please list, in chronological order, every reprogramming of funds into or out of the agency for fiscal years 2019 and 2020 (through January 31). Include a “bottom line” that explains the revised final budget for your agency. For each reprogramming, list the reprogramming number (if submitted to the Council for approval), the date, the amount, and the rationale.

**RESPONSE:**

There was no reprogramming of funds into or out of the Authority in fiscal years 2019 and 2020 (through January 31).

The budget process for the Authority is different than that of District agencies. Following the budget formulation process (conducted by management), the proposed budget (including revenue, expenses and capital) is submitted to the Finance Committee of the Authority’s Board of Directors and then to the full Board for approval. Once approved, the Authority may modify (i.e., increase or decrease) the approved budget, without Council or Congressional approval, when it is considered necessary. See D.C. Code § 47-396.01.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 12***

Please list, in chronological order, every reprogramming within your agency during fiscal year 2020 to date. Also, include both known and anticipated intraagency reprogrammings. For each, give the date, amount, and rationale.

**RESPONSE:**

Please see response to Question 11. The budget modification for FY20 will be submitted to the Authority's Board of Directors for approval during the March 2020 Board meeting.



**Question 13**

For fiscal years 2019 and 2020 (as of February 10), please identify each special purpose revenue fund maintained by, used by, or available for use by your agency. For each fund identified, provide: (1) the revenue source name and code; (2) the source of funding; (3) a description of the programs that generates the funds; (4) the amount of funds generated annually by each source or program; and (5) expenditures of funds, including the purpose of each expenditure. For (4) and (5) provide specific data for fiscal years 2018, 2019, and 2020 (as of January 31) and give starting and ending balances. You may wish to present this information first as a list (for numbers 1-5) and then as separate tables for numbers 4 and 5.

**RESPONSE:**

The Authority does not have any Special Purpose Revenue Funds.



**Question 14**

Please provide a table showing your agency's Council-approved original budget, revised budget (after reprogrammings, etc.) for fiscal years 2018, 2019, and the first quarter of 2020. In addition, please explain the variances between fiscal year appropriations and actual expenditures for fiscal years 2018 and 2019.

**RESPONSE:**

**SEE ATTACHMENT G** for the Authority's approved budget for FY18-Q1FY20.

**FY2018 Variance Explanation**

- A. Operating revenues exceeded the budget by \$1.1 million or 4%. The Convention Center exceeded its revenue goal by \$3 million mainly due to additional demand for ancillary services such as food, 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, a significant portion of the events were community-related and were therefore either heavily discounted or rent free. Specifically, one hundred twelve of the events were small events held at Gateway DC and/or the R.I.S.E. Demonstration Center (on the St. Elizabeths East Campus) with total revenues of only \$107,158. Carnegie Library's revenue was lower than budgeted by \$965,518 due to cancelled events resulting from the opening of the Apple Global Flagship store.
- B. 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 FTE were vacant for 12 months.
- C. Non-Personal services expenses were below budget by \$7.4 million or 21%. This was mainly due to savings in professional and contractual services. Actual spending for strategic initiatives, financial management, insurance, legal services, janitorial services and engineering services were lower than anticipated in the budget. Savings in utilities due to lower than expected payments for DC Clean Rivers Impervious Area Charges (CRIAC) also contributed to the savings in the Non-Personal services budget.
- D. Non-operating revenue received exceeded the budget by \$5 million or 3% mainly due to higher interest income from investments, ground lease payments related to the headquarters hotel and dedicated tax and TIF (hotel) revenues.



- E. Marketing fund expenses decreased by \$626,039 or 2% reflecting the receipt of lower dedicated tax transfers to Destination DC.
- F. Debt services was lower than the budget by \$5.9 million or 11%. This saving resulted from the bond refunding of the Convention Center and Hotel bonds executed in March 2018.

#### FY2019 Variance Explanation

- A. FY2019 operating revenues were under budget by \$1.8 million or 6%. This was mainly due to revenue shortfall of \$2.5 million or 35% in the Sports and Entertainment Division (SED). SED did not host 7 major Festivals and a Rugby Match as anticipated in the budget—this was mainly due to the disruption caused by the construction of the new Fields @RFK. The Conventions and Meetings Division exceeded the revenue budget by \$688,789 or 3%. The Convention Center held 151 events in FY2019 of which seventeen (17) were city-wide events. Revenue generated from ancillary services such as electrical, rigging, telecommunication, audio-visual and digital signage were higher than projected in the budget.
- B. Personal service expenses were under budget by \$4.7 million or 13% in FY2019. This was mainly due to 42 positions that were vacant for 12 months in FY2019. Twenty-nine (29) of these positions are in the Conventions and Management Division. SED had 13 vacant positions for the fiscal year.
- C. FY2019 Non-Personal services expenses were below budget by \$9.5 million or 22% mainly due to savings in professional/contractual services and utilities. Actual spending for strategic initiatives, insurance, engineering services, financial management, human resources and legal services was lower than projected in the budget. Savings in utilities are because of lower payments for DC Clean Rivers Impervious Area Charges attributable to the RFK Stadium campus.
- D. Non-operating revenues exceeded the budget by \$1.4 million or 1% in FY2019 mainly due to higher interest income, an IRS subsidy in connection with the Hotel bonds and the 0.3% transfer to Destination DC offset by lower than projected dedicated taxes and TIF revenue (from the headquarters hotel). Interest income was higher than projected as a result of an increase in the short-term interest rate and investing debt service reserve funds at higher rates for longer terms.
- E. Marketing fund expenses were lower than the budget by \$1.2 million or 4%. This was mainly due to lower than projected transfer of the hotel portion of dedicated taxes and



the corresponding transfer of funds to Destination DC.

- F. District law requires that if at the end of a fiscal year the Authority's balance of cash and investments in its Convention Center Operating Fund exceeds the balance of current liabilities, reserves, and any amounts the Authority will need to purchase or redeem its outstanding indebtedness during the upcoming fiscal year, the Authority must transfer the excess, in cash to the District's General Fund. Pursuant to this provision the Authority transferred \$47,846,715 in excess funds to the District's General Fund for fiscal years 2017 and 2018.



**Question 15**

Please list all memoranda of understanding (MOU) either entered into by your agency or in effect during fiscal years 2019 and 2020 (through January 31). For each, describe its purpose, indicate the date entered, and provide the actual or anticipated termination date.

**RESPONSE:**

<b>Agency</b>	<b>Purpose</b>	<b>Date Entered</b>	<b>Termination Date</b>
OCTO	Internet and Wi-Fi access points at various Authority venues	10/1/2018	9/30/2020
DMPED	Marriott Marquis Land Appraisal	9/24/2019	9/30/2019
DMPED	Operation of Gateway DC Pavilion and R.I.S.E. Demonstration Center	10/1/2016	9/30/2021
DGS	Maintenance of RFK/DC Armory campus	10/1/2012	9/30/2020
DGS	DGS office space rental at RFK	10/1/2016	12/31/2019
CAB	Contract appeals	1/5/2010	N/A
OCA	Administrative jurisdiction of Carnegie Library	5/1/2011	4/30/2110



**Question 16**

D.C. Law requires the Mayor and the Chief Financial Officer to submit to the Council, simultaneously with a proposed budget submission, actual copies of all agency budget enhancements requests, such as the “Form B” for all District agencies (See D.C. Code § 47-318.05a). In order to help the Committee understand agency needs, and the cost of those needs for your agency, please provide, as an attachment to your answers, all budget enhancement requests submitted by your agency to the Mayor or Chief Financial Officer as part of the budget process for fiscal years 2018, 2019, and 2020.

**RESPONSE:**

As explained in response to Question 12, the Authority’s budget process differs from that of District agencies. Our Board approved budget changes are set forth on **ATTACHMENT G**.



**Question 17**

Please list all currently open capital projects for your agency (as of January 31st) including those projects that are managed or overseen by another agency or entity. Include a brief description of each, the total estimated cost, expenditures to date, the start and completion dates, and the current status of the project. Also, indicate which projects are experiencing delays and which require additional funding.

**RESPONSE:**

The Authority has two types of capital projects: (1) Maintenance projects and (2) Strategic Initiatives projects. Consistent with the Financial Plan approved by the Board of Directors, maintenance projects are prioritized before strategic initiative projects.

**SEE ATTACHMENT H** for a list of the Authority's capital projects as of January 31, 2020.

# **ATTACHMENT H**

**Washington Convention and Sports Authority  
Open Capital Projects Detail List  
As of January 31, 2020**

Description	Estimated Cost	Expenditures to Date	Start Date	Completion Date
<b>PRIORITY 1 MAINTENANCE</b>				
<b>CONVENTION CENTER</b>				
Upgrade Elevator Doors	139,723	65,950	FY19	Second Quarter FY20
Window shade - Screen Enhancement	109,631	109,631	FY20	Second Quarter FY20
Overall Facility Update	3,912,393	3,090,279	FY19	Second Quarter FY20
<i>Back of House Flooring, Epoxy, WIFI Installs</i>				
Barrier System Upgrades	14,815	-	FY20	Second Quarter FY20
Window Shade - New Replacement Shades	96,976	96,976	FY20	Second Quarter FY20
Building Enhancement - Restoration	97,001	57,668	FY19	Third Quarter FY20
Office furniture replacement	94,681	89,670	FY19	Second Quarter FY20
Signage Upgrades & Enhancement	950,481	926,703	FY19	Third Quarter FY20
Concrete Restoration Halls & Exterior Areas	821,413	821,413	FY19	Fourth Quarter FY20
Administrative Systems Upgrade	732,182	813,574	FY19	Second Quarter FY20
Office Renovation	8,942,999	8,230,544	FY19	Second Quarter FY20
Replace Plaza and Parking Garage	248,000	248,000	FY19	Second Quarter FY20
Replace Manual Doors With Auto	175,669	146,872	FY19	Second Quarter FY20
Upgrade Elevator Doors and Finishes	63,303	-	FY19	Second Quarter FY20
Building Enhancement - Restoration	57,300	14,827	FY19	Third Quarter FY20
Upgrade Lutron Lighting System	606,117	600,003	FY19	Second Quarter FY20
VAV Replacement	348,250	20,690	FY19	Fourth Quarter FY20
Replace Boiler System	588,675	568,707	FY19	Second Quarter FY20
Mechanical Lock Cylinders	867,550	824,278	FY19	Second Quarter FY20
Table, Chairs, Racks & Equipment	413,847	451,421	FY19	First Quarter FY20
Energy Improvements	126,674	92,099	FY19	Third Quarter FY20
New Digital Camera System	4,241,134	888,521	FY19	Second Quarter FY21
PBX Replacements	1,000	-	FY19	Second Quarter FY20
Streetscape/Public Art	3,149,671	2,394,061	FY19	Second Quarter FY20
Lobby and Public Space Redesign	3,004,278	2,944,233	FY19	Second Quarter FY20
Fire and Life Safety System Upgrade	250,000	-	FY19	Third Quarter FY20
<i>Fire Pad and Module Upgrade</i>				
Mechanical System Upgrades	362,000	-	FY20	Third Quarter FY20
<i>Air Handling Equipment Upgrade</i>				

**Washington Convention and Sports Authority  
Open Capital Projects Detail List  
As of January 31, 2020**

Description	Estimated Cost	Expenditures to Date	Start Date	Completion Date
Interior light Fixtures and Lamps	200,000	-	FY20	Fourth Quarter FY20
Plumbing System Upgrades	100,000	20,402	FY19	Third Quarter FY20
Replace Doors	1,400,000	668,143	FY19	Third Quarter FY20
<i>New Glass Doors, Pit Covers, New Hardware</i>				
Carpet and Floor Replacement	900,000	-	FY20	Second Quarter FY21
<i>New Design and Partial Carpet Replacement</i>				
Lenel System Upgrade	40,000	22,416	FY19	Second Quarter FY20
Buildout Storage Areas	120,000	-	FY20	Fourth Quarter FY20
Service Cart & Equipment Replacement	20,000	5,104	FY19	Second Quarter FY20
Window Shade Replacement	110,000	17,984	FY19	Third Quarter FY20
Required Electric Switchgear Testing	75,000	38,100	FY19	Third Quarter FY20
Building Envelope Improvements	120,000	9,256	FY19	Fourth Quarter FY20
Fire Proofing Replacement	80,000	-	FY20	Second Quarter FY20
New Electrical Switch Gear	300,000	-	FY19	Third Quarter FY20
New Dry Pendant Sprinklers	125,000	-	FY20	Second Quarter FY20
HVAC Upgrades	90,000	5,956	FY19	Fourth Quarter FY20
Air Wall Replacement and Overhead Track Replacement	50,000	-	FY20	Second Quarter FY20
Public Area Wood Restoration	70,000	22,113	FY19	Second Quarter FY20
Space Buildouts	67,000	62,779	FY19	Third Quarter FY20
<i>Buildout South Command Center</i>				
Building Enhancement	100,000	51,282	FY19	Third Quarter FY20
<i>High Voltage Floor Boxes</i>				
Central Plant Equipment	300,000	115,406	FY19	Fourth Quarter FY20
<i>New Seasonal Chiller, Generator PLC</i>				
Concrete Restoration Halls & Exterior Areas	900,000	-	FY19	Fourth Quarter FY20
Facility Camera Upgrades	125,000	-	FY19	Fourth Quarter FY20
<i>Additional Cameras not part of Digital Conversion</i>				

**Washington Convention and Sports Authority  
Open Capital Projects Detail List  
As of January 31, 2020**

Description	Estimated Cost	Expenditures to Date	Start Date	Completion Date
Card Readers	33,000	-	FY20	Second Quarter FY20
Access System Enhancements	60,000	-	FY20	Third Quarter FY20
Emergency Response Equipment	5,000	-	FY19	Second Quarter FY20
Barrier System Upgrades	15,000	9,830	FY19	Second Quarter FY20
Table, Chairs, Racks & Equipment	500,000	294,664	FY19	Fourth Quarter FY20
Office Furniture Replacement	100,000	-	FY20	Third Quarter FY20
Food Service Equipment	200,000	20,480	FY19	Fourth Quarter FY20
<i>North Pantry Equipment</i>				
Energy Management Improvements	200,000	-	FY20	Fourth Quarter FY20
<i>Re-commissioning of the Building to Include New Software</i>				
Energy Improvements	200,000	24,700	FY19	Third Quarter FY20
<i>New LED Lamps throughout Facility</i>				
Technology Enhancements	470,000	65,739	FY19	Third Quarter FY20
<i>Management System ESA, Phone System 1101K, Processor for Jarvis, Servers, Copier Jarvis</i>				
Replacement PCs	122,600	45,104	FY19	Third Quarter FY20
Server & Network Enhancements	52,400	7,485	FY19	Third Quarter FY20
<i>Network Enhancements</i>				
Radio System Upgrade	105,000	74,155	FY19	Second Quarter FY20
Signage Upgrades & Enhancement	200,000	83,545	FY19	Third Quarter FY20
<i>LED Displays, Gelberg Signs</i>				
Overall Facility Update	2,420,000	1,085,519	FY19	Fourth Quarter FY20
<i>Pit Rehab, East Mezz Exec Restrooms, Design Services, Window Replacements, Waterproofing &amp;</i>				
Carnegie Maintenance Capital	71,928	-	FY20	Fourth Quarter FY20
Fiber Backbone Overhaul	200,000	63,648	FY19	Fourth Quarter FY20
<i>Fiber for Elevator Card Readers, Ethernet Upgrade for Digital Cameras</i>				

**Washington Convention and Sports Authority  
Open Capital Projects Detail List  
As of January 31, 2020**

Description	Estimated Cost	Expenditures to Date	Start Date	Completion Date
Software Upgrades	200,000	-	FY20	Fourth Quarter FY20
Siemens Upgrade (New Fiber)	865,000	677,918	FY19	Third Quarter FY20
<i>Field Panel Migration</i>				
WEWCC Restroom Remodel	2,135,000	124,600	FY19	Second Quarter FY21
Building Exterior Elements	8,000		FY20	Third Quarter FY20
Electrical Systems	3,000		FY20	Third Quarter FY20
Elevators	3,000		FY20	Second Quarter FY20
Interior Finishes	40,000		FY20	Third Quarter FY20
Facility Leaks	100,000		FY20	Fourth Quarter FY20
Marble and Flooring Restoration	100,000		FY20	Fourth Quarter FY20
<b>Sub Total</b>	<b>44,116,691</b>	<b>27,112,446</b>		
<b>ENTERTAINMENT SPORTS ARENA</b>				
ESA ( Wizards Practice Facility)	1,000,000	339,025	FY19	Fourth Quarter FY20
ESA Equipment & Flooring	870,121	632,689	FY19	Second Quarter FY20
<b>Sub Total</b>	<b>1,870,121</b>	<b>971,714</b>		
<b>NATIONALS STADIUM</b>				
Nationals Stadium (Necessary)	6,500,000	-	FY20	Fourth Quarter FY20 maybe into FY21
Nationals Stadium First Street Retail Redevelopment	3,500,000		FY20	Third Quarter FY20
<b>Sub Total</b>	<b>10,000,000</b>	<b>-</b>		
<b>RFK CAMPUS (Including The Fields)</b>				
RFK Campus Capital	415,967	-	FY20	Fourth Quarter FY20
RFK Fields Capital	600,464	78,587	FY19	Fourth Quarter FY20
<b>Sub Total</b>	<b>1,016,431</b>	<b>78,587</b>		

**Washington Convention and Sports Authority  
Open Capital Projects Detail List  
As of January 31, 2020**

Description	Estimated Cost	Expenditures to Date	Start Date	Completion Date
<b>PRIORITY 2 STRATEGIC INITIATIVES</b>				
<b>S.I. Projects</b>				
RFK Campus - New Project Development Capital	5,834,033	13,625	FY20	Fourth Quarter FY20
Streetscape Phase I	38,935,328	171,024	FY19	Fourth Quarter FY21
ESA Suites	2,200,000	-	FY20	Second Quarter FY21
Nationals Park-Capital Development	3,500,000	-	FY20	Third Quarter FY20
Administrative Systems HR, Procurement & Finance	3,156,240	-	FY19	Second Quarter FY21
Food & Beverage Retail: Concrete	1,000,000	-	FY20	Second Quarter FY21
Food & Beverage Retail: Escalators	2,000,000	-	FY20	Fourth Quarter FY21
RFK Project Development costs (Construction of The Fields)	41,207,801	37,243,093	FY19	Fourth Quarter FY20
Strategic Initiative Projects Under Consideration &Contingency	6,833,484		FY20	Fourth Quarter FY20 maybe into FY21
<b>Sub Total</b>	<b>101,166,886</b>	<b>37,427,742</b>		
<b>Total</b>	<b>158,170,129</b>	<b>65,590,490</b>		



**Question 18**

Please list all pending lawsuits that name your agency as a party. Please identify which cases on the list are lawsuits that potentially expose the city to significant liability in terms of money and/or change in practices. The Committee is not asking for your judgment as to the city's liability; rather, we are asking about the extent of the claim. For those claims identified, please include an explanation about the issues for each case.

**RESPONSE:**

The Authority is named as a defendant in the following actions. It should be noted, however, that because the Authority, as provided by D.C. Code § 10-1202.01(a), has a legal existence separate from the District, lawsuits brought solely against the Authority do not necessarily expose the District.

***Guisbert v. Washington Convention and Sports Authority t/a Events DC***, No. 19-02383 (U.S. District Court). The Plaintiff, a former Authority employee, sued the Authority alleging discrimination based on race and age following his termination for violation of company policy and dereliction of duty. The Authority denies the allegations and has filed a partial motion to dismiss the complaint.

***Isley v. Aramark Sports & Entertainment Services, LLC, et al***, 2018 CA 007685 B (District of Columbia Superior Court). The Plaintiff, an employee of Aramark Sports and Entertainment Services LLC, sued Aramark, the Authority, ECS Mid-Atlantic, LLC, and Standard Restoration and Waterproofing Company, Inc. for negligence, alleging respiratory injury from mold exposure. The Authority denies the allegations and has advanced a vigorous defense. The parties are presently in discovery.

***Hernandez v. Washington Convention and Sports Authority, et al***, No. 2019-CA 1846 B (District of Columbia Superior Court). The Plaintiff sued the Authority and others for negligence, alleging that he was injured after slipping on a wet floor at the Walter E. Washington Convention Center. The Authority denies the allegations and has referred the claim to its general liability insurer, which has assumed the defense. The parties are presently in discovery.



**Question 19**

(a) Please list and describe any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed at any time in fiscal years 2019 or 2020 (through January 31). (b) Please list and describe any ongoing investigations, audits, or reports of your agency or any employee of your agency.

**(a) Please list and describe any investigations, studies, audits, or reports on your agency or any employee of your agency that were completed at any time in fiscal years 2019 or 2020 (through January 31).**

**RESPONSE:**

**Department of Employment Services (DOES), Office of Wage-Hour;** Claim No. 18-CWA-012. On September 18, 2018, DOES directed the Authority to conduct an internal audit of the Authority's casual employees to ensure compliance with the Accrued Sick and Safe Leave Act of 2008. The audit revealed that eleven (11) current or former employees inadvertently were not paid for sick leave accrued during 2018. The Authority and DOES agreed to a mediated settlement under which the Authority paid the affected employees for the accrued sick leave and the claim was dismissed with prejudice on April 17, 2019.

**Occupational Health and Safety Administration.** On May 22, 2019, the Authority received a request from OSHA for the Authority's 2018 OSHA form 300 and 300A reports and filing receipts, and a summary of the Authority's safety training activity. The Authority complied with the request and the inquiry was closed with no further action required.

**Annual Financial Audits.** From November 2018 to January 2019, the District's independent auditor, SB & Co., conducted its annual audit of the Authority's FY 19 financial statements and supporting operations. From November 2019 to January 2020, SB & Co. conducted the Authority's annual independent audit of FY 20 financial statements and supporting operations.

**Office of the District of Columbia Auditor.** In June and July 2019, the Office of the District of Columbia Auditor conducted its annual Sufficiency Certification of the Authority's FY 2020 projected revenues and reserves, as required by D.C. Code §10-1203.05(b).

**(b) Please list and describe any ongoing investigations, audits, or reports of your agency or any employee of your agency.**

**RESPONSE:**

None.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 20***

How many grievances have been filed by employees or labor unions against agency management? Please list each of them by year for fiscal years 2018, 2019, and 2020 (through January 31). Give a brief description of each grievance, and the outcome as of January 31, 2020. Include on the chronological list any earlier grievance that is still pending in any judicial forum.

**RESPONSE:**

The Authority did not receive formal grievances from any of the three unions with represented staff at our venues.



**Question 21**

(a) Please describe the agency's procedures for investigating allegations of sexual harassment committed by or against its employees.

(b) If different, please describe the agency's procedures for investigating allegations of misconduct.

(c) List and describe each allegation received by the agency in FY 2019 and FY 2020 (as of January 31) and the resolution of each as of the date of your answer.

**RESPONSE:**

**(a) Please describe the agency's procedures for investigating allegations of sexual harassment committed by or against its employees.**

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.

**(b) If different, please describe the agency's procedures for investigating allegations of misconduct.**

**RESPONSE:**

Please see response above (question 11(a)).

**(c) List and describe each allegation received by the agency in FY 2019 and FY 2020 (as of January 31) and the resolution of each as of the date of your answer.**

**RESPONSE:**

During FY 2019, Human Resources received two (2) allegations of sexual harassment.

In the first instance, the Complainant was a female employee who alleged that her supervisor sexually harassed her. An investigation was conducted, which resulted in the supervisor being counseled, provided written documentation detailing expectations regarding appropriate communication with subordinates, and provided a review of the organization's sexual harassment policy. Additionally, the supervisor was relocated to another area of the venue. Finally, the complainant was offered an opportunity to work at another venue, without loss of pay or seniority. The complainant rejected the offer, deciding to remain at her then assigned work location.

In the second instance, the Complainant was a male employee who alleged that a Security Officer, employed by one of our contractors, sexually harassed him. Complainant provided the alleged harasser's name, but indicated that because he had not received additional advances from her, he did not want to continue the investigation any further. The Authority informed the Security Officer's employer of the allegations. No further advances were made toward complainant thereafter.

During FY 19, The Authority received seven (7) allegations of misconduct. Those allegations are as follows:

1. **Complaint:** J.D.,— Employee attempted to file a grievance through his union after being separated for cause after being caught stealing. After reviewing evidence and video



footage, the employee's union did not bring a grievance. Employee attempted to bring a National Labor Relations Board (NLRB) case alleging violation of Section 7 Rights (Coercion and Violation of Protected, Concerted Activity).

**Resolution:** The NLRB advised the employee that the correct forum for his complaint was the Public Employee Relations Board (PERB). The Authority has no evidence of a subsequent filing with the PERB.

2. **Complaint:** *Durity vs. The Authority*. FEPA 19-198-FCRSA. Complainant alleged that he was denied an opportunity for employment based upon a violation of the Fair Criminal Record Screening Act.  
**Resolution:** Parties settled.
3. **Complaint:** *Guisbert vs. The Authority* Civil Action No.: 19-02838-TSC. Complainant was terminated for sleeping while on duty and initially sought to file a grievance. However, based upon the evidence provided by the Authority, complainant determined he would not initiate the grievance process. Complainant subsequently filed Charge No. 570-2019-01388 with the EEOC, alleging age, race and retaliation discrimination, which was dismissed on June 27, 2019. Complainant then filed the instant civil action, raising the same age and race discrimination claims and alleging retaliation. The Authority filed a partial motion to dismiss and complainant subsequently filed an amended complaint.  
**Resolution:** Pending.
4. **Complaint:** *Langford vs. The Authority* OHR 19-009 P(CN)/ EEOC No.: 10C-2019-00015. Complainant, a former employee, alleged discrimination based upon disability, sex and physical appearance.  
**Resolution:** Parties agreed to mutual no finding of fault and settled the matter.
5. **Complaint:** *Shaw vs. The Authority* OHR Case No. 16-593-P(CN) – (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:** OHR found no probable cause that the Authority interfered with complainant's rights under the DCFMLA. Complainant filed a request for reconsideration which was denied by OHR on September 6, 2019.
6. **Complaint:** *Spencer v. The Authority*. Complainant, an employee, alleged unlawful interference with her rights under the District of Columbia Family Medical Leave Act, , and unlawful discrimination on the basis of disability and pregnancy in violation of the Pregnant Workers Fairness Act, the Americans with Disabilities Act, the District of Columbia Human Rights Act,) and the Pregnancy Discrimination Act of 1978.  
**Resolution:** Parties agreed to mutual no finding of fault and settled the matter.



7. **Complaint:** *Sterling vs. The Authority* FEPA 19-197-FCRSA. Complainant alleged that he was denied an opportunity for employment based upon a violation of the Fair Criminal Record Screening Act.  
**Resolution:** Parties settled.

In FY20, The Authority received two (2) complaints of misconduct.

1. **Complaint:** An employee alleged harassment and threats of physical violence by a co-worker. He utilized the internal administrative process to address his concerns. An investigation was conducted.  
**Resolution:** The employee alleged to have engaged in misconduct resigned in lieu of termination. Complainant was reassigned to work at another venue. The management team is being provided additional training and support.
2. **Complaint:** *Tarpley vs. The Authority*, OEA Matter #J-0007-20. Complainant seeking reinstatement from termination. The Authority filed a Motion to Dismiss citing lack of jurisdiction of OEA. Complainant had until January 31, 2020 to file a response supporting his assertion.  
**Resolution:** Pending.

During FY20, to date, the Authority has not received any allegations of sexual harassment.



**Question 22**

In table format, please list the following for fiscal years 2019 and 2020 (through January 31, 2020) regarding the agency's use of SmartPay (credit) cards for agency purchases: (1) individuals (by name and title/position) authorized to use the cards; (2) purchase limits (per person, per day, etc.); and (3) total spent (by person and for the agency).

**RESPONSE:**

The Authority issues purchase cards to authorized employees who are hired at a Director level and above, or to those employees who manage spending on behalf of their Department or supervisor who is titled at a Director level or above.

The purchase limits for each authorized card holder is set on a monthly basis.

**Washington Convention and Sports Authority  
 SmartPay (P-card) Spending FY2019 (As of 9/30/2019)**

<b>Purchase Card Authorized User</b>	<b>Title/Position</b>	<b>Purchase Limits (per month)</b>	<b>Annual Limit</b>	<b>Total Spent (per year)</b>
<b>Job Classification: Director Level and Above</b>				
<i>Erin Oliver</i>	Director, Contracts & Procurement	\$ 10,000	\$ 120,000	\$ 8,576.03
<i>Reginald L. Smith</i>	Deputy General Counsel	\$ 5,000	\$ 60,000	\$ 5,045.59
<i>Stacey Knoppel</i>	Director, Convention Management	\$ 5,000	\$ 60,000	\$ 4,847.11
<i>Misty Johnson Oratokhai</i>	Chief Administrative Officer	\$ 15,000	\$ 180,000	\$ 85,324.00
<i>Gerald Wilson</i>	Vice President, Public Safety	\$ 5,000	\$ 60,000	\$3,446.10
<i>Robert Stowe</i>	Vice President, Development and Strategic Initiatives	\$ 5,000	\$ 60,000	\$ 810.00
<i>Linda Erickson</i>	Vice President, Sales	\$ 10,000	\$ 120,000	\$ 54.47
<i>Andrea Lennon</i>	Deputy Director, Contracts & Procurement	\$ 10,000	\$ 120,000	\$ 5,212.08
<b>Job Classification: Employees who Manage Spending for Dept./Supervisor</b>				
<i>Vanya Robinson</i>	Special Assistant and Admin. Operations Manager	\$ 10,000	\$ 120,000	\$ 5,603.95
<i>Rebecca Ryan</i>	Manager, Network Operations	\$ 5,000	\$ 60,000	\$ 4,477.64
<i>Alexis Brown</i>	Administrative Specialist	\$ 10,000	\$ 120,000	\$ 4,463.17
<i>Najib Mohammed</i>	Manager, Maintenance Services	\$ 10,000	\$ 120,000	\$ 280.00
<i>Patrick Strickland</i>	Manager, Building Services	\$ 10,000	\$ 120,000	\$ -
<i>Lynn Anthony</i>	Manager, Telecomm	\$ 5,000	\$ 60,000	\$ -
<b>Total Spent for FY2019</b>				<b>\$ 128,140.49</b>



**Washington Convention and Sports Authority  
 SmartPay (P-card) Spending FY2020 (As of 01/31/2020)**

<b>Purchase Card Authorized User</b>	<b>Title/Position</b>	<b>Purchase Limits (per month)</b>	<b>Annual Limit</b>	<b>Total Spent (per year)</b>
<b>Job Classification: Director Level and Above</b>				
<i>Erin Oliver</i>	Director, Contracts & Procurement	\$ 10,000	\$ 120,000	\$ -
<i>Reginald L. Smith</i>	Deputy General Counsel	\$ 5,000	\$ 60,000	\$ 975.00
<i>Stacey Knoppel</i>	Director, Convention Management	\$ 5,000	\$ 60,000	\$ -
<i>Misty Johnson Oratokhai</i>	Chief Administrative Officer	\$ 15,000	\$ 180,000	\$ 11,873.88
<i>Gerald Wilson</i>	Vice President, Public Safety	\$ 5,000	\$ 60,000	\$220.00
<i>Robert Stowe</i>	Vice President, Development and Strategic Initiatives	\$ 5,000	\$ 60,000	\$ 115.00
<i>Linda Erickson</i>	Vice President, Sales	\$ 10,000	\$ 120,000	\$ -
<i>Andrea Lennon</i>	Deputy Director, Contracts & Procurement	\$ 10,000	\$ 120,000	\$ 10,816.23
<b>Job Classification: Manager Level and Below</b>				
<i>Vanya Robinson</i>	Special Assistant and Admin. Operations Manager	\$ 10,000	\$ 120,000	\$ 1,790.39
<i>Rebecca Ryan</i>	Manager, Network Operations	\$ 5,000	\$ 60,000	\$ 381.47
<i>Alexis Brown</i>	Administrative Specialist	\$ 10,000	\$ 120,000	\$ 4,169.00
<i>Najib Mohammed</i>	Manager, Maintenance Services	\$ 10,000	\$ 120,000	\$ 4,550.00
<b>Total Spent for FY2020</b>				<b>\$ 34,890.97</b>



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 23***

Please provide a list of all procurements for goods or services for use by your agency over \$10,000 for fiscal years 2019 and 2020 (through January 31). Give a brief explanation of each, including the name of the contractor, purpose of the contract, and the total dollar amount of the contract. Exclude from this answer purchase card (SmartPay) purchases.

**RESPONSE:**

**SEE ATTACHMENT I**

# **ATTACHMENT I**

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
21st Century Expo Group, Inc	Event General Service Contractor	No	No	No	Candace Johnson	SO-19-072-0001808	12/10/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AAA Complete Building Services, Inc.	Plumbing Services	Yes	Yes	Yes	Najib Mohammed	SO-17-011-0001564	10/1/2018	9/30/2019	\$ 26,000.00	\$ 1,080.00	Competitive	No	N/A	Operating
Ad Box Agency	Promotional Items	Yes	Yes	Yes	Misty Oratokhai	SO-18-020-0001673	10/1/2018	9/30/2019	\$ 50,000.00	\$ 17,460.41	Competitive	No	N/A	Operating
ADC Management Solutions	Temporary Staffing Services	Yes	Yes	Yes	Misty Oratokhai	SO-18-020-0001737	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Advoc8, LLC	Event Management Services and Marketing/ Communications Services	Yes	No	No	Chinyere Hubbard	SO-18-005-0001640	10/1/2018	9/30/2019	\$ 300,000.00	\$ 247,218.90	Competitive	No	N/A	Operating
Advoc8, LLC	Specialty & Promotional Items	Yes	No	No	Chinyere Hubbard	SO-19-005-0001798	11/21/2018	9/30/2019	\$ 200,000.00	\$ 82,911.47	Competitive	No	N/A	Operating
AEG Facilities	Sales and Booking Services and Venue Consulting Services for ESA	No	No	Yes	Erick Moses	SO-18-033-0001689	10/1/2018	9/30/2019	\$ 635,000.00	\$ 582,451.32	Competitive	No	N/A	Operating
Affinity Media Consulting LLC	Artistic Graphic Design	Yes	Yes	Yes	Ashley Forrester	SO-18-005-0001605	11/01/2017	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
AGM Container Controls, Inc	ADA Lift Parts	No	Yes	Yes	Robert Hester	SO-16-035-0001398	10/1/2018	9/30/2019	\$ 20,000.00	\$ 95,107.50	Competitive	No	N/A	Operating
Alamo Travel Group	Managed Travel Services	No	No	No	Shaneille Delaney	N/A	12/22/2018	12/21/2019	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Allied Trailer Sales & Rentals	Ticket Trailer Rental	No	No	No	Candace Johnson	SO-15-034-0000996	10/1/2018	9/30/2019	\$ 100,000.00	\$ 11,095.00	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Patrick Strickland	SO-17-012-0001548	10/1/2018	9/30/2019	\$ 100,000.00	\$ 68,715.31	Competitive	No	N/A	Capital
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Cathy Boles	SO-18-011-0001762	11/1/2018	10/31/2019	\$ 409,727.00	\$ 409,726.84	Competitive	No	N/A	Capital
Also	Table Linen Rental and Cleaning Services	No	No	No	William Smith	SO-18-030-0001690	10/1/2018	9/30/2019	\$ 100,000.00	\$ 16,536.60	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Service and Maintenance	No	No	No	Patrick Strickland	SO-15-014-0001027	10/1/2018	9/30/2019	\$ 100,000.00	\$ 23,345.00	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Welding Services	No	No	No	Patrick Strickland	SO-18-011-0001607	10/1/2018	9/30/2019	\$ 99,000.00	\$ 6,703.00	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	General Mechanical Services and Supplies	Yes	No	No	Najib Mohammed	SO-19-011-0001815	12/5/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Analytica	Computer Application Software and Related Products	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001472	10/1/2018	9/30/2019	\$ 100,000.00	\$ 52,793.80	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	SO-18-014-0001597	10/1/2018	9/30/2019	\$ 100,000.00	\$ 88,201.55	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	SO-19-011-0001776	11/7/2018	9/30/2019	\$ 100,000.00	\$ 4,541.51	Competitive	No	N/A	Operating
Aon Risk Services, Inc of Washington DC	Risk Management Insurance Brokerage Consulting Services	No	No	Yes	Reginald Smith	SO-18-004-0001682	1/1/2019	12/31/2019	\$ 194,000.00	\$ 194,000.00	Competitive	No	N/A	Operating
Application Software Technology	General Ledger Account Reconciliation Software and Services	No	No	No	Zeni Bekele	SO-18-023-0001739	10/1/2018	9/30/2019	\$ 124,750.00	\$ 124,750.00	Competitive	No	N/A	Operating
Aquaverve	Water Coolers	No	No	No	William Smith	SO-15-030-0001013	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Aquicore	Submetering Services	Yes	Yes	No	Cathy Boles	SO-17-011-0001600	10/1/2018	9/30/2019	\$ 70,000.00	\$ 25,720.00	Competitive	No	N/A	Capital
Aramark	ESA Food and Beverage Services Agreement	No	No	No	Candace Johnson	SO-18-033-0001688	9/1/2018	8/31/2019	\$ 100,000.00	\$ 26,991.28	Competitive	No	N/A	Operating
Aramark	Food and Beverage Services Agreement (WEWCC)	Yes	No	No	Bonita Easter	SO-19-007-0001833	2/6/2019	NTP	\$ 100,000.00	\$ 42,279.90	Competitive	No	N/A	Operating
Aramark Sports LLC	Housekeeping Service	No	No	No	William Smith	SO-15-030-0001049	10/1/2018	9/30/2020	\$ 4,853,147.00	\$ 4,722,468.79	Competitive	No	N/A	Operating
Arnold & Porter Kaye Schloer LLP	Legal Services	Yes	Yes	No	Reginald Smith	SO-16-004-0001357	10/1/2018	9/30/2019	\$ 100,000.00	\$ 52,274.20	Competitive	No	N/A	Operating
ASGK Public Strategies LLC dba Kivvit	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-0001637	10/1/2018	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Ballard Spahr	Legal Services	No	No	No	Reginald Smith	SO-17-004-0001528	5/31/2018	5/30/2019	\$ 100,000.00	\$ 28,897.78	Competitive	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Nuru Yimam	SO-11-023-0000036	10/1/2010	9/30/2039	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shaunelle Delaney	SO-16-022-0001316	10/1/2018	9/30/2019	\$ 7,500.00	\$ 3,460.98	Competitive	No	N/A	Operating
Battle's Transportation	Transportation Bus Services	Yes	Yes	No	Lashell Mindingall	SO-19-020-0001885	7/31/2019	9/30/2019	\$ 50,000.00	\$ 1,820.00	Competitive	No	N/A	Operating
BearCom	Portable Motorola Radio Repairs	No	No	No	Lynn Anthony	SO-15-016-0001056	10/1/2018	9/30/2019	\$ 25,000.00	\$ 4,731.34	Competitive	No	N/A	Operating
Black Robin Media	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001631	10/1/2018	9/30/2019	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Bloomberg BNA	Bloomberg Subscription Agreement	No	No	No	Misty Oratokhai	SO-17-020-0001463	11/22/2019	11/21/2019	\$ 13,000.00	\$ 6,552.00	Subscription	No	N/A	Operating
Blossman Gas, Inc	Propane Services	No	No	No	William Smith	SO-18-011-0001638	10/1/2018	9/30/2019	\$ 100,000.00	\$ 7,121.95	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Blue Skye Construction, LLC	General Contractor IDIQ V	Yes	Yes	No	Cathy Boles	SO-16-011-0001268	10/1/2018	9/30/2019	\$ 250,000.00	\$ -	Competitive	No	N/A	Capital
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	SO-17-011-0001449	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Bolana Capitol Enterprise, Inc	Facility and Janitorial Services	Yes	Yes	No	Candace Johnson	SO-18-003-0001727	7/17/2018	7/16/2019	\$ 677,250.00	\$ 550,074.45	Competitive	No	N/A	Operating
Bolana Capitol Enterprise, Inc	Pre- Cleaning Services	Yes	Yes	No	Vanya Robinson	SO-19-034-0001848	3/15/2019	9/30/2019	\$ 75,000.00	\$ 60,756.19	Competitive	No	N/A	Operating
Bollinger Energy Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Patrick Strickland	SO-15-014-0000999	10/1/2018	9/30/2019	\$ 100,000.00	\$ 4,693.50	Subscription	No	N/A	Operating
Bonner Group, Inc	RFK Memorial Fundraising Consultant	No	Yes	Yes	William Leibner	SO-18-003-0001625	10/1/2018	9/30/2019	\$ -	\$ -	Competitive	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	Yes	William Leibner	SO-17-003-0001507	10/1/2018	9/30/2019	\$ 100,000.00	\$ 40,353.00	Sole source	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	Study for Future Uses of RFK Campus and DC Armory	Yes	Yes	Yes	Ryan Conway	SO-14-032-0000890	10/1/2018	9/30/2019	\$ 1,423,025.00	\$ 414,430.34	Competitive	No	N/A	Operating
BRAILSFORD & DUNLAVEY, INC	ESA Program Management Services	Yes	Yes	Yes	Ryan Conway	SO-16-003-0001269	10/1/2018	3/31/2019	\$ 1,391,500.00	\$ 157,707.66	Competitive	No	N/A	Capital
Brands Build Culture DC, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001629	10/1/2018	9/30/2019	\$ 100,000.00	\$ 17,381.00	Competitive	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Patrick Strickland	SO-16-011-0001344	10/1/2018	9/30/2019	\$ 100,000.00	\$ 10,339.86	Competitive	No	N/A	Capital
Buena LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	SO-18-005-0001599	10/1/2018	9/30/2019	\$ 150,000.00	\$ 140,258.72	Competitive	No	N/A	Operating
Buy Sod Inc	RFK Field Replacement	No	No	No	Candace Johnson	SO-15-017-0001077	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Capital City Protective Services 2 LLC	Event Crowd Management Services	No	Yes	No	Candace Johnson	SO-19-075-0001781	10/31/2018	9/30/2019	\$ 100,000.00	\$ 30,422.08	Competitive	No	N/A	Operating
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	SO-15-012-0001087	10/1/2018	9/30/2019	\$ 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	Brandon Robinson	SO-16-011-0001299	10/1/2018	9/30/2019	\$ 5,500.00	\$ 300.00	Competitive	No	N/A	Operating
Capitol Services Management, Inc.	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-16-005-0001352	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Carahsoft Technology Corporation	Employee Engagement Survey Services	Yes	Yes	No	Misty Oratokhai	SO-18-020-0001647	10/1/2018	9/30/2019	\$ 15,000.00	\$ 14,610.01	Competitive	No	N/A	Operating
Centerplate	Food Service Management	Yes	Yes	No	Bonita Easter	SO-11-007-0000156	5/19/2011	3/31/2019	\$ 200,000.00	\$ 127,163.35	Competitive	No	N/A	Operating
Changing Technologies	Temporary Support Services	Yes	Yes	No	Monica Bullock	SO-19-020-0001803	3/15/2019	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	SO-17-011-0001427	10/1/2018	9/30/2019	\$ 100,000.00	\$ 54,034.42	Competitive	No	N/A	Capital
Cintas Corporation	Uniform Rental, Purchase and Cleaning Services	No	No	No	Hootan Kaboli	SO-18-011-0001694	10/1/2018	9/30/2019	\$ 100,000.00	\$ 52,891.82	Competitive	No	N/A	Operating
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Patrick Strickland	SO-16-011-0001255	10/1/2018	9/30/2019	\$ 100,000.00	\$ 18,302.73	Competitive	No	N/A	Capital
City Security Consultants Inc.	ESA Security Services	Yes	Yes	No	Candace Johnson	SO-18-017-0001684	10/1/2018	6/20/2019	\$ 803,304.00	\$ 708,388.12	Competitive	No	N/A	Operating
City Security Consultants Inc.	ESA Event Security Services	Yes	Yes	No	Candace Johnson	SO-18-034-0001745	10/1/2018	8/31/2019	\$ 100,000.00	\$ 89,598.20	Competitive	No	N/A	Operating
Clean Decisions	Community Clean Up	Yes	Yes	No	Candace Johnson	SO-15-017-0001093	10/1/2018	9/30/2019	\$ 25,000.00	\$ 9,830.05	Competitive	No	N/A	Operating
Clean Team	Janitorial and Cleaning Services	Yes	Yes	No	Vanya Robinson	SO-19-017-0001874	7/29/2019	9/30/2019	\$ 40,000.00	\$ 23,222.70	Competitive	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	SO-16-005-0001368	10/1/2018	9/30/2019	\$ 100,000.00	\$ 4,184.84	Competitive	No	N/A	Operating
CNR Lighting	Custom Wall Scones	No	No	No	Najib Mohammed	SO-16-022-0001251	10/1/2018	9/30/2019	\$ 35,000.00	\$ -	Sole source	No	N/A	Capital
Comcast Business Communications	Point-to-Point Connection	No	No	No	Rebecca Ryan	SO-19-016-0001851	4/15/2019	4/14/2020	\$ 7,500.00	\$ 1,086.54	Competitive	No	N/A	Operating
Contemporary Services Corporation	Event Crowd Management Services	No	No	No	Candace Johnson	SO-18-034-0001754	9/1/2018	8/31/2019	\$ 800,000.00	\$ 477,413.95	Competitive	No	N/A	Operating
Continental Wireless Inc.	Portable Motorola Radios and Accessories	No	No	No	Lynn Anthony	SO-15-016-0001055	10/1/2018	9/30/2019	\$ 99,000.00	\$ 76,984.90	Competitive	No	N/A	Operating
Convergint Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Jeffery Arden	SO-15-013-0001091	10/1/2018	9/30/2019	\$ 100,000.00	\$ 12,929.33	Competitive	No	N/A	Capital
Corporate Systems Resources Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001081	10/1/2018	9/30/2019	\$ 100,000.00	\$ 7,849.54	Competitive	No	N/A	Operating
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	SO-16-011-0001256	10/1/2018	9/30/2019	\$ 100,000.00	\$ 864.44	Competitive	No	N/A	Capital
Daktronics Inc	Daktronic Scoreboard Maintenance and Support	No	No	No	Erick Moses	SO-18-017-0001710	10/1/2018	9/30/2019	\$ 35,000.00	\$ 9,485.00	Competitive	No	N/A	Operating
Daktronics Inc	NBA Equipment	No	No	No	Candace Johnson	SO-19-072-0001862	6/18/2019	9/30/2019	\$ 50,000.00	\$ 4,001.25	Competitive	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Patrick Strickland	SO-16-011-0001346	10/1/2018	9/30/2019	\$ 100,000.00	\$ 3,892.00	Competitive	No	N/A	Capital

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Patrick Strickland	SO-17-044-0001473	10/1/2018	9/30/2019	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Daylily Landscaping	Plant Leasing & Interior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	SO-17-012-0001559	10/1/2018	9/30/2019	\$ 95,000.00	\$ 88,082.40	Competitive	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Patrick Strickland	SO-17-012-0001524	10/1/2018	9/30/2019	\$ 250,000.00	\$ 96,628.65	Competitive	No	N/A	Operating
Daylily Landscaping	Holiday Decorations and Lighting Rental Design, Installation and Removal Services	Yes	Yes	No	Patrick Strickland	SO-18-012-0001751	10/1/2018	9/16/2019	\$ 100,000.00	\$ 86,106.72	Competitive	No	N/A	Operating
Design Army	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	SO-18-005-0001601	10/1/2018	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Destination DC	Marketing Agreement	No	Yes	No	Steve Schwartz	SO-19-002-0001847	4/2/2019	9/30/2023	\$ 100,000.00	\$ -	Sole source	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	Yes	No	Rebecca Ryan	SO-12-016-0000413	3/7/2010	3/6/2020	Commission	\$ 190,354.54	Competitive	No	N/A	Capital
Diligent Rocket LLC	Artistic Graphic Design	No	No	No	Ashley Forrester	SO-18-005-0001594	10/1/2018	9/30/2019	\$ 75,000.00	\$ 57,957.53	Competitive	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	SO-16-005-0001335	10/1/2018	9/30/2019	\$ 200,000.00	\$ 165,577.87	Competitive	No	N/A	Operating
Dominion Electric Supply Co of Washington, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	SO-17-035-0001545	10/1/2018	9/30/2019	\$ 100,000.00	\$ 82,126.06	Competitive	No	N/A	Operating
Drapes 4 Show	Event Table Linens and Associated Products	No	No	No	William Smith	SO-18-030-0001716	10/1/2018	9/30/2019	\$ 100,000.00	\$ 10,244.16	Competitive	No	N/A	Capital
DS Waters of America Inc.	Water Delivery Services	No	No	No	William Smith	SO-16-030-0001152	10/1/2018	9/30/2019	\$ 50,000.00	\$ 12,921.71	Competitive	No	N/A	Operating
Dunbar Armored, Inc	Armored Car Services	No	No	No	Sharlene Henley	SO-17-023-0001442	10/1/2018	9/30/2019	\$ 30,000.00	\$ 5,643.00	Competitive	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001061	10/1/2018	9/30/2019	\$ 100,000.00	\$ 55,718.68	Competitive	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	William Leibner	SO-17-003-0001482	10/1/2018	9/30/2019	\$ 20,000.00	\$ 320.00	Competitive	No	N/A	Operating
DuPont Computers	Printing and Finishing of Large Banners Signs and Posters	Yes	Yes	No	Shaunelle Delaney	SO-18-021-0001650	10/1/2018	9/30/2019	\$ 25,000.00	\$ 1,624.00	Competitive	No	N/A	Operating
DuPont Computers	Flatbed Printer, Software, Computer and Repair Services	Yes	Yes	No	Hootan Kaboli	SO-19-011-0001804	11/19/2018	9/30/2019	\$ 100,000.00	\$ 66,454.88	Competitive	No	N/A	Operating
DuPont Computers	AV Equipment	Yes	Yes	No	Candace Johnson	SO-19-072-0001842	2/11/2019	9/30/2019	\$ 100,000.00	\$ 47,769.56	Competitive	No	N/A	Operating
E- Logic	Software Reseller Services	Yes	Yes	No	Rebecca Ryan	SO-18-016-0001729	10/1/2018	7/30/2019	\$ 100,000.00	\$ 18,128.66	Competitive	No	N/A	Operating
E- Logic	Purchase of TV's and Associated Products	Yes	Yes	No	Cathy Boles	SO-19-011-0001854	5/2/2019	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	SO-16-012-0001206	10/1/2018	9/30/2019	\$ 100,000.00	\$ 5,135.00	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Supply of Mobile Equipment	No	No	No	Patrick Strickland	SO-18-011-0001702	10/1/2018	9/30/2019	\$ 616,268.98	\$ 516,268.98	Competitive	No	N/A	Capital
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	SO-16-022-0001379	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
ECS Mid Atlantic, LLC	Hazardous Materials Survey Services	No	No	No	Ryan Conway	SO-19-003-0001882	7/31/2019	9/30/2019	\$ 60,000.00	\$ -	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Badging and Access Supplies	Yes	Yes	No	Patricia Kearney	SO-17-036-0001515	10/1/2018	9/30/2019	\$ 100,000.00	\$ 11,704.23	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Uniforms	Yes	Yes	No	Gerald Wilson	SO-17-022-0001436	11/7/201	9/30/2019	\$ 75,000.00	\$ 1,414.12	Competitive	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Monica Bullock	SO-16-020-0001338	7/1/2018	6/30/2019	\$ 5,000.00	\$ 1,040.00	Competitive	No	N/A	Operating
Endurance Media	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001721	10/1/2018	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
F & L Construction, Inc.	Leasing of Commercial Trash Compactors	Yes	Yes	No	Patrick Strickland	SO-18-011-0001728	10/1/2018	9/30/2019	\$ 125,000.00	\$ 102,562.96	Competitive	No	N/A	Operating
F&L Construction, Inc	Waste Management and Recycling Services	Yes	Yes	No	Candace Johnson	SO-18-017-0001723	10/1/2018	8/31/2019	\$ 100,000.00	\$ 22,835.25	Competitive	No	N/A	Operating
Fannon Petroleum	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	SO-18-011-0001685	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shaunelle Delaney	SO-17-021-0001428	10/1/2018	9/30/2019	\$ 20,000.00	\$ 2,511.88	Competitive	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Candace Johnson	SO-16-017-0001303	10/1/2018	9/30/2019	\$ 50,000.00	\$ 3,391.19	Competitive	No	N/A	Operating
Fisher & Son Co. Inc.	Grass Seed and Fertilizer	No	No	No	Candace Johnson	SO-15-038-0000998	10/1/2018	9/30/2019	\$ 20,000.00	\$ 3,719.40	Competitive	No	N/A	Operating
Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	SO-16-023-0001302	10/1/2018	9/30/2019	\$ 100,000.00	\$ 9,945.00	Competitive	No	N/A	Operating
Freeman Expositions, LLC	Event General Services Contractor	No	No	No	Candace Johnson	SO-18-034-0001748	10/1/2018	8/31/2019	\$ 100,000.00	\$ 36,195.60	Competitive	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	SO-16-011-0001376	10/1/2018	9/30/2019	\$ 1,469,413.64	\$ 1,096,201.82	Competitive	Yes	Yes	Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	SO-16-011-0001267	10/1/2018	9/30/2019	\$ 200,000.00	\$ 78,000.00	Competitive	No	N/A	Capital

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Gem Laser Express Inc.	Printer Maintenance and Supplies	No	No	No	Rebecca Ryan	SO-15-016-0001008	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	No	No	Cathy Boles	SO-16-011-0001297	10/1/2018	9/30/2019	\$ 219,111.85	\$ 195,501.59	Competitive	No	N/A	Capital
General & Mechanical Services, LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	SO-17-035-0001561	10/1/2018	9/30/2019	\$ 100,000.00	\$ 86,457.19	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	Condensing Boilers	No	No	No	Najib Mohammed	SO-18-011-0001756	10/1/2018	9/30/2019	\$ 593,527.00	\$ 568,706.07	Competitive	No	N/A	Operating
General Merchandise Supplies Unlimited	Greenware Cups	Yes	Yes	No	William Smith	SO-16-030-0001296	10/1/2018	9/30/2019	\$ 20,000.00	\$ 11,322.42	Competitive	No	N/A	Operating
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-16-005-0001364	10/1/2018	9/30/2019	\$ 100,000.00	\$ 60,154.34	Competitive	No	N/A	Operating
G-Land Uniforms	Purchase of Blazers	Yes	Yes	No	Patricia Kearney	SO-18-030-0001669	10/1/2018	9/30/2019	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating
GLP Inc/ Gary's Lighting Party	Electromechanical Rigging Services	Yes	Yes	No	Stacy Knoppel	SO-13-022-0000675	12/20/2012	9/30/2019	\$ 100,000.00	\$ 42,706.55	Competitive	No	N/A	Operating
Goetz Printing Co.	Printing Services	No	No	No	Chinyere Hubbard	SO-15-005-0001041	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal services	No	No	No	Reginald Smith	SO-16-004-0001397	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal Services: Land Use and Environmental Law	No	No	No	Reginald Smith	SO-17-003-0001541	10/1/2018	8/22/2019	\$ 250,000.00	\$ 58,592.14	Competitive	No	N/A	Operating
Groove Jones, LLC	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001719	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Hargrove, LLC	Event General Service Contractor	NO	No	No	Candace Johnson	SO-19-072-0001810	1/18/2019	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Harpers Payroll	1095C and 1094C Processing	No	No	No	Sherrri Harris	SO-19-020-0001824	1/11/2019	9/30/2019	\$ 2,815.00	\$ 2,815.00	Competitive	No	N/A	Operating
Health Fair Plus	Wellness Fair Services	No	No	No	Sherrri Harris	SO-18-022-0001589	10/1/2018	9/30/2019	\$ 14,295.00	\$ 11,213.00	Competitive	No	N/A	Operating
Helios Interactive	Virtual Reality Services	No	No	No	Chinyere Hubbard	SO-18-005-0001712	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Herrick, Feinstein LLP	Legal Services	No	No	No	Reginald Smith	SO-16-004-0001322	10/1/2018	9/30/2019	\$ 100,000.00	\$ 48,325.45	Competitive	No	N/A	Operating
Hi- Tech Solution	Adobe and Microsoft Software	Yes	Yes	No	Rebecca Ryan	SO-18-016-0001660	10/1/2018	9/30/2019	\$ 100,000.00	\$ 99,775.71	Competitive	No	N/A	Operating
Hi- Tech Solution	SQL Server Standard Core Licenses with Software Assurance	Yes	Yes	No	Rebecca Ryan	SO-19-016-0001820	2/5/2019	2/4/2022	\$ 23,120.00	\$ 23,120.00	Competitive	No	Yes	Operating
Hi- Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001082	10/1/2018	9/30/2019	\$ 100,000.00	\$ 47,285.83	Competitive	No	N/A	Operating
Hi-Tech Electric LLC	Temporary Utility Services	Yes	Yes	No	Hootan Kaboli	SO-17-011-0001574	10/1/2018	9/30/2027	Commission	\$ 29,306.00	Competitive	No	N/A	Operating
Holder Enterprises, Inc	Bottled Water Services	Yes	No	No	William Smith	SO-18-022-0001648	10/1/2018	9/30/2019	\$ 50,000.00	\$ 21,675.00	Competitive	No	N/A	Operating
Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	SO-16-011-0001264	10/1/2018	9/30/2019	\$ 250,000.00	\$ 246,082.00	Competitive	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001460	10/1/2018	9/30/2019	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Ideal Electrical Supply Corp	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Nijib Mohammed	SO-19-011-0001775	11/7/2019	9/30/2019	\$ 100,000.00	\$ 72,826.33	Competitive	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	SO-15-005-0001107	10/1/2018	9/30/2019	\$ 20,000.00	\$ 9,062.50	Competitive	No	N/A	Operating
Infinity Solutions, Inc	Ethernet/ Network Upgrade and Repair Services	Yes	Yes	No	Cathy Boles	SO-19-011-0001844	4/1/2019	9/30/2019	\$ 100,000.00	\$ 87,202.89	Competitive	No	N/A	Capital
Innovative Pest Management	Pest Control Management	Yes	No	No	Patrick Strickland	SO-15-012-0001084	10/1/2018	9/30/2019	\$ 100,000.00	\$ 76,793.17	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Services	Yes	No	No	Candace Johnson	SO-18-17-0001730	10/1/2018	8/30/2019	\$ 100,000.00	\$ 6,992.92	Competitive	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Tawana Parker	SO-18-020-0001628	10/1/2018	9/30/2019	\$ 25,000.00	\$ 2,200.00	Sole source	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	SO-17-011-0001501	10/1/2018	9/30/2019	\$ 100,000.00	\$ 81,225.00	Subscription	No	N/A	Operating/Capital
Interface Media Group, Inc	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001724	10/16/2018	10/15/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Interface Media Group, Inc	Photography and Videography Services	No	No	No	Ashley Forrester	SO-19-005-0001835	3/5/2019	9/30/2019	\$ 40,000.00	\$ -	Competitive	No	N/A	Operating
Iron Mountain	Iron Mountain Document Services	No	No	No	Shaunelle Delaney	SO-17-021-0001450	10/1/2018	9/30/2019	\$ 20,000.00	\$ 7,458.72	Competitive	No	N/A	Operating
Iron Mountain Incorporated dba Iron Mountain Information Management	Art Conservator Services	No	No	No	Patrick Strickland	SO-18-012-0001764	10/1/2018	9/30/2019	\$ 100,000.00	\$ 43,979.66	Competitive	No	N/A	Operating
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Patrick Strickland	SO-16-011-0001282	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	SO-16-014-0001284	10/1/2018	9/30/2019	\$ 100,000.00	\$ 65,246.16	Competitive	No	N/A	Operating
Jerome L. Trucking, Inc.	Waste Management and Recycling Services	Yes	Yes	No	Patrick Strickland	SO-18-011-0001755	10/1/2018	9/30/2019	\$ 250,000.00	\$ 152,643.07	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Johnson Controls	Digital Camera IP Surveillance System	No	No	No	Cathy Boles	SO-18-011-0001714	12/3/2018	12/2/2020	\$ 4,388,235.00	\$ 888,516.74	Competitive	Yes	Yes	Capital
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Najib Mohammed	SO-17-011-0001554	10/1/2018	9/30/2019	\$ 100,000.00	\$ 41,904.50	Competitive	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Patrick Strickland	SO-15-014-0001045	10/1/2018	9/30/2019	\$ 100,000.00	\$ 14,441.06	Competitive	No	N/A	Operating
Laura Rankin & Co LLC dba EPOCH	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-0001639	10/1/2018	9/30/2019	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Lawsons Catering	Catering Services	No	No	No	Misty Oratokhai	SO-19-020-0001806	11/16/2018	9/30/2019	\$ 10,000.00	\$ 8,314.64	Competitive	No	N/A	Operating
Leftwich LLC	Legal Services	Yes	Yes	No	Reginald Smith	SO-19-004-001354	10/1/2018	9/30/2019	\$ 200,000.00	\$ 81,376.73	Competitive	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	SO-16-131-0001203	10/1/2018	9/30/2019	\$ 100,000.00	\$ 54,797.00	Competitive	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	Yes	No	Lynn Anthony	SO-17-016-0001459	10/1/2018	9/30/2019	\$ 100,000.00	\$ 23,282.45	Competitive	No	N/A	Operating
LexisNexis	Lexis Nexis Legal Search Engine	No	Yes	No	Reginald Smith	SO-19-004-0001802	9/1/2018	8/31/2019	\$ 14,872.00	\$ 14,872.00	Competitive	No	N/A	Operating
LGC Security	Event Crowd Management Services	Yes	Yes	No	Candace Johnson	SO-19-075-0001782	10/31/2018	9/30/2019	\$ 100,000.00	\$ 88,980.81	Competitive	No	N/A	Operating
Lifestar Response of Maryland	ALS and BLS Units	No	No	No	Candace Johnson	SO-19-072-0001774	10/19/2018	9/30/2019	\$ 100,000.00	\$ 83,751.28	Competitive	No	N/A	Operating
Linda Roth Associates	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-001587	10/1/2018	9/30/2019	\$ 100,000.00	\$ 36,695.42	Competitive	No	N/A	Operating
Loaded, LLC	Sales and Booking Esports and Gaming Events	No	No	Yes	Sheila Miller	SO-19-080-0001861	5/17/2019	9/30/2020	\$ 100,000.00	\$ 40,000.00	Competitive	No	N/A	Operating
Lutron Services	Lighting System Repair and Maintenance Services	No	No	No	Najib Mohammed	SO-18-035-0001677	10/1/2018	2/20/2019	\$ 10,000.00	\$ 1,415.00	Competitive	No	N/A	Capital
Lutron Services	Lutron Lighting Control System Upgrade	No	No	No	Cathy Boles	SO-19-131-0001779	1/8/2019	1/7/2020	\$ 606,117.00	\$ 329,904.00	Sole source	No	N/A	Capital
Main Event Catering	Catering Services	No	No	No	Misty Oratokhai	SO-19-020-0001805	12/10/2018	9/30/2019	\$ 10,000.00	\$ 1,949.85	Competitive	No	N/A	Operating
Management Recruiters of Fort Worth- SW, L.O dba Siter- Neubauer and Associates	Recruiting Services	No	No	No	Misty Oratokhai	SO-19-020-0001829	10/1/2018	9/30/2019	\$ 100,000.00	\$ 43,750.00	Competitive	No	N/A	Operating
Mars on Gravity Productions, LLC	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-018-005-001588	10/1/2018	9/30/2019	\$ 100,000.00	\$ 39,750.92	Competitive	No	N/A	Operating
Matthai Material Handling	Racking System Modification, Installation and Repair Services	No	No	No	Hootan Kaboli	SO-19-011-0001780	11/5/2018	9/30/2019	\$ 100,000.00	\$ 96,742.46	Competitive	No	N/A	Operating
MB Staffing Services	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	SO-18-020-0001736	10/1/2018	9/30/2019	\$ 100,000.00	\$ 55,262.42	Competitive	No	N/A	Operating
McAndrews Restoration	Waterproofing and Leak Repairs Services	No	No	No	Cathy Boles	SO-17-011-0001586	10/1/2018	9/30/2019	\$ 500,000.00	\$ 278,396.53	Competitive	No	N/A	Capital
McAndrews Restoration	Concrete Restoration Services	No	No	No	Cathy Boles	SO-19-011-0001852	5/29/2019	9/30/2019	\$ 900,000.00	\$ -	Competitive	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Patrick Strickland	SO-16-011-0001159	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Patrick Strickland	SO-16-012-0001207	10/1/2018	9/30/2019	\$ 100,000.00	\$ 91,288.57	Competitive	No	N/A	Operating
MCN Build Inc	Design- Build Services RFK Campus Redevelopment	Yes	Yes	No	Robert Stowe	SO-18-003-0001696	10/1/2018	9/30/2019	\$ 35,598,870.54	\$ 29,541,277.51	Competitive	Yes	N/A	Capital
Mesh Global	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001593	10/1/2018	9/30/2019	\$ 100,000.00	\$ 50,525.74	Competitive	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	SO-17-021-0001413	10/1/2018	9/30/2019	\$ 100,000.00	\$ 33,841.31	Competitive	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	Yes	Misty Oratokhai	SO-16-020-0001151	8/24/2018	8/23/2019	\$ 72,000.00	\$ 25,564.20	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	SO-16-152-0001218	10/1/2018	9/30/2019	\$ 814,532.00	\$ 243,142.90	Competitive	No	N/A	Capital
Midtown Personnel, Inc	Temporary Staffing Services	Yes	Yes	No	Misty Oratokhai	SO-18-020-0001738	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	SO-15-005-0001106	10/1/2018	9/30/2019	\$ 50,000.00	\$ 38,456.75	Competitive	No	N/A	Operating
MindFinders	Executive Recruiting Service	Yes	Yes	No	Misty Oratokhai	SO-19-020-0001827	1/23/2019	9/30/2019	\$ 100,000.00	\$ 44,000.00	Competitive	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	SO-11-023-0000278	1/1/2011	9/30/2032	\$ 100,000.00	\$ 84,200.00	Sole source	No	N/A	Operating
Mode Four, LLC	Virtual Reality Services	No	No	No	Jamilia Walker	SO-18-005-0001701	10/1/2018	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	SO-17-012-0001492	10/1/2018	9/30/2019	\$ 100,000.00	\$ 13,916.00	Sole source	No	N/A	Operating
Modern Door & Equipment Sales	Door Installation and Repair and Maintenance Services	No	No	No	Najib Mohammed	SO-18-011-0001654	10/1/2018	9/30/2019	\$ 100,000.00	\$ 82,880.00	Competitive	No	N/A	Operating/Capital
Modern Door & Equipment Sales	Operable Walls/Partitions Purchase and Installation Services	No	No	No	Najib Mohammed	SO-18-011-0001731	10/1/2018	9/30/2019	\$ 275,669.00	\$ 146,872.00	Sole source	No	N/A	Capital
Morgan, Lewis & Bockius LLP	Legal Services	No	Yes	No	Reginald Smith	SO-16-004-0001356	10/1/2018	9/30/2019	\$ 100,000.00	\$ 57,704.32	Competitive	No	N/A	Operating

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Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William Smith	SO-17-030-0001432	10/1/2018	9/30/2019	\$ 100,000.00	\$ 17,814.73	Competitive	No	N/A	Operating
MTB Enterprises dba Tomah Wares	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	SO-18-005-0001606	10/1/2018	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001062	10/1/2018	9/30/2019	\$ 100,000.00	\$ 33,813.20	Competitive	No	N/A	Operating
National Corporate Housing	Temporary Corporate Housing	No	No	No	Misty Oratokhai	SO-19-022-0001872	6/28/2019	9/30/2019	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Navex Global	Ethics and Compliance Program	No	No	No	Tawana Parker	SO-15-020-0000939	10/1/2018	9/30/2019	\$ 23,000.00	\$ 22,195.53	Subscription	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Sean Sands	SO-16-002-0001292	10/1/2018	9/30/2019	\$ 50,000.00	\$ 16,957.65	Competitive	No	N/A	Operating
Neopost USA Inc.	iMPB Software	No	No	No	Shaunelle Delaney	SO-17-021-0001462	10/1/2018	9/30/2019	\$ 3,700.00	\$ 3,609.00	Competitive	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shaunelle Delaney	SO-17-021-0001440	10/1/2018	9/30/2019	\$ 7,500.00	\$ 5,107.98	Competitive	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	W. Leibner	SO-16-003-0001380	10/1/2018	9/30/2019	\$ 3,105,866.00	\$ 828,106.93	Competitive	Yes	N/A	Capital
Omni Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	Yes	Yes	Najib Mohammed	SO-16-014-0001329	10/1/2018	9/30/2019	\$ 60,000.00	\$ 33,772.00	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Patrick Strickland	SO-16-011-0001395	10/1/2018	9/30/2019	\$ 100,000.00	\$ 44,260.51	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Electrically Operated Rolling Doors and Plastic Strip Doors	No	No	No	Patrick Strickland	SO-18-011-0001705	10/1/2018	9/30/2019	\$ 100,000.00	\$ 94,137.00	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Supply of Bay Door Operators	No	No	No	Patrick Strickland	SO-18-022-0001709	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Electrically Operated Rolling Doors and Plastic Strip Doors	No	No	No	Cathy Boles	SO-19-011-0001853	5/30/2019	9/30/2019	\$ 401,545.00	\$ 401,545.00	Competitive	No	N/A	Operating
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shaunelle Delaney	SO-15-021-0001133	10/1/2018	9/30/2019	\$ 30,000.00	\$ 7,105.86	Competitive	No	N/A	Operating
Parker Poe Adam & Bernstein LLP	Legal Services	No	Yes	No	Reginald Smith	SO-19-004-0001896	6/1/2019	9/30/2019	\$ 25,058.27	\$ 3,339.00	Competitive	No	N/A	Operating
Penngood, LLC	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001430	10/1/2018	9/30/2019	\$ 475,360.00	\$ 153,084.36	Competitive	No	N/A	Operating
Periscope Holdings, Inc.	BuySpeed Annual Hosting, Maintenance/Support, and Training/ Consulting	No	No	Yes	Kiara Short	SO-15-022-0000922	10/1/2018	9/30/2019	\$ 124,000.00	\$ 101,930.00	Sole source	No	N/A	Operating
Perkins Eastman	Architectural Engineering Services CC	Yes	Yes	No	Cathy Boles	SO-18-011-0001717	10/1/2018	7/5/2023	\$ 420,000.00	\$ 156,160.52	Competitive	No	N/A	Capital
Petroleum Traders Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	SO-18-011-0001686	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Pioneer Manufacturing Company	Field Paint and Materials	No	No	No	Candace Johnson	SO-15-017-0001034	10/1/2018	9/30/2019	\$ 20,000.00	\$ 557.50	Competitive	No	N/A	Operating
Pitney Bowes	Postage Meter Rental and Postage	No	No	No	Vanya Robinson	SO-19-017-0001841	2/20/2019	9/30/2019	\$ 25,000.00	\$ 624.69	Competitive	No	N/A	Operating
Porter Novelli Public Services	Marketing Services	No	Yes	No	Chinyere Hubbard	SO-19-005-0001832	3/1/2019	9/30/2019	\$ 300,000.00	\$ 92,324.47	Competitive	No	N/A	Operating
Poshbooth LLC	PoshBooth BPA	No	No	No	Misty Oratokhai	SO-16-020-0001166	10/1/2018	9/30/2019	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating
Praters Incorporated	Basketball Court Setup and Maintenance and Repair Services	No	No	No	Candace Johnson	SO-19-076-0001825	1/15/2019	9/30/2019	\$ 249,000.00	\$ 236,960.00	Competitive	No	N/A	Operating
Preeminent Protective Services, Inc	RFK Field Complex Security Services	No	Yes	No	Robert Stowe	SO-19-017-0001873	6/28/2019	9/30/2019	\$ 100,000.00	\$ 71,821.32	Competitive	No	N/A	Operating
Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Brandon Robinson	SO-16-036-0001275	10/1/2018	9/30/2019	\$ 10,000.00	\$ 1,588.98	Competitive	No	N/A	Operating
Premier Suppliers	Office Moving Services	Yes	Yes	No	Cathy Boles	SO-18-011-0001704	6/1/2018	5/31/2019	\$ 99,000.00	\$ 6,986.75	Competitive	No	N/A	Operating
Premier Suppliers	Supply of Wheelchairs and Mobile Scooters	Yes	Yes	No	Patricia Kearney	SO-18-036-0001692	10/1/2018	9/30/2019	\$ 50,000.00	\$ 4,048.65	Competitive	No	N/A	Operating
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratokhai	SO-17-020-0001527	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
PRM Consulting	Benefits Enroller	Yes	Yes	No	Monica Bullock	SO-19-020-0001778	10/29/2018	9/30/2019	\$ 10,000.00	\$ 6,670.00	Competitive	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	SO-17-011-0001516	10/1/2018	9/30/2019	\$ 100,000.00	\$ 92,999.20	Competitive	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	No	No	Stacy Knoppel	SO-13-022-0000696	10/1/2018	9/30/2019	\$ 675,000.00	\$ 462,586.21	Competitive	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	William Smith	SO-16-011-0001321	10/1/2018	9/30/2019	\$ 100,000.00	\$ 38,878.89	Competitive	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Stacy Knoppel	SO-16-152-0001274	2/8/2019	2/7/2020	\$ 100,000.00	\$ 60,916.36	Competitive	No	N/A	Operating
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001518	10/1/2018	9/30/2019	\$ 100,000.00	\$ 37,223.95	Competitive	No	N/A	Operating
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001535	10/1/2018	9/30/2019	\$ 100,000.00	\$ 8,207.50	Competitive	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	SO-16-023-0001323	5/31/2018	5/30/2019	\$ 12,530.51	\$ 7,171.89	Sole source	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Quick Staff & Marketing dba Rose Global Solutions	Event Management Services and Marketing / Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001626	10/1/2018	9/30/2019	\$ 100,000.00	\$ 2,000.00	Competitive	No	N/A	Operating
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	No	Yes	No	Cathy Boles	SO-13-152-0000860	8/7/2014	9/30/2019	\$ 11,768,472.00	\$ 5,436,571.75	Competitive	Yes	N/A	Capital
Rand Construction Corporation	General Contractor IDIQ III	Yes	Yes	No	Cathy Boles	SO-16-011-0001266	10/1/2018	9/30/2019	\$ 250,000.00	\$ 245,538.60	Competitive	No	N/A	Capital
Recovery Point Systems	Offsite Tape Storage	No	No	No	Rebecca Ryan	SO-18-016-0001757	10/1/2018	9/30/2019	\$ 10,000.00	\$ 4,634.00	Competitive	No	N/A	Operating
Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001469	10/1/2018	9/30/2019	\$ 100,000.00	\$ 36,355.98	Competitive	No	N/A	Operating
Relish Catering	Catering Services	No	No	No	Misty Oratokhai	SO-19-020-0001819	12/10/2018	9/30/2019	\$ 10,000.00	\$ 2,705.70	Competitive	No	N/A	Operating
Reuter & Hanney, Inc.	Switchgear Testing	No	No	No	Najib Mohammed	SO-15-011-0001144	10/1/2018	9/30/2019	\$ 250,000.00	\$ 7,176.00	Competitive	No	N/A	Operating/Capital
Robin Moore Legacies LLC t/a Crosson Moore Art Services	Art Curator Services	No	No	No	Patrick Strickland	SO-15-012-0001085	10/1/2018	9/30/2019	\$ 100,000.00	\$ 34,034.16	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	SO-17-020-0001422	10/1/2018	9/30/2019	\$ 3,500.00	\$ 2,852.12	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	SO-017-020-0001426	10/1/2018	9/30/2019	\$ 3,500.00	\$ 3,463.69	Competitive	No	N/A	Operating
RSC Electrical & Mechanical Contractors, Inc	General Mechanical Services and Supplies	Yes	Yes	No	Najib Mohammed	SO-19-011-0001772	10/25/2018	9/30/2019	\$ 100,000.00	\$ 70,005.00	Competitive	No	N/A	Operating
Sage Communications	Artistic Graphic Design	No	No	No	Ashley Forrester	SO-18-005-0001604	10/1/2018	9/30/2019	\$ 50,000.00	\$ 25,581.23	Competitive	No	N/A	Operating
Sage Communications	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-00001635	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	SO-15-014-0001012	10/1/2018	9/30/2019	\$ 100,000.00	\$ 66,244.79	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Patrick Strickland	SO-17-035-0001533	10/1/2018	9/30/2019	\$ 100,000.00	\$ 24,360.99	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Patrick Strickland	SO-18-014-0001596	10/27/2018	9/30/2019	\$ 100,000.00	\$ 6,487.17	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Stanchions, Cart and Transpoters	Yes	Yes	No	Cathy Boles	SO-19-011-0001801	12/5/2018	9/30/2019	\$ 100,000.00	\$ 42,266.52	Competitive	No	N/A	Operating
Scott Circle Communications, Inc.	Strategic Communications	No	Yes	No	Chinyere Hubbard	SO-17-005-0001431	10/1/2018	9/30/2019	\$ 100,000.00	\$ 8,058.07	Competitive	No	N/A	Operating
Security Assurance Management	Security Services	Yes	Yes	No	Gerald Wilson	SO-17-013-0001552	10/1/2018	9/30/2019	\$ 1,483,244.82	\$ 1,352,623.94	Competitive	Yes	Yes	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	SO-15-005-0001040	10/1/2018	9/30/2019	\$ 100,000.00	\$ 77,146.12	Competitive	No	N/A	Operating
Senoda Inc.	Employee Engagement Event Supplies	Yes	Yes	No	Misty Oratokhai	SO-16-020-0001169	10/1/2018	9/30/2019	\$ 50,000.00	\$ 49,621.82	Competitive	No	N/A	Operating
Senoda Inc.	Corporate Stationary Printing Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001668	10/1/2018	9/30/2019	\$ 100,000.00	\$ 35,585.50	Competitive	No	N/A	Operating
Senoda Inc.	Specialty & Promotional Items	Yes	Yes	No	Chinyere Hubbard	SO-19-005-0001766	10/1/2018	9/30/2019	\$ 200,000.00	\$ 125,566.24	Competitive	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater#3 with Intelli Technology®	Yes	Yes	No	Patrick Strickland	SO-17-011-0001416	10/1/2018	9/30/2019	\$ 100,000.00	\$ 5,104.00	Competitive	No	N/A	Capital
Showcall, Inc	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-0001633	10/1/2018	9/30/2019	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Showcall, Inc	Video Production Services	No	No	No	Ashley Forrester	SO-19-005-0001840	2/12/2019	9/30/2019	\$ 30,000.00	\$ -	Competitive	No	N/A	Operating
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory Services	No	No	No	William Smith	SO-17-011-0001476	10/1/2018	9/30/2019	\$ 100,000.00	\$ 685.00	Competitive	No	N/A	Operating
Sico America, Inc	Supply of Stages	No	No	No	Candace Johnson	SO-19-073-0001846	3/8/2019	9/30/2019	\$ 124,000.00	\$ 121,479.50	Competitive	No	N/A	Capital
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	SO-16-011-0001363	10/1/2018	9/30/2019	\$ 687,312.20	\$ 354,732.77	Competitive	No	N/A	Operating/Capital
Siemens Industry Inc.	24/7 Fire Alarm System Monitoring	No	No	No	Hootan Kaboli	SO-18-011-0001744	10/1/2018	9/18/2019	\$ 6,000.00	\$ -	Competitive	No	N/A	Operating
Signet Technologies	American Dynamics Victor Video and LeneAccess Control System Maintenance and Repair Services	No	No	No	Patrick Strickland	SO-19-011-0001795	1/3/2019	9/30/2019	\$ 100,000.00	\$ 26,737.97	Competitive	No	N/A	Operating
SJ Technologies, Inc.	Electronic Procurement System (e-Procurement) and Human Resources Management Systems (HRMS) Consulting Services	No	No	Yes	Erin Oliver	SO-19-022-0001867	7/22/2019	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Smart City	Technology Communication Services	No	No	No	Rebecca Ryan	SO-12-016-0000360	11/18/2011	3/31/2020	Commission	\$ -	Competitive	No	N/A	Capital
Smart City	IT Systems Management - ESA	No	No	No	Rebecca Ryan	SO-18-003-0001695	10/1/2018	9/30/2019	\$ 250,000.00	\$ 209,667.11	Competitive	No	N/A	Operating
Smith & Sons	Electronic Lock and Key Management System	Yes	Yes	No	Cathy Boles	SO-18-011-0001707	10/1/2018	6/7/2020	\$ 1,615,789.32	\$ 365,559.92	Competitive	No	N/A	Operating/Capital
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	SO-16-011-0001399	10/1/2018	9/30/2019	\$ 100,000.00	\$ 12,440.25	Competitive	No	N/A	Capital
Southern Aluminum Manufacturing Acquisition Inc.	Tables and Associated Products and Equipment	No	No	No	William Smith	SO-19-030-0001845	3/12/2019	9/30/2019	\$ 100,000.00	\$ 70,636.73	Competitive	No	N/A	Operating
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	No	No	William Leibner	SO-17-003-0001540	6/1/2018	6/20/2019	\$ 100,000.00	\$ 4,335.00	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Services	COTR	Contract Number	Beginning Date	Ending Date	FY19 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
SRB Communications, LLC	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001591	10/1/2018	9/30/2019	\$ 100,000.00	\$ 70,484.00	Competitive	No	N/A	Operating
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shaunelle Delaney	SO-15-022-0001132	10/1/2018	9/30/2019	\$ 100,000.00	\$ 44,562.79	Competitive	No	N/A	Operating
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	SO-16-011-0001250	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Banquet Chairs	Yes	Yes	No	Cathy Boles	SO-18-011-0001706	10/1/2018	9/30/2019	\$ 662,800.00	\$ 330,800.00	Competitive	No	N/A	Capital
Standard Office Supply	Supply of Easels	Yes	Yes	No	William Smith	SO-18-011-0001732	10/1/2018	9/30/2019	\$ 100,000.00	\$ 8,319.30	Competitive	No	N/A	Operating
Standard Office Supply	Office Furniture	Yes	Yes	No	Candace Johnson	SO-19-034-0001800	11/15/2018	9/30/2019	\$ 100,000.00	\$ 71,220.24	Competitive	No	N/A	Operating
Standard Restoration and Waterproofing Co. Inc.	Waterproofing, Leak Repairs, Expansion Joint and Trench Drain Replacement and General Contracting Services	No	No	No	Cathy Boles	SO-17-011-0001553	10/1/2018	9/30/2019	\$ 500,000.00	\$ 66,954.50	Competitive	No	N/A	Capital
Storyboard, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001634	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Stranix Associates LLC	Construction Management Consulting Agreement	No	No	Yes	William Leibner	SO-15-002-0001148	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Sole source	No	N/A	Operating
Stratcomm, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001632	10/1/2018	9/30/2019	\$ 100,000.00	\$ 20,500.13	Competitive	No	N/A	Operating
Strong Production, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001630	10/1/2018	9/30/2019	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	SO-17-011-0001466	10/1/2018	9/30/2019	\$ 100,000.00	\$ 94,999.21	Competitive	No	N/A	Capital
Systems Integration LLC	360 Degree Photography and Videography and Virtual Reality Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001720	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Talentwise Inc.	Screening & Investigative Services	No	No	No	Tawana Parker	SO-15-020-0000935	9/23/2018	9/22/2019	\$ 40,000.00	\$ 15,276.94	Competitive	No	N/A	Operating
Talk of the Town	Team Building Exercises and Activities	No	No	No	Misty Oratokhai	SO-15-020-0001048	10/1/2018	9/30/2019	\$ 25,000.00	\$ 14,860.00	Competitive	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	Yes	Steve Schwartz	SO-17-007-0001581	10/1/2018	9/30/2019	\$ 50,100.00	\$ 20,982.02	Sole source	No	N/A	Operating
The Brand Guild Formerly BrandLinkDC, Inc	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001583	10/1/2018	9/30/2019	\$ 175,000.00	\$ 172,791.99	Competitive	No	N/A	Operating
The CALPRO Group	Event General Set-Up/Dismantling Services	Yes	Yes	No	William Smith	SO-17-030-0001538	10/1/2018	9/30/2019	\$ 100,000.00	\$ 87,385.24	Competitive	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Brandon Robinson	SO-16-013-0001314	10/1/2018	9/30/2019	\$ 10,000.00	\$ 5,568.00	Competitive	No	N/A	Operating
The Hamilton Group	Basketballs	Yes	Yes	No	Candace Johnson	SO-19-072-0001843	2/22/2019	9/30/2019	\$ 20,000.00	\$ 4,369.56	Competitive	No	N/A	Operating
The Sherwin-Williams Company	Paint and Painting Supplies	No	No	No	Najib Mohammed	SO-15-035-0001043	10/1/2018	9/30/2019	\$ 100,000.00	\$ 11,701.12	Competitive	No	N/A	Operating
The Superlative Group	Sponsorship Asset Inventory and Valuation for Designated Events DC Venues	No	No	No	Emily Thornell	SO-18-017-0001622	10/1/2018	9/30/2019	\$ 180,000.00	\$ 165,000.00	Competitive	No	N/A	Operating
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	SO-16-005-0001286	10/1/2018	9/30/2019	\$ 100,000.00	\$ 59,639.98	Competitive	No	N/A	Operating
ThyssenKrupp Elevator Corporation	ESA Elevator Maintenance Services	No	Yes	No	Candace Johnson	SO-19-073-0001866	6/6/2019	6/5/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
TMG Events, LLC	Offsite Tape Storage	Yes	Yes	No	Candace Johnson	SO-19-079-0001811	12/10/2018	9/30/2019	\$ 100,000.00	\$ 72,708.82	Competitive	No	N/A	Operating
Total Automation Group	Security Wedge Barriers	No	No	No	Cathy Boles	SO-18-011-0001722	10/1/2018	9/30/2019	\$ 313,092.00	\$ 303,262.00	Competitive	No	N/A	Capital
Trinity Consultants	Environmental Consulting Services	No	No	Yes	Patrick Strickland	SO-17-12-0001645	10/1/2018	9/30/2019	\$ 50,000.00	\$ 8,409.42	Competitive	No	N/A	Operating
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erick Moses	SO-13-034-0000692	12/1/2018	11/30/2019	\$ 10,000.00	\$ 3,046.50	Sole source	No	N/A	Operating
U.S. Water Services Inc.	Water Treatment Services for Boilers and Water Systems	No	No	No	Patrick Strickland	SO-18-012-0001612	10/1/2018	9/30/2019	\$ 100,000.00	\$ 29,640.00	Competitive	No	N/A	Operating
uConfirm	Employment and Income Verification Agreement	No	No	No	Misty Oratokhai	SO-15-020-0001072	7/31/2018	6/30/2019	\$ -	\$ -	Competitive	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	SO-17-022-0001409	10/1/2018	9/30/2019	\$ 170,897.53	\$ 142,305.95	Sole source	No	N/A	Operating
Ungerboeck	Event Management System	No	No	No	Rebecca Ryan	SO-17-016-0001530	7/20/2017	1/19/2019	\$ 580,810.00	\$ 468,124.77	Competitive	No	N/A	Operating
United Metro	Gators and Golf carts	No	No	No	Candace Johnson	SO-17-017-0001542	10/1/2018	9/30/2019	\$ 50,000.00	\$ 1,700.00	Competitive	No	N/A	Operating
UNITED SITE SERVICES OF MD INC	Portable Toilets	No	No	No	Candace Johnson	SO-17-034-0001452	10/1/2018	9/30/2019	\$ 40,000.00	\$ 11,125.00	Competitive	No	N/A	Operating
Universal Money, Inc	ATM Services	No	No	No	Nuru Yimam	SO-18-023-0001763	10/1/2018	9/25/2019	Commission	\$ -	Competitive	No	N/A	Operating
USI Insurance Services LLC	Health Insurance Brokerage Services	No	No	No	Misty Oratokhai	SO-16-020-0001307	3/15/2016	12/31/2019	\$ -	\$ -	Competitive	No	N/A	Operating
Van Tech Industries LLC	Propane Cages and Other Products/Equipment	Yes	Yes	No	Cathy Boles	SO-17-011-0001483	10/1/2018	9/30/2019	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating/Capital
W.E. Bowers, Inc	Centrifugal Chiller Inspection	No	No	No	Patrick Strickland	SO-18-012-0001598	10/1/2018	9/30/2019	\$ 100,000.00	\$ 57,325.00	Competitive	No	N/A	Operating



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21st Century Expo Group, Inc	Event General Service Contractor	No	No	No	Candace Johnson	SO-19-072-0001808	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AAA Complete Building Services, Inc.	Facility Maintenance Services	No	Yes	No	Patrick Landers	SO-19-073-0001915	10/1/2019	9/30/2020	\$ 200,000.00	\$ -	Competitive	No	N/A	Operating
AAA Complete Building Services, Inc.	Plumbing Services	Yes	Yes	No	Najib Mohammed	SO-17-011-0001564	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AAA Complete Building Services, Inc.	Supply of Water Heaters and Installation Services	Yes	Yes	No	Eshan Setork	SO-19-131-0001903	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Ad Box Agency	Promotional Items	Yes	Yes	No	Lashell Mindingall	SO-18-020-0001673	10/1/2019	9/30/2020	\$ 60,000.00	\$ 436.00	Competitive	No	N/A	Operating
ADC Management Solutions	Temporary Staffing Services	Yes	Yes	No	Sabrina Carter	SO-18-020-0001737	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Advoc8, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001640	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Advoc8, LLC	Specialty & Promotional Items	Yes	Yes	No	Chinyere Hubbard	SO-19-005-0001798	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AGM Container Controls, Inc	ADA Lift Parts	No	No	No	Robert Hester	SO-16-035-0001398	10/1/2019	9/30/2020	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating/Capital
Alamo Travel Group	Managed Travel Services	No	No	No	Shaunelle Delaney	SO-20-021-0001946	12/13/2019	12/21/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Eshan Setork	SO-17-012-0001548	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Allstate Floors of DC	Carpet and Flooring Services	Yes	Yes	No	Cathy Boles	SO-18-011-0001762	10/1/2019	10/31/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
AlSCO	Table Linen Rental and Cleaning Services	No	No	No	William Smith	SO-18-030-0001690	10/1/2019	9/30/2020	\$ 100,000.00	\$ 4,838.15	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Boiler Preventative Maintenance and Repair Services	No	No	No	Eshan Setork	SO-19-131-0001902	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	Welding Services	No	No	No	Eshan Setork	SO-18-011-0001607	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
American Combustion Industries, Inc.	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	SO-19-011-0001815	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Analytica	Computer Application Software and Related Products	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001472	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Hardware Supplies	Yes	Yes	No	Eshan Setork	SO-18-014-0001597	10/1/2019	9/30/2020	\$ 100,000.00	\$ 32,717.56	Competitive	No	N/A	Operating
Annie's Hardware, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	SO-19-011-0001776	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Aon Risk Services, Inc of Washington DC	Risk Management Insurance Brokerage Consulting Services	No	Yes	Yes	Reginald Smith	SO-18-004-0001682	1/1/2020	12/31/2020	\$ 215,000.00	\$ -	Competitive	No	N/A	Operating
Application Software Technology	General Ledger Account Reconciliation Software and Services	No	No	No	Zeni Bekele	SO-18-023-0001739	10/1/2019	9/30/2020	\$ 11,250.00	\$ -	Competitive	No	N/A	Operating
Aquavere	Water Coolers and Associated Products	No	No	No	William Smith	SO-19-131-0001906	10/1/2019	9/30/2020	\$ 50,000.00	\$ 11,800.00	Competitive	No	N/A	Operating
Aquicore	Submetering Services	Yes	Yes	No	Cathy Boles	SO-17-011-0001600	10/1/2019	9/30/2020	\$ 100,000.00	\$ 38,100.00	Competitive	No	N/A	Capital
Aramark	Food and Beverage Services Agreement	No	No	No	Candace Johnson	SO-19-033-0001910	9/1/2019	8/31/2020	\$ 100,000.00	\$ 17,504.02	Competitive	No	N/A	Operating
Aramark	Food and Beverage Services Agreement (WEWCC)	Yes	Yes	No	Bonita Easter	SO-19-007-0001912	2/6/2019	NTP	\$ 250,000.00	\$ 69,350.69	Competitive	No	N/A	Operating
Aramark Sports LLC	Housekeeping Service	No	No	No	William Smith	SO-15-030-0001049	10/1/2019	9/30/2020	\$ 4,993,513.00	\$1,008,424.95	Competitive	Yes	Yes	Operating
Arnold & Porter Kaye Schloer LLP	Legal Services	No	Yes	No	Nicole Jackson	SO-16-004-0001357	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
ASGK Public Strategies LLC dba Kivvit	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-0001637	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Ballard Spahr	Legal Services	No	Yes	No	Nicole Jackson	SO-17-004-0001528	5/31/2019	5/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Bank of New York	Bond Trustee Services	No	No	No	Nuru Yimam	SO-11-023-0000036	10/1/2010	9/30/2039	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Bankers Management Services	Courier Services	No	No	No	Shaunelle Delaney	SO-16-022-0001316	10/1/2019	9/30/2020	\$ 7,500.00	\$ 472.95	Competitive	No	N/A	Operating
Battle's Transportation	Transportation Bus Services	Yes	Yes	No	Lashell Mindingall	SO-19-020-0001885	10/1/2019	9/30/2020	\$ 50,000.00	\$ 500.00	Competitive	No	N/A	Operating
Black Robin Media	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001631	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Blossman Gas, Inc	Propane Services	No	No	No	William Smith	SO-18-011-0001638	10/1/2019	9/30/2020	\$ 100,000.00	\$ 1,716.00	Competitive	No	N/A	Operating
Bluefin LLC	Roofing Repairs Oversight	No	No	No	Cathy Boles	SO-17-011-0001449	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Bolana Capitol Enterprise, Inc	Facility and Janitorial Services	Yes	Yes	No	Candace Johnson	SO-18-003-0001727	7/17/2019	7/16/2020	\$ 500,000.00	\$ 185,468.09	Competitive	No	N/A	Operating
Bolana Capitol Enterprise, Inc	Pre- Cleaning Services	Yes	Yes	No	LaToya Porter	SO-19-034-0001848	10/1/2019	9/30/2020	\$ 75,000.00	\$ -	Competitive	No	N/A	Operating
BRAILS福德 & DUNLAVEY, INC	Nats Park Consultancy	Yes	Yes	Yes	Robert Stowe	SO-17-003-0001507	10/1/2019	9/30/2020	\$ 100,000.00	\$ 10,669.00	Sole source	No	N/A	Operating

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Brands Build Culture DC, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001629	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Brink's U. S., a Division of Brink's Incorporated	Armored Car Services (Replacing Dunbar1442)	No	No	No	Sharlene Henley	SO-20-023-0001937	10/1/2019	9/30/2020	\$ 35,000.00	\$ -	Competitive	No	N/A	Operating
Brown's Communication, Inc. DBA Brown's Communication	Supply and Repair of Motorola Radios and Accessories	No	No	No	Albert DeGregorio	SO-19-016-0001859	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Brylin Glass, LLC	Window Repair and Replacement Services	No	No	No	Eshan Setork	SO-16-011-0001344	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating/Capital
Buena LLC	Artistic Graphic Design	Yes	Yes	No	Ashley Forrester	SO-18-005-0001599	10/1/2019	9/30/2020	\$ 100,000.00	\$ 34,578.87	Competitive	No	N/A	Operating
Capital City Protective Services 2 LLC	Event Crowd Management Services	No	No	No	Candace Johnson	SO-19-075-0001781	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Capital Construction Group LLC	Painting Services and Supplies	Yes	Yes	No	Najib Mohammed	SO-15-012-0001087	10/1/2019	9/30/2020	\$ 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	Patricia Kearney	SO-16-011-0001299	10/1/2019	9/30/2020	\$ 100,000.00	\$ 1,600.00	Sole source	No	N/A	Operating
Capitol Riverside Youth Sports Park (CRYSF)	RFK Field Operator	No	No	No	Michael Cerha	SO-19-017-0001857	10/1/2019	11/30/2020	\$ 608,940.00	\$ 116,021.00	Competitive	No	N/A	Operating
Carahsoft Technology Corporation	Employee Engagement Survey Services	Yes	Yes	No	Lashell Mindingall	SO-18-020-0001647	10/1/2019	9/30/2020	\$ 25,000.00	\$ 22,544.80	Competitive	No	N/A	Operating
Changing Technologies	Temporary Support Services	Yes	Yes	No	Sabrina Carter	SO-19-020-0001803	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Chesapeake Shade and Blind	Shade Repair, Replacement and Installation Services	No	No	No	Najib Mohammed	SO-17-011-0001427	10/1/2019	9/30/2020	\$ 100,000.00	\$ 42,425.39	Competitive	No	N/A	Operating/Capital
Cinnovas Development Group	Asset Inventory Services	Yes	Yes	No	Ryan Conway	SO-20-003-0001952	10/1/2019	9/30/2020	\$ 75,000.00	\$ -	Competitive	No	N/A	Operating
Cintas Corporation	Uniform Rental, Purchase and Cleaning Services	No	No	No	Hootan Kaboli	SO-18-011-0001694	10/1/2019	9/30/2020	\$ 100,000.00	\$ 5,516.09	Competitive	No	N/A	Operating
CitiRoof Corporation	Sarnafil Roof Repair & Maintenance Services	No	No	No	Eshan Setork	SO-16-011-0001255	10/1/2019	9/30/2020	\$ 100,000.00	\$ 3,184.40	Competitive	No	N/A	Operating/Capital
City Security Consultants Inc.	ESA Event Security Services	Yes	Yes	No	Candace Johnson	SO-18-034-0001745	9/1/2019	8/31/2020	\$ 100,000.00	\$ 17,993.99	Competitive	No	N/A	Operating
City Security Consultants Inc.	ESA Security Services	Yes	Yes	No	Candace Johnson	SO-18-017-0001684	6/21/2018	6/20/2020	\$ 792,000.00	\$ 220,654.70	Competitive	No	N/A	Operating
Clean Team	Janitorial and Cleaning Services	Yes	Yes	No	LaToya Porter	SO-19-017-0001874	10/1/2019	9/30/2020	\$ 40,000.00	\$ 9,327.95	Competitive	No	N/A	Operating
CMGRP	Strategic Communications	No	Yes	No	Chinyere Hubbard	SO-16-005-0001368	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
CNR Lighting	Custom Wall Sconces	No	No	No	Najib Mohammed	SO-16-022-0001251	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Sole source	No	N/A	Capital
Comcast Business Communications	Point-to-Point Connection	No	No	No	Rebecca Ryan	SO-19-016-0001851	4/15/2019	4/14/2020	\$ 7,500.00	\$ 635.56	Competitive	No	N/A	Operating
Contemporary Services Corporation	Event Crowd Management Services	No	No	No	Candace Johnson	SO-18-034-0001754	9/1/2019	8/31/2020	\$ 250,000.00	\$ 88,858.85	Competitive	No	N/A	Operating
Convergent Technologies	Security Equipment, Spare Parts, Maintenance and Repair	No	No	No	Jeffery Arden	SO-15-013-0001091	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating/Capital
Corporate Systems Resources Inc.	Digital Two-Way Radios and Accessories	Yes	Yes	No	Cathy Boles	SO-16-011-0001256	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Daktronics Inc	Main Video Board Expansion	No	No	No	Candace Johnson	SO-19-072-0001887	7/31/2019	7/30/2020	\$ 350,000.00	\$ -	Competitive	No	N/A	Operating
Daktronics Inc	NBA Equipment	No	No	No	Candace Johnson	SO-19-072-0001862	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Capital
Daktronics Inc	Daktronic Scoreboard Maintenance and Support	No	No	No	Michael Cerha	SO-18-017-0001710	10/1/2019	9/30/2020	\$ 35,000.00	\$ 15,487.50	Competitive	No	N/A	Operating
David Edward Company, Ltd.	Lobby Furniture Reupholster and Repair Services	No	No	No	Eshan Setork	SO-16-011-0001346	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Daylily Landscaping	Plant Leasing & Interior Horticultural Maintenance Services	Yes	Yes	No	Eshan Setork	SO-17-012-0001559	10/1/2019	9/30/2020	\$ 100,000.00	\$ 14,830.20	Competitive	No	N/A	Operating
Daylily Landscaping	Exterior Horticultural Maintenance Services	Yes	Yes	No	Eshan Setork	SO-17-012-0001524	10/1/2019	9/30/2020	\$ 100,000.00	\$ 21,843.66	Competitive	No	N/A	Operating
Daylily Landscaping	Holiday Decorations and Lighting Rental Design, Installation and Removal Services	Yes	Yes	No	Eshan Setork	SO-18-012-0001751	9/17/2019	9/16/2020	\$ 100,000.00	\$ 35,968.00	Competitive	No	N/A	Operating
Daylily Landscaping	Commercial Irrigation System Maintenance Services- Carnegie	Yes	Yes	No	Eshan Setork	SO-17-044-0001473	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Design & Integration, Inc.	Audio Visual Maintenance and Support	No	No	No	Patrick Landers	SO-19-073-0001911	10/1/2019	9/30/2020	\$ 80,000.00	\$ -	Competitive	No	N/A	Operating
Destination DC	Destination DC Marketing Agreement	No	Yes	No	Linda Erickson	SO-19-002-0001847	4/2/2019	9/30/2023	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Digital Conventions	Digital Signage Network Operations	No	No	No	Rebecca Ryan	SO-12-016-0000413	3/7/2010	3/6/2020	Commission	\$ 73,034.00	Competitive	No	N/A	Capital
Diligent Rocket LLC	Artistic Graphic Design	No	No	No	Ashley Forrester	SO-18-005-0001594	10/1/2019	9/30/2020	\$ 100,000.00	\$ 6,958.46	Competitive	No	N/A	Operating
DKC Public Relations	Strategic Communications	No	No	No	Chinyere Hubbard	SO-16-005-0001335	10/1/2019	9/30/2020	\$ 100,000.00	\$ 14,128.98	Competitive	No	N/A	Operating
Dominion Electric Supply Co of Washington, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Najib Mohammed	SO-17-035-0001545	10/1/2019	9/30/2020	\$ 100,000.00	\$ 9,398.43	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Contract Number	Beginning Date	Ending Date	FY2020 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Drapes 4 Show	Event Table Linens and Associated Products	No	No	No	William Smith	SO-18-030-0001716	10/1/2019	9/30/2020	\$ 100,000.00	\$ 14,250.50	Competitive	No	N/A	Operating
DS Waters of America Inc.	Water Delivery Services	No	No	No	William Smith	SO-16-030-0001152	10/1/2019	9/30/2020	\$ 50,000.00	\$ 2,265.86	Competitive	No	N/A	Operating
DuPont Computers	ASL Sign Language	Yes	Yes	No	Ashley Forrester	SO-17-003-0001482	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	Printing and Finishing of Large Banners Signs and Posters	Yes	Yes	No	Shauneille Delaney	SO-18-021-0001650	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	Flatbed Printer, Software, Computer and Repair Services	Yes	Yes	No	Hootan Kaboli	SO-19-011-0001804	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	AV Equipment	Yes	Yes	No	Candace Johnson	SO-19-072-0001842	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
DuPont Computers	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001061	10/1/2019	9/30/2020	\$ 100,000.00	\$ 42,679.57	Competitive	No	N/A	Capital
Earth Worth, LLC	Rental of Outdoor Lights	Yes	Yes	No	Candace Johnson	SO-18-017-0001750	9/6/2019	9/5/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Eshan Setork	SO-16-012-0001206	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Eastern Lift Truck Co. Inc.	Supply of Mobile Equipment	No	No	No	Eshan Setork	SO-18-011-0001702	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
ECS Capitol Services, PLLC	DCRA Third Party Inspector Services	Yes	Yes	No	Cathy Boles	SO-16-022-0001379	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
ECS Mid-Atlantic, LLC	Hazardous Materials Survey Services	No	No	No	Ryan Conway	SO-19-003-0001882	10/1/2019	9/30/2020	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
E-Logic	Purchase of TV's and Associated Products	Yes	Yes	No	Cathy Boles	SO-19-011-0001854	10/1/2019	9/30/2020	\$ 50,000.00	\$ 1,850.75	Competitive	\$1,000,000	N/A	Operating
E-Logic	Software Reseller Services	Yes	Yes	No	Rebecca Ryan	SO-18-016-0001729	7/31/2019	7/30/2020	\$ 100,000.00	\$ 9,370.51	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Uniforms	Yes	Yes	No	Gerald Wilson	SO-17-022-0001436	10/1/2019	9/30/2020	\$ 75,000.00	\$ 3,770.37	Competitive	No	N/A	Operating
Emergency 911 Security Inc.	Badging and Access Supplies	Yes	Yes	No	Patricia Kearney	SO-17-036-0001515	10/1/2019	9/30/2020	\$ 100,000.00	\$ 4,489.04	Competitive	No	N/A	Operating
Employers Edge LLC	Unemployment Management Services	No	No	No	Sabrina Carter	SO-16-020-0001338	7/1/2019	6/30/2020	\$ 35,000.00	\$ 264.00	Competitive	No	N/A	Operating
Endurance Media	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001721	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
F & L Construction, Inc.	Leasing of Commercial Trash Compactors	Yes	No	No	Eshan Setork	SO-18-011-0001728	10/1/2019	9/30/2020	\$ 125,000.00	\$ -	Competitive	No	N/A	Operating
F&L Construction, Inc	Waste Management and Recycling Services	Yes	Yes	No	Candace Johnson	SO-18-017-001723	9/1/2019	8/31/2020	\$ 100,000.00	\$ 7,354.20	Competitive	No	N/A	Operating
Fannon Petroleum	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	SO-18-011-0001685	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Federal Express Corporation	FedEx Shipping and Delivery Services	No	No	No	Shauneille Delaney	SO-17-021-0001428	10/1/2019	9/30/2020	\$ 20,000.00	\$ 3,719.76	Competitive	No	N/A	Operating
Finch Services	RFK Field Equipment Maintenance Services	No	No	No	Michael Cerha	SO-16-017-0001303	10/1/2019	9/30/2020	\$ 75,000.00	\$ 612.45	Competitive	No	N/A	Operating
Frasca & Associates, LLC	Financial Advisory Services	No	No	No	Henry Mosley	SO-16-023-0001302	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Freeman Expositions, LLC	Event General Services Contractor	No	No	No	Candace Johnson	SO-18-034-0001748	9/1/2019	8/31/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Fujitec America Inc.	Escalator/Elevator Maintenance	No	No	No	Najib Mohammed	SO-16-011-0001376	10/1/2019	9/30/2020	\$ 1,618,212.00	\$ 8,946.89	Competitive	Yes	Yes	Operating/Capital
Fuseideas	Website Design and Development	No	No	No	Ashley Forrester	SO-19-005-0001879	10/1/2019	9/30/2020	\$ 556,240.00	\$ -	Competitive	No	N/A	Operating/Capital
GCS, Inc	General Contractor IDIQ IV	Yes	Yes	No	Cathy Boles	SO-16-011-0001267	10/1/2019	9/30/2020	\$ 200,000.00	\$ 170,000.00	Competitive	No	N/A	Capital
Gem Laser Express, Inc.	Printer Repair, Maintenance and Consumable Supplies	No	No	No	Rebecca Ryan	SO-19-016-0001877	10/1/2019	9/30/2020	\$ 100,000.00	\$ 245.00	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	General Mechanical Services and Supplies	No	No	No	Najib Mohammed	SO-17-035-0001561	10/1/2019	9/30/2020	\$ 100,000.00	\$ 13,846.60	Competitive	No	N/A	Operating
General & Mechanical Services, LLC	Air Handler Frequency Drives	No	No	No	Cathy Boles	SO-16-011-0001297	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Ghost Note Media	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-16-005-0001364	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
G-Land Uniforms	Purchase of Blazers	Yes	Yes	No	Patricia Kearney	SO-18-030-0001669	10/1/2019	9/30/2020	\$ 5,000.00	\$ -	Competitive	No	N/A	Operating
GLP Inc/ Gary's Lighting Party	Electromechanical Rigging Services	Yes	Yes	No	Stacy Knoppel	SO-13-022-0000675	10/1/2019	9/30/2020	Commission	\$ 864.50	Competitive	No	N/A	Operating
Gotta Go Now	Portable Toilet Units and Cleaning Services	Yes	Yes	No	Michael Cerha	SO-19-033-0001901	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal services	No	Yes	No	Nicole Jackson	SO-16-004-0001397	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Goulston & Storrs	Legal Services: Land Use and Environmental Law	No	Yes	No	Nicole Jackson	SO-17-003-0001541	8/23/2019	8/22/2020	\$ 100,000.00	\$ 4,655.59	Competitive	No	N/A	Operating
Groove Jones, LLC	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001719	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Hargrove, LLC	Event General Service Contractor	No	No	No	Candace Johnson	SO-19-072-0001810	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Harpers Payroll	1095C and 1094C Processing	No	No	No	Sherri Harris	SO-19-020-0001824	10/1/2019	9/30/2020	\$ 2,815.00	\$ -	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Contract Number	Beginning Date	Ending Date	FY2020 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Health Fair Plus	Wellness Fair Services	No	No	No	Sherri Harris	SO-18-022-0001589	10/1/2019	9/30/2020	\$ 65,000.00	\$ 13,030.00	Competitive	No	N/A	Operating
Helios Interactive	Virtual Reality Services	No	No	No	Chinyere Hubbard	SO-18-005-0001712	10/1/2019	9/30/2020	\$ 100,000.00	\$ 45,802.00	Competitive	No	N/A	Operating
Hi- Tech Solution	SQL Server Standard Core Licenses with Software Assurance	Yes	Yes	No	Rebecca Ryan	SO-19-016-0001820	2/5/2019	2/4/2022	N/A	\$ 13,973.38	Competitive	No	N/A	Operating
Hi-Tech Electric LLC	Temporary Utility Services	Yes	Yes	No	Hootan Kaboli	SO-17-011-0001574	10/1/2017	9/30/2027	Commission	\$ -	Competitive	No	N/A	Operating
Hi-Tech Solution Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001082	10/1/2019	9/30/2020	\$ 100,000.00	\$ 10,273.00	Competitive	No	N/A	Operating/Capital
Holder Enterprises, Inc	Bottled Water Services	Yes	Yes	No	William Smith	SO-18-022-0001648	10/1/2019	9/30/2020	\$ 50,000.00	\$ 6,422.40	Competitive	No	N/A	Operating
Humphrey Rich Construction Group, Inc.	General Contractor IDIQ I	No	No	No	Cathy Boles	SO-16-011-0001264	10/1/2019	9/30/2020	\$ 250,000.00	\$ 144,080.00	Competitive	No	N/A	Capital
ICI Systems, Inc.	FY17 IT Service Provider Services	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001460	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Ideal Electrical Supply Corp	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Nijib Mohammed	SO-19-011-0001775	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Imagine Photography Inc.	Photography and Videography Services	Yes	Yes	No	Ashley Forrester	SO-15-005-0001107	10/1/2019	9/30/2020	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Infinity Solutions,Inc	Ethernet/ Network Upgrade and Repair Services	Yes	Yes	No	Cathy Boles	SO-19-011-0001844	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Innovative Pest Management	Pest Control Services ESA	Yes	Yes	No	Candace Johnson	SO-18-17-0001730	8/31/2019	8/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Innovative Pest Management	Pest Control Management WCSA	Yes	Yes	No	Eshan Setork	SO-15-012-0001084	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Inova Employee Assistance	Employee Assistance Program Services	No	No	No	Sherri Harris	SO-18-020-0001628	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Sole source	No	N/A	Operating
Instant Sales Solution	ISS 247 Incident Management System	No	No	No	Cathy Boles	SO-17-011-0001501	10/1/2019	9/30/2020	\$ 100,000.00	\$ 100,000.00	Subscription	No	N/A	Operating/Capital
Interface Media Group, Inc	Virtual Reality 360 Degree Photography and Videography Services	No	No	No	Ashley Forrester	SO-18-005-0001724	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Interface Media Group, Inc	Photography and Videography Services	No	No	No	Ashley Forrester	SO-19-005-0001835	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Iron Mountain	Iron Mountain Document Services	No	No	No	Shauneille Delaney	SO-17-021-0001450	10/1/2019	9/30/2020	\$ 20,000.00	\$ 2,060.66	Competitive	No	N/A	Operating
Iron Mountain Incorporated dba Iron Mountain Information Management	Art Conservator Services	No	No	No	Eshan Setork	SO-18-012-0001764	10/1/2019	9/30/2020	\$ 100,000.00	\$ 242.06	Competitive	No	N/A	Operating
Jenks Inc.	One-Man GR-20 Genie Lifts	Yes	Yes	No	Eshan Setork	SO-16-011-0001282	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Jenks Inc.	Carpentry and Related Supplies	Yes	Yes	No	Najib Mohammed	SO-16-014-0001284	10/1/2019	9/30/2020	\$ 100,000.00	\$ 5,544.38	Competitive	No	N/A	Operating
Jerome L. Trucking, Inc.	Waste Management and Recycling Services	Yes	Yes	No	Eshan Setork	SO-18-011-0001755	10/1/2019	9/30/2020	\$ 250,000.00	\$ 38,673.50	Competitive	No	N/A	Operating
Johnson Controls	Digital Camera IP Surveillance System	No	No	No	Cathy Boles	SO-18-011-0001714	10/1/2019	12/2/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Judd Fire Protection, LLC	Sprinkler System Maintenance (Wet/Dry)	No	No	No	Najib Mohammed	SO-17-011-0001554	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Kelly Generator and Equipment	Generator Service and Maintenance	No	No	No	Eshan Setork	SO-15-014-0001045	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Laura Rankin & Co LLC dba EPOCH	Event Management Services and Marketing/ Communications Services	No	Yes	No	Ashley Forrester	SO-18-005-0001639	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Lawsons Catering	Catering Services	No	No	No	Misty Oratokhai	SO-19-020-0001806	10/1/2019	9/30/2020	\$ 10,000.00	\$ 525.80	Competitive	No	N/A	Operating
Levent Inc DBA Architectural Brass	Trash and Recycling Receptacles	No	No	No	Cathy Boles	SO-16-131-0001203	10/1/2019	9/30/2020	\$ 100,000.00	\$ 41,958.75	Competitive	No	N/A	Capital
Levin Professional Services, Inc	Audio Visual Universal Support Services	Yes	Yes	No	Albert DeGregorio	SO-17-016-0001459	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
LexisNexis a Division of Reed Elsevier	Lexis Nexis Subscription	No	No	No	Nicole Jackson	SO-19-004-0001904	9/1/2019	8/31/2020	\$ 37,932.00	\$ 6,322.00	Competitive	No	N/A	Operating
LGC Security	Event Crowd Management Services	Yes	Yes	No	Candace Johnson	SO-19-075-0001782	10/1/2019	9/30/2020	\$ 100,000.00	\$ 39,033.61	Competitive	No	N/A	Operating
Lifestar Response of Maryland	ALS and BLS Units	No	No	No	Candace Johnson	SO-19-072-0001909	10/1/2019	9/30/2020	\$ 250,000.00	\$ 20,973.14	Competitive	No	N/A	Operating
Linda Roth Associates	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-001587	10/1/2019	9/30/2020	\$ 100,000.00	\$ 6,653.59	Competitive	No	N/A	Operating
Loaded, LLC	Sales and Booking Esports and Gaming Events	No	No	No	Sheila Miller	SO-19-080-0001861	10/1/2019	9/30/2020	\$ 180,000.00	\$ 20,000.00	Competitive	No	N/A	Operating
Lutron Services	Lutron Lighting Control System Upgrade	No	No	No	Cathy Boles	SO-19-131-0001779	1/8/2019	1/7/2020	\$ 606,117.00	\$ 270,099.00	Competitive	No	N/A	Capital
Main Event Catering	Catering Services	No	No	No	Misty Oratokhai	SO-19-020-0001805	10/1/2019	9/30/2020	\$ 100,000.00	\$ 2,661.65	Competitive	No	N/A	Operating
Management Recruiters of Fort Worth-SW, L O dba Siter- Neubauer and Associates	Recruiting Services	No	No	No	Misty Oratokhai	SO-19-020-0001829	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Mars on Gravity Productions, LLC	Event Management Services and Marketing/Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-018-005-001588	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating

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Matthai Material Handling	Racking System Modification, Installation and Repair Services	No	No	No	Hootan Kaboli	SO-19-011-0001780	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
MB Staffing Services	Temporary Staffing Services	Yes	Yes	No	Sabrina Carter	SO-18-020-0001736	10/1/2019	9/30/2020	\$ 100,000.00	\$ 34,068.46	Competitive	No	N/A	Operating
McAndrews Restoration	Waterproofing and Leak Repairs Services	No	No	No	Cathy Boles	SO-17-011-0001586	10/1/2019	9/30/2020	\$ 500,000.00	\$ -	Competitive	No	N/A	Capital
McAndrews Restoration	Concrete Restoration Services	No	No	No	Cathy Boles	SO-19-011-0001852	10/1/2019	9/30/2020	\$ 900,000.00	\$ 445,602.44	Competitive	No	N/A	Capital
McCall Handling Company	Supply & Delivery of Batteries and Battery Cables	No	No	No	Eshan Setork	SO-16-011-0001159	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
McCall Handling Company	Lift and Cart Equipment, Maintenance, and Repair Services	No	No	No	Eshan Setork	SO-16-012-0001207	10/1/2019	9/30/2020	\$ 100,000.00	\$ 5,891.22	Competitive	No	N/A	Operating
MCN Build Inc	Design- Build Services RFK Campus Redevelopment	Yes	Yes	No	Robert Stowe	SO-18-003-0001696	10/1/2019	9/30/2020	\$ 35,598,870.54	\$ 5,149,432.04	Competitive	Yes	N/A	Capital
Mesh Global	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001593	10/1/2019	9/30/2020	\$ 100,000.00	\$ 13,457.52	Competitive	No	N/A	Operating
Metropolitan Office Products	Office Supplies and Delivery	Yes	Yes	No	Shaunelle Delaney	SO-17-021-0001413	10/1/2019	9/30/2020	\$ 100,000.00	\$ 8,277.64	Service Agreement	No	N/A	Operating
Michael A. Jacobs, Esq	Facilitation and Mediation Consulting Services	No	No	No	Misty Oratokhai	SO-16-020-0001151	8/24/2019	8/23/2020	\$ 85,000.00	\$ -	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	SO-16-152-0001218	10/1/2019	9/30/2020	\$ 100,000.00	\$ 8,314.00	Competitive	No	N/A	Capital
Midtown Personnel, Inc	Temporary Staffing Services	Yes	Yes	No	Sabrina Carter	SO-18-020-0001738	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Mike B Photography	Photography and Videography Services	No	No	No	Ashley Forrester	SO-19-005-0001839	10/1/2019	9/30/2020	\$ 100,000.00	\$ 7,000.00	Competitive	No	N/A	Operating
MindFinders	Executive Recruiting Service	Yes	Yes	No	Misty Oratokhai	SO-19-020-0001827	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Mitchell Humphrey	FMSII Software Products License and Maintenance Support	No	No	No	Zeni Bekele	SO-11-023-0000278	1/1/2011	9/30/2032	\$ 100,000.00	\$ -	Sole source	No	N/A	Operating
Mode Four, LLC	Virtual Reality Services	No	No	No	Ashley Forrester	SO-18-005-0001701	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Modern Door & Equipment Sales	Operable Walls/Partitions Purchase and Installation Services	No	No	No	Najib Mohammed	SO-18-011-0001731	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Sole source	No	N/A	Capital
Modern Door & Equipment Sales	Operable Walls Maintenance, Inspection and/or Repair Services	No	No	No	Najib Mohammed	SO-17-012-0001492	10/1/2019	9/30/2020	\$ 100,000.00	\$ 4,576.00	Sole source	No	N/A	Operating
Modern Door & Equipment Sales	Door Installation and Repair and Maintenance Services	No	No	No	Najib Mohammed	SO-18-011-0001654	10/1/2019	9/30/2020	\$ 424,956.00	\$ 119,815.20	Competitive	No	N/A	Operating/Capital
Morgan, Lewis & Bockius LLP	Legal Services	No	No	No	Nicole Jackson	SO-16-004-0001356	10/1/2019	9/30/2020	\$ 100,000.00	\$ 3,440.00	Competitive	No	N/A	Operating
Morgan's, Inc., T/A Jimmie Muscatellos	Uniform Rental	Yes	Yes	No	William Smith	SO-17-030-0001432	10/1/2019	9/30/2020	\$ 100,000.00	\$ 10,932.33	Competitive	No	N/A	Operating
MVS Inc.	Computer Supplies, Equipment and Accessories	Yes	Yes	No	Rebecca Ryan	SO-15-016-0001062	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
MVS Inc.	Supply of Microsoft and Adobe Software	Yes	Yes	No	Rebecca Ryan	SO-19-016-0001900	10/1/2019	9/30/2020	\$ 150,000.00	\$ -	Competitive	No	N/A	Operating
National Corporate Housing	Corporate Housing and Employee Relocation Services	No	No	No	Misty Oratokhai	SO-19-022-0001872	10/1/2019	9/30/2020	\$ 50,000.00	\$ 5,883.00	Competitive	No	N/A	Operating
Neal R. Gross & Company Inc.	Stenography Services	Yes	Yes	No	Chinyere Hubbard	SO-16-002-0001292	10/1/2019	9/30/2020	\$ 50,000.00	\$ 4,659.80	Competitive	No	N/A	Operating
Neopost USA Inc.	IMPB Software	No	No	No	Shaunelle Delaney	SO-17-021-0001462	10/1/2019	9/30/2020	\$ 3,700.00	\$ 902.25	Competitive	No	N/A	Operating
Neopost USA Inc.	Postage Meter Rental	No	No	No	Shaunelle Delaney	SO-17-021-0001440	10/1/2019	9/30/2020	\$ 7,500.00	\$ 1,411.24	Competitive	No	N/A	Operating
OMA*AMO Architecture PC	External Building Activation	No	No	No	Robert Stowe	SO-16-003-0001380	10/1/2019	9/30/2020	\$ 3,379,566.00	\$ 295,023.58	Competitive	No	N/A	Capital
Omni Elevator Inspection Service	Elevator Inspection, Elevator & Escalator Inspections	No	No	No	Najib Mohammed	SO-16-014-0001329	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Electronically Operated Rolling Doors and Plastic Strip Doors	No	No	No	Cathy Boles	SO-19-011-0001853	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Overhead Door Company of Washington	Overhead Doors Maintenance and Repair Services	No	No	No	Eshan Setork	SO-16-011-0001395	10/1/2019	9/30/2020	\$ 100,000.00	\$ 1,640.82	Competitive	No	N/A	Operating
Overhead Door Company of Washington	Supply of Bay Door Operators	No	No	No	Eshan Setork	SO-18-022-0001709	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Palace Florists Inc.	Floral Arrangement Services	No	Yes	No	Shaunelle Delaney	SO-15-021-0001133	10/1/2019	9/30/2020	\$ 30,000.00	\$ 1,274.39	Competitive	No	N/A	Operating
Parker Poe Adam & Bernstein LLP	Isley Matter	No	Yes	No	Nicole Jackson	SO-19-004-0001914	10/1/2019	9/30/2020	\$ 100,000.00	\$ 12,243.00	Competitive	No	N/A	Operating
Parker Poe Adam & Bernstein LLP	Legal Services	No	Yes	No	Nicole Jackson	SO-19-004-0001896	10/1/2019	9/30/2020	\$ 100,000.00	\$ 51,567.05	Competitive	No	N/A	Operating
Periscope Holdings, Inc	Buyspeed Annual Hosting, Maintenance, Support and Training, Consulting	No	No	Yes	Erin Oliver	SO-15-022-0000922	10/1/2019	9/30/2020	\$ 100,000.00	\$ 100,000.00	Competitive	No	N/A	Operating
Perkins Eastman	Architectural Engineering Services CC	Yes	Yes	No	Cathy Boles	SO-18-011-0001717	7/6/2018	7/5/2023	\$ 420,000.00	\$ 21,176.25	Competitive	No	N/A	Operating
Petroleum Traders Corporation	ULTRA Low Sulfur Diesel Fuel (ULSD)	No	No	No	Najib Mohammed	SO-18-011-0001686	10/1/2018	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Piney Branch Motors, Inc. dba Allied Trailers Sales and Rental	Ticket Trailer Rental	No	No	No	Michael Cerha	SO-20-034-0001923	11/21/2019	12/31/2019	\$ 15,000.00	\$ -	Competitive	No	N/A	Operating
Pioneer Manufacturing	Field Paint and Field Painting Equipment	No	No	No	Michael Cerha	SO-19-017-001913	10/1/2019	9/30/2020	\$ 20,000.00	\$ 20.00	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Contract Number	Beginning Date	Ending Date	FY2020 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Pitney Bowes	Postage Meter Rental and Postage	No	No	No	LaToya Porter	SO-19-017-0001841	2/20/2019	2/19/2020	\$ 25,000.00	\$ 414.02	Competitive	No	N/A	Operating
Porter Novelli Public Services	Marketing Services	No	No	No	Chinyere Hubbard	SO-19-005-0001832	10/1/2019	9/30/2020	\$ 300,000.00	\$ 106,929.54	Competitive	No	N/A	Operating
Praters Incorporated	Basketball Court Setup and Maintenance and Repair Services	No	No	No	Candace Johnson	SO-19-076-0001825	10/1/2019	9/30/2020	\$ 100,000.00	\$ 14,760.00	Competitive	No	N/A	Capital
Preeminent Protective Services, Inc	RFK Field Complex Security Services	No	Yes	No	Robert Stowe	SO-19-017-0001873	10/1/2019	9/30/2020	\$ 770,000.00	\$ 241,122.27	Competitive	No	N/A	Operating
Premier Suppliers	First Aid Kit Servicing and Supplies	Yes	Yes	No	Patricia Kearney	SO-16-036-0001275	10/1/2019	9/30/2020	\$ 20,000.00	\$ 2,374.00	Competitive	No	N/A	Operating
Premier Suppliers	Office Moving Services	Yes	Yes	No	Cathy Boles	SO-18-011-0001704	6/1/2019	5/31/2020	\$ 50,000.00	\$ 32,875.09	Competitive	No	N/A	Operating
Premier Suppliers	Supply of Wheelchairs and Mobile Scooters	Yes	Yes	No	Patricia Kearney	SO-18-036-0001692	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Capital
PRM Consulting	Compensation Surveys	Yes	Yes	No	Misty Oratokhai	SO-17-020-0001527	10/1/2019	9/30/2020	\$ 100,000.00	\$ 5,000.00	Competitive	No	N/A	Operating
PRM Consulting	Benefits Enroller	Yes	Yes	No	Sherri Harris	SO-19-020-0001778	10/1/2019	9/30/2020	\$ 75,000.00	\$ 16,560.00	Competitive	No	N/A	Operating
Pro-Air, Inc	Camfil Farr Brand Hi-Flo MERV 13A Air Filters	Yes	Yes	No	Cathy Boles	SO-17-011-0001516	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Projections/ Team Pro	Audio Visual Services	No	No	No	Stacy Knoppel	SO-13-022-0000696	10/1/2019	9/30/2020	\$ 200,000.00	\$ 113,832.79	Competitive	No	N/A	Operating
Providence Hospital	Medical Services Provider	No	No	No	Patricia Kearney	SO-19-075-0001886	7/29/2019	7/28/2020	\$ 100,000.00	\$ 5,785.60	Competitive	No	N/A	Operating
PS Furniture Inc.	Custom Made PS Furniture Tables & Associated Carts	No	No	No	William Smith	SO-16-011-0001321	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Sole source	No	N/A	Capital
Public Performance Management LLC	Online Based Event Diagramming System	Yes	Yes	No	Stacy Knoppel	SO-16-152-0001274	2/8/2019	2/7/2020	\$ 81,916.00	\$ 20,999.64	Competitive	No	N/A	Operating
Public Performance Management LLC	Firewall Implementation	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001518	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Public Performance Management LLC	Cyber Security Software	Yes	Yes	No	Rebecca Ryan	SO-17-016-0001535	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Questica, Inc.	Questica Budget Software Annual Maintenance and Support	No	No	No	Zeni Bekele	SO-16-023-0001323	5/31/2019	5/30/2020	\$ 10,000.00	\$ -	Sole source	No	N/A	Operating
Quick Staff & Marketing dba Rose Global Solutions	Event Management Services and Marketing / Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001626	10/1/2019	9/30/2020	\$ 100,000.00	\$ 7,920.00	Competitive	No	N/A	Operating
Rand Construction Corporation	Building Façade	No	No	No	Ryan Conway	SO-19-003-0001880	7/22/2019	NTP	\$ 537,900.00	\$ -	Competitive	No	N/A	Capital
Rand Construction Corporation	General Contractor IDIQ III	Yes	Yes	No	Cathy Boles	SO-16-011-0001266	10/1/2019	9/30/2020	\$ 250,000.00	\$ 87,692.78	Competitive	No	N/A	Capital
Rand Construction Corporation	Design/ Build for Renovation of Conference Rooms and Common Space	No	No	No	Cathy Boles	SO-13-152-0000860	8/7/2014	9/30/2019	\$ 1,000,000.00	\$ 430,347.78	Competitive	Yes	Yes	Capital
Recovery Point Systems	Offsite Tape Storage	No	No	No	Rebecca Ryan	SO-18-016-0001757	10/1/2019	9/30/2020	\$ 10,000.00	\$ 1,390.20	Competitive	No	N/A	Operating
Reingold LINK	Strategic Communications	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001469	10/1/2019	9/30/2020	\$ 100,000.00	\$ 6,189.35	Competitive	No	N/A	Operating
Robin Moore Legacies LLC	Art Curator Services	No	No	No	Eshan Setork	SO-15-012-0001085	10/1/2019	9/30/2020	\$ 100,000.00	\$ 5,955.98	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Benefit Confirmation Statements	No	No	No	Sherri Harris	SO-17-020-0001422	10/1/2019	9/30/2020	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
Rogers Acquisition DBA BeneCom Associates	Total Compensation Statements	No	No	No	Sherri Harris	SO-017-020-0001426	10/1/2019	9/30/2020	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
RSC Electrical & Mechanical Contractors, Inc	General Mechanical Services and Supplies	Yes	Yes	No	Najib Mohammed	SO-19-011-0001772	10/1/2019	9/30/2020	\$ 100,000.00	\$ 3,500.00	Competitive	No	N/A	Operating
Sage Communications	Artistic Graphic Design	No	No	No	Ashley Forrester	SO-18-005-0001604	10/1/2019	9/30/2020	\$ 50,000.00	\$ 7,912.02	Competitive	No	N/A	Operating
Sage Communications	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-00001635	10/1/2019	9/30/2020	\$ 100,000.00	\$ 11,500.00	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Electrical Equipment, Parts and Supplies	Yes	Yes	No	Eshan Setork	SO-17-035-0001533	10/1/2019	9/30/2020	\$ 100,000.00	\$ 4,431.79	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Hardware Supplies	Yes	Yes	No	Eshan Setork	SO-18-014-0001596	10/1/2019	9/30/2020	\$ 100,000.00	\$ 93,390.00	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Coat Racks and Associated Supplies	Yes	Yes	No	William Smith	SO-18-030-0001749	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Schaefer-Friedman, LLC	Stanchions, Cart and Transpoters	Yes	Yes	No	Cathy Boles	SO-19-011-0001801	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Scott Circle Communications, Inc.	Strategic Communications	No	No	No	Chinyere Hubbard	SO-17-005-0001431	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Security Assurance Management	Security Services	Yes	Yes	No	Gerald Wilson	SO-17-013-0001552	10/1/2019	9/30/2020	\$ 1,733,843.00	\$ 92,139.11	Competitive	Yes	Yes	Operating
Senoda Inc.	Corporate Stationary Printing Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001668	10/1/2019	9/30/2020	\$ 100,000.00	\$ 1,248.00	Competitive	No	N/A	Operating
Senoda Inc.	Printing Services	Yes	Yes	No	Chinyere Hubbard	SO-19-005-0001794	10/1/2019	9/30/2020	\$ 200,000.00	\$ 10,319.84	Competitive	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Contract Number	Beginning Date	Ending Date	FY2020 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
Senoda Inc.	Specialty & Promotional Items	Yes	Yes	No	Chinyere Hubbard	SO-19-005-0001766	10/1/2019	9/30/2020	\$ 100,000.00	\$ 18,245.17	Competitive	No	N/A	Operating
Shepherd Electric Supply of Washington DC	Bulb Eater*3 with Intelli Technology*	Yes	Yes	No	Eshan Setork	SO-17-011-0001416	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Showcall, Inc	Event Management Services and Marketing/ Communications Services	No	No	No	Ashley Forrester	SO-18-005-0001633	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Showcall, Inc	Video Production Services	No	No	No	Ashley Forrester	SO-19-005-0001840	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Operating
Sico America	Sico Stage Equipment, Inspection, Repair/Parts, Maintenance and Advisory Services	No	No	No	William Smith	SO-17-011-0001476	10/1/2019	9/30/2020	\$ 100,000.00	\$ 96,518.00	Sole source	No	N/A	Operating
Sico America, Inc	Supply of Stages	No	No	No	Candace Johnson	SO-19-073-0001846	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Siemens Industry Inc.	24/7 Fire Alarm System Monitoring	No	No	No	Hootan Kaboli	SO-18-011-0001744	9/19/2019	9/18/2020	\$ 6,000.00	\$ 3,097.67	Competitive	No	N/A	Operating
Siemens Industry Inc.	Building System Maintenance, Repair, and Upgrades	No	No	No	Cathy Boles	SO-16-011-0001363	10/1/2019	9/30/2020	\$ 1,423,801.00	\$ 308,530.83	Competitive	Yes	Yes	Operating/Capital
Signet Technologies	American Dynamics Victor Video and Lener Access Control System Maintenance and electronic Procurement System (e-Procurement) and Human Resources Management Systems (HRMS) Consulting	No	No	No	Eshan Setork	SO-19-011-0001795	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
SJ Technologies, Inc.	Electronic Procurement System (e-Procurement) and Human Resources Management Systems (HRMS) Consulting	No	No	No	Erin Oliver	SO-19-022-0001867	10/1/2019	9/30/2020	\$ 100,000.00	\$ 99,715.64	Competitive	No	N/A	Operating
Smart City	Technology Communication Services	No	No	No	Rebecca Ryan	SO-12-016-0000360	11/18/2011	3/31/2020	Commission	\$ -	Competitive	No	N/A	Capital
Smart City	IT Systems Management	No	No	No	Rebecca Ryan	SO-18-003-0001695	10/1/2019	9/30/2020	\$ 250,000.00	\$ 65,654.75	Competitive	No	N/A	Operating
Smith & Sons	Electronic Lock and Key Management System	Yes	Yes	No	Cathy Boles	SO-18-011-0001707	6/8/2019	6/7/2020	\$ 100,000.00	\$ 36,770.00	Competitive	No	N/A	Capital
SONCO WORLDWIDE INC	Interlocking Steel Barriers	No	No	No	Cathy Boles	SO-16-011-0001399	10/1/2019	9/30/2020	\$ 100,000.00	\$ 55,778.70	Competitive	No	N/A	Capital
Southern Aluminum Manufacturing Acquisition Inc.	Tables and Associated Products and Equipment	No	No	No	William Smith	SO-19-030-0001845	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Sparks@Play	Playground Equipment Inspection, Maintenance and Repair Services	No	No	No	Robert Stowe	SO-19-017-0001869	10/1/2019	9/30/2020	\$ 20,000.00	\$ -	Competitive	No	N/A	Operating
Squire Patton Boggs LLP	Government Relations and Public Policy Advocacy Services	No	Yes	No	Robert Stowe	SO-17-003-0001540	6/21/2019	6/20/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
SRB Communications, LLC	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001591	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Standard Office Supply	Supply of Easels	Yes	Yes	No	William Smith	SO-18-011-0001732	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Acrylic Floor Podiums	Yes	Yes	No	Cathy Boles	SO-16-011-0001250	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Capital
Standard Office Supply	Supply & Delivery of Office Supplies	Yes	Yes	No	Shauneille Delaney	SO-15-022-0001132	10/1/2019	9/30/2020	\$ 100,000.00	\$ 6,688.68	Competitive	No	N/A	Operating
Standard Restoration and Waterproofing Co. Inc.	Waterproofing, Leak repairs, expansion Joint and Trench Drain Replacement and General Contractor Services	No	No	No	Cathy Boles	SO-17-011-0001553	10/1/2019	9/30/2020	\$ 500,000.00	\$ 9,167.00	Competitive	No	N/A	Capital
Stratacomm, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Chinyere Hubbard	SO-18-005-0001632	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
Strong Production, LLC	Event Management Services and Marketing/ Communications Services	Yes	Yes	No	Ashley Forrester	SO-18-005-0001630	10/1/2019	9/30/2020	\$ 25,000.00	\$ -	Competitive	No	N/A	Operating
Stuart Dean Co., Inc.	Architectural Woodwork Restoration Services	No	No	No	Cathy Boles	SO-17-011-0001466	10/1/2019	9/30/2020	\$ 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	SO-18-005-0001720	10/1/2019	9/30/2020	\$ 100,000.00	\$ 97,846.20	Competitive	No	N/A	Operating
The Bigelow Companies, Inc	Evaluation of Food Services	No	No	No	Steve Schwartz	SO-17-007-0001581	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Sole source	No	N/A	Operating
The Bigelow Companies, Inc.	Food and Beverage Consulting Services	No	No	Yes	Steve Schwartz	SO-17-007-0001581	10/1/2019	9/30/2020	\$ 9,400.00	\$ -	Competitive	No	N/A	Operating
The Brand Guild formerly BrandLinkDC, Inc.	Event Management Services and Marketing and Sports and Entertainment	Yes	Yes	No	Chinyere Hubbard	SO-17-005-0001583	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
The CALPRO Group	Event Set-Up and Dismantling Services	Yes	No	No	William Smith	SO-19-030-0001883	10/1/2019	9/30/2020	\$ 100,000.00	\$ 31,696.50	Competitive	No	N/A	Operating
The Coles Group LLC	Training and Certification on First Aid, CPR & AED	Yes	Yes	No	Patricia Kearney	SO-16-013-0001314	10/1/2019	9/30/2020	\$ 10,000.00	\$ -	Competitive	No	N/A	Operating
The Superlative Group	Sponsorship Asset Inventory and Valuation for Designated Events DC Venues	No	No	No	Emily Thornell	SO-18-017-0001622	10/1/2019	9/30/2020	\$ 180,000.00	\$ 30,000.00	Competitive	No	N/A	Capital
The Triage Group LLC	Web Migration and Hosting Services	Yes	Yes	No	Ashley Forrester	SO-16-005-0001286	10/1/2019	9/30/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
ThyssenKrupp Elevator Corporation	ESA Elevator Maintenance Services	No	Yes	No	Candace Johnson	SO-19-073-0001866	6/6/2019	6/5/2020	\$ 100,000.00	\$ -	Competitive	No	N/A	Operating
TMG Events, LLC	Offsite Tape Storage	Yes	Yes	No	Candace Johnson	SO-19-079-0001811	10/1/2019	9/30/2020	\$ 100,000.00	\$ 44,116.96	Competitive	No	N/A	Operating
Total Automation Group	Security Wedge Barriers	No	No	No	Cathy Boles	SO-18-011-0001722	10/1/2019	9/30/2020	\$ 100,000.00	\$ 9,830.00	Competitive	No	N/A	Capital
Trinity Consultants	Environmental Consulting Services	No	No	Yes	Eshan Setork	SO-17-12-0001645	10/1/2019	9/30/2020	\$ 50,000.00	\$ -	Competitive	No	N/A	Capital
U STREET PARKING INC	Parking Operations & Management Services	Yes	Yes	No	Erick Moses	SO-13-034-0000692	12/1/2019	11/30/2020	\$ 10,000.00	\$ 3,822.21	Sole source	No	N/A	Operating

Vendor Name	Purpose/ Description	CBE	District Based	Consulting Service	COTR	Contract Number	Beginning Date	Ending Date	FY2020 NTE	Actual Spent	Competitively Bid	Greater than \$1,000,000	Proof Contract was submitted to Council	Funding Source
U.S. Water Services Inc.	Water Treatment Services for Boilers and Water Systems	No	No	No	Eshan Setork	SO-18-012-0001612	10/1/2019	9/30/2020	\$ 100,000.00	\$6,355.00	Competitive	No	N/A	Operating
uConfirm	Employment and Income Verification Agreement	No	No	No	Sabrina Carter	SO-15-020-0001072	7/31/2019	6/30/2020	\$ -	\$ -	Competitive	No	N/A	Operating
Ultimate Software Group	HR, Payroll & Timekeeping	No	No	No	Zeni Bekele	SO-17-022-0001409	10/1/2019	9/30/2020	\$ 193,619.00	\$495.20	Subscription	No	N/A	Operating



**Question 24**

- (a) Please describe how your agency manages and limits its mobile, voice, and data costs, including cellular phones and mobile devices. (b) In table format if the answer is more than 20 lines, and as an attachment, please provide the following information for fiscal years 2019 and 2020 (through January 31), regarding your agency's use of cellular phones and mobile devices: (1) individuals (by name and title/position) authorized to carry and use such devices; (2) total annual expense (FY) for each individual's use; and (3) Justification for such use (per person). If the list is more than 20 individuals, group the answer by program, giving the total number of FTEs for that program as well as the number of cellular phones and mobile devices.

**(a) Please describe how your agency manages and limits its mobile, voice, and data costs, including cellular phones and mobile devices.**

**RESPONSE:**

The Authority manages and limits its mobile, voice and data costs, including cellular phones and mobile devices by pre-establishing contract rates to ensure the best cost per mobile device; having the ability to aggregate data and minutes across a pool of devices to ensure the best cost for monthly usage, and utilizes an online account portal to manage devices.

A member of the Technology Management department is responsible for maintaining accurate inventory and equipment, as well as records relative to such inventory.

Additionally, the Technology team manages onboarding and offboarding of qualified staff members who possess equipment, while also continuously monitoring the associated plans

**(b) In table format if the answer is more than 20 lines, and as an attachment, please provide the following information for fiscal years 2019 and 2020 (through January 31), regarding your agency's use of cellular phones and mobile devices: (1) individuals (by name and title/position) authorized to carry and use such devices; (2) total annual expense (FY) for each individual's use; and**

**RESPONSE:**

**SEE ATTACHMENT J**



**(3) Justification for such use (per person). If the list is more than 20 individuals, group the answer by program, giving the total number of FTEs for that program as well as the number of cellular phones and mobile devices.**

**RESPONSE:**

Eligibility for a corporate mobile device, Events DC staff must meet one (1) of the following criteria:

- Executive/Vice President, required to respond to safety issues, employee/customer escalations, support calls or on-call operations;
- Staff required to respond to urgent requests, such as responding to safety issues, employee/customer escalations, support calls or on-call operations;
- Sales or sales supporting roles, required to respond to client opportunities and sales-related activities;
- Staff required to support event activities; and
- Staff who travel frequently for business-related purposes.

# **ATTACHMENT J**



**Washington Convention and Sports Authority FY19 Mobile Device List**

Period	Name	Title	Yearly
FY19	Abdulaziz Abdurahman	Building Maintenance Mechanic II	\$696.84
FY19	Adelle Bland	Sports Events	\$696.84
FY19	Albert Degregorio	Director, Digital Workforce & Technology Partner Operations	\$576.84
FY19	Alexandria Wash	Project Coordinator	\$576.84
FY19	Alexis Brown	Administrative Specialist	\$576.84
FY19	Alexis Rickford	Communications & Marketing Specialist	\$612.84
FY19	Alimamy Tholley	Dockmaster	\$576.84
FY19	Amanda Jeffries	Digital Marketing Specialist	\$576.84
FY19	Amber Diallo	Sales Assistant	\$576.84
FY19	Andrea Lennon	Deputy Director, Contracts and Procurement	\$576.84
FY19	Andrea Taylor	Senior Event Manager	\$576.84
FY19	Andrew Morris III	Staff Attorney	\$612.84
FY19	Andrias Murdaugh	Senior Event Manager	\$612.84
FY19	Annette Ahmed	Guest Services Supervisor	\$696.84
FY19	Anthony Donahue	Facilities Supervisor	\$612.84
FY19	Arlene Noyes	Associate Director, Convention Management	\$576.84
FY19	Asheley Tetteh	Senior Event Manager	\$576.84
FY19	Ashley Forrester	Corporate Director, Communications & Marketing	\$576.84
FY19	Aymen Al-Ani	Event Manager	\$576.84
FY19	Barbara Toyer	Lead Building Ambassador	\$576.84
FY19	Bonita Easter	Project Manager	\$612.84
FY19	Brandon Mahone	Information System Specialist II	\$576.84
FY19	Brian Atkins	Community Engagement Manager	\$612.84
FY19	Briana Vaden	Contracts and Procurement Analyst II	\$576.84
FY19	Bronson Beverly	Assistant Manager, Meeting Services	\$576.84
FY19	Candace Johnson	Vice President, St Elizabeth's Campus	\$732.84
FY19	Cathyrn Boles	Assistant Director, Development	\$696.84
FY19	CFO Tablet	Chief Financial Officer	\$494.76

FY19	Chad Manhertz	Project Manager	\$576.84
FY19	Charlene Minor-Howard	Human Resources Assistant	\$576.84
FY19	Charlotte Austin	Event Manager	\$826.80
FY19	Chief Of Staff	Chief Of Staff	\$726.84
FY19	Chinyere Hubbard	Vice President, Communications & Marketing	\$612.84
FY19	CIO Tablet	Chief Technology Officer	\$494.76
FY19	Clinton Bunch	Manager, Meeting Services	\$612.84
FY19	Collen Rasa	Digital Marketing & Social Media Manager	\$576.84
FY19	Convention Mgmt Director	Convention Mgmt Director	\$612.84
FY19	Craig Chester	Marketing Manager	\$612.84
FY19	Curtis Burgess	Meeting Services Supervisor	\$612.84
FY19	Daniel Daughtry	Assistant Manager, Meeting Services	\$612.84
FY19	David Ingram	Assistant Manager, Transportation Services	\$576.84
FY19	David Starobin	Audio Visual Network Operations Engineer	\$576.84
FY19	Denise Brighthaupt	Patrol Services Supervisor	\$576.84
FY19	Dennis Carew Jr.	Director of National Accounts	\$576.84
FY19	Dionne Walker	Acting Assistant Manager, Support Services	\$576.84
FY19	Donna Thornton	Senior Sales Manager	\$576.84
FY19	Ehsan Setork	Manager, Building Services	\$576.84
FY19	Emily Thornell	Director, Corporate Partnerships	\$576.84
FY19	Eric R. Smith	Facilities Manager	\$576.84
FY19	Eric Rankin	Acting Patrol Services Supervisor	\$612.84
FY19	Eric Smith	Manager, Event Operations	\$696.84
FY19	Eric White	Meeting Services Supervisor	\$576.84
FY19	Erick McNair Jr.	Manager, Event Services	\$732.84
FY19	Erika Ray	Convention Management Assistant	\$612.84
FY19	Erin Fuller	Meeting Services Supervisor	\$612.84
FY19	Erin Oliver	Director, Contracts & Procurement	\$732.96
FY19	Ernestine Bates	Team Lead Customer Care Associate	\$732.96
FY19	Gene Kelly	Patrol Services Supervisor	\$576.84
FY19	Gerald Wilson	Vice President, Public Safety	\$576.84
FY19	Graciela Pereddo	Program Manager	\$612.84

FY19	Greg O'Dell	Chief Executive Officer	\$910.68
FY19	Harold Scott Jr.	Manager, Security Services	\$696.84
FY19	Henry Mosley	Chief Financial Officer	\$732.96
FY19	Hootan Kaboli	Vice President, Facility Operations and Services	\$612.84
FY19	Jacqueline Kyle	Administrative Assistant	\$576.84
FY19	Jacqueline White	Executive Assistant	\$576.84
FY19	James Gholson	Manager, Transportation Services	\$612.84
FY19	Jamie Garcia	Executive Assistant	\$576.84
FY19	Janelle Austin	Sales Contract Administrator	\$612.84
FY19	Jeff Hunter	Head Groundskeeper	\$612.84
FY19	Jeffery Arden	Facility Automation Manager	\$576.84
FY19	Jennifer Henderson	Community Engagement Manager	\$576.84
FY19	Jennifer Jenkins	Operations	\$576.84
FY19	Jermaine Fox	Talent Aquisition Specialist	\$612.84
FY19	John Madden	Event Coordinator	\$696.84
FY19	Johnnetta Gatlin	Convention Management Assistant	\$612.84
FY19	Jorge Guzman Vasquez	Transportation Supervisor	\$576.84
FY19	Joseph Greene	Production Services Manager	\$576.84
FY19	Karl Hammonds	Financial Systems Administrator	\$576.84
FY19	Kelly Vickers	Event Manager	\$612.84
FY19	Kenneth Robinson	Transportation Services Lead	\$612.84
FY19	Kevin Johnson	Patrol Services Supervisor	\$576.84
FY19	Kevin VanLiew	Manager, Partner Support	\$846.84
FY19	Kiara Short	Senior Contracts & Procurement Analyst	\$576.84
FY19	Kobie Gillis	Patrol Services Supervisor	\$576.84
FY19	Laetitia Gnago	Manager, Organizational Development & Performance Excellence	\$576.84
FY19	Laquita Jones	Assistant Manager, Security Services	\$576.84
FY19	Lashawn Dade	Ticketing Manager	\$696.84
FY19	Lashell Mindingall	Manager, Employee Engagement & Performance Excellence	\$945.96
FY19	Linda Erickson	Vice President, Sales	\$612.84
FY19	Lisa Williams	Administrative Assistant II	\$576.84
FY19	Luis Duarte	Event Manager	\$576.84
FY19	Lynn Anthony	Manager Technology Mgmt	\$732.96
FY19	Malori Rhones	Senior Event Manager	\$612.84

FY19	Marjon Wolfe	Ticketing Manager	\$576.84
FY19	Marketta Buchanan	Administrative Assistant II	\$576.84
FY19	Marsha Lee	Office Services Assistant	\$732.96
FY19	Matthew Nelson	Deputy Chief of Staff	\$612.84
FY19	Messai Gessesse	Associate General Counsel	\$612.84
FY19	Michael Cerha	Vice President, RFK Campus	\$576.84
FY19	Milland Reed	Manager, Security Services	\$576.84
FY19	Monica Bullock	Senior Manager, Employee Relations	\$612.84
FY19	Najib Mohammed	Manager, Maintenance Services	\$576.84
FY19	Nanji Temlong	Sr. Contracts & Procurement Analyst	\$576.84
FY19	Natonya Bailey	Administrative Receptionist	\$576.84
FY19	Nicole Jackson	General Counsel	\$865.20
FY19	Nigel Marshall	Associate Director, Convention Management	\$939.60
FY19	Nuru Yimam	Cash & Investments Manager	\$576.84
FY19	Pamela Person	Paralegal	\$726.84
FY19	Patricia Kearney	Manager, Planning and Administrative Services	\$576.84
FY19	Patricia Moorman	Executive Assistant, Legal	\$576.84
FY19	Patrick Landers	Facilities Manager	\$576.84
FY19	Patrick Strickland	Facilities	\$576.84
FY19	Paul Snell	Director Sports & Entertainment Booking	\$576.84
FY19	Paula Hagan	Senior Event Manager	\$612.84
FY19	Paula Williams	Assistant Manager, Security Services	\$726.84
FY19	Peter Kirschner	Director, Communications & Marketing	\$612.84
FY19	Piper Mitchell	Associate General Counsel	\$726.84
FY19	Public Safety	Public Safety	\$612.84
FY19	Reginald Smith	Deputy General Counsel	\$726.84
FY19	Rene Haley	Meeting Services Supervisor	\$576.84
FY19	Ricardo Durham II	Facility Services Manager	\$612.84
FY19	Robert Hester	Facilities Supervisor	\$576.84
FY19	Robert Martinez	Contracts & Procurement Analyst II	\$612.84
FY19	Robert Phillips	Event Manager	\$612.84
FY19	Robert Stowe	Vice President, Development and Strategic Initiatives	\$696.84
FY19	Rodney Hess	First Class Engineer	\$576.84
FY19	Roman Williams	Transportation Supervisor	\$576.84

FY19	Ronda Houston	Assistant Ticketing Manager	\$576.84
FY19	Rudolph Lewis	Assistant Manager, Meeting Services	\$576.84
FY19	Ryan Conway	Senior Project Manager, Strategic Initiatives/RFK Redevelopment	\$612.84
FY19	Sabrina Carter	Senior Director of Human Capital	\$576.84
FY19	Salima Khalid	Program Manager, Community Engagement	\$612.84
FY19	Samuel Thomas	Senior Vice President & General Manager	\$612.84
FY19	Shannon Pinnick	Systems Administrator	\$612.84
FY19	Shaunelle Delaney	Director, Business Services	\$732.96
FY19	Shawn Allen	Meeting Services Supervisor	\$612.84
FY19	Shawn Redding	Sales Manager	\$576.84
FY19	Sheila Miller	Senior Project Manager, Administration & Coordination	\$612.84
FY19	Sherri Harris	Senior Manager, Benefits and Employee Wellness	\$696.84
FY19	Shiron Pratt	Sales Associate	\$576.84
FY19	Spare	Spare Multi Purpose	\$479.88
FY19	Spare	Spare Multi Purpose	\$479.88
FY19	Spare	Spare Multi Purpose	\$479.88
FY19	Spare	Spare Multi Purpose	\$576.84
FY19	Spare	Spare Multi Purpose	\$576.84
FY19	Spare	Spare Multi Purpose	\$612.84
FY19	Spare	Spare Multi Purpose	\$738.60
FY19	Spare	Spare Multi Purpose	\$638.52
FY19	Spare	Spare Multi Purpose	\$732.96
FY19	Stacey Knoppel	Director, Convention Management	\$696.84
FY19	Stephanie Gantt	Administrative Assistant to the Chief Executive Officer	\$576.84
FY19	Stephanie Onwubere	Senior Event Manager	\$576.84
FY19	Stephen Ball	Director, Special Events	\$576.84
FY19	Stephen Schwartz	Senior Research Policy Manager	\$576.84
FY19	Steven Reuper	Equipment & Store Room Supervisor	\$576.84
FY19	Steven Tiller	Director, Facility Operations and Services	\$696.84
FY19	Symone Audain	Event Manager	\$576.84
FY19	Tawana Parker	Human Capital Generalist	\$612.84
FY19	Tenielle Richards	Procurement Specialist	\$576.84
FY19	Theresa Dubois	Senior Community Engagement Manager	\$612.84
FY19	Tracy Dunkins	Information Specialist II	\$711.36

FY19	Transportation Lead	Transportation Lead	\$576.84
FY19	Vanya Robinson	Sports & Entertainment Opertastions	\$612.84
FY19	Whitney Serrant	Benefits & Employee Wellness Representative	\$576.84
FY19	William Smith	Director, Meeting Services	\$576.84
FY19	Zeni Bekele	Controller	\$576.84
	<b>TOTAL:</b>		<b>\$103,324.08</b>



## Washington Convention and Sports Authority FY20 Mobile Device List

Period	Name	Title	Yearly
FY20	Albert Degregorio	Director, Digital Workforce & Technology Partner Operations	\$576.84
FY20	Cornelius Johnson	Operations	\$576.84
FY20	Elizabeth-Ann Thompson	Staff Attorney	\$904.80
FY20	William Dean	Trasnportations Operations	\$576.84
FY20	Kaelin Gordy	Event Coordinator	\$904.80
FY20	Spare	Spare Multi Purpose	\$612.84
FY20	Abdulaziz Abdurahman	Building Maintenance Mechanic II	\$696.84
FY20	Greg O'Dell	Chief Executive Officer	\$903.72
FY20	Erick McNair Jr.	Manager, Event Services	\$732.84
FY20	Ricardo Durham II	Facility Services Manager	\$612.84
FY20	Salima Khalid	Program Manager, Community Engagement	\$612.84
FY20	Robert Stowe	Vice President, Development and Strategic Initiatives	\$696.84
FY20	Transportation Lead	Transportation Lead	\$576.84
FY20	Harold Scott Jr.	Manager, Security Services	\$696.84
FY20	Cathyrn Boles	Assistant Director, Development	\$696.84
FY20	Latoya Porter	Sports & Entertainment Operations	\$612.84
FY20	Stephen Ball	Director, Special Events	\$576.84
FY20	Stephanie Onwubere	Senior Event Manager	\$576.84
FY20	Graciela Pereddo	Program Manager	\$612.84
FY20	Matthew Nelson	Deputy Chief of Staff	\$612.84
FY20	Laetitia Gnago	Manager, Organizational Development & Performance Excellence	\$576.84
FY20	Peter Kirschner	Director, Communications & Marketing	\$612.84
FY20	CIO Tablet	Chief Technology Officerr	\$494.76
FY20	Erin Oliver	Director, Contracts & Procurement	\$728.52
FY20	Kevin VanLiew	Manager, Partner Support	\$846.84
FY20	Paul Snell	Director Sports & Entertainment Booking	\$985.20
FY20	Jinhee Kim	Chief Creative Officer	\$741.84

Period	Name	Title	Yearly
FY20	Spare	Spare Multi Purpose	\$612.84
FY20	Spare	Spare Multi Purpose	\$612.84
FY20	Monique Fleming	Patrol Services Supervisor	\$612.84
FY20	Jorge Guzman Vasquez	Transportation Supervisor	\$576.84
FY20	Johnnetta Gatlin	Convention Management Assistant	\$612.84
FY20	Sheila Miller	Senior Project Manager, Administration & Coordination	\$612.84
FY20	Whitney Serrant	Benefits & Employee Wellness Representative	\$576.84
FY20	John Madden	Event Coordinator	\$696.84
FY20	Steven Tiller	Director, Facility Operations and Services	\$696.84
FY20	Luis Duarte	Event Manager	\$576.84
FY20	Annette Ahmed	Guest Services Supervisor	\$696.84
FY20	Jeffrey Hunter I	Head Groundskeeper	\$612.84
FY20	Kenneth Robinson	Transportation Services Lead	\$612.84
FY20	Henry Mosley	Chief Financial Officer	\$728.52
FY20	Eric Smith	Manager, Event Operations	\$696.84
FY20	Pamela Person	Paralegal	\$726.84
FY20	Asheley Tetteh	Senior Event Manager	\$576.84
FY20	Kobie Gillis	Patrol Services Supervisor	\$576.84
FY20	Chad Manhertz	Project Manager	\$576.84
FY20	Event Management	Event Management	\$612.84
FY20	Piper Mitchell	Associate General Counsel	\$726.84
FY20	Nigel Marshall	Associate Director, Convention Management	\$612.84
FY20	Anthony Donahue	Facilities Supervisor	\$612.84
FY20	Alexis Rickford	Communications & Marketing Specialist	\$612.84
FY20	Linda Erickson	Vice President, Sales	\$612.84
FY20	Jasmine Cunningham	Administrative Receptionist	\$769.08
FY20	Rene Haley	Meeting Services Supervisor	\$576.84
FY20	Andrea Lennon	Deputy Director, Contracts and Procurement	\$576.84
FY20	Spare	Spare Multi Purpose	\$728.52
FY20	William Smith	Director, Meeting Services	\$576.84
FY20	Ashley Forrester	Corporate Director, Communications & Marketing	\$576.84
FY20	Chinyere Hubbard	Vice President, Communications & Marketing	\$612.84
FY20	Theresa Dubois	Senior Community Engagement Manager	\$612.84
FY20	Monica Bullock	Senior Manager, Employee Relations	\$612.84

Period	Name	Title	Yearly
FY20	Stacey Knoppel	Director, Convention Management	\$696.84
FY20	Gerald Wilson	Vice President, Public Safety	\$576.84
FY20	Dennis Carew Jr.	Director of National Accounts	\$576.84
FY20	Ernestine Bates	Team Lead Customer Care Associate	\$728.52
FY20	Honor Williams	Contracts & Procurement Operations	\$576.84
FY20	Paula Williams	Assistant Manager, Security Services	\$726.84
FY20	Charlotte Austin	Event Manager	\$576.84
FY20	David Starobin	Audio Visual Network Operations Engineer	\$576.84
FY20	Chief Of Staff	Chief Of Staff	\$726.84
FY20	Sabrina Carter	Senior Director of Human Capital	\$576.84
FY20	Marketta Buchanan	Administrative Assistant II	\$576.84
FY20	Curtis Burgess	Meeting Services Supervisor	\$612.84
FY20	Alimamy Tholley	Dockmaster	\$576.84
FY20	Ehsan Setork	Manager, Building Services	\$576.84
FY20	Eric White	Meeting Services Supervisor	\$576.84
FY20	Marsha Lee	Office Services Assistant	\$728.52
FY20	Tracy Dunkins	Information Specialist II	\$576.84
FY20	Milland Reed	Manager, Security Services	\$576.84
FY20	Charlene Minor-Howard	Human Resources Assistant	\$576.84
FY20	Janelle Austin	Sales Contract Administrator	\$612.84
FY20	Dionne Walker	Acting Assistant Manager, Support Services	\$576.84
FY20	Robert Hester	Facilities Supervisor	\$576.84
FY20	Jennifer Bond	Event Manager	\$576.84
FY20	Joseph Greene	Production Services Manager	\$576.84
FY20	Tenielle Richards	Procurement Specialist	\$612.84
FY20	Roman Williams	Transportation Supervisor	\$576.84
FY20	Jessica Moxey	Administrative Assistant	\$576.84
FY20	Jennifer Henderson	Community Engagement Manager	\$576.84
FY20	Spare	Spare Multi Purpose	\$576.84
FY20	Stephanie Gantt	Administrative Assistant to the Chief Executive Officer	\$576.84
FY20	Jamie Garcia	Executive Assistant	\$576.84
FY20	Eric R. Smith	Facilities Manager	\$576.84
FY20	Ahmed Abdelrahman	Employee Engagement Coordinator	\$576.84
FY20	Kiara Short	Senior Contracts & Procurement Analyst	\$576.84

Period	Name	Title	Yearly
FY20	Andrias Murdaugh	Senior Event Manager	\$612.84
FY20	Spare	Spare Multi Purpose	\$728.52
FY20	Ronda Houston	Assistant Ticketing Manager	\$576.84
FY20	Sherri Harris	Senior Manager, Benefits and Employee Wellness	\$696.84
FY20	Stephen Schwartz	Senior Research Policy Manager	\$576.84
FY20	Kevin Johnson	Patrol Services Supervisor	\$576.84
FY20	Donna Thornton	Senior Sales Manager	\$576.84
FY20	Marjon Wolfe	Ticketing Manager	\$576.84
FY20	Natonya Bailey	Administrative Receptionist	\$576.84
FY20	Patricia Moorman	Executive Assistant, Legal	\$576.84
FY20	Shawn Allen	Meeting Services Supervisor	\$612.84
FY20	Shiron Pratt	Sales Associate	\$576.84
FY20	Samuel Thomas	Senior Vice President & General Manager	\$612.84
FY20	Karl Hammonds	Financial Systems Administrator	\$576.84
FY20	Nanji Temlong	Sr. Contracts & Procurement Analyst	\$576.84
FY20	Engineer Edc	Engineering Operations	\$576.84
FY20	Briana Vaden	Contracts and Procurement Analyst II	\$576.84
FY20	Brandon Mahone	Information System Specialist II	\$576.84
FY20	Lisa Williams	Administrative Assistant II	\$576.84
FY20	Amber Diallo	Sales Assistant	\$576.84
FY20	Bonita Easter	Project Manager	\$612.84
FY20	Bronson Beverly	Assistant Manager, Meeting Services	\$576.84
FY20	Transportation Services	Transportation Services	\$576.84
FY20	Convention Mgmt Director	Convention Mgmt Director	\$612.84
FY20	Tawana Parker	Human Capital Generalist	\$612.84
FY20	Reginald Smith	Deputy General Counsel	\$726.84
FY20	Candace Johnson	Vice President, St Elizabeth's Campus	\$732.84
FY20	Jacqueline Kyle	Administrative Assistant	\$576.84
FY20	Najib Mohammed	Manager, Maintenance Services	\$576.84
FY20	Hootan Kaboli-Monfared	VP Facilities	\$612.84
FY20	Malori Rhones	Senior Event Manager	\$612.84
FY20	Arlene Noyes	Associate Director, Convention Management	\$576.84
FY20	Clinton Bunch	Manager, Meeting Services	\$612.84
FY20	Lashell Mindingall	Manager, Employee Engagement & Performance Excellence	\$761.40

Period	Name	Title	Yearly
FY20	Craig Chester	Marketing Manager	\$612.84
FY20	Kaelin Reaves	Event Coordinator	\$576.84
FY20	Steven Reuper	Equipment & Store Room Supervisor	\$576.84
FY20	Erin Fuller	Meeting Services Supervisor	\$612.84
FY20	Shaunelle Delaney	Director, Business Services	\$728.52
FY20	David Ingram	Assistant Manager, Transportation Services	\$576.84
FY20	Zeni Bekele	Controller	\$576.84
FY20	Robert Phillips	Event Manager	\$612.84
FY20	Paula Hagan	Senior Event Manager	\$612.84
FY20	Andrew Morris III	Staff Attorney	\$612.84
FY20	Patrick Landers	Facilities Manager	\$576.84
FY20	Emily Thornell	Director, Corporate Partnerships	\$576.84
FY20	Kelly Vickers	Event Manager	\$833.52
FY20	Nuru Yimam	Cash & Investments Manager	\$576.84
FY20	Messai Gessesse	Associate General Counsel	\$797.40
FY20	Gene Kelly	Patrol Services Supervisor	\$576.84
FY20	Denise Brighthaupt	Patrol Services Supervisor	\$576.84
FY20	Rodney Hess	First Class Engineer	\$576.84
FY20	James Gholson	Manager, Transportation Services	\$612.84
FY20	Daniel Daughtry	Assistant Manager, Meeting Services	\$612.84
FY20	Eric Rankin	Acting Patrol Services Supervisor	\$612.84
FY20	Jacqueline White	Executive Assistant	\$576.84
FY20	Alexandria Wash	Project Coordinator	\$576.84
FY20	Lynn Anthony	Manager Technology Mgmt	\$728.52
FY20	Laquita Jones	Assistant Manager, Security Services	\$576.84
FY20	Jeffery Arden	Facility Automation Manager	\$576.84
FY20	Jermaine Fox	Talent Aquisition Specialist	\$612.84
FY20	Andrea Taylor	Senior Event Manager	\$576.84
FY20	Barbara Toyer	Lead Building Ambassador	\$576.84
FY20	Alexis Brown	Administrative Specialist	\$576.84
FY20	Patricia Kearney	Manager, Planning and Administrative Services	\$576.84
FY20	Shawn Redding	Sales Manager	\$576.84
FY20	Aymen Al-Ani	Event Manager	\$576.84
FY20	Michael Cerha	Vice President, RFK Campus	\$576.84

Period	Name	Title	Yearly
FY20	Ryan Conway	Senior Project Manager, Strategic Initiatives/RFK Redevelopment	\$612.84
FY20	Symone Audain	Event Manager	\$576.84
FY20	Spare	Spare Multi Purpose	\$576.84
FY20	Nicole Jackson	General Counsel	\$576.84
FY20	Spare	Spare Multi Purpose	\$494.76
FY20	Spare	Spare Multi Purpose	\$479.88
FY20	Spare	Spare Multi Purpose	\$479.88
FY20	Jennifer Lawrence	Chief of Staff, Interim	\$576.84
FY20	Shannon Pinnick	Systems Administrator	\$612.84
FY20	Collen Rasa	Digital Marketing & Social Media Manager	\$576.84
FY20	Amanda Jeffries	Digital Marketing Specialist	\$576.84
FY20	Robert Martinez	Contracts & Procurement Analyst II	\$612.84
FY20	Brian Atkins	Community Engagement Manager	\$612.84
FY20	Rudolph Lewis	Assistant Manager, Meeting Services	\$576.84
FY20	Spare	Spare Multi Purpose	\$479.88
FY20	CFO Tablet	Chief Financial Officer	\$494.76
<b>TOTAL:</b>			<b>\$110,564.88</b>



**Question 25**

- (a) Does your agency have or use one or more government vehicle? If so, for fiscal years 2019 and 2020 (through January 31), please list any vehicle the agency owns, leases, or has assigned to it. You may group the vehicles by category (e.g., 15 sedans, 33 pick-up trucks, three transport buses, etc.); and (6) what employee discipline resulted, if any.

**(a) Does your agency have or use one or more government vehicle?**

**RESPONSE:**

(a) The Authority does not use any District government issued vehicles; however, the Authority does own and operate its own vehicles. For FY19 and FY20 to present, the Authority owns the following vehicles:

1. 2010 Global Electric Motorcars (GEM) vehicle.
2. One (1) pickup truck in non-working condition (owned by former DC Sports Commission and acquired during the merger with the Authority)
3. One (1) dump truck in non-working condition (owned by former DC Sports Commission and acquired during the merger with the Authority)

**(b) Please list all vehicle accidents involving your agency's vehicles for fiscal years 2018, 2019, and 2020 (through January 31). Provide: (1) a brief description of each accident; (2) the type of vehicle involved; (3) the name and title/position of the driver involved; (4) the justification for using such vehicle; and (5) whether there was a finding of fault and, if so, who was determined to be at fault.**

**RESPONSE:**

No vehicles have been involved in any accidents for Fiscal Years 2018, 2019, 2020 to present.



**Question 26**

Please list every lawsuit against the agency that was settled or decided by a trial court in FY 2019 and FY 2020 to date. Briefly describe each and the sanction, if any.

**RESPONSE:**

***Truesdale v. Mountain Productions, Inc., et al***, No. 2016 CA 008565 B (District of Columbia Superior Court). Plaintiff sued It's May Party, Inc. (IMP), Mountain Productions, and the Authority for negligence and wrongful death. Plaintiff is the personal representative of decedent. Plaintiff alleges that on June 30, 2015, the decedent, a day laborer employed by Charm City Crewing Company, Inc., fell from a platform while erecting a stage for a concert at RFK Stadium. Decedent died on July 8, 2015. The Authority denied the allegations and referred the claim to its general liability insurer, which in turn sought indemnity from co-defendant IMP, the concert promoter. The Authority was voluntarily dismissed. The remaining parties reached a settlement and the case was dismissed with prejudice on November 18, 2018.

***Cooney v. Washington Convention and Sports Authority, No. 2017 CA 003395 B*** (District of Columbia Superior Court). Plaintiff claimed he received an electric shock after touching exposed wires in a janitor's closet at the Walter E. Washington Convention Center. Plaintiff sued the Authority for negligence. The Authority denied liability and referred the claim to its general liability insurer for defense. Through its insurer, the Authority filed crossclaims and third-party complaints against Plaintiff's employer and others, respectively. The parties reached a confidential global settlement of all claims on June 12, 2019.

***Wetzel v. Washington Convention and Sports Authority, et al***, No. 2018 CA 007228 B (District of Columbia Superior Court). Plaintiff sued the Authority and Contemporary Services Corporation (CSC) for assault, battery, negligence, and other claims, alleging he was injured by a CSC security guard at a D.C. United soccer game at RFK Stadium on October 22, 2017. The Authority filed a crossclaim against CSC for indemnity and was dismissed from the case on August 27, 2019.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 27***

D.C. Law requires the Mayor to pay certain settlements and judgements from agency operating budgets if the settlement is less than \$10,000 or results from an incident within the last two years (see D.C. Code § 2-402(a)(3)). Please itemize each charge-back to your agency for a settlement or judgment pursuant to D.C. Code § 2-402.

**RESPONSE:**

None.



**Question 28**

(a) D.C. Law prohibits chauffeurs, take-home vehicles, and the use of SUVs (see D.C. Code §§ 50-203 and 50-204). Is your agency in compliance with this law?

(b) Please explain all exceptions, if any, and provide the following: (1) type of vehicle (make, model, year); (2) individuals (name/position) authorized to use the vehicle; (3) jurisdictional residence of the individual (e.g., Bowie, MD); and (4) justification for the chauffer or take-home status.

**(a) D.C. Law prohibits chauffeurs, take-home vehicles, and the use of SUVs (see D.C. Code §§ 50-203 and 50-204). Is your agency in compliance with this law?**

**RESPONSE:**

Yes, the Authority is in compliance with D.C. Code §§ 50-203 and 50-204.

**(b) Please explain all exceptions, if any, and provide the following: (1) type of vehicle (make, model, year); (2) individuals (name/position) authorized to use the vehicle; (3) jurisdictional residence of the individual (e.g., Bowie, MD); and (4) justification for the chauffer or take-home status.**

**RESPONSE:**

None.



***Question 29***

In table format, please provide the following information for fiscal years 2019 and 2020 (through January 31) regarding your agency's authorization of employee travel: (1) each trip outside the region on official business or agency expense; (2) individuals (by name and title/position) who traveled outside the region; (3) total expense for each trip (per person, per trip, etc.); (4) what agency or entity paid for the trips; and (5) justification for the travel (per person and trip).

**RESPONSE:**

**SEE ATTACHMENT K**

# **ATTACHMENT K**



Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount	
Gregory A. O'Dell	President and Chief Executive Officer	Hong Kong, Shenzhen, Beijing	Deputy Mayor for Planning and Economic Development China Trade Mission	\$ 2,316.71	
		Barcelona, Spain	AIPC (International Association of Convention Centres) Board Meeting	\$ 3,053.85	
		Chicago, ILL	Professional Convention Management Association (PCMA) Meetings	\$ 2,353.04	
		Pittsburgh, PA	PCMA Board of Directors Meeting	\$ 8,333.97	
		SXSW, Houston, TX	SXSW 2019	\$ 3,908.96	
		Los Angeles, CA	PCMA Summer Board Meeting and Conference	\$ 7,107.13	
		London, England	2019 London Games Festival	\$ 4,769.06	
		Frankfurt, Germany	Worldwide Exhibition for Incentive Travel, Meetings and Events (IMEX) and AIPC Board Meeting	\$ 3,686.53	
		Barcelona, Spain	IBTM Leadership Team Meeting	\$ 4,407.82	
		Las Vegas, NV	IMEX America Mtgs	\$ 2,292.86	
		Chicago, IL	PCMA Board of Directors Meeting	\$ 7,337.91	
		<b>Total:</b>			<b>\$ 49,567.84</b>

Samuel Thomas	SVP & General Manager	Chicago, IL	Mtg. w/The Academy of Nutrition & Dietetics	\$ 1,180.69
		Chicago, IL	IAVM Venue Connect Conference	\$ 2,992.73
<b>Total:</b>				<b>\$ 4,173.42</b>
Steve Schwartz	Senior Research Policy Manager	Chicago, IL	IAVM Venue Connect Conference	\$ 2,840.81
				<b>\$ 2,840.81</b>
Stephanie Gantt	Administrative Assistant to the President & CEO	Denver, CO	Toastmasters Conference	\$ 3,469.56
				<b>\$ 3,469.56</b>

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
Sheila Miller	Senior Project Manager, Strategic Initiatives	Hong Kong, Shenzhen, Beijing	Deputy Mayor for Planning and Economic Development China Trade Mission	\$ 2,649.94
		Los Angeles, San Francisco Bay, CA	Deputy Mayor for Planning and Economic Development West Coast Mission 2019	\$ 3,114.78
		London, England	London Games Festival 2019	\$ 4,671.63
		Las, Vegas NV	2019 Esports Business Summitt	\$ 3,498.93
<b>Total:</b>				<b>\$ 13,935.28</b>
Ryan Conway	Senior Project Manager, Strategic Initiatives	London, England	London Games Festival 2019	\$ 4,727.21
<b>Total:</b>				<b>\$ 4,727.21</b>
Piper Mitchell	Associate General Counsel	Las Vegas, NV	2020 ABA Sports and Entertainment Conf	\$ 1,691.39
<b>Total:</b>				<b>\$ 1,691.39</b>
Andrew Morris	Staff Attorney	ST. Louis, MO	2019 Ungerboeck Conference	\$ 1,849.95
<b>Total:</b>				<b>\$ 1,849.95</b>
Chinyere Hubbard	Vice President, Communications & Marketing	New York City, NY	Stevie Awards	\$ 1,359.03
		Pittsburgh, PA	PCMA Convening Leaders	\$ 1,542.40
		Houston, TX	SXSW 2019	\$ 4,826.65
		Los Angeles, CA	PCMA EduCon	\$ 4,114.07
		New York City, NY	James Beard , RAMW	\$ 3,061.91
<b>Total:</b>				<b>\$ 14,904.06</b>
Ashley Forrester	Corporate Director, Communications & Marketing	Houston, TX	SXSW	\$ 5,841.62
		Los Angeles, CA	Esports/DMPED	\$ 3,742.22
		London, England	London Game Festival 2019	\$ 6,494.58
		Las Vegas, NV	2019 Esports Business Summitt	\$ 2,157.92
		New York City, NY	James Beard, RAMW	\$ 937.21
<b>Total:</b>				<b>\$ 19,173.55</b>
Jennifer Lawrence	Interim, Chief of Staff	Pittsburgh, PA	PCMA Convening Leaders	\$ 1,377.75
<b>Total:</b>				<b>\$ 1,377.75</b>

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
Colleen Rasa	Digital Marketing & Social Media Mgr.	St. Louis, MO	2019 Ungerboeck Conference	\$ 2,321.11
		New York, NY	James Beard , RAMW	\$ 937.21
		Houston, TX	SXSW	\$ 2,454.03
		New York, NY	The Engagement Awards	\$ 520.25
<b>Total:</b>				<b>\$ 6,232.60</b>
Brian Atkins	Community Engagement Manager	Miami, FL	Colorcomm Conference	\$ 2,139.35
<b>Total:</b>				<b>\$ 2,139.35</b>
Alexis Rickford	Communication & Marketing Specialist	Houston, TX	SXSW	\$ 2,504.03
<b>Total:</b>				<b>\$ 2,504.03</b>
Amanda Jeffries	Community & Marketing Assistant	Pittsburgh, PA	PCMA Convening Leaders	\$ 1,366.48
<b>Total:</b>				<b>\$ 1,366.48</b>
Stacey Knoppell	Director, Convention Management	Pittsburgh, PA	PCMA Convening Leaders	\$ 2,618.92
Stacey Knoppell		Las Vegas, NV	IAEE Conference	\$ 505.33
Stacey Knoppell		Los Angeles, CA	PCMA EduCon	\$ 2,477.37
Stacey Knoppell		Chicago, IL	IAVM Venue Connect Conference	\$ 1,302.42
<b>Total:</b>				<b>\$ 6,904.04</b>
Joseph Greene	Production Services Manager	Orlando, FL	InfoComm 2019	\$ 1,209.48
<b>Total:</b>				<b>\$ 1,209.48</b>
Kevin Thompson	Event Manager	Pittsburgh, PA	PCMA Convening Leaders	\$ 428.56
<b>Total:</b>				<b>\$ 428.56</b>
Andrea Taylor	Senior Event Manager	Los Angeles, CA	PCMA EduCon	\$ 2,224.07
		Los Angeles, CA	Siggraph 2019	\$ 1,886.31
		Madison, WI	Cuna Thank You	\$ 1,140.40
<b>Total:</b>				<b>\$ 5,250.78</b>
Malori Rhones	Senior Event Manager	Houston, TX	National Black MBA	\$ 1,462.95
<b>Total:</b>				<b>\$ 1,462.95</b>
Arlene Noyes	Associate Director, Convention Mgmt	St. Louis, MO	Ungerboeck 2019 Conference	\$ 3,497.74

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
<b>Total:</b>				<b>\$ 3,497.74</b>
Chad Manhertz	Event Manager	Los Angeles, CA	PCMA EduCon	\$ 643.18
<b>Total:</b>				<b>\$ 643.18</b>
Chateubriand Redding	Senior Event Manager	New Orleans, LA	ACTFL	\$ 968.24
<b>Total:</b>				<b>\$ 968.24</b>
Linda Erickson	Vice President, Sales	Las Vegas, NV	IAEE Conference	\$ 793.18
		Pittsburgh, PA	PCMA Convening Leaders	\$ 2,592.68
		Milford, CT	Subway Post Conference Thank You Trip	\$ 237.00
		Chicago, IL	IAVM Conference	\$ 2,276.52
		Madison, WI	Cuna Post Conference	\$ 1,074.41
		Los Angeles, CA	PCMA EduCon	\$ 2,328.77
<b>Total:</b>				<b>\$ 9,302.56</b>
Dennis Carew	Directors of National Accounts	Pittsburgh, PA	PCMA Convening Leaders	\$ 1,910.89
<b>Total:</b>				<b>\$ 1,910.89</b>
Donna Thornton	Senior Sales Manager	Las Vegas, NV	IAEE Conference	\$ 2,155.69
		Orlando, FL	Global Meeting Industry Day	\$ 1,642.80
		Pittsburgh, PA	PCMA Conference	\$ 2,021.43
<b>Total:</b>				<b>\$ 5,819.92</b>
Chateubriand Redding	Sales Manager	St. Louis, MO	Ungerboeck 2019 Conference	\$ 3,665.66
<b>Total:</b>				<b>\$ 3,665.66</b>
Steven Ball	Director of Special Events	Houston, TX	SXSW	\$ 5,113.05
<b>Total:</b>				<b>\$ 5,113.05</b>
Adelle Chenier	Senior Event Manger	Houston, TX	SXSW	\$ 3,576.75
<b>Total:</b>				<b>\$ 3,576.75</b>
Jacqueline Kyle	Administrative Assistant	St. Louis, MO	Ungerboeck 2019 Conference	\$ 525.00
<b>Total:</b>				<b>\$ 525.00</b>

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
Paula Williams	Assistant Manager, Security Services	Chicago, IL	GSX 2019	\$ 4,385.01
<b>Total:</b>				<b>\$ 4,385.01</b>
Laquita Jones	Assistant Manager, Security Services	Chicago, IL	GSX 2019	\$ 3,789.71
<b>Total:</b>				<b>\$ 3,789.71</b>
Jonas Hirshfield	Chief Technology Officer	St. Louis, MO	Ungerboeck 2019 Conference	\$ 446.77
<b>Total:</b>				<b>\$ 446.77</b>
Rebecca Ryan	Manager, Network Operations	St. Louis, MO	Ungerboeck 2019 Conference	\$ 3,380.06
<b>Total:</b>				<b>\$ 3,380.06</b>
Misty Johnson Oratokhai	Chief Administrative Officer	London, England	The Stevie Awards International	\$ 3,403.21
		New York City, NY	The Engagement Awards	\$ 1,948.00
		Vienna, Austria	The Stevie Awards International	\$ 2,090.00
<b>Total:</b>				<b>\$ 7,441.21</b>
Lashelle Midingall	Manager, Employee Engagement Performance	London, England	The Stevie Awards International	\$ 3,922.73
		New York City, NY	The Engagement Awards	\$ 1,246.72
		Vienna, Austria	The Stevie Awards International	\$ 1,455.83
<b>Total:</b>				<b>\$ 6,625.28</b>
Sherri Harris	Senior Manager , Benefits and Employee Wellness	Las Vegas, NV	Health Benefit Conference	\$ 2,457.36
<b>Total:</b>				<b>\$ 2,457.36</b>
Whitney Serrant	Benefits and Employee Wellness Rep	Las Vegas, NV	SHRM Conference	\$ 3,376.80
<b>Total:</b>				<b>\$ 3,376.80</b>
Laetitia Gnago	Manager, Organizational Development	Los Angeles, CA	PCMA 2019	\$ 3,863.60
<b>Total:</b>				<b>\$ 3,863.60</b>
Shauneille Delaney	Director Business Services	Las Vegas, NV	SHRM Conference	\$ 2,166.30
<b>Total:</b>				<b>\$ 2,166.30</b>
Erin Oliver	Director Contracts & Procurement	Austin, TX	NIGP Conference	\$ 1,673.96
<b>Total:</b>				<b>\$ 1,673.96</b>

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
Henry W. Mosley	Chief Financial Officer	Los Angeles, CA	GFOA	\$ 5,819.19
		Austin, TX	ACFE	\$ 4,130.30
<b>Total:</b>				<b>\$ 9,949.49</b>
Zeni Bekele	Controller	Austin, TX	ACFE	\$ 4,062.33
<b>Total:</b>				<b>\$ 4,062.33</b>
Clinton Bunch	Manager, Meeting Services	St. Louis, MO	Ungerboeck 2019 Conference	\$ 1,804.46
<b>Total:</b>				<b>\$ 1,804.46</b>
Erik Moses	SVP SED	New York City, NY	Roc Nation Meeting	\$ 1,658.91
		New Orleans, LA	Sports Commissions Best Practices	\$ 1,739.57
		North Charleston, SC	CAA Men's Basketball Championship	\$ 1,060.94
		Cleveland, OH	19th Annual Greater Cleveland Sports Awards	\$ 1,980.10
		Kansas City, MO	25th Annual Womens's Sports Awards	\$ 493.59
<b>Total:</b>				<b>\$ 6,933.11</b>
Pete Kirschner	Director Communications & Marketing	North Charleston, SC	CAA Men's Basketball Championship	\$ 1,322.82
		Ponte Vedra Beach, FL	CAA Summer Meeting	\$ 927.79
		Knoxville, TN	NASC Symposium	\$ 2,479.59
		Louisville, KY	2019 Connect Conference	\$ 4,606.82
<b>Total:</b>				<b>\$ 9,337.02</b>
Ricardo Durham	Facility Service Manager	Tampa, FL	2019 IAVM Conference	\$ 2,955.13
<b>Total:</b>				<b>\$ 2,955.13</b>
Emily Thornell	Director, Corporate Partnership	Princeton, NJ	Meeting with RCN	\$ 331.00
<b>Total:</b>				<b>\$ 331.00</b>
Candace Johnson	VP, ST. Elizabeth Campus	Glendale, AZ	AEG GM Meeting	\$ 1,360.80
<b>Total:</b>				<b>\$ 1,360.80</b>
Eric L. Smith	Manager, Events Operation	Ponte Vedra Beach, FL	CAA Summer Meeting	\$ 1,469.50
		Los Angeles, CA	Preparation for Overwatch 2020	\$ 1,481.11
<b>Total:</b>				<b>\$ 2,950.61</b>

**Washington Convention and Sports Authority  
FY19 Employee Travel Expenditures**

<b>Employee Traveling</b>	<b>Position</b>	<b>Place of Travel</b>	<b>Purpose of Trip</b>	<b>Amount</b>
Marjon Wolfe	Ticketing Manager	Grapevine, TX	INTIX Ticketing Conference	\$ 2,963.98
<b>Total:</b>				<b>\$ 2,963.98</b>
Harold Scott Jr.	Manager Public Safety, ESA	North Charleston, SC	CAA Men's Basketball Championship	\$ 1,536.72
<b>Total:</b>				<b>\$ 1,536.72</b>
<b>TOTAL:</b>				<b>\$ 265,274.20</b>



Washington Convention and Sports Authority FY20 Employee Travel Expenditures				
Employee Traveling	Position	Place of Travel	Purpose of Trip	Amount
Greg O'Dell	President and Chief Executive	Chicago, IL	PCMA Meetings	\$ 825.33
		Chicago, IL	PCMA Board of Directors Meeting	\$ 729.04
		Los Angeles, CA	PCMA Convening Leaders	\$ 1,490.85
<b>Total:</b>				<b>\$ 3,045.22</b>
Samuel Thomas	SVP & General Manager	New Haven CT	Funeral for Aramark GM (Mother)	\$ 923.40
<b>Total:</b>				<b>\$ 923.40</b>
Steve Schwartz	Senior Research Policy Manager	Las Vegas, NV	IAEE Expo	\$ 5,531.17
<b>Total:</b>				<b>\$ 5,531.17</b>
Piper Mitchell	Associate General Counsel	Las Vegas, NV	2020 ABA Sports and Entertainment Conf	\$ 2,697.29
<b>Total:</b>				<b>\$ 2,697.29</b>
Ashley Forrester	Corporate Director, Communication & Marketing	Houston, TX	SXSW	\$ 1,475.00
		Philadelphia, PA	2020 Esports Events	\$ 307.87
<b>Total:</b>				<b>\$ 1,782.87</b>
Colleen Rasa	Digital Marketing & Social Media Mgr.	ST. Louis, MO	2019 Ungerboeck Conference	\$ 112.23
<b>Total:</b>				<b>\$ 112.23</b>
Craig Chester	Marketing Manger	New York City, NY	INTIX 2020 Conference	\$ 76.00
<b>Total:</b>				<b>\$ 76.00</b>
Stacey Knoppell	Director Convention Management	Chicago, IL	PCMA Conference	\$ 665.96
<b>Total:</b>				<b>\$ 665.96</b>
Andrea Taylor	Senior Event Manager	Atlanta, GA	Rheumatology Conference	\$ 381.60
<b>Total:</b>				<b>\$ 381.60</b>

**Washington Convention and Sports Authority FY20 Employee Travel Expenditures**

<b>Employee Traveling</b>	<b>Position</b>	<b>Place of Travel</b>	<b>Purpose of Trip</b>	<b>Amount</b>
Arlene Noyes	Associate Director, Convention Mgmt	ST. Louis, Missouri	Ungerboeck 2019 Conference	\$ 148.50
		Chicago, IL	PCMA Conference	\$ 228.00
<b>Total:</b>				<b>\$ 376.50</b>
Chateubriand Redding	Sales Manager	New Orleans, LA	ACTFL	\$ 968.24
		Las Vegas, NV	IAEE Conference	\$ 649.49
<b>Total:</b>				<b>\$ 1,617.73</b>
Linda Erickson	VP Sales	Los Angeles, CA	PCMA Leaders Annual Conference	\$ 598.60
<b>Total</b>				<b>\$ 598.60</b>
Dennis Carew	Directors of National Accounts	Los Angeles, CA	PCMA Leaders Annual Conference	\$ 688.00
<b>Total</b>				<b>\$ 688.00</b>
Donna Thornton	Senior Sales Manager	Las Vegas, NV	IAEE Conference	\$ 2,099.19
		Los Angeles, CA	PCMA Leaders Annual Conference	\$ 776.61
<b>Total:</b>				<b>\$ 2,875.80</b>
Jonas Hirshfield	Chief Technology Officer	ST. Louis, MO	Ungerboeck 2019 Conference	\$ 546.47
		Los Angeles, CA	PCMA Conference	\$ 1,455.00
		Orlando, FL	Microsoft Conference	\$ 4,247.12
<b>Total:</b>				<b>\$ 6,248.59</b>
Misty Johnson Oratokhai	Chief Administrative Officer	Vienna, Austria	The Stevie Awards International	\$ 646.86
<b>Total:</b>				<b>\$ 646.86</b>
Lashell Midingall	Manager, Employee Engagement Performance	Vienna, Austria	The Stevie Awards International	\$ 1,186.82
<b>Total:</b>				<b>\$ 1,186.82</b>
Erin Oliver	Director Contracts & Procurement	Austin, TX	NIGP Conference	\$ 1,334.06
<b>Total:</b>				<b>\$ 1,334.06</b>
Clinton Bunch	Manager, Meeting Services	ST. Louis, MO	Ungerboeck 2019 Conference	\$ 33.00
<b>Total:</b>				<b>\$ 33.00</b>

**Washington Convention and Sports Authority FY20 Employee Travel Expenditures**

<b>Employee Traveling</b>	<b>Position</b>	<b>Place of Travel</b>	<b>Purpose of Trip</b>	<b>Amount</b>
Pete Kirschner	Director Communications & Marketing	Anaheim, CA	2019 Teams Conference	\$ 1,604.04
<b>Total:</b>				<b>\$ 1,604.04</b>
Sharon Pratt	Sales Associate	ST. Louis, MO	Ungerboeck 2019 Conference	\$ 916.78
<b>Total:</b>				<b>\$ 916.78</b>
Paul Snell	Director Sports & Entertainment Booking	Nashville, TN	IEBA Conference	\$ 1,388.66
		Providence, RI	IAVM Regional Conference	\$ 725.91
		Los Angeles, CA	The Grammys	\$ 3,250.00
<b>Total:</b>				<b>\$ 5,364.57</b>
Mike Cerha	VP, RFK Campus	Nashville, TN	IEBA Conference	\$ 1,275.23
<b>Total:</b>				<b>\$ 1,275.23</b>
Andrew Morris	Staff Attorney	St. Louis, MO	Ungerboeck 2019 Conference	\$ 1,285.97
<b>Total:</b>				<b>\$ 1,285.97</b>
Nicole Jackson	General Counsel	New York, NY	March of Dimes Annual Sports Luncheon	\$ 613.13
<b>Total:</b>				<b>\$ 613.13</b>
<b>Total:</b>				<b>\$ 41,881.42</b>



**Question 30**

Please provide and itemize, as of January 31, 2020, the current number of When Actually Employed (WAE), term, and contract personnel within your agency. If your agency employs WAE or term personnel, please provide, in table format, the name of each employee, position title, the length of his or her term or contract, the date on which he or she first started with your agency, and the date on which his or her current term expires.

**RESPONSE:**

The Authority does not employ When Actually Employed (WAE) or term personnel. The organization does currently have two (2) contract personnel, one in the Convention Management Division and the other in the Sports and Entertainment Division. In addition to contract personnel, the Authority does utilize casual/seasonal staff based upon its business needs, which in most instances is event specific.

<b>Name</b>	<b>Position Title</b>	<b>Contract Length</b>	<b>Initial Contract Date</b>	<b>Current Term Expiration</b>
<b>A.M.</b>	<b>Event Manager</b>	<b>10 months</b>	<b>May 9, 2019</b>	<b>March 31, 2020</b>
<b>M.W.</b>	<b>Ticketing Manager</b>	<b>10 months</b>	<b>August 1, 2019</b>	<b>June 20, 2020</b>



**Question 31**

What efforts has your agency made in the past year to increase transparency? Explain.

**RESPONSE:**

It is the Authority's goal to operate with transparency. Below are some examples of efforts the Authority has implemented to maintain and enhance its transparency:

- Live streaming of the monthly meetings of the Authority's Board of Directors per the D.C. Open Meetings Act.
- Publishing regularly scheduled meetings of the Authority's Board of Directors in the D.C. Register.
- Housing of recorded meetings of the Board of Directors on the Authority's website (eventsdc.com) for on-demand access.
- Operating social media platforms such as Facebook, Twitter, Instagram and LinkedIn to communicate and share information to and engage with stakeholders and the public at-large.
- Sharing information with stakeholders through electronic publications such as newsletters, event advisories and event/programming calendars.
- Attending regular meetings of the Advisory Neighborhood Commission, Community and/or Civic Association where the Authority has venues or hosts events.
- Hosting special meetings or quarterly public community meetings with stakeholders of the RFK Campus community, Entertainment and Sports Arena Campus community, and the Convention Center and Carnegie Library community.
- Participating in annual performance and budget oversight hearings before the Council of the District of Columbia.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

**Question 32**

What efforts will your agency be making to increase transparency? Explain

**RESPONSE:**

In addition to the efforts listed in response to Question 31, the Authority is in the process of revamping its website to enhance our communication with clients, customers and the public. We will also continue to work with our industry partners in the hospitality alliance to further our public engagement efforts.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

***Question 33***

Please identify any legislative requirements that your agency lacks sufficient resources to properly implement. Explain.

**RESPONSE:**

There are none at this time. The Authority will continue to work with the Mayor, Council of the District of Columbia and its Board of Directors, as appropriate, to ensure that it has sufficient resources to implement any legislative requirements.



Washington Convention and Sports Authority  
t/a Events DC  
FY19-Present Performance Oversight Hearing  
February 24, 2020

**Question 34**

Please identify any statutory or regulatory impediments to your agency's operations.

**RESPONSE:**

The Authority is unaware of any impediments that would impact its ability to fulfill its statutory purpose of hosting and promoting conventions, meetings, sports, entertainment, and special events, and promoting the District as a location for those activities.



**Question 35**

Did your agency receive any FOIA requests in fiscal year 2019? If yes, did the agency file a report of FOIA disclosure activities with the Secretary of the District of Columbia? If available, please provide a copy of that report as an attachment. Also state here the total cost incurred by your agency for each fiscal year 2018, 2019, and 2020 (as of January 31) related to FOIA.

**Did your agency receive any FOIA requests in fiscal year 2019?**

**RESPONSE:**

Yes, the Authority received fourteen (14) FOIA requests for FY19.

**If yes, did the agency file a report of FOIA disclosure activities with the Secretary of the District of Columbia? If available, please provide a copy of that report as an attachment**

**RESPONSE:**

No request for a report was received from the Secretary of the District of Columbia. A copy of the report is attached as **ATTACHMENT L**.

**Also state here the total cost incurred by your agency for each fiscal year 2018, 2019, and 2020 (as of January 31) related to FOIA.**

**RESPONSE:**

The actual cost of processing FOIA requests is unknown, but fees charged across these years are as follows:

2018—\$205.00

2019—\$1,730.40

2020—\$0

# **ATTACHMENT L**

Washington Convention and Sports Authority  
FY19 FOIA Report

**UNIFORM FORMAT FOR THE SUBMISSION OF THE  
ANNUAL FREEDOM OF INFORMATION ACT REPORT FOR FISCAL YEAR 2019  
October 1, 2018 through September 30, 2019**

(Please type)

**PROCESSING OF FOIA REQUESTS**

Name, Title and Telephone Number of FOIA Officer: Reginald L. Smith  
Deputy General Counsel  
202-249-3000

Number of FOIA requests received during reporting period	14
Number of FOIA requests pending on October 1, 2018	0
Number of FOIA requests pending on September 30, 2019	2
The average number of days unfilled request have been pending before each public body as of September 30, 2019	21

**DISPOSITION OF FOIA REQUESTS**

Number of requests granted, in whole	9
Number of requests granted, in part, denied, in part	5
Number of requests denied, in whole	0
Number of requests withdrawn	0
Number of requests referred or forwarded to other public bodies <sup>1</sup>	0
Other disposition	0

**NUMBER OF REQUESTS THAT RELIED UPON EACH FOIA EXEMPTION**

1. Exemption 1 – D.C. Official Code § 2-534(a)(1)	5
2. Exemption 2 – D.C. Official Code § 2-534(a)(2)	0
3. Exemption 3 – D.C. Official Code § 2-534(a)(3)	0
(a) Subcategory (A)	0
(b) Subcategory (B)	0
(c) Subcategory (C)	0
(d) Subcategory (D)	0
(e) Subcategory (E)	0
(f) Subcategory (F)	0
4. Exemption 4 – D.C. Official Code § 2-534(a)(4)	0

5. Exemption 5 – D.C. Official Code § 2-534(a)(5)	0
6. Exemption 6 – D.C. Official Code § 2-534(a)(6)	0
(a) Subcategory (A)	0
(b) Subcategory (B)	0
7. Exemption 7 – D.C. Official Code § 2-534(a)(7)	0
8. Exemption 8 – D.C. Official Code § 2-534(a)(8)	0
9. Exemption 9 – D.C. Official Code § 2-534(a)(9)	0
10. Exemption 10 – D.C. Official Code § 2-534(a)(10)	0
11. Exemption 11 – D.C. Official Code § 2-534(a)(11)	0
12. Exemption 12 – D.C. Official Code § 2-534(a)(12)	0

<b>TIME-FRAMES FOR PROCESSING FOIA REQUESTS</b>
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Number of FOIA requests processed within 15 days	6
Number of FOIA requests processed between 16 and 25 days	7
Number of FOIA requests processed in 26 days or more	1
Average (mean) number of days to process FOIA Requests <sup>2</sup>	20

<b>RESOURCES ALLOCATED TO PROCESSING FOIA REQUESTS</b>
--

Number of Hours Staff Devoted to Processing FOIA Requests	51
Total dollar amount expended by public body for processing FOIA requests	

<sup>1</sup> This number only reflects the number of requests referred or forwarded to another public body as the only and final disposition of that request. The requests that are processed within the public body and resulted in a grant, denial or partial grant/denial as well as a referral are not included in this number.

<sup>2</sup> The Freedom of Information Amendment Act of 2000 requests the median number of days to process FOIA requests. We have provided the average number of days instead of the median number of days as it more reasonably reflects response to FOIA requests.

**FEEES FOR PROCESSING FOIA REQUESTS**

Total amount of fees collected by public body

\$1,730.40

**PROSECUTIONS PURSUANT TO SECTION 207(d) OF THE D.C. FOIA**

Number of employees found guilty of a misdemeanor for arbitrarily or capriciously  
violating any provision of the District of Columbia Freedom of Information Act

0

**QUALITATIVE DESCRIPTION OR SUMMARY STATEMENT**

Pursuant to section 208(a)(9) of the D.C. FOIA, provide in the space below or as an attachment, “[a] qualitative description or summary statement, and conclusions drawn from the data regarding compliance [with the provisions of the Act].”

[Empty box for qualitative description or summary statement]



**Question 36**

For CBE agency compliance purposes, what is your agency’s current adjusted expendable budget; how much has been spent with SBEs; and what percent of your agency’s expendable budget was spent with SBEs? Further, where SBEs were not available, how much has been spent with CBEs, and what percent of CBE spending, relative to your current expendable budget? How many CBE waivers (including dollar amount) did the agency submit? What efforts has the agency taken to reduce the number of CBE waivers submitted? What is the CBE spending goal for your agency per the DSLBD SBE Opportunities Guide (Green book)? Give this answer for fiscal years 2018, 2019 and 2020 (through January 31).

**For CBE agency compliance purposes, what is your agency’s current adjusted expendable budget; how much has been spent with SBEs; and what percent of your agency’s expendable budget was spent with SBEs? Further, where SBEs were not available, how much has been spent with CBEs, and what percent of CBE spending, relative to your current expendable budget? How many CBE waivers (including dollar amount) did the agency submit?**

**RESPONSE:**

	2018	2019	2020
Greenbook Expendable Budget	\$9,862,362.00	\$16,078,952.49	\$22,002,782.00
\$ Spent w/ SBE	\$10,040,602.26	\$14,601,034.90*	In progress
% Spent w/ SBE	101.81%	90.80%	In progress
Waivers	4 (Total Amount: \$1,234,506.88)	3 (Total Amount: \$756,094.77)	4 (Total Amount: \$1,819,272.15)

\*At this time, DSLBD has not completed its evaluation of FY2019, which includes the Authority’s service partners and set aside agreements.

**What efforts has the agency taken to reduce the number of CBE waivers submitted?**

**RESPONSE:**

In an effort to reduce the number of SBE/CBE waivers requested, the Authority has actively engaged in taking the following actions:



- Utilizing the DSLBD website to find certified SBEs and CBEs;
- Soliciting in the sheltered market when two (2) or more small businesses are identified on DSLBD’s website;
- Seeking out opportunities to forward solicitations to DSLBD’s attention for distribution to the SBE/CBE community;
- Posting Solicitations over \$100,000 in the *Washington Informer*;
- Referring DC small businesses to DSLBD to become certified; and
- Attending small business forums hosted by DSLBD.

**What is the CBE spending goal for your agency per the DSLBD SBE Opportunities Guide (Green book)? Give this answer for fiscal years 2018, 2019 and 2020 (through January 31).**

**RESPONSE:**

Based upon the Authority’s calculation, in the absence of final verification from DSLBD, our internal assessment of FY19 spending is identified below in green. This number, however, is not reflective of the Authority’s contract with other CBE firms that are not SBEs (e.g. MCN, a CBE construction firm, for construction of The Fields at RFK, which accounts for an additional \$29 million of spend).

	2018	2019	2020
Greenbook Expendable Budget	\$9,862,362.00	\$16,078,952.49	\$22,002,782.00
\$ Spent w/ SBE	\$10,040,602.26	<b>\$14,601,034.90</b>	In progress
% Spent w/ SBE	101.81%	<b>90.80%</b>	In progress



**Question 37**

Please provide, as an attachment, a copy of your agency's current annual performance plan as submitted to the Office of the City Administrator.

**RESPONSE:**

The Authority is not required to submit an annual performance plan to the Office of the City Administrator; however, it does draft its fiscal year goals and objectives in the form of business plans for each primary, core line of business: Conventions and Meetings and Sports and Entertainment. The plans have been reviewed and approved by the Authority's Board of Directors.

Attached are summaries of the FY20 business plans for the Conventions and Meetings Division (**ATTACHMENT M**) and the Sports and Entertainment Division (**ATTACHMENT N**).

# **ATTACHMENT M**



## **Summary of FY20 Business Plan Conventions and Meetings Division**

### **Goals and Objectives of Division**

#### **Division Operational Focus**

Our purpose is to manage and operate the Walter E. Washington Convention Center and continue with our responsibility to promote, develop and maintain our facility as a venue of choice for conventions, trade shows, meetings and special events. The core of this goal continues to be the generation of significant economic impact for the District of Columbia while assuring a successful experience for each guest who enters through our doors.

#### **Major Division-Wide Goals and Objectives for FY20:**

#### ***Facility Management, Operations and Programming Goals***

##### **Facility Management Goals**

- Maintain the state-of-the-art design, technology and service status of the Walter E. Washington Convention Center while simultaneously preparing for significant facility upgrades in advance of key strategic initiatives
- Implement projects as specified in the 5-Year Capital Plan approved by the Board of Directors to include the following:
  - Complete the Office Renovation Project and begin the design of the North Building offices.
  - Complete the renovations of the West Wing Conference Room.
  - Design and begin the Show Manager Office renovations.
  - Complete the redesign package for all guest bathrooms in the facility.
  - Complete the building-wide upgrade of the CCTV system. Renovate both Security Command Centers.
  - Complete phase II of II of the Level 56 parking garage resurfacing project
  - Install additional digital signage throughout the facility
- Maintain the infrastructure of the Carnegie Library post-construction

### Public Safety Goals

- Expand use of the Computerized Maintenance Management System to include re-occurring preventative maintenance operations and detailed maintenance guidelines according to industry best practices
- Develop staff by way of a shadowing program implemented by Local 99 for Local 26 Staff. Increase offsite training for door hardware, HVAC, and electrical systems at local union halls. Work with all Authority venues to create a universally trained and equipped staff
- Develop Building Security Program for Entry Points
- Procure explosive detection canines to secure public “gate” shows
- Procure personal protection devices for key personnel and processes
- Conduct a security survey of food service provider operations

### Sustainability Goals

- Ensure development and implementation of sustainability program to include:
  - Work with internal and external resources to enable our facility to excel in industry “Best Practices”, while managing new partnerships and setting higher expectations on existing standards
  - Attend and complete the Sustainability Certification Course offered by the Events Industry Council and the Baltimore Convention Center
  - Attend the Freeman Brand Sustainability Lab
  - Further our organization’s sustainability efforts by implementing a more strategic food recovery program with DC Central Kitchen

### Operations and Programming Goals

- Maintain Event Management Standard Operating Procedures for the division
- Complete the new Event Planning Guide (EPG)
- Increase utilization of Division Technology Resources
  - Continue to strengthen our knowledge of the Ungerboeck event software system and train new employees in the Ungerboeck system within the first 6 weeks of onboarding
  - Create standard operating procedures for data input and report creation, developed in collaboration with the entire division team
- Maintain oversight of Service Partner agreements for Division, inclusive of conducting quarterly contract performance reviews and holding regular check ins with service partners to mitigate operational challenges and promote enhancements to performance
- Finalize all aspects of a new multi-year contract for the Food and Beverages Services Contractor
  - Manage the Aramark Food Service Division’s \$15+million Capital Investment Project at the Walter E. Washington Convention Center.

The project will consist of a total of three phases over a period of three years.

- Develop a local culinary training program in partnership with DC Central Kitchen and the Carlos Rosario Culinary School.
- Development of New Business Center
  - Develop scope of work and RFP for new full-service Business Center dedicated to serving external and internal customers

### Customer Service Goals

- Continue to maintain Customer Satisfaction Survey Program for event portfolio within the Division (to also include key events at Carnegie Library)
- Perform assessment of customer service performance at the departmental level (Convention Management, Sales, Public Safety, and Facility Operations)
  - Review events at each monthly operations meeting to identify key performance indicators that negatively or positively impact the organization
  - Develop and issue appropriate supplemental reporting material to illustrate trends, issues discovered, and recommended mitigations
  - Develop and implement performance improvement or corrective action plans based on deficiencies articulated in the survey scores
- Revamp organizational customer service initiative/campaign called “Strive for Five” with a goal of creating a stronger service culture that builds loyal relationships with both internal and external customers and fosters a better environment for our employees
- Continue to initiate quarterly consultations with the Authority’s service partners to assure targets are being met
- Establish new customer service initiatives that enhance service offerings, to include:
  - Assignment of Event Management team members to Priority I citywide conventions 18 months out
  - Implement Expansion of Janitorial Services to capture increased revenue by way of marketing Aramark as a preferred Service Provider for pre and post-convention exhibit hall cleaning needs

### Sales Goals

The division’s goals encompass sales objectives for the Walter E. Washington Convention Center. Our efforts are articulated in a two-prong approach: a) continue to provide oversight of the Destination DC marketing agreement with specific emphasis on monitoring their sales responsibilities to book the Convention Center, and b) leverage our in-house sales team to optimize short-term booking opportunities at the Convention Center, as well as special event bookings at the Carnegie Library.

*Key sales activities planned for FY20 include the following:*

- Monitor Destination DC (DDC) marketing contract, continuing with the booking strategy session with DDC and key leadership to strategize client booking policies, sales processes and Marriott Marquis reporting requirements
- Continue to ensure a comprehensive analysis of the international sales program, as managed by DDC
- Maximize use of the Convention Center within the 0-18 months booking window by focusing on the small-meetings segment of key in addition to consumer tradeshow

# **ATTACHMENT N**



## Summary of FY20 Business Plan Sports and Entertainment Division

### Goals and Objectives of Division

#### **Division Operational Focus**

The Authority's Sports and Entertainment Division's operational focus features four pillars, each designed to position the District as a global and local leader in sports and entertainment. The four pillars are:

#### **Pillar 1: Attract High Profile Sporting and Entertainment Events**

To continue to bolster Washington, D.C. as a host for premier sports and entertainment events on a global stage, the focus will be on attracting events from four key programmatic areas.

The Sports and Entertainment Division will execute on these objectives via the following targeted activities during FY20:

- Target sporting events with an international appeal.
- Attract high-profile domestic sporting events.
- Target, attract and support high-profile entertainment events, including major festivals, A-list performers and special events and activations.
- Promote Washington DC as the "Sports Capital" of the United States.

#### **Pillar 2: Re-imagine RFK Campus as a Sports, Entertainment and Recreation Destination**

Beginning in 1961, the RFK Stadium-Armory Campus was once the city's original sports and entertainment district. When D.C. United relocated to Audi Field, the campus came to an inflection point creating the opportunity to reimagine and restore this destination.

The Sports and Entertainment Division will execute on these objectives via the following targeted activities during FY20:

- Utilize the Armory, Fields at RFK and Festival Grounds to generate positive economic impact and exposure for the Events DC brand.
- Target sporting, entertainment and community/cultural-focused event activity that activate the Campus assets.

### **Pillar 3: Activate St. Elizabeths East Campus as a Sports and Entertainment Destination**

The Entertainment and Sports Arena, one of the Authority's newest assets, is one of unique size and flexibility. The Arena has provided the Authority an opportunity to leverage greater access within the St. Elizabeths East Campus with Gateway DC and the R.I.S.E. Demonstration Center. By leveraging all three assets, the Authority continues to create a new sports and entertainment destination in the District. The Campus also presents future opportunities to implement and develop additional infrastructure plans for other Authority efforts, including the esports strategy.

The Sports and Entertainment Division will execute on these objectives via the following targeted activities during FY20:

- Book a broad range of entertainment events at the Arena
- Host a series of basketball and boxing showcases
- Cross-use Arena with community-centric events happening at Gateway and R.I.S.E
- Secure naming rights/founding partners

### **Pillar 4: Promote/Support Local and Youth Sports for the District**

A key element of the Authority's statutory mission is to support youth sports. In addition to fulfilling that part of our mission, these activities build goodwill in the community that can provide real returns in the form of public support for our current and future activities.

The Sports and Entertainment Division will execute on these objectives via the following targeted activities during FY20:

- Mobilize an amateur sports program, including attracting and hosting championship competitions at Authority venues, especially related to basketball, volleyball and cheerleading, by hosting a minimum of five amateur showcase or championships events in FY20.
- Drive an enriching Community Grant Program by providing \$200,000 in grants during FY20 to support local nonprofits that promote the participation of District youth in the areas of sports, cultural or performing arts.



**Question 38**

(a) What are your agency's key performance indicators and what has been your agency's performance (for each of these KPIs) in fiscal year (or calendar year) 2018, 2019, and 2020 (through the first quarter).

(b) What KPIs have been dropped (or changed) since 2018? List each specifically and explain why it was dropped or changed.

**RESPONSE:**

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 performance standards for FY18 and FY19 were grouped into business plans for each core line of business. The results against each standard are detailed below.

**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.



**FY19 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:

- Effectively administer all operating policies, rules, and regulations as adopted by the Board.
- Maintain technical systems, policies, and procedures, to include start-of-the-art technology, to preserve the Authority’s facilities as appropriate.
- Implement reorganization of the Authority’s public safety function, consolidating Authority-wide responsibility and developing/enforcing a public safety and security plan that is responsive to client, community, and District needs.
- Effectively manage Authority’s procurement policy and programs, with special emphasis on maximizing opportunities for CBE-certified vendors; regularly provide the Board Committees with a listing of Authority contracts due for renewal or exercise of option years, and their disposition.
- Assure quality human resources program, including regularized training and skills development opportunities.
- Maintenance of appropriate working conditions that manage, avoid or resolve conflicts, confrontations, and disagreements, including with bargaining units.
- Engage service partners and stakeholders to advance high service levels for clients.
- Complete procurement of and successful transition to a new exclusive food and beverage service partner for the Convention Center.

**Results:**

In FY19, the Authority had a productive year – for the Conventions & Meetings Division (“C&M”), the Walter E. Washington Convention Center continued to be an economic engine for the District of Columbia; for the Sport & Entertainment Division (“SED”), FY19 marked a year of transition as we were in our inaugural season of operations at the Entertainment and Sports Arena while also just opening our newest asset, The Fields at RFK in Quarter 3 of the fiscal year.

**The Conventions and Meetings Division in Summary:**

Total Events for FY 19:	151
Total Citywides:	18 (at Convention Center)
Total Attendance:	1,066,175



Notable, top revenue-generating events included:

- Association of the United States Army: Citywide; attendance of 30,888; net revenue of \$1.54MIL; direct spending economic impact of \$21.9MIL
- American Academy of Dermatology: Citywide; attendance of 14,000; net revenue of \$1.24MIL; direct spending economic impact of \$920.4MIL
- American Israel Public Affairs Committee: Citywide; attendance of 18,000; net revenue of \$1.4MIL; direct spending economic impact of \$24MIL
- Washington Auto Show: attendance of 187,000; net revenue of \$900K
- Charles Schwab IMPACT: Citywide; attendance of 3,400; net revenue of \$749K; direct spending economic impact of \$7.5MIL
- American Library Association Annual Conference: attendance of 21,460; net revenue of \$534K; direct spending economic impact of \$35.9MIL

Unique events in FY19 included:

- Amazon Web Services World Public Sector Summit (June 10-12), attendance 15,500
  - TANA Biennial Convention (July 5-6), attendance 8,000
  - Pokémon World Championships (August 16-18), attendance 9,492
  - National Book Festival, with Justice Ginsburg (August 31), attendance 150,000
  - Honda National Dealers Meeting (September 16-17), attendance 2,003
- 
- The C&M division focused on growing relationships with the Center’s annual customers by proactively engaging event organizers for future years while planning the current event.
  - The division created an internal event checklist, which identified opportunities to reach out to customers throughout the planning year to get status updates on the customer’s planning processes.
  - C&M also worked diligently with all Service Partners to plan event activities. The team enhanced the internal production meeting to allow for a more fluid exchange of communication between all attendees. Service partners have been invited to the weekly team meetings to share trends and provide team members opportunities to ask questions regarding customer service standards.
  - C&M continued to issue and review customer survey reports. These reports were presented to the Authority’s standing committee—Operations—on a quarterly basis.

**The Sports and Entertainment Division in Summary:**

Total number of events for FY 19:	264
Events at RFK Campus:	37
Events at St. E’s Campus:	227



(Gateway DC Pavilion, R.I.S.E Demonstration Center, ESA)

- **Entertainment & Sports Arena:** In FY19, the Arena hosted various concerts, entertainment and sporting events, including the Professional Fighters League Playoffs (Mixed Martial Arts), DC Fight Night (boxing), Red Bull Conquest National Finals (eSports), DCIAA Boys and Girls Basketball Finals (amateur), Garden Brothers Circus (family) and concerts such as: Mary J. Blige, Cage the Elephant, MC Hammer & Friends, and the Gospel Explosion. We also hosted several Mayoral events, Eastern High School's graduation, and Alfred Street Baptist Church's Easter Service.
- Arena tenant, Monumental Sports and Entertainment, held a total of 22 Mystics games, including the playoff games, and the Capital City GoGo played 24 games last season.
- For non-tenant-related events, the Arena hosted 27 events last year. The Entertainment vertical, which included six concerts, comprised 22% of our programming. Combat Sports (4), Amateur Sports (5) and esports (1) accounted for 37% of the event total. The remaining 41% of the events were either community, government or special events.
- **The Fields at RFK:** For the operation of the multi-purpose Fields at RFK, staff awarded, and the Board approved a contract to the Capital Riverside Youth Sports Park (CRYSP) to manage the day-to-day functions of the site.
- At the end of FY19, staff focused on standing up operations at The Fields of RFK, inclusive of managing the CRYSP team. As part of CRYSP's responsibilities, it manages scheduling and enforcement of the booking policies to ensure proper usage of the complex and that reservations are held for sports clubs, leagues, community and individuals seeking to rent or use the space.
- Post-opening of The Fields at RFK, staff installed six spectator bleachers, two per field, on the east side of the complex. Also, staff installed bike racks to accommodate 150 bicycles. We are currently working with DDOT's Capital Bikeshare Program to install a new 19-dock bike share station at Kingman Island/Fields at RFK to accommodate more bikes. Installation of the docking station will be complete in early FY20.
- Additionally, as part of our Strategic Initiatives, we will be installing an additional set of restroom facilities on the south side of The Fields at RFK by Summer 2020.

**Administrative Division:** The administrative division are comprised of departments that focus on Human Resources, Technology Management and Contracts and Procurement Services. Below are highlights of the results of the division's performance in FY19.



## Results:

### Human Resources/Benefits /Employee Relations:

- In FY19, the Authority had 84 full-time and part-time regular vacancies, with an additional 48 casual/in-house temporary vacancies. Human Resources hired 59 full-time and part-time regulars and 47 casual/in-house temporaries. Key hires during FY19 and Q1 of FY20 were:
  - Chief Technology Officer
  - Vice President, RFK Campus
  - Director, Sports & Entertainment Booking
  - Senior Director, Human Capital
  - Director, Facilities Operations (Convention Center)
  - Director, and Digital Workforce & Technology Partner Operations
  - Director of eSports
  - Chief Creative Officer, Creative Services Division
  - Director of Business Development
  
- We are actively pursuing / sourcing candidates for the Senior Vice President of the Sports & Entertainment Division. We have conducted several interviews and have identified a short list of candidates for this position.
- We have augmented our increased talent acquisition staff by utilizing several search firms, as well as in-house temporaries.
- We continued to attend numerous job fairs, as well as develop and host a specialty career event to attract top talent to fill some of our vacancies. As a result of this newly created event alone, we conducted 56 pre-vetted interviews that yielded 7 new hires.
  
- **Employee/Labor Relations:** In FY19, we successfully negotiated and reached terms for two Collective Bargaining Agreements. A new contract was executed with the American Federation of State, County & Municipal Employees (“AFSCME”), Local 2290 (represents the Security, Command Center, Transportation, Meeting Services and Grounds Crew staff of Events DC). This contract will expire in 2023. Additionally, we reached terms for a five-year deal with The International Union of Operators & Engineers (“IUOE”), Local 99-A (which represents our Engineers in the Central Plant); This contract will expire in 2024.
- **Training Educational Programs/Counseling:** In FY19, we continued to develop and offer strong training, educational programs and appropriate counseling across the organization. In addition to key management training programs like our expansive 28-week Strategic Supervisory Skills Training program, and individualized employee



professional coaching, as well as facilitative services, we also continued our commitment to ensure that all employees are educated about critical issues like sexual harassment, emotional intelligence, and communication bias.

- **Employee Engagement:** As noted by some the accolades received previously such as the Employee Alliance Engagement Company of the Year Award, employee engagement continues to be a high priority for the Authority. In FY19, we continued to develop and implement several programs to advance our employee engagement efforts and were recognized several times in FY19 by both the Employee Engagement Alliance – 2019 Top 101 Global Engagement Influencers, 2019 Engagement Professional of the Year; International Business Awards/Stevie Awards 2019 Bronze Company of the Year – Health and Wellness, 2019 Gold Human Resources Executive of the Year. Additionally, based upon external recognition, the organization has also been asked to participate in webcasts and various publications focusing on employee engagement. Additionally, we also employed the Qualtrics Experience Management Platform – this software program enables Human Resources to assess employee experience, engagement, identify productivity drivers and assist in implementing changes based on real-time data. Some of our key programs in FY19 included:
  - *Staffapalooza* – a quarterly all-staff meeting to share and discuss updates on our business strategy, financial performance and relevant employee activities
  - *Employee & Family Day / Annual Employee Service Awards* – the Annual Employee Services Awards is an event that we host to honor the our most outstanding and highly talented staff members. We also supplement this event by recognizing our excellent performance through monthly and on-the-spot, recognition awards as well.
  - *Benefits/Health and Wellness:* In an effort to continue to minimize increases to healthcare benefits costs, continued focus has remained on preventive and primary healthcare, including featured health programming such as *Men’s Health Month and associated seminars, Women’s Health Month*, daily health tips via email, increased mental health awareness and programming, the acquisition of blood pressure monitoring machines to be located at each of our venues, and onsite mammograms as part of our health and wellness efforts, We sponsored Wellness Fairs at both the Convention Center and the RFK campuses

#### Technology Management Department (“TMD”)

- TMD continued to provide exceptional support to users across the Authority’s venues as well as to venue attendees and customers. TMD underwent a significant transition during the fiscal year, foremost among them were the hiring of the new Chief Technology Officer and backfilling key positions to support the Authority’s critical help desk operations.



- TMD was integral in planning and completing the technology and systems upgrades as part of the overall renovation of the Dr. Charlene Drew Jarvis Boardroom, Executive Office Conference Room, public lobby and administrative offices in the Convention Center.
- TMD worked with staff to develop the RFP to hire a consultant to conduct a total systems-integration plan related to the human resources management systems, financial management systems, and procurement systems.
- TMD worked with the Marketing and Communications department to solicit and consequently award a contract to a website design contractor to develop a new eventsdc.com.
- TMD successfully implemented the first phases of the Authority's new event booking system, provided by Ungerboeck.

#### Office of Contracts and Procurement Services ("OCPS")

- Absent final verification from DSLBD, the Authority's internal audit of FY19 SBE spend is approximately \$14.6M. This number does not include spending with the Authority's other CBE firms that are not SBEs, such as MCN, a CBE firm, for construction of The Fields at RFK, which accounts for an additional \$29 million of spend.

#### **FY19 Performance Standard: Customer Service**

The Authority remains committed to maintaining world-class venues and delivering world-class events and experiences by providing world-class customer service. This principle is at the core of every touch point the Authority has with its internal and external stakeholders.

Included in this focus area are:

- Incorporate customer service/satisfaction initiatives into the business plans in a way that can be measured and report the results and customer feedback to the appropriate Board Committee quarterly.
- Incorporate customer service/satisfaction targets for Authority service partners.
- Implement a process to track all inbound sales queries whether by phone or email and manage and measure response time to same; develop response baseline.
- Initiate quarterly consultations with Authority service partners to assure targets are being met.
- Maintain a customer appreciation program to welcome customers to Convention Center and thank customers for event bookings.
- Implement a formal customer service evaluation program for SED, and specifically for the Entertainment and Sports Arena, by the end of FY19, reporting progress on a periodic basis to the Sports and Entertainment Committee.



## Results:

- The Convention and Meetings Division's customer satisfaction survey program surveys selected events throughout the fiscal year. The event organizers for every Priority 1 (Citywide) and Priority 2 (Miniwide/Public) are invited to participate, along with a curated selection of Priority 3 (Multi-Days Local) events. The event organizers for fifty-seven events were solicited; thirty-seven responded, for a rate of return of 65%.
- The exhibitors from most B2B exhibitions are also solicited; because of privacy concerns, event organizers do not always make the exhibitor contact information available for survey purposes. A total of 5932 exhibitors from nineteen B2B exhibitions were solicited; 1152 responded, for a rate of return of 19%
- Survey metrics have been developed to measure the customer experience at common touchpoints (e.g., pre-event responsiveness, clarity of final orders, correct setup and delivery of required services, staff professionalism, overall experience, etc.) One or two metrics are identified as areas of improvement for each operating division and Service Partner.
- For FY 19 we established twenty-eight target goals, comparing results to FY 18 final averages and FY 19 targets. In most cases, the target goal was a final average score of 4.5 (on a scale of 5).
- Twenty-four out of twenty-eight metrics met or exceeded FY 18 final averages
- 100% stated that they would recommend the convention center to other event organizers.

## **FY19 Performance Standard: Sales and Marketing**

As indicated for FY18, the Authority's sales and marketing program includes three distinct facets: i) long-term booking of citywide shows by the Authority's marketing contractor, Destination DC (DDC), ii) short-term bookings (zero-to-24 month window) performed by the Convention Center sales department, and iii) selling both venue space and sponsorship opportunities for the Sports and Entertainment Division's properties.

Included in this focus area are:

- Finalize negotiations and execute a new multi-year marketing contract for DDC and monitor/manage the contract, inclusive of development of goals and objectives, as well as additional funding.
- Require DDC to make quarterly presentations regarding the results of their achievements compared to their Sales and Marketing plan and the needs of the Authority to the Operations Committee.



- Monitor marketing contracts with partner organizations to include: DC Chamber of Commerce, Greater Washington Hispanic Chamber of Commerce, Restaurant Association Metropolitan Washington, National Cherry Blossom Festival, Cultural Tourism DC and DC JazzFest. Require each to report to the appropriate Committee quarterly on contract performance and deliverables. Conduct written evaluations of their performance relative to their deliverables as articulated in their agreements on a quarterly basis.
- Implement and execute additional partnership, sponsorship or marketing agreements with entities that promote tourism, sports, entertainment and leisure travel as appropriate to align each agreement with the Authority's mission and goals.
- Engage in meetings with marketing partners to align their goals, using our resources strategically, with our goals for Events DC.
- In collaboration with selected website vendor, develop conceptual plan and launch new Events DC website.
- Meet the sales goals included in each Division's annual business plan, reporting monthly progress via financial reports to the Board of Directors.

#### **Results:**

- In FY19 Destination DC presented all four of their quarterly reports to the Operations Committee; Each report contained in-depth reviews of quarterly activities and progress in Convention Sales, Convention Services, Tourism Sales and Visitor Services, and Marketing and Communications.
- The Authority successfully negotiated and executed a new five-year agreement with DDC. The base term of the agreement runs through September 30, 2023 with five one-year option renewals. As part of the agreement, DDC revised its five-year strategic sales and marketing plan (the Five-Year Plan). The Five-Year Plan aligns with new hotel and retail development, sports and entertainment initiatives, and other significant changes that affect the marketing of the District generally and the Authority's venues specifically. The Five-Year Plan was developed to include specific goals for sales, marketing and promotions, sports event marketing, international convention sales, as well as domestic and international communications.
- Staff also continues to work with DDC to develop other goals and initiatives that will potentially require additional funding to DDC. Specifically, one of the initiatives includes a proposed International Airline Incentive (IAI) partnership established among DDC, the Authority, the Office of the Deputy Mayor for Planning and Economic Development (DMPED) and the Metropolitan Washington Airports Authority (MWAA). The goal of the IAI is to produce a tourism marketing opportunity fund that supports the establishment of new, non-stop air service to the region's top feeder international markets such as China and India, specifically the cities of Mumbai, Shanghai and Guangzhou. Other



countries will also be considered as part of this effort. Other Destination DC-related initiatives under consideration include potential funding for additional international advertising and sponsorship opportunities for the Washington DC as an international destination.

- Authority staff managed five additional year-long partnerships in FY19, including the DC Chamber of Commerce, Greater Washington Hispanic Chamber of Commerce, Restaurant Association of Metropolitan Washington, National Cherry Blossom Festival and Cultural Tourism. Each organization met regularly with our team and presented full quarterly reports to the Board’s Operations Committee; each of the groups also gave presentations to the full Board of Directors during the year. Each organization successfully delivered all required deliverables, receiving written evaluations from Authority staff that resulted in year-end written evaluation scores between “Satisfactory” and “Superior.”
- The Authority, through the Sports and Entertainment Division, also managed a sponsorship investment portfolio of diverse citywide sporting, entertainment, and cultural events that drove over \$65 million of economic impact to the District. These diverse events provide unique experiences for thousands of regional, national, and international visitors and DC residents alike and help elevate and promote DC as an exciting and vibrant destination. These sponsored events were instrumental in achieving the Authority’s objectives beyond its own core operations. Key events or organizations the Authority supported in FY19 included:
  - Washington Kastles
  - Citi Open
  - Washington International Horse Show
  - DC Bike Ride
  - Rock ‘n Roll Marathon
  - DC Jazz Fest
  - By The People Festival
  - Step Afrika
  - Kingman Island Bluegrass Festival
  - Title IX Basketball Tournament & Conference
  - Capitol Hill Classic 10k
  - Funk Parade

Supporting the entire organization, the Communications and Marketing Division in FY19 worked to enhance the profile of the Events DC brand to attract meeting planners and events producers to Authority venues. The department successfully implemented several key programs for the Authority and supported several major initiatives inclusive of:



- Grand Opening of the new Entertainment and Sports Arena in Congress Heights;
- Grand Opening of Apple Store at Carnegie Library;
- Launch of Streetscape project at the Walter E. Washington Convention Center;
- Ongoing marketing efforts to support RFK Campus redevelopment plans;
  - Opened the first redeveloped element on the Campus – the 27-acre multi-purpose recreational fields (June 2019);
  - Announced the demolition plans for RFK Stadium; and
- On-going support and activations for the Authority’s eSports initiatives, inclusive of activations at SXSW and London Games, an eSports pop-up bar and the support of the newest professional eSports teams in DC, the Washington Justice and District Gaming.
- Additional efforts to increase brand awareness and support the Authority’s operations, included the launch and development a new website. In July 2019, The Authority awarded a contract to Fuseideas for website design and development services. Fuseideas is a full-service agency with over a decade of experience in destination and convention website development, design and maintenance capabilities. The new site will include the Authority’s new venues, partners and programming, add augmented and virtual-reality components, hi-resolution video and social media streaming capabilities, as well as provide a seamless user experience and many more added-features and upgrades. Anticipated completion date for the new website is fall 2020.

### **FY19 Performance Standard: Revenue and Expense Management**

Each of the first three performance measures – Operational Effectiveness, Customer Service, Sales and Marketing– strengthens the Authority’s overall financial position, which in turn drives our third key performance measure, Revenue and Expense Management. For FY19, the Authority’s Financial Management Department ensured the Authority remained fiscally sound and financially stable.

Included in this focus area are the following:

- Convention and Meetings Division: For FY19, the Board approved a budget of \$23.30 million in revenue, \$59.88 million in expenses and a deficit of \$36.58 million for the Division; Assure no increase of the \$36.58 million deficit for FY18.
- Sports and Entertainment Division: For FY19, Board approved a budget of \$8.16 million in revenue, \$17.63 million in expenses and a deficit of \$9.47 million for the Division. Assure no increase of the \$9.47 million deficit for FY19.



**Results:**

For the Convention and Meetings Division:

- Operating revenues were \$23.9 million against a *revised* budget of \$23.4 million.
- Operating expenses were \$48.8 million against a *revised* budget of \$59.6 million.
- The actual FY19 operating deficit was \$24.8 million against a *revised* budget of \$36.3 million

For the Sports and Entertainment Division:

- Operating revenues were \$4.7 million against a *revised* budget of \$7 million.
- Operating expenses were \$14.1 million against a *revised* budget of \$16.7 million.
- The actual FY19 operating deficit was \$9.4million against a *revised* budget of \$9.7 million.



### **FY19 Performance Standard: Strategic Initiatives**

The Authority's Strategic Initiatives is a portfolio of short- and medium-term projects approved and funded by the Board of Directors. This set of initiatives provide business development opportunities, which position the organization for future success and growth.

Included in this focus area are the following:

- Development initiatives:
  - Launch of Streetscape Project at the Convention Center
  - Executive Office and Conference Room Refresh
  - Convention Center Lobby Refresh
  - Nationals Park First Street Retail Project
  - Carnegie Library Redevelopment
  - RFK Campus Multi-purpose Fields
  - Entertainment and Sports Arena Project Close Out
- Technology Initiatives:
  - Virtual Reality
  - Administrative Operations Systems
  - Wayfinding
  - Food & Beverage Mobile Ordering
- Esports Initiatives:
  - Renew current sponsorship agreements
  - Produce creative activations with sponsorship partners
  - Own and produce an esports festival
  - Host esports events

### **Results:**

#### **Development Initiatives**

- Streetscape: Staff completed the regulatory and community outreach efforts as well as the entitlement process with federal and local regulatory agencies. Phase I of completion slated for Summer of 2020. Substantial completion of entire project expected in 2021.
- Executive Office & Conference Room Refresh: Staff completed the renovation of the Dr. Charlene Drew Jarvis Board Room, Executive Offices, East Mezzanine areas and offices and board room located in the West Mezzanine Executive area.
- Lobby Refresh: Staff completed the redesign and refresh of the lobby areas and furniture inside the Convention Center.



- **Nationals Park First Street Retail Project:** In February 2019, the Board authorized the Authority to enter into a Development Agreement with the Washington Nationals Stadium LLC to fund a portion of a proposed new street-level entertainment project at Nationals Park. The Agreement fulfills the 2008 Memorandum of Understanding with the Zoning Administrator. The CEO successfully negotiated the terms of the Agreement with the Washington Nationals. Subsequently, the Authority submitted the Agreement to the Council of the District of Columbia in September 2019 and received approval.
- **Carnegie Library:** The Authority supported the Apple Team with the successful opening of the Apple Global Flagship Store at the Historic Carnegie Library in May 2019.
- **Fields at RFK:** The multi-purpose fields were the first completed element of the short-term redevelopment for the RFK Campus Redevelopment project. The Fields at RFK opened in June 2019 with a grand opening and community celebration.
- **Entertainment and Sports Arena Project Closeout:** The Arena project was closed out the end of FY19.

### **Technology Initiatives**

- **Virtual Reality:** In FY19 staff captured content to develop the virtual reality (VR) platform. The VR platform is used as a sales tool to showcase the Authority's venues and highlight/realize future projects under development. The tool is linked to the Authority's website and social media channels to heighten reach and viewing capabilities.
- **Administrative Operations Systems:** Staff reviewed the existing financial management, human resources and procurement operating systems and determined the systems were outdated and required an upgrade. The project is currently underway.
- **Wayfinding:** In February 2019, a wayfinding kiosk/Alexa was installed in the Grand Lobby of the Walter E. Washington Convention Center. Remaining units will be installed in FY20.
- **Food and Beverage Mobile Ordering:** Aramark, the Authority's exclusive food and beverage contractor was onboarded in FY19. Aramark completed the food and beverage retail plan, to include mobile ordering, which will be implemented in FY20.

### **Esports Initiatives**

- **Renew current sponsorship agreements:** The Authority renewed its existing agreements with Monumental Sports for NBA2K; NRG; and the Authority entered into a new agreement with Washington E-Sports Ventures for the Washington Justice Overwatch team in FY19.
- **Create activations:** The Authority created and or participated in several activations throughout FY19, to include: London Games Festival, SXSW, and an esports pop-up bar in Washington, DC.



- Own and produce and esports festival: In partnership with NRG, the Authority developed a College Smash Tour in FY19 with the University of California, Berkeley and New York University.
- Host esports events: In FY19, the Authority hosted the Red Bull Conquest Championship and successfully secured two of the Washington Justice Overwatch Homestands to be played at the Entertainment and Sports Arena in Spring of 2020.

For FY20, the Authority has developed, and the Board has approved, the following performance standards:

1. Operational Effectiveness
2. Customer Service
3. Sales and Marketing
4. Revenue and Expense Management
5. Strategic Initiatives
  - a. Capital Projects
  - b. Technology Initiatives

**(b) What KPIs have been dropped (or changed) since 2018? List each specifically and explain why it was dropped or changed.**

None.



**Question 39**

What are your top five priorities for the agency? Please provide a detailed explanation for how the agency expects to achieve or work toward these priorities in fiscal years 2019 and 2020.

Again: in providing the above information, do not use attachments unless specifically requested. Thank you for your attention to this matter.

**RESPONSE:**

Consistent with the detailed business plans for each of the lines of business or divisions, the Authority strives to fulfill its mission to drive economic and community benefits for the District through hosting, promoting or producing events at its venues and throughout Washington, D.C. While each business plan is developed specific to a line of business such as our Convention & Meetings Division or Sports & Entertainment Division, our efforts can generally be categorized into the following objectives:

- 1) Leverage our assets to attract, host or produce compelling event programming that drive visitors to Washington as a destination. This is not only done through a concerted and coordinated sales approach (both Authority staff and Destination DC staff) but also through proactive marketing efforts to showcase our venues and Washington, D.C. as an attractive destination. Both the Authority and Destination DC developed annual and multi-year Sales and Marketing plans to articulate our approach. It is critical that we invest in marketing Washington, D.C. as a destination. Our competition is global— for tourism, group business and sports & entertainment.
- 2) Continue to perform and enhance our venue management operations – this capability is critical to meet or exceed the expectations of our customers, and additionally, essential to our efforts to retain and attract new business. Within our business plan for the divisions, we address our approach to both event and facility operations.
- 3) Maintain our infrastructure and assets. With the leadership of the District’s Chief Financial Officer, Jeff DeWitt, the Board has approved a financial plan that ensures we properly maintain our assets. As stewards on behalf of the District, we recognize that some of our venues like the convention center and Nationals Ballpark, represent significant investments and serve as economic engines for the city. Our capital plan prioritizes that our capital investment first ensures that these venues are properly maintained and do not fall into disrepair. We conduct third party assessments to provide schedules and forecasts of when investments will likely occur over the useful life of our largest assets. Further, we then budget and plan for the estimated costs of these projects as part of our plan.
- 4) Invest in strategic initiatives that will enhance our offerings as a convention and meetings and sports and entertainment destination. While these initiatives are



prioritized after the maintenance of our existing assets, it is critical that we continue to propel our business and not become stagnate. In each of our lines of business, we are competing with global destinations to attract events and visitors to our city as a tourism destination.

- 5) Drive benefits and opportunities for the communities we serve and/or touch. We recognize that our venues have a very large presence in several communities within our city. We engage the community through three strategic pillars:
  - a. Proactive messaging (newsletters, meetings, outreach)
  - b. Community events and programming
  - c. Community Grant Program