

Name	Seat Type	District Resident/Ward	Member of Executive Committee
Amy Austin	At-Large (Cultural)	Yes, Ward 1	x
Barbara Richardson	Institutional (WMATA)	Yes, Ward 4	x
Carmen Pigler	Ex-Officio (CFO)	Yes, Ward 6	Yes
Charles Hill	Industry (Hotel)	No	Yes
Chryssa Westerlund	Institutional (MWAA)	No	Yes
Clarence Anthony	At-Large (Convention)	Yes, Ward 5	x
Danita Johnson	At-Large (Sports)		x
Donna Westmoreland	Third-Party Appointment	No	x
Elliott Ferguson	Ex-Officio (DDC)	Yes, Ward 6	Yes
Evan Koppel	Institutional (United)	No	x
Gail Smith-Howard	Industry (Hotel)	No	x
Gregory Casten	Industry (Restaurant)	Yes, Ward 6	Yes
Greg O'Dell	Ex-Officio (Events DC)	Yes, Ward 6	Yes
Harry Hardy	At-Large (Sports)	Yes, Ward 6	x
James MacGregor	At-Large (Media)	No	x
Jerome L. Davis	Institutional (MWAA)	No	Yes
Jessica Wasserman	Third-Party Appointment	Yes, Ward 3	x
John P. Drew	At-Large Convention	No	x
Julissa Marengo	At-Large (Cultural)	No	Yes
Kathy E. Hollinger	Ex-Officio (RAMW)	Yes, Ward 3	x
Kenyattah Robinson	Institutional (BID)	Yes, Ward 3	x
Laura Schofield	Industry (Hotel)	No	Yes
Mark Roche-Garland	Industry (Hotel)	Yes, Ward 3	Yes
Matt Felix	Industry (Hotel)	Yes, Ward 6	Yes
Meade Atkeson	Industry (Hotel)	No	x
Michael Akin	At-Large	Yes, Ward 4	Yes
Michael Anderson	Industry (Hotel)	No	x
Nance Koide	Industry (Restaurant)	Yes, Ward 2	Yes
Nizam Ali	Industry (Restaurant)	Yes, Ward 3	Yes

Third-Party			
	Appointment		
Paul J. Cohn		Yes, Ward 2	x
Ron Bracco	At-Large (Business)	Yes, Ward 2	Yes
	Ex-Officio (Cultural		
Solomon Keene	Tourism)	Yes, Ward 5	x
Stacy E. Smith	Industry (Hotel)	No	Yes
Stephen Fedorchak	Industry (Restaurant)	No	Yes
	Ex-Officio (Cultural		
Steve Shulman	Toursim)	Yes, Ward 6	x

Term Start Date	Term Expiration Date (After 3 terms)	Replaced	Attendance Record FY21/FY22 (7 meetings; 2 yet to occur, Dec'20 - May'22)
2016	2025		100% (5/5)
2010	N/A		80% (4/5)
2020	N/A		80% (4/5)
2018	2027		100% (5/5)
2021	2024	2021 (Took over for Jerome L. Davis)	100% (2/2)
2017	2026		80% (4/5)
2022	2031	2022 (Took over for Harry Hardy)	0% (0/0)
2022	2031		0% (0/0)
2009	N/A		100% (5/5)
			40% (2/5)
2015	2026		80% (4/5)
2013	2022		80% (4/5)
2009	N/A		80% (4/5)
2019	2028		100% (3/3)
2016	2025		100% (5/5)
2016	N/A		33% (1/3)
2015	2024		100% (5/5)
2013	2022		60% (3/5)
2019	2028		100% (5/5)
2012	N/A		80% (5/5)
2019	N/A		80% (4/5)
2019	2028		60% (3/5)
2019	2028		100% (5/5)
2018	2027		100% (5/5)
2016	2025		100% (5/5)
2013	2022		80% (4/5)
2019	2027		100% (5/5)
2017	2026		100% (5/5)
N/A	N/A		100% (5/5)

2002	N/A	20%	(1/5)
2016	2025	100%	(5/5)
2011	N/A	80%	(4/5)
2018	2027	100%	(5/5)
2019	2028	40%	(2/5)
2013	N/A	100%	(5/5)

Q8: What, if any, are the consequences for board and/or executive members who do not attend their respective meetings or have an overall poor attendance record?

Per section 4.8 in bylaws: "Any board member who is absent from more than fifty percent (50%) of the board meetings during any year shall be deemed to have submitted his or her resignation to the Chairperson. Except for good cause shown or other extenuating circumstances, such resignation shall be accepted."

DDC Contract entered in FY2021 and YTD 2022

Vendor Name	Type of Service	Date Signed	Amount	Length of term
CRUSA	Capitol Region Marketing	Jul-21	\$300,000/year	12 Months
Senoda	Printing/Procurement	Jul-21	\$90,000/year	Ongoing
SimpleView	CRM	May-20	\$104,348/year	36 Months
January Third (J3)	Creative Service	Jan-21	\$400,000/year	One time
Miles	Online/Printed Ad	May-21	\$36,000/year	12 months
MMGY	Mkt/Promotion agency	May-21	\$2,500,000/year	One time

CBE	DC Based	Staff responsible	Bid?	Status
N	N	Theresa Belpulsi	N	Renewal
Y	Y	Theresa Belpulsi	N	Renewal
N	N	John Kim	N	Renewal
N	Y	Alex Gnafkis	Y	One-time
N	N	Robin McClain	N	Renewal
N	N	Robin McClain	N	One-time

FY2021 Board meetings

Board of Directors Meeting Date/Topic	Time	Location
Approval)	10:00am	Zoom
March 25th 2021 (Audit Approval)	10:00am	Zoom
May 20th 2021	10:00am	Zoom
September 28th 2021 (FY22 Budget Approval)	10:00am	Planet Word Museum (925 13th St NW, Washington, DC 20005)

FY2022 Board meetings

Board of Directors Meeting Date/Topic	Time	Location
December 16th 2021 (FY22 Goals Approval & ROI Study Presentation)	10:00am	Ronald Reagan Building & International Trade Center ~ 1300 Pennsylvania NW, Washington, DC 20004
March 17th 2022 (Audit Approval)	10:00am	TBD (In-person location)
May 26th 2022	10:00am	TBD (In-person location)
September TBD 2022 (FY23 Budget Approval)	10:00am	TBD (In-person location)

Destination DC Members

884 member accounts as of January 24, 2022

666 are DC based businesses, including the monuments, memorials and federal museums.

Account Name	Physical State
10 Thomas Restaurant	DC
aRes Travel, Inc.	CA
Convention Management Resources (CMR), Inc.	CA
SEAT Planners	CA
1400 North	DC
1789 Restaurant	DC
9:30 Club	DC
a.lounge	DC
AAA Mid Atlantic	DC
Abe's Transportation	DC
AC Hotel by Marriott Washington DC Downtown	DC
AC Hotel Washington DC Capitol Hill Navy Yard	DC
AC Hotel Washington, DC Convention Center	DC
Academic Travel Abroad	DC
Adams Morgan Partnership BID	DC
Adventure DC Tricycle Tours	DC
African American Civil War Memorial	DC
Agora	DC
AKA White House	DC
Alhambra	DC
Allegory @ Eaton Hotel	DC
All-Purpose Pizzeria	DC
All-Purpose Pizzeria Capitol Riverfront	DC
Ally Charter Bus Washington DC	DC
Ambar	DC
American Guest House	DC
American University – University Conference and Guest Services	DC
Ana Isabel Photography	DC
Anacostia Community Museum	DC
Anacostia Riverkeeper	DC
Anderson House–The American Revolution Institute of the Society of th	DC
Annabelle	DC
ARC THE.HOTEL	DC
Arena Stage at the Mead Center for American Theater	DC
Argentta Spa	DC
Argus Events + Experiences	DC
Art and Soul	DC
ARTECHOUSE	DC
Article One–American Grill & Lounge	DC
Astro Beer Hall	DC
Atlas Performing Arts Center	DC
Atrium Cafe at the National Museum of Natural History	DC
Audi Field	DC
Avenue Cafe	DC
Avenue Grill	DC
Baked by Yael	DC
Ballou HS Academy of Hospitality & Tourism	DC
Basilica of the National Shrine of the Immaculate Conception	DC
Battle's Transportation	DC
Beacon Hotel and Corporate Quarters	DC
Benjamin Bar & Lounge	DC

Ben's Chili Bowl	DC
Ben's Next Door	DC
Bier Baron Tavern Comedy Loft	DC
Big Whig Media	DC
Birch & Barley/ChurchKey	DC
Bistro 525	DC
Black History National Recreation Trail	DC
BLT Prime by David Burke	DC
BLT Steak	DC
Blue Duck Tavern	DC
Blue Fern Travel	DC
Bluejacket	DC
Boating in DC	DC
Bobby Van's Grill	DC
Booking.com (USA Inc.)	DC
Boqueria	DC
BOURBON STEAK	DC
Brasserie Liberté	DC
British Embassy	DC
Buca di Beppo	DC
Cabinet	DC
Cafe Lombardy	DC
Cafe Riggs	DC
Cake-wich Craft Bake Shop	DC
Calico	DC
Cambria Hotel Washington, D.C. Capitol Riverfront	DC
Cambria Suites Washington, DC Convention Center	DC
Canopy Embassy Row	DC
Canopy Washington DC The Wharf	DC
Capital Area Gay and Lesbian Chamber of Commerce	DC
Capital Hilton	DC
Capital Turnaround	DC
Capitol Bistro	DC
Capitol Entertainment Services, Inc.	DC
Capitol Hill Association of Merchants & Professionals (CHAMPS)	DC
Capitol Hill Hotel	DC
Capitol Riverfront Business Improvement District	DC
Carmine's	DC
Castle Cafe	DC
Cathedral Choral Society	DC
Cathedral of St. Matthew the Apostle	DC
Central Michel Richard	DC
Centrolina	DC
Certo!	DC
Charlie Palmer Steak	DC
Chartwell Grill Restaurant	DC
Chattabot	DC
Chef Geoff's West End	DC
Cherry	DC
China Chilcano	DC
Chinese American Museum	DC
Chris Ferenzi Photography	DC
Church Hall	DC
Circle Bistro	DC
Citi Open/Washington Tennis & Education Foundation	DC
citizenM Washington DC Capitol	DC

City Club of Washington	DC
City Cruises	DC
City Segway Tours of Washington, DC	DC
City Tap House Dupont	DC
City Tap House Penn Quarter	DC
City Winery	DC
CityCenterDC	DC
CitySwing	DC
Clara Barton Missing Soldiers Office Museum	DC
Click2Match.work	DC
Cloakroom	DC
Clyde's of Gallery Place	DC
Clyde's of Georgetown	DC
Coast 2 Coast Travel Inc.	DC
Colada Shop	DC
Comedy Walks DC	DC
Comfort Inn Convention Center—Downtown DC	DC
Conrad Washington, DC	DC
Convene at 600 14th Street NW	DC
Convention Floral	DC
Courtyard by Marriott Capitol Hill/Navy Yard	DC
Courtyard by Marriott Washington DC Dupont Circle	DC
Courtyard by Marriott Washington, DC—U.S. Capitol	DC
Courtyard Cafe at the Smithsonian American Art Museum & National P	DC
Courtyard Washington Downtown Convention Center	DC
Cranes Spanish Kaiseki	DC
Credit Union House	DC
Cuba Libre Restaurant & Rum Bar	DC
Cultural Office, Embassy of the People's Republic of China	DC
Cultural Tourism DC	DC
CultureCapital	DC
Cure Bar & Bistro	DC
D.C. Department of Small and Local Business Development	DC
Dacha Beer Garden	DC
Daily Grill	DC
DAR Constitution Hall	DC
DAR Museum	DC
David Luria Photography	DC
Days Inn by Wyndham Washington DC/Connecticut Avenue	DC
DBGB Kitchen & Bar	DC
DC Armory	DC
DC Black Pride	DC
DC Brau Brewing Company	DC
DC Chamber of Commerce	DC
DC Circulator	DC
DC Cycling Concierge	DC
DC Ghosts	DC
DC History Center	DC
DC Improv Comedy Club & Restaurant	DC
DC Insider Tours	DC
DC Nation Tours	DC
DC Parks and Recreation	DC
DC PHOTO BOOKS	DC
DC Water	DC
Decatur House on Lafayette Square	DC
Del Frisco's Double Eagle Steakhouse	DC

Del Mar de Fabio Trabocchi	DC
Destinations International	DC
Dirty Habit	DC
Discovery Theater	DC
District Architecture Center	DC
District Department of Transportation	DC
District of Columbia/DMV	DC
District Winery	DC
dLeña	DC
Dock 5 at Union Market	DC
Dockmaster Building/District Pier	DC
Dovetail	DC
Downtown DC Business Improvement District	DC
Downtown Holiday Market	DC
Doyle	DC
Dubliner Pub	DC
Dulles International and Reagan National Airports Shopping and Dining	DC
Dumbarton House	DC
Dupont Circle Business Improvement District	DC
Dwight D. Eisenhower Memorial	DC
East Potomac Golf Links	DC
Eaton Washington DC	DC
EDGAR Bar + Kitchen	DC
EF Explore America	DC
El Centro D.F.–Georgetown	DC
Elizabeth's Gone Raw	DC
Emancipation Memorial	DC
Embark DC Boat Tours	DC
Embassy of Austria	DC
Embassy of Brazil	DC
Embassy of Costa Rica	DC
Embassy of Guatemala	DC
Embassy of Hungary Washington, DC	DC
Embassy of Uruguay	DC
Embassy Suites Washington, DC-Convention Center	DC
Enterprise Holdings	DC
Entertainment and Sports Arena	DC
Espita Mezcaleria	DC
Estuary	DC
Expedia	DC
Fairfield Inn & Suites by Marriott Washington, DC/Downtown	DC
Fairmont Washington, DC, Georgetown	DC
Farmers & Distillers	DC
Farmers Fishers Bakers	DC
Fava Pot	DC
FDR Memorial	DC
Federal Bureau of Investigation	DC
Federal City Council	DC
Fiat Luxe Tours	DC
Fifteen Squares Restaurant	DC
Fig & Olive	DC
Filomena Ristorante	DC
Finn & Porter Restaurant	DC
Fiola Mare	DC
Fiola Ristorante & Bar	DC
Firefly	DC

Five Iron Golf	DC
Fogo de Chao	DC
Folger Shakespeare Library	DC
Ford's Theatre	DC
Founding Farmers	DC
Four Seasons Hotel, Washington D.C.	DC
Franciscan Monastery of the Holy Land in America	DC
Fred & Stilla	DC
Frederick Douglass National Historic Site	DC
Freedom Forum	DC
Freer Gallery of Art and Arthur M. Sackler Gallery	DC
Friends Meeting of Washington	DC
Gateway DC	DC
GATSBY	DC
Generator Washington, DC	DC
Georgetown Business Improvement District	DC
Georgetown Inn	DC
Georgetown University Hotel and Conference Center	DC
Georgia Brown's Fine Southern Cuisine	DC
German–American Heritage Museum	DC
Gerrard Street Kitchen	DC
Ghost City Tours	DC
goDCgo	DC
Goethe-Institut Washington	DC
GOGO Charters Washington DC	DC
GoGo Symphony	DC
Golden Triangle Business Improvement District	DC
Grand Cuisine	DC
Grand Hyatt Washington	DC
Gravitas	DC
Greater Washington Board of Trade	DC
Group Tour Company	DC
Guide Service of Washington	DC
Guild of Professional Tour Guides of Washington, DC	DC
Halcyon	DC
Hamilton Hotel Washington DC	DC
Hampton Inn & Suites Washington DC Navy Yard	DC
Hampton Inn DC Convention Center	DC
Hard Rock Cafe	DC
Hello! Washington, D.C.	DC
Henley Park Hotel	DC
Heroic Headshots	DC
Heurich House Museum	DC
High Velocity	DC
HighRoad Hostel & Suites	DC
Hill Center at the Old Naval Hospital	DC
Hillwood Estate, Museum & Gardens	DC
Hilton Garden Inn Washington DC—Georgetown Area	DC
Hilton Garden Inn Washington, DC—Downtown	DC
Hilton Garden Inn Washington, DC—U.S. Capitol	DC
Hilton Washington DC Capitol Hill	DC
Hilton Washington DC National Mall The Wharf	DC
Hirshhorn Museum & Sculpture Garden	DC
Historic America	DC
Historic Dupont Circle Main Streets	DC
Holiday Inn Express Washington, DC Downtown	DC

Holiday Inn Washington Capitol – National Mall	DC
Holiday Inn Washington, DC—Central/White House	DC
Holistically Original, LLC	DC
Homewood Suites by Hilton Washington DC Capitol—Navy Yard	DC
Homewood Suites Washington DC Convention Center	DC
Hook Hall	DC
Hosts DC, a Host Global Member	DC
Hotel Association of Washington, D.C.	DC
Hotel Harrington	DC
Hotel Hive	DC
Hotel Lombardy	DC
Hotel Madera	DC
Hotel Washington	DC
Hotel Zena	DC
Howard Theatre	DC
Howl at the Moon	DC
Humdinger Productions	DC
Hyatt House Washington, D.C./The Wharf	DC
Hyatt Place Washington DC/Georgetown/West End	DC
Hyatt Place Washington DC/National Mall	DC
Hyatt Place Washington DC/US Capitol	DC
Hyatt Place Washington DC/White House	DC
Hyatt Regency Washington On Capitol Hill	DC
Ice Cream Jubilee	DC
iconsDC	DC
Il Piatto	DC
Imagine Photography	DC
IMPACT Collective	DC
InHouse Physicians	DC
InterContinental Washington D.C.—The Wharf	DC
International Spy Museum	DC
Ivy City Smokehouse	DC
Jaleo	DC
Jardenea	DC
Jason Dixson Photography	DC
JayElleCee & Company LLC	DC
Jefferson Memorial	DC
Jo Malone London	DC
Joe's Seafood, Prime Steak and Stone Crab	DC
John F. Kennedy Center for the Performing Arts	DC
Juniper	DC
JW Marriott Washington, DC	DC
Kaiser Permanente Center for Total Health	DC
Karma Modern Indian	DC
Kellogg Conference Hotel at Gallaudet University	DC
Kenilworth Aquatic Gardens	DC
Kimpton George Hotel	DC
Kimpton Hotel Monaco Washington DC	DC
Kingbird	DC
Kinship	DC
Korean War Veterans Memorial	DC
Kraken Axes DC	DC
Kramers	DC
La Vie	DC
Lady Madison	DC
Lafayette Square	DC

Langston Golf Course	DC
Lapis	DC
Le Pain Quotidien, 17th Street	DC
Le Pain Quotidien, Dupont Circle	DC
Le Pain Quotidien, Penn Quarter	DC
LeadingDC	DC
L'Enfant Bar and Grill	DC
L'Enfant Plaza	DC
Library of Congress	DC
Lincoln Memorial	DC
Lincoln Park	DC
Lincoln Theatre	DC
Linda Roth Associates	DC
Linder	DC
Link Strategic Partners	DC
Lobby	DC
Long View Gallery	DC
Love DC	DC
Lutèce	DC
LUXbnb	DC
Lyle Hotel	DC
Maggiano's Little Italy	DC
Mandarin Oriental, Washington, D.C.	DC
Mangia DC Food Tours	DC
Marcel's by Robert Wiedmaier	DC
MarketSW	DC
Marriott Marquis Washington, DC	DC
Martin Luther King, Jr. Memorial	DC
Martin Luther King, Jr. Memorial Library	DC
Mary McLeod Bethune Statue Lincoln Park	DC
Masseria	DC
Mastro's Steakhouse	DC
matchbox Penn Quarter	DC
Mayor's Office of Nightlife and Culture	DC
McCormick & Schmick's Seafood	DC
MDB Communications	DC
Melrose Georgetown Hotel	DC
Mentalist and Magician Brian Curry: The Good Liar	DC
Mer Events	DC
Mercy Me	DC
Métier	DC
Mexican Cultural Institute	DC
Mi Vida	DC
Mitsitam Native Foods Cafe	DC
miXX Lounge	DC
Monumental Affairs	DC
Monuments by Moonlight Night Tour	DC
Moon Rabbit	DC
Morrison-Clark Inn	DC
Morrison-Clark Inn Restaurant	DC
Morton's The Steakhouse—Downtown DC	DC
Motto by Hilton Washington DC City Center	DC
Mount Vernon Triangle Community Improvement District	DC
Moxy Washington, DC Downtown	DC
Museum of the Bible	DC
MXDC Cocina Mexicana	DC

National Air and Space Museum	DC
National Air and Space Museum Special Events Department	DC
National Archives Museum	DC
National Building Museum	DC
National Charter Bus Washington DC	DC
National Children's Museum	DC
National Gallery of Art	DC
National Geographic Museum	DC
National Guard Memorial Museum	DC
National Law Enforcement Museum	DC
National Law Enforcement Officers Memorial	DC
National Mall	DC
National Museum of African American History and Culture	DC
National Museum of African Art	DC
National Museum of American Diplomacy	DC
National Museum of American History	DC
National Museum of Natural History	DC
National Museum of the American Indian	DC
National Museum of Women in the Arts	DC
National Park Service National Capital Region	DC
National Portrait Gallery	DC
National Portrait Gallery Special Events Department	DC
National Postal Museum	DC
National Press Club	DC
National World War II Memorial	DC
Need to See DC, LLC	DC
Nick's Riverside Grill	DC
Nicoletta Italian Kitchen & Brew'd Coffee Bar	DC
Nobu DC	DC
NoMa BID	DC
North Gate Grill	DC
North Italia	DC
Notti 824	DC
Oakwood Suites & Studios Dupont Circle	DC
Occasions Caterers	DC
Ocean Prime	DC
Off The Record	DC
Office of Cable Television, Film, Music and Entertainment	DC
Officina	DC
O-Ku DC	DC
Old Ebbitt Grill	DC
Old Europe Restaurant	DC
Old Korean Legation Museum in Washington D.C.	DC
Old Stone House	DC
Old Town Trolley Tours	DC
Omni Shoreham Hotel	DC
One Washington Circle Hotel	DC
Opaline	DC
Osteria Morini	DC
Ottoman Taverna	DC
Oyamel	DC
Paraíso	DC
Park Hyatt Washington, DC	DC
Paul Stuart	DC
Pearl Street Warehouse	DC
Pelonkey	DC

Penn Social	DC
Pennsylvania Quarter Neighborhood Association	DC
Phoenix Park Hotel	DC
Pinstripes	DC
Pirate Ventures	DC
Pisco y Nazca Ceviche Gastrobar	DC
Planet Word Museum	DC
playDCgolf	DC
Potbelly Sandwich Shop	DC
Potomac Paddle Club	DC
Potomac Park	DC
Potomac View Terrace at the American Pharmacists Association	DC
PRA–Washington, D.C.	DC
Present Company Public House	DC
President Lincoln's Cottage	DC
Presidential Limousine	DC
President's Sports Bar	DC
Quadrant Bar & Lounge	DC
Quill	DC
Rare Steakhouse	DC
RASA Mount Vernon	DC
Red Bear Brewing Co.	DC
Renaissance Washington, DC Downtown Hotel	DC
Rendezvous	DC
Renwick Gallery of the Smithsonian American Art Museum	DC
Residence Inn by Marriott—Dupont Circle	DC
Residence Inn Capitol by Marriott	DC
Residence Inn Capitol Hill/Navy Yard	DC
Residence Inn Washington Downtown Convention Center	DC
Restaurant Association Metropolitan Washington	DC
RFK Memorial Stadium	DC
Riggs Washington DC	DC
Right Proper Brewing Company	DC
Right Proper Brewing Company–Brookland Production House	DC
Robert Mac: Comedian/MC	DC
Robert's Restaurant at the Omni Shoreham	DC
Rock and Roll Marathon	DC
Rock Creek Park	DC
Rock Creek Park Golf	DC
Rock Creek Tennis Center	DC
Rocklands Barbeque & Grilling Co.–Wisconsin Ave.	DC
Ronald Reagan Building and International Trade Center	DC
Ronald Reagan Washington National Airport	DC
Roof Terrace Restaurant & Bar at The Kennedy Center	DC
Rooftop at Riggs	DC
Rorschach Theatre	DC
Rosewood Washington, D.C.	DC
Roti Modern Mediterranean	DC
Royal Sonesta Washington DC Dupont Circle	DC
RPM Italian	DC
Ruth's Chris Steakhouse	DC
Saint John Paul II National Shrine	DC
Saint Yves	DC
Sax Restaurant & Lounge	DC
Scott Circle Events	DC
Seasons Restaurant	DC

Seltzerland	DC
Senoda Printing	DC
Sequoia Restaurant	DC
Sfoglina Pasta House	DC
Shakespeare Theatre Company	DC
Shaw Main Streets	DC
Shear Madness	DC
Shelly's Back Room	DC
Shoreham Spa & Sports Club	DC
Signature Tours	DC
Silver Lyan	DC
Smithsonian American Art Museum	DC
Smithsonian Associates	DC
Smithsonian Castle	DC
Smithsonian Dining	DC
Smithsonian IMAX® and Planetarium	DC
Smithsonian Museum Shops	DC
Smithsonian Office of Visitor Services	DC
Smithsonian's National Zoo	DC
Sofitel Washington, DC Lafayette Square	DC
Southwest BID	DC
Spa by Ivanka Trump	DC
Spain-USA Foundation	DC
Special Events at Union Station	DC
SPIN DC	DC
SPIRE	DC
St. Gregory Hotel	DC
Stars and Stripes Cafe	DC
State Plaza Hotel	DC
Stellina Pizzeria	DC
Step Afrika!	DC
Succotash Prime	DC
Sultan Qaboos Cultural Center	DC
Supra, A Georgian Feast	DC
Supreme Court of the United States	DC
Susan Davis International	DC
Swingers the crazy golf club Dupont Circle	DC
Taberna Del Alabardero	DC
Tend	DC
Texas A&M University The Bush School of Government & Public Service	DC
The American Institute of Architects	DC
The Anthem	DC
The Berliner	DC
The CALPRO Group	DC
The Capital Burger	DC
The Capitol View at 400	DC
The Churchill Hotel near Embassy Row	DC
The Darcy Hotel	DC
The Delegate	DC
The Delegation of the European Union to the United States	DC
The Dupont Circle Hotel	DC
The Escape Game	DC
The Flea Market at Eastern Market	DC
The Garden Cafe	DC
The George Washington University International Institute for Tourism S	DC
The Georgetown House Inn	DC

The Graham Georgetown	DC
The Greenhouse	DC
The Grill	DC
The Hamilton	DC
The Hamilton Live	DC
The Hay-Adams	DC
The Jefferson, Washington, DC	DC
The Lafayette	DC
The LINE DC	DC
The Madison, a Hilton Hotel	DC
The Magic Duel Comedy Show	DC
The Mansion on O & O Street Museum	DC
The Mayflower Hotel, Autograph Collection	DC
The National Theatre	DC
The National WWI Memorial	DC
The Next Whisky Bar	DC
The Oceanaire Seafood Room	DC
The Octagon	DC
The Palm	DC
The Park at 14th	DC
The Pembroke	DC
The Pentagon	DC
The Phillips Collection	DC
The Point DC	DC
The Popal Group	DC
The Red Hen	DC
The Ritz-Carlton, Washington, DC	DC
The River Inn with Modus Hotels	DC
The Rooftop At The Graham	DC
The Rooftop at The Ven	DC
The Sales Liaison	DC
The Spa at Four Seasons	DC
The Spa at Mandarin Oriental	DC
The St. Regis, Washington, DC	DC
The Tavern at Henley Park	DC
The Third Rail	DC
The Ven at Embassy Row, A Tribute Portfolio Hotel	DC
The Visiteur	DC
The Washington Ballet	DC
The Watergate Hotel	DC
The Westin Georgetown, Washington, DC	DC
The Westin Washington, DC City Center	DC
The Wharf	DC
Theatre Washington	DC
Thompson Washington DC	DC
Throw Social and Kick Axe Throwing	DC
TodayTix	DC
Tonic at Quigley's Pharmacy	DC
Tony & Joe's Seafood Place	DC
Top of the Gate	DC
Top of the Hay	DC
TopView Sightseeing	DC
Toro Toro	DC
TourDCwithUS	DC
Travelers Aid	DC
Truluck's Ocean's Finest Seafood & Crab	DC

Trump International Hotel Washington, DC	DC
Trust for the National Mall	DC
Tudor Place Historic House & Garden	DC
U.S. Capitol & Capitol Visitor Center	DC
U.S. Military District of Washington Public Affairs	DC
U.S. Navy Memorial	DC
U.S. Secret Service	DC
Uncle Chip's	DC
Union Market	DC
Union Station	DC
United States Botanic Garden	DC
United States Holocaust Memorial Museum	DC
Unlimited Biking	DC
USA Guided Tours	DC
Vertoe	DC
Via Sophia	DC
Viceroy Washington DC	DC
Vietnam Veterans Memorial	DC
Vietnam Women's Memorial	DC
Vue	DC
Walter E. Washington Convention Center	DC
Warner Theatre	DC
Washington Area Concierge Association	DC
Washington Area New Automobile Dealers Association	DC
Washington Capitals	DC
Washington Hilton	DC
Washington Marriott at Metro Center	DC
Washington Marriott Georgetown	DC
Washington Metropolitan Area Transit Authority	DC
Washington Monument	DC
Washington Mystics	DC
Washington National Cathedral	DC
Washington Plaza Hotel	DC
Washington Wizards	DC
Washington, DC Economic Partnership	DC
Washington, DC Urban Adventures	DC
Washington.org	DC
Washingtonian Media	DC
WashingTours & Events	DC
Well Dunn Catering	DC
Westend Bistro	DC
Whiskey Rebellion Trail	DC
White House	DC
White House Gifts	DC
White House Visitor Center	DC
Wild Days @ Eaton Hotel	DC
Willard InterContinental Washington	DC
William Kendrick Company-PromoSource.com	DC
Wilmot Law Firm, P.C.	DC
Wolfgang Puck Catering	DC
Woodrow Wilson House	DC
Woolly Mammoth Theatre Company	DC
Wunder Garten	DC
Yard House	DC
Yardbird	DC
YOTEL Washington DC, Capitol Hill	DC

Yours Truly DC	DC
Zaytinya	DC
Professionals in the City	FL
Brightspark Travel, Inc.	IL
Creative Impact Group	IL
Jack Nadel International	IL
ParkWhiz	IL
SpotHero	IL
City Brew Tours DC	MA
Hopper	MA
21st Century Expo Group Inc.	MD
Adventure Tours	MD
AFI Silver Theatre and Cultural Center	MD
America Bus Service Inc.	MD
Arata Expositions, Inc.	MD
AVS Metro	MD
Bialek's Music Ltd.	MD
Booth-o-Rama Photoboosts	MD
BWI Thurgood Marshall Airport	MD
C&O Canal National Historical Park	MD
Callaway Transportation	MD
Capital City Events	MD
CES Security Inc.	MD
Cherry Hill Park	MD
Christie's Photographic Solutions	MD
Club Wyndham National Harbor	MD
Comcast Business	MD
Comfort Inn Joint Base Andrews	MD
Corcoran Caterers	MD
Cort Event Furnishings	MD
CPR MultiMedia Solutions	MD
Design Foundry	MD
Drape Kings	MD
Dream Aero	MD
Encore	MD
Event EQ	MD
Extraordinary Entertainment	MD
FedExField	MD
Glenstone	MD
Haymarket Transportation	MD
Heritage Trade Show Services	MD
Herron Printing & Graphics	MD
Howerton+Wooten Events	MD
JDC Events, LLC	MD
Live! Casino & Hotel	MD
Mac Mannes Inc.	MD
Maritz Global Events	MD
Marriott International	MD
Maryland Office of Tourism Development	MD
Medieval Times	MD
Merriweather Post Pavilion	MD
Metropolitan Management	MD
Metropolitan Shuttle	MD
MGM National Harbor, The Casino	MD
MGM National Harbor, the hotel	MD
Moonshot Event Production	MD

National Aquarium	MD
Old Maryland Grill	MD
Pinstripes Bethesda	MD
Plants Alive!, Inc.	MD
Precon Events	MD
Quest Events	MD
Rent-A-Tour	MD
Ridgewells Catering	MD
Six Flags America	MD
Slate Productions, LLC	MD
Stage Right Entertainment, LLC	MD
Strathmore	MD
Syzygy Events International	MD
Tacos, Tortas and Tequila	MD
Tanger Outlets–National Harbor	MD
The Convention Store	MD
The Crew Works	MD
The Fillmore Silver Spring	MD
The Hotel at the University of Maryland	MD
TMS–Transportation Management Services	MD
Toby's Dinner Theatre	MD
Tommy Hilfiger	MD
Topgolf National Harbor	MD
TravelClick, an Amadeus Company	MD
Vera Bradley	MD
Visit Frederick	MD
Visit Howard County	MD
Visit Montgomery	MD
Visit National Harbor	MD
Washington En Français	MD
Washington Football Team	MD
Westfield Montgomery Mall	MD
ZBest Worldwide Transportation	MD
Zuriana's Elegant Occasions, LLC	MD
Audio Visual Production Solutions	MO
MMGY Global	MO
Air General Traveler Service	NH
American Express	NY
Beyond Times Square	NY
Headout	NY
HT Processing, Inc.	NY
NYC & Company	NY
Premier Tourist & Landmark Association	NY
Receptive Tours Group	NY
Team America Receptive Tour Operator	NY
Travelzoo	NY
Vamoose Bus	NY
Destination Gettysburg	PA
Five Star Catering & Event Staff	PA
Marbella Event Furniture & Decor Rental	PA
Premier Event Staff	PA
TRG Meeting Partners	PA
Event Transportation Systems	TX
JSAV	TX
15th & Eads	VA
Academy Bus LLC	VA

Air China Limited	VA
Air Force Memorial	VA
Alexandria the Great Tours	VA
Alphagraphics of Alexandria	VA
Ambar–Clarendon	VA
American Audio-Video	VA
American Executive Transportation	VA
American Society of Travel Agents	VA
Ampa Events	VA
Archer Hotel Tysons	VA
Arlington Convention & Visitors Service	VA
Arlington Court Suites Hotel	VA
Arlington House	VA
Arlington National Cemetery	VA
Arlington National Cemetery Tours	VA
Barkhaus	VA
Busch Gardens Williamsburg/Water Country USA	VA
Capital Bikeshare	VA
Capital Party Rentals	VA
Cinnabar	VA
cityhouse	VA
Connect BBC	VA
Convene at 1201 Wilson Blvd	VA
Corpora Studios	VA
Crowne Plaza Crystal City–Washington, D.C.	VA
CSI DMC Washington, DC	VA
Cvent	VA
David Hathcox Photography	VA
DC Metro Food Tours/4lobe Events	VA
DC Military Tours	VA
DC Trails, Inc.	VA
DEA Museum	VA
Design Cuisine	VA
Doubletree by Hilton Washington, DC—Crystal City	VA
Escape Room Live	VA
Event Contractors Lab	VA
Event Photography of North America Corp. (EPNAC)	VA
Fern Expo, Events & Experiences	VA
Fleet Transportation, LLC	VA
Focus and Fabulous Events	VA
Fredericksburg Regional Tourism Partnership	VA
Freeman	VA
Fresh Kitchen	VA
George Washington's Mount Vernon	VA
Great Falls Park	VA
Highline RxR	VA
Hilton Alexandria Old Town	VA
Hilton Crystal City at Washington Reagan National Airport	VA
Hilton Garden Inn Tysons Corner	VA
Hyatt Centric, Arlington	VA
Hyatt Regency Crystal City at Reagan National Airport	VA
ID America	VA
iPark Simple	VA
Kathleen Bashian: Professional Tour Guide	VA
La Sandia	VA
Lansdowne	VA

Le Meridien Arlington	VA
Lufthansa German Airlines	VA
Luray Caverns	VA
Marine Corps Marathon	VA
Marine Corps Memorial Iwo Jima Statue	VA
Mid-Atlantic Receptive Services	VA
Mount Vernon Trail	VA
National Air and Space Museum Steven F. Udvar-Hazy Center	VA
National Concierge Association	VA
National Inventors Hall of Fame Museum	VA
National Landing Business Improvement District	VA
National Museum of the Marine Corps	VA
National Museum of the United States Army	VA
Ntiva, Inc.	VA
Pentagon Memorial	VA
Potomac Social Tavern	VA
Projection Presentation Technology	VA
Punch Bowl Social - Arlington	VA
Purple Onion Catering Company	VA
Relish	VA
Reston Limousine Service Inc.	VA
Reston Town Center	VA
RSVP Catering	VA
Salamander Resort & Spa	VA
Santé	VA
Shepard Exposition Services	VA
Signature Theatre	VA
Skydome Restaurant	VA
Special Event Transportation Management	VA
Student & Youth Travel Association	VA
Sunny's Worldwide Chauffeured Transportation	VA
The Expo Group	VA
The Golf Club at Lansdowne	VA
The Morrison House	VA
The Ritz-Carlton, Pentagon City	VA
The View of DC	VA
The Watermark Hotel	VA
Theodore Roosevelt Island	VA
Tysons Corner Center	VA
UCPlaces	VA
Visit Alexandria	VA
Visit Loudoun	VA
VRS Meetings & Events, Inc.	VA
Washington Airports Task Force	VA
Washington Business Journal	VA
Washington Dulles International Airport	VA
Windows Catering Company	VA
Wolf Trap	VA
Worldstrides	VA

Destination DC Signature partners

American Airlines
Amtrak
Big Bus Tours Washington DC
Brand USA
Capital One Arena
Capital Region USA
Capital Wheel
DC Jazz Festival
Enchant Christmas
Events DC
Giant National Capital BBQ Battle
Hargrove, an Encore Company
Hilton
Metropolitan Washington Airports Authority
Miles Partnership
Monumental Sports & Entertainment
National Cherry Blossom Festival
Smithsonian Folklife Festival
The Sightseeing Pass
United Airlines
Washington Auto Show
Washington Nationals

DDC Member Events			
Date	Event Name	Attendees	RSVPs
Fiscal year 2022 events			
Oct. 5-12 2021	Post Marketing Outlook Meeting Departmental	25	per session
Nov. 10, 2021	Fall Networking Happy Hour	148	195
Nov. 16, 2021	DEI Business Information Session 1	3	3
Nov. 16-Dec. 17, 2021	Experience DC AEF Holiday Raffle	48	
Dec. 7, 2021	DEI Business Information Session 2	5	3
Jan. 25, 2022	Eggs with Elliott - DEI Member Edition		8
Feb. 7-15, 2022	Why DC Video Series	TBD	
Feb. 16, 2022	Why DC Executive Conversation	TBD	
Mar. 3, 2022	DDC + SYTA Webinar	TBD	
May, 2022	AEF Scholarship Event	TBD	
July 4, 2022	July 4th Celebration	TBD	
Others, TBD			
Fiscal year 2021 events			
Oct. 14, 2020	A Win for Words	174	197
Oct. 21, 2020	October Member Trivia	40	66
Nov. 10, 2020	Member Orientation	37	60
Nov. 17, 2020	Grateful for DC	137	190
Nov. 18, 2020	November Member Trivia	38	65
Dec. 16, 2020	PandA Awards & December Member Trivia	68	72
Jan. 26, 2021	Leadership, Faith, & Recovery in the New Year	178	217
Jan. 27, 2021	January Member Trivia	31	37
Feb. 11, 2021	My Virtually Funny Valentine	80	84
Feb. 17, 2021	February Member Trivia	41	52
Mar. 2, 2021	80s Daybreak Dance Party	75	94
Mar. 17, 2021	March Member Trivia	58	53
April 20, 2021	Spring into Data: Prepping for Recovery	273	412
May 5, 2021	Travel Rally	735	499
June 16, 2021	Virtual Speed Networking	69	109
June 16, 2021	Speed Netoworking In-person HH	90	106
July 4, 2021	July 4th Celebration	210	300
Aug. 26, 2021	Eggs with Elliott - Hotel GM Edition	29	42
Sept. 29, 2021	Marketing Outlook Meeting	439	700

Description
Plug in with P&A, Meet with M&C, Check in with CSS, Touch Base with TSVS
In-person networking HH
Overview of DDC's DEI Business Fellowship program
Virtual raffle to support the American Experience Foundation
Overview of DDC's DEI Business Fellowship program
Welcome orientation and DDC overview for DEI Fellowship members
Series of videos that reinforce Why DC is the best place for meetings and events
Elliott Ferguson and American Speech-Language-Hearing Association CEO Vicki R. Deal-Williams
SYTA Webinar for Members
Celebrate \$100,000 worth of scholarships given through AEF!
Annual July 4th Celebration
Virtual executive conversation and opening celebration for MLK Library and Planet Word
Monthly trivia hosted by Andrew Rawls
Membership overview and department orientation for new/free trial members
Virtual executive conversation about DC with Smithsonian Institution Secretary Lonnie Bunch
Monthly trivia hosted by Andrew Rawls
PandA Awards and monthly trivia hosted by Andrew Rawls
Elliott Ferguson & Washington National Cathedral Dean Randy Hollerith
Monthly trivia hosted by Andrew Rawls
Fundraising Zoom comedy show for AEF - month long partner promos
Monthly trivia hosted by Andrew Rawls
Dance party with VIDA Fitness and DJ Neekola
Monthly trivia hosted by Andrew Rawls
Data presentation with STR and Tourism Economics
Annual press conference for members and media - recovery focus
Virtual zoom breakout networking for members
In-person happy hour for members to connect
Annual July 4th celebration
In-person presentation for hotel GMs on recovery/what to expect
Annual meeting - share tourism/convention data, marketing plan for year ahead

Location
online
Dirty Habit
online
online
Farmers & Distillers
online
online; Big Whig Media
online
TBD
American Pharmacists Association
online
online
online
online
online
online
online
The Washington National Cathedral/online
online
online
online
online
online
online
online; Audi Field
online
Wunder Garten
American Pharmacists Association
Cambria Capitol Riverfront
Hybrid; Capital Turnaround

**Destination DC members that closed (out of business)
2021 (25 closed members)**

The Riggsby	1/17/2021
Adam's Inn	2/5/2021
LEON	2/10/2021
Zadig & Voltaire	2/12/2021
Washington Marriott Wardman Park	2/24/2021
Capitol Steps	3/11/2021
National Union Building	3/11/2021
The Loft at 600 F	3/11/2021
HI Washington, DC	3/16/2021
Brede-Washington Inc.	3/24/2021
Avenue Suites	3/29/2021
Carnegie Institution for Science	4/14/2021
District Experience	4/22/2021
National 4-H Conference Center	4/27/2021
Stone's Throw	5/18/2021
The Sunset Room by Wolfgang Puck	5/24/2021
Friends of the National Zoo	6/30/2021
Madame Tussauds Washington, DC	7/21/2021
The Occidental	8/3/2021
The Fairfax at Embassy Row	8/31/2021
The Great Escape Room	9/7/2021
American Son DC	9/17/2021
The Carriage House at the Mathematical Association of America	11/23/2021
Stay Alfred Vacation Rentals	12/8/2021
Convvene at 575 Seventh Street NW	12/21/2021

2020 (37 closed members)

Account Name	Cancel Date
A Rake's Progress	6/29/2020
Americana Hotel	12/11/2020
Art Sweet Art	7/20/2020
Bar Louie at Gallery Place	1/30/2020
Boveda	9/23/2020
DC Defenders	5/29/2020
DC Ducks	2/18/2020
District Commons	10/26/2020
DNV Rooftop	2/20/2020
Dolcezza Gelato & Coffee	9/30/2020
El Centro D.F.—14th Street	10/8/2020
Georgetown Suites—30th Street	11/2/2020
Geppetto Catering	10/20/2020
Gordon Biersch Brewery Navy Yard	3/3/2020
Hotel RL	5/14/2020
Inn of Rosslyn	11/3/2020
Killer E.S.P.	8/6/2020
Kimpton Carlyle Hotel Dupont Circle	8/3/2020
Kimpton Topaz Hotel	7/10/2020
Le Pain Quotidien, Georgetown	10/26/2020
Lucky Strike Entertainment	6/29/2020
Medium Rare—Barracks Row	1/2/2020
Merzi	9/28/2020
Momofuku CCDC	5/14/2020
Olivia	10/28/2020
Penn Social	12/1/2020

Smithsonian Arts and Industries Building	2/24/2020
Stella's PopKern	7/6/2020
SwagOlogy	3/24/2020
The Birdhouse Bed and Breakfast	11/30/2020
The Caucus Room Brasserie	9/23/2020
The Oval Room	12/3/2020
The Source by Wolfgang Puck	5/14/2020
Washington Valor	3/2/2020
World Bank Group Visitors Center	2/4/2020
C&O Canal Boat Rides	2/10/2020
Walton-Thomas International	2/26/2020

DDC current organizational chart was provided separately

Employee Name

Position Title

Convention Sales & Services

ALVAREZ, PRISCILLA A	International Sales Coordinator
BOMSER, RACHEL	Convention Services Coordinator
CAMPBELL, KATELYN DIEHL	Convention Sales Mgr.
DEL CARPO, SHIRLEY	National Account Dir.
DOHERTY, ALLISON ANNE	Marketing Events Mgr.
ELUM, TIFFANY	National Account Dir.
JACOB, KRISTEN L	Sales & Services Data Manager
JAMES, EVA K	Senior Convention Services Mgr.
KOLLEH, JARED	Exec. Mtgs. Mgr. (East)
LEWIS, CAYLA	Convention Services Assistant
LI, QINGSI	Executive Sales Coordinator
LUZZI, SHELBY	Convention Sales Coordinator
MILLER, TARA R	International Account Director
MURRAY, BRANDON	Conference Sales Mgr.
RICKETTS, ALISON	Manager, Sales & Services Operations
RILEY, MELISSA A	VP, Convention Sales & Services
RODRIGUES, JENNIFER M	National Account Director
SHERIDAN, ELIZABETH	Convention Services Mgr.
UMANSKY, NANCY E	National Account Director
WALDROUP, DIANNA IVETTTE	Director of Convention Services
WILLIAMS, JENNA M	Senior Manager, In House Group Sales
VACANT	Director of Convention Sales
VACANT	International Sales Manager
VACANT	Convention Sales Manager (SMERF)
VACANT	Associate Director of Sales
VACANT	Convention Sales Assistant (1)
VACANT	Convention Sales Manager (1)
VACANT	Executive Meetings Maanager (West)
VACANT	Business Developemnt Manager

Executive Office

ASHAB, RICO D	Exec. Asst. Pres. & CEO
FERGUSON, ELLIOTT L	PresidentCEO
VACANT	Manager, Government & Industry Relations

Finance & Administration

CARTER, TERRI A	Senor Manager, Human Resources
COOMBS, PAUL J	Staff Accountant
HENNEMAN, MERIKE	Controller
JOSEPH, JERRY CLARENCE	Administrative Services Coordinator
KIM, JEONG	Chief Financial Officer

MORGAN JR, CALVIN
PALMER, AUSTIN
WILLIAMS-MARTIN, KIM M

Systems Engineer
Bus. Applications Mgr.
Payroll & HR Specialist

Marketing & Communications

ARVIS, THOMAS JOSEPH
BEATTY, CANDYCE D
CHRISTIAN, VICTORIA
DAVIS, DANIELLE PIACENTE
DOLTON, MACY S
GNAFAKIS, ALEXANDRA M
HENDERSON, AMANDA
JOHNSON, ALLISON L
MARSHALL, JULIE
MCCLAIN, ROBIN ALANI
OCONNOR, ANDREW MAXIMILIAN
O'KEEFE, SUSAN
PARKER, LAUREN R
SHERMAN, ETHAN A
SINGLETON, TAYLOR MONET
SZMAK, MOLLY
THOMPSON, KATHRYN ELIZABETH
URTEAGA, ROBERT
VACANT
VACANT
VACANT
VACANT
VACANT

Content Manager
Creative Project Manager
Assoc. Director, Marketing
Director of Communications
Marketing Coordinator
Creative Director
Graphic Designer-- PT
Customer Experience Coordinator
Domesitic Media Relations Manager
Sr. VP, Marketing & Communications
Assoc. Dir., Content Marketing
Media Relations Manager - Trade
Social Media Manager
Sr. Graphic Designer
Customer Experience Manager
Marketing Manager
Senor Manager of Research
Videographer/Asset Manager
Digital Marketing Manager
Intl Media Relations Manager
Communications Specialist
Grpahic Designer
Manager, International Marketing

Partnerships & Alliances

CAMPANA, DANIELLE L
CARLIN, CLAIRE ELIZABETH
FITZPATRICK, KELLY S
KAISER, CHELSEA S
MILLER, CHRISTEN
ROBERTS, ZOE
SCHWARTZ, BRUNO D
SMITH, HOPE N
VECCHIONI, EMILY E
WALDSCHMITT, LISA S
VACANT

Membership Manager
VP, Partnerships & Alliances
Membership Project Manager
Sr. Partnerships Manager
P&A Coordinator
Apprentice
Director of Membership
Membership Manager
Member Events Manager
AEF Manager
Membership Manager

Staffing Services

ADESANYA, ADEDAMOLA A
AKPAN-THOMAS, EKAETE
ANDERSON, SONIA E
AWOSIKA, BONNIE L

Redcoat
Redcoat
Redcoat
Redcoat

BANKETT, JEAN	Redcoat
BANKS, BARBARA	Redcoat
BELL, BRENDA R	Redcoat
BELL, GLENDORA	Redcoat
BELL, LLOYD G	Redcoat
BELTON-RHODES, VERONICA M	Redcoat
BENJAMIN, LASHONDA D	Redcoat
BENNETT, BETTY A	Redcoat
BLAKE, ANIKHA DEE	Redcoat
BOON, DAVID L	Redcoat
BOWE, JOYCE	Redcoat
BREW, DEONDOLA K	Redcoat
BROOKS, JOHNIENCE L	Redcoat
BROWN, CRYSTAL	Redcoat
BURKE, SONYA A	Redcoat
BYRD, JOAN	Redcoat
CALDWELL, DONNA LOUISE	Redcoat
CANNON, EDITH H	Redcoat
CARROLL, PRISCILLA J	Redcoat
CARSON, RENEE	Redcoat
CHILDS COATS, JACQULYN	Redcoat
COATES, BRENDA	Redcoat
COLEMAN, PRISCILLA J	Redcoat
CONN, VALERIA L	Redcoat
CONNELLY, SAUNYA Y	Redcoat
COPELIN, DENISE ROCHELLE	Redcoat
CORNELIUS, CHARMAYNE T	Redcoat
COWART, DIANNE	Redcoat
CRAWFORD, CONSTANCE	Redcoat
CULBRETH, LEONARD R	Redcoat
DAVIS, ANDRE	Redcoat
DAVIS, CHERYL D	Redcoat
DAVIS, DEBRA DIANNE	Redcoat
DUNBAR, SUSAN CECILIA	Redcoat
EDMONDSON, FELICIA A	Redcoat
EDMONDSON, LAVERNE	Redcoat
FLOYD, DOMINIQUE M	Redcoat
FRAZIER, RONALD	Redcoat
GATLIN, BRENDA	Redcoat
GLOVER, JAMES L	Redcoat
GODWIN, JENNIFER E	Redcoat
GORELL, NANCY F	Redcoat
GORHAM-MONROE, KAREN O	Redcoat
GOSS, BARBARA E	Redcoat
GRAHAM, JACQUELINE W	Redcoat
GRANDY, DAVID J	Redcoat
GUTHRIE, MICHELLE L	Redcoat

HARDIE, ANGELIA C	Redcoat
HARDING, EARNESTINE R	Redcoat
HARRIDAY, VIVIAN J	Redcoat
HARRIS, CORNITHIA A	Redcoat
HARVELL, PAMELA Y	Redcoat
HARVELL, VELARIE M	Redcoat
HENDERSON, LINDA D	Redcoat
HERTZ, AMY	Redcoat
HOLLOWAY, BEVERLY A	Redcoat
IRVING, PATRICIA N	Redcoat
JACKSON, BARBARA	Redcoat
JACKSON, TRACY	Redcoat
JAMES, NICKCOLE A	Redcoat
JOHNSON, CATHERINE M	Redcoat
JOHNSON, EBONY J	Redcoat
JOHNSON, MARKIETA T	Redcoat
JOLLY, MYRNA C	Redcoat
JONES, EGYPT E	Redcoat
KENNEDY-JOHNSON, ANGELA D	Redcoat
KIDD, BRENDA G	Redcoat
KIHARA, PERIS N	Redcoat
KING, REGINA M	Redcoat
LATIMORE, APRIL S	Staffing Solutions Mgr.
LELAND, CYNTHIA D	Redcoat
LINDSEY, BRENDA LOUISE	Redcoat
LITTLE, LULA	Redcoat
LOPEZ, JACQUELINE	Redcoat
MEAD, STEPHEN MARSHALL	Redcoat
MILLER, ANDREA	Redcoat
MILLER, TANYA L.	Redcoat
MORGAN, VALERIE D	Redcoat
MORRIS, CLAUDIA J	Redcoat
MORTIMER, MARGARET J	Redcoat
MOSES, PAMELA	Redcoat
MUNIR, SAKINAH J	Redcoat
MYLES, JACQUELINE B	Redcoat
NAPPER, JAMILLAH B	Redcoat
PACE, BRENDA	Redcoat
PATTON, LINDA L	Redcoat
PONTARELLI, AUDREY C	Redcoat
PRINCE, BEVERLEY LORRAINE	Redcoat
PUGH, LAUREN K	Redcoat
PURYEAR, GWENDOLYN	Redcoat
REID, CASSANDRA	Redcoat
RUSSELL, CAROLYN	Redcoat
RUSSELL, LEWIS E	Redcoat
RUSSELL, SAMUEL	Redcoat

RUTLAND, LEON VINCENT	Redcoat
SAINT-PREUX, LASHAWNA I	Redcoat
SALAMANCA RAMIREZ, RAFAEL ANTONIO	Redcoat
SCOTT, SHELLIE	Redcoat
SCRUGGS, MARY E	Redcoat
SEILER, SUSAN D	Redcoat
SELLEY, MARY F	Redcoat
SHAH, JASMINE	Redcoat
SMITH, ALLISON N	Redcoat
SMITH, VALERIE J	Redcoat
SMITH-CURETON, EVELYN B	Redcoat
SPRIGGS, ANTOINETTE	Redcoat
SWANN, DARLENE VICTORIA	Redcoat
TAYLOR, DEANDER	Redcoat
TAYLOR, SUSAN	Redcoat
THOMAS, SUSAN F	Redcoat
THOMPSON, VANESSA	Redcoat
TOOKS, ALEXIA L	Redcoat
TROWER, DESAIRE Y	Redcoat
TROXLER, CORETTA R	Redcoat
TROY, CYNTHIA E	Redcoat
WATSON, TANISHA R	Redcoat
WEBB, DIANA	Redcoat
WEEKS-WILLIAMS, KAYURA A	Redcoat
WELLS, TEDRIC	Redcoat
WIGGINS, TOMMY E	Redcoat
WILLIAMS, MARGUERITE E	Redcoat
WILLIAMS, REGINA D	Redcoat
WILSON, TANIS	Redcoat
WOODRUFF, JANE	Redcoat
YEARBY, JEAN P	Redcoat

Tourism. Sports & Visitor Services

BELPULSI, THERESA M	VP, Tourism, Sports & Visitor Services
HILL, LINDSAY MARIA	Associat Director, Tourism Sales
JONES, ERIKA R	Tourism/Visitor Services. Admin. Asst.
MALCOLM, TAYLOR C	Intl Tourism Sales Mgr.
MANDHIAN, MAANAV	Intern
RIDDLE, ERICA Y	Tourism/Vis. Coord.
ROOT, JAMAR	Apprentice
SIRTORI, LETIZIA	Director of Tourism Sales
THOMPSON, CHRISTOPHER P	Sports Sales Manager
REYES, JESSICA L	Visitor Svs & Tourism Mgr.
UPSHAW, JENNIFER	Tourism & Visitor Services Specialist
VACANT	International Tourism Coordinator -- Asia
VACANT	Sr. Manager, Sports Development & Strategy

Position Status	Job Status	Hire_Date	DOL_Status	Health Plan
Active	Continuing	05/07/2012	Full-Time	Healthy Blue 2.0
Active	Continuing	10/05/2021	Full-Time	Healthy Blue 2.0
Active	Continuing	03/20/2017	Full-Time	Healthy Blue 2.0
Active	Continuing	11/08/2021	Full-Time	Blue Preferred PPO
Active	Continuing	08/22/2013	Full-Time	Blue Preferred PPO
Active	Continuing	11/25/2019	Full-Time	Blue Choice HMO
Active	Continuing	02/22/1993	Full-Time	Blue Preferred PPO
Active	Continuing	04/25/2016	Full-Time	Blue Choice HMO
Active	Continuing	05/07/2019	Full-Time	Blue Choice HMO
Active	Continuing	12/06/2021	Full-Time	Blue Choice HMO
Active	Continuing	08/14/2018	Full-Time	Blue Choice HMO
Active	Continuing	01/13/2020	Full-Time	Blue Choice HMO
Active	Continuing	02/13/2012	Full-Time	Blue Choice HMO
Active	Continuing	09/09/2019	Full-Time	Blue Choice HMO
On Leave	Continuing	08/18/2008	Full-Time	Blue Preferred PPO
Active	Continuing	01/13/2003	Full-Time	Blue Preferred PPO
Active	Continuing	12/11/2017	Full-Time	Blue Preferred PPO
Active	Continuing	01/03/2022	Full-Time	WAIVED
Active	Continuing	07/28/2003	Full-Time	Blue Preferred PPO
Active	Continuing	05/22/1989	Full-Time	Blue Choice HMO
Active	Continuing	05/01/2017	Full-Time	Blue Choice HMO
Active	Filled	01/31/2022	Full-Time	
Active	Open			
Active	Open			
Active	Hiring Freeze			
Active	Hiring Freeze			
Active	Hiring Freeze			
On Hold	Hiring Freeze			
On Hold	Hiring Freeze			
Active	Continuing	09/21/2017	Full-Time	Blue Choice HMO
Active	Continuing	12/17/2001	Full-Time	Blue Preferred PPO
Vacant	Hiring Freeze			
Active	Continuing	11/07/2016	Full-Time	Blue Preferred PPO
Active	Continuing	09/18/2017	Full-Time	Healthy Blue 2.0
Active	Continuing	03/22/2010	Full-Time	Blue Preferred PPO
Active	Continuing	07/18/2016	Full-Time	Healthy Blue 2.0
Active	Continuing	03/30/2009	Full-Time	Blue Preferred PPO

Active	Continuing	05/11/1998	Full-Time	Blue Choice HMO
Active	Continuing	09/23/2019	Full-Time	Blue Choice HMO
Active	Continuing	09/27/2017	Full-Time	Healthy Blue 2.0
Active	Continuing	09/17/2012	Full-Time	Healthy Blue 2.0
Active	Continuing	02/01/2019	Full-Time	Blue Choice HMO
Active	Continuing	03/01/2010	Full-Time	Blue Preferred PPO
Active	Continuing	06/29/2015	Full-Time	Blue Choice HMO
Active	Continuing	08/05/2019	Full-Time	Blue Preferred PPO
Active	Continuing	12/19/2016	Full-Time	Blue Choice HMO
Active	Continuing	01/02/2020	Part-Time	Not Eligible
Active	Continuing	08/13/2018	Full-Time	WAIVED
Active	Continuing	09/05/2019	Full-Time	Blue Choice HMO
Active	Continuing	05/16/2011	Full-Time	Blue Preferred PPO
Active	Continuing	01/22/2013	Full-Time	WAIVED
Active	Continuing	11/09/2021	Full-Time	WAIVED
Active	Continuing	09/18/2017	Full-Time	Healthy Blue 2.0
Active	Continuing	01/05/2015	Full-Time	Blue Choice HMO
Active	Continuing	03/14/2016	Full-Time	Blue Preferred PPO
Active	Continuing	01/13/2020	Full-Time	Blue Choice HMO
Active	Continuing	01/22/2013	Full-Time	Blue Choice HMO
Active	Continuing	10/04/2021	Full-Time	WAIVED
Vacant	Open			
Vacant	Open			
Vacant	Hiring Freeze			
Vacant	Hiring Freeze			
Vacant	Hiring Freeze			
Active	Continuing	10/30/2017	Full-Time	Healthy Blue 2.0
Active	Continuing	06/29/2015	Full-Time	Blue Preferred PPO
Active	Continuing	07/29/2019	Full-Time	WAIVED
Active	Continuing	11/08/2017	Full-Time	WAIVED
Active	Continuing	10/21/2021	Full-Time	Blue Choice HMO
Active	Continuing	01/03/2022	Part-Time	Not Eligible
Active	Continuing	03/05/2018	Full-Time	Blue Choice HMO
Active	Continuing	04/29/2019	Full-Time	WAIVED
Active	Continuing	06/20/2018	Full-Time	Healthy Blue 2.0
Active	Continuing	03/01/2017	Full-Time	Healthy Blue 2.0
Vacant	Hiring Freeze			
Active	Continuing	05/22/2018	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	05/22/2018	Seasonal	Not Eligible
Inactive	Not at Work	09/21/2017	Seasonal	Not Eligible

Active	Continuing	08/24/2006	Seasonal	Not Eligible
Inactive	Not at Work	02/24/2020	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	05/11/2001	Seasonal	Not Eligible
Active	Continuing	02/11/2014	Seasonal	Not Eligible
Active	Continuing	10/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	10/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	09/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	08/26/1997	Seasonal	Not Eligible
Inactive	Not at Work	10/19/2018	Seasonal	Not Eligible
Inactive	Not at Work	05/23/2016	Seasonal	Not Eligible
Active	Continuing	02/25/2020	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Inactive	Not at Work	01/10/2002	Seasonal	Not Eligible
Active	Continuing	02/29/2016	Seasonal	Not Eligible
Active	Continuing	10/08/2012	Seasonal	Not Eligible
Inactive	Not at Work	12/11/2000	Seasonal	Not Eligible
Inactive	Not at Work	06/20/2018	Seasonal	Not Eligible
Inactive	Not at Work	11/29/2018	Seasonal	Not Eligible
Active	Continuing	10/08/2012	Seasonal	Not Eligible
Active	Continuing	02/26/2001	Seasonal	Not Eligible
Inactive	Not at Work	03/23/2016	Seasonal	Not Eligible
Active	Continuing	03/21/2019	Seasonal	Not Eligible
Active	Continuing	09/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	10/24/2016	Seasonal	Not Eligible
Inactive	Not at Work	03/11/2001	Seasonal	Not Eligible
Inactive	Not at Work	08/25/2006	Seasonal	Not Eligible
Active	Continuing	07/25/2017	Seasonal	Not Eligible
Active	Continuing	02/05/2004	Seasonal	Not Eligible
Active	Continuing	09/21/2016	Seasonal	Not Eligible
Inactive	Not at Work	03/01/2016	Seasonal	Not Eligible
Active	Continuing	09/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	01/25/2013	Seasonal	Not Eligible
Inactive	Not at Work	09/21/2017	Seasonal	Not Eligible
Inactive	Not at Work	07/02/2008	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible
Active	Continuing	10/19/2018	Seasonal	Not Eligible
Active	Continuing	10/19/2018	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Active	Continuing	02/06/2018	Seasonal	Not Eligible
Active	Continuing	11/01/2005	Seasonal	Not Eligible
Inactive	Not at Work	03/21/2019	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	01/30/2018	Seasonal	Not Eligible

Active	Continuing	10/24/2016	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Active	Continuing	05/22/2018	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Active	Continuing	10/24/2016	Seasonal	Not Eligible
Active	Continuing	10/08/2012	Seasonal	Not Eligible
Active	Continuing	05/22/2018	Seasonal	Not Eligible
Active	Continuing	02/25/2020	Seasonal	Not Eligible
Active	Continuing	01/31/2017	Seasonal	Not Eligible
Inactive	Not at Work	02/02/2016	Seasonal	Not Eligible
Active	Continuing	10/01/2007	Seasonal	Not Eligible
Active	Continuing	02/25/2020	Seasonal	Not Eligible
Inactive	Not at Work	05/22/2018	Seasonal	Not Eligible
Inactive	Not at Work	10/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	09/21/2017	Seasonal	Not Eligible
Active	Continuing	03/21/2019	Seasonal	Not Eligible
Inactive	Not at Work	01/30/2018	Seasonal	Not Eligible
Active	Continuing	06/20/2018	Seasonal	Not Eligible
Active	Continuing	09/21/2017	Seasonal	Not Eligible
Inactive	Not at Work	03/21/2019	Seasonal	Not Eligible
Inactive	Not at Work	09/21/2017	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	10/03/2016	Full-Time	Healthy Blue 2.0
Inactive	Not at Work	05/17/2017	Seasonal	Not Eligible
Active	Continuing	06/10/2016	Seasonal	Not Eligible
Active	Continuing	01/30/2018	Seasonal	Not Eligible
Inactive	Not at Work	06/10/2011	Seasonal	Not Eligible
Active	Continuing	10/12/2016	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible
Inactive	Not at Work	10/14/2019	Seasonal	Not Eligible
Active	Continuing	05/17/2017	Seasonal	Not Eligible
Inactive	Not at Work	02/06/2018	Seasonal	Not Eligible
Active	Continuing	06/25/2019	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible
Active	Continuing	03/21/2019	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Inactive	Not at Work	06/20/2018	Seasonal	Not Eligible
Active	Continuing	11/20/1997	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Inactive	Not at Work	06/25/2019	Seasonal	Not Eligible
Active	Continuing	07/21/2016	Seasonal	Not Eligible
Inactive	Not at Work	02/02/2017	Seasonal	Not Eligible
Active	Continuing	03/23/2007	Seasonal	Not Eligible
Inactive	Not at Work	03/18/1998	Seasonal	Not Eligible
Inactive	Not at Work	03/12/2007	Seasonal	Not Eligible
Active	Continuing	04/18/2019	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible

Active	Continuing	09/18/2014	Seasonal	Not Eligible
Inactive	Not at Work	03/21/2019	Seasonal	Not Eligible
Active	Continuing	06/08/2015	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible
Inactive	Not at Work	09/27/2004	Seasonal	Not Eligible
Active	Continuing	11/21/2017	Seasonal	Not Eligible
Inactive	Not at Work	03/23/2016	Seasonal	Not Eligible
Active	Continuing	06/25/2019	Seasonal	Not Eligible
Inactive	Not at Work	05/17/2017	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Inactive	Not at Work	01/31/2017	Seasonal	Not Eligible
Active	Continuing	09/18/2014	Seasonal	Not Eligible
Inactive	Not at Work	01/25/2013	Seasonal	Not Eligible
Active	Continuing	09/30/2014	Seasonal	Not Eligible
Active	Continuing	08/25/2006	Seasonal	Not Eligible
Active	Continuing	05/01/2003	Seasonal	Not Eligible
Active	Continuing	08/21/2006	Seasonal	Not Eligible
Inactive	Not at Work	01/31/2017	Seasonal	Not Eligible
Inactive	Not at Work	05/22/2018	Seasonal	Not Eligible
Inactive	Not at Work	05/22/2018	Seasonal	Not Eligible
Active	Continuing	09/21/2017	Seasonal	Not Eligible
Active	Continuing	04/20/2017	Seasonal	Not Eligible
Inactive	Not at Work	08/24/2005	Seasonal	Not Eligible
Inactive	Not at Work	10/19/2018	Seasonal	Not Eligible
Inactive	Not at Work	07/25/2017	Seasonal	Not Eligible
Inactive	Not at Work	06/25/2019	Seasonal	Not Eligible
Inactive	Not at Work	04/18/2019	Seasonal	Not Eligible
Active	Continuing	04/20/2017	Seasonal	Not Eligible
Inactive	Not at Work	02/25/2020	Seasonal	Not Eligible
Inactive	Not at Work	03/23/2017	Seasonal	Not Eligible
Inactive	Not at Work	08/26/2002	Seasonal	Not Eligible

Active	Continuing	07/08/2002	Full-Time	Blue Preferred PPO
Active	Continuing	06/06/2012	Full-Time	Blue Preferred PPO
Active	Continuing	07/22/2019	Full-Time	WAIVED
Active	Continuing	01/07/2019	Full-Time	Blue Choice HMO
Active	Continuing	09/27/2021	Part-Time	Not Eligible
Active	Continuing	06/25/2018	Full-Time	Healthy Blue 2.0
Active	Continuing	01/18/2022	Part-Time	Not Eligible
Active	Continuing	04/02/2007	Full-Time	Blue Preferred PPO
Active	Continuing	06/12/2017	Full-Time	Blue Choice HMO
Active	Furloughed	08/07/2017	Full-Time	Blue Choice HMO
Active	Continuing	02/24/2020	Full-Time	Healthy Blue 2.0
Vacant	Hiring Freeze			
Vacant	Hiring Freeze			

Dental Plan Vision Plan Retirement Plan

Guardian	Avesis	Principal 401K
Guardian	Avesis	Waiting Period
Guardian	Avesis	Principal 401K
Guardian	Avesis	Waiting Period
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Waiting Period
Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
WAIVED	WAIVED	Waiting Period
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K

Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K

Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	WAIVED	Principal 401K

Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K

Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Not Eligible	Not Eligible	Not Eligible
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
WAIVED	WAIVED	Principal 401K
WAIVED	WAIVED	Waiting Period
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	WAIVED	Principal 401K
WAIVED	WAIVED	Waiting Period

Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
WAIVED	WAIVED	WAIVED
WAIVED	WAIVED	Principal 401K
Guardian	Avesis	Waiting Period
Not Eligible	Not Eligible	Not Eligible
Guardian	WAIVED	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K
Guardian	Avesis	Principal 401K

Not Eligible	Not Eligible	Not Eligible
Not Eligible	Not Eligible	Not Eligible
Not Eligible	Not Eligible	Not Eligible
Not Eligible	Not Eligible	Not Eligible

DDC Current Employees 136
(as of January 2022)

DC resident	Full time staff	29
	<u>Part time staff</u>	<u>41</u>
		70

Total DC Resident 51%

a.	Status	Year	Make	Model	Lease Amount
Car 1	Owned	2013	Buick	Enclave	N/A
b.					
FERGUSON, ELLIOTT		President & CEO		10	
ASHAB, RICO		Executive Assistant		10	
KIM, JOHN		CFO		10	
HENNEMAN, MERIKE		Controller		10	
CARTER, TERRI		Sr. Manager, HR		10	
MORGAN, CALVIN		Systems Engineer		10	
COOMBS, PAUL		Staff Accountant		10	
PALMER, AUSTIN		Business Application Manager		10	
MARTIN, KIM		Payroll/HR Specialist		10	
JOSEPH, JERRY		Admin. Services Coordinator		10	
CARLIN, CLAIRE		VP, P&A		20	
SCHWARTS, BRUNO		P&A Sales, Director		20	
KAISER, CHELSEA		Partnerships Manager		20	
CAMPANA, DANIELLE		Membership Manager		20	
SMITH, HOPE		Membership Sales Associate		20	
FITZPATRICK, KELLY		Membership Project Coordinator		20	
VECCHIONI, EMILY		Member Events & Publication Manager		20	
WALDSCHMITT, LISA		AEF Manager		20	
BELPULSI, THERESA		VP, Tourism		30	
SIRTORI, LETIZIA		Director, Intl. Tourism Sales		30	
HILL, LINDSAY		Sr. Manager, Tourism Services		30	
MALCOLM, TAYLOR		International Sales Manager		30	
RIDDLE, ERICA		Tourism Coordinator		30	
THOMPSON, CHRISTOPHER		Sports Coordinator		30	
JONES, ERIKA		Tourism/VS Admin Assistant		30	
UPSHAW, JENNIFER		Tourism/VS Specialist		70	
REYES, JESSICA		Visitor Services Manager		70	
MCCLAIN, ROBIN		SVP, Mkt & Comm.		50	
DAVIS, DANIELLE		Director, Communication		50	
GNAFAKIS, ALEX		Creative Director		50	
CHRISTIAN, TORRI		Asso Director, Marketing		50	
O'CONNOR, ANDREW		Asso Director, Content Marketing		50	
MARSHALL, JULIE		Manager, Media Relations		50	
RYAN, VANESSA		Int'l Media Relations Manager		50	
BEATTY, CANDYCE		Production Manager		50	
THOMPSON, KATE		Sr. Research Manager		50	
SHERMAN, ETHAN		Sr. Graphic Designer		50	
CANNISTRA, MOLLY		Marketing Manager		50	
ARIVS, JOE		Content Manager		50	
PARKER, LAUREN		Marketing Specialist		50	
OSBORNE-SMITH, TAYLOR		Customer Experience Manager		50	
JOHNSON, ALLISON		Customer Experience Coordinator		50	

DOLTON, MACY	M&C Assistant	50
RILEY, MELISSA	VP, Convention Sales & Services	40
MOTLEY, CAROL	Director, Convention Sales	40
RICKETTS, ALISON	Manager, Sales & Services Operation	40
WALDROUP, DIANNA	Director, Convention Services	40
MILLER, TARA	Sr. Manager, Int'l Sales	40
ELUM, TIFFANY	National Account Director	40
RODRIGUES, JENNIFER	National Account Director	40
UMANSKY, NANCY	National Account Director	40
MEDARIS, SHARMANE	Conv Sales Mgr (SMERF)	40
WILLIAMS, JENNA	Conference Sales Manager	40
MURRAY, BRANDON	Conference Sales Manager	40
CAMPBELL, KATELYN	Conference Sales Manager	40
KOLLEH, JARED	Exec Mtgs Mgr (East)	40
JACOB, KRISTEN	Sales and Services Data Manager	40
DOHERTY, ALLISON	Marketing Events Manager	40
JAMES, EVA	Convention Services Manager	40
FAGAN, SAMANTHA	Conference Services Manager	40
LI, QINGSI	Executive Sales Coordinator	40
ALVAREZ, PRISCILLA	Int'l Convention Sales Coord.	40
LUZZI, SHELBY	Convention Sales Assistant	40
LATIMORE, APRIL	Staffing Solutions Manager	60

c. The information is provided in Question 15 and 16

d. No one was paid any overtime or worker's compensation payments in fiscal year 2021 or YTD FY2022

Lease Starts	Lease Expires	Assignment
N/A	N/A	All Staff

Destination DC FY2021 Travel Expens

Department	Travel Expenses	Employee
Finance & Administration	\$ -	

Executive Office	\$ 16,770	Elliott Ferguson
------------------	-----------	------------------

Partnerships & Alliances	\$ 1,679	Dani Campana
--------------------------	----------	--------------

Tourism & Visitor Services	\$ 4,838	Theresa Belpulsi Letizia Sirtori Lindsay Hill Chris Thompson Erika Young
----------------------------	----------	--

Convention Sales & Services	\$ 8,702	Riley, Melissa Motley, Carol Jeniffer Roodrigues
-----------------------------	----------	--

Marketing	\$	3,393	McClain, Robin
-----------	----	-------	----------------

Subtotal	\$	35,382
----------	----	--------

es by Department

Titles

Note: includes



President & CEO

All travel costs for attending industry conferences, various tradeshow, and sales missions



Membership Manager

All travel costs for attending industry conferences, various tradeshow, and sales missions



VP, Tourism and Visitor Services
Director, International Sales
Sr. Manager, Tourism Sales
Sports Sales Manager
Tourism/Visitor Services Admin. Assistant

All travel costs for attending industry conferences, various tradeshow, and sales missions



VP Sales and Services
Director Convention Sales
Director, National Account

All travel costs for attending industry conferences, various tradeshow, and sales missions



SVP Marketing & Communications

All travel costs for
attending industry conferences,
various tradeshows, and
press trips



Name of Event

Virginia Beach Task Force Meeting
USTA Spring Meetings Week
Delta Airlines masters Invite Event
GACVB;s D&I meeting
MPI WEC Vegas
Tour of Moynihan Train/Presser w/Mayor Bowser
Destinations International Annual Conference
USTA Summer Board Meeting
The Arts & Toursim Summitt on Equity, Diversity & Inclusion
ESTO
IGLTA Convention
IPW
Skift Global Forum

ESTO (Nominated for industry award)

Sports Travel TEAMS Conferenc & Expo
IPW

PCMA Educon Conference
CEMA Summit
Confernce Direct APM

ESTO



Location



Virginia Beach, VA
Tampa, FL
Augusta, GA
Savannah, GA
Las Vegas, NV
New York, NY
Baltimore, MD
Colorado Springs, CO
Palm Beach, FL
Los Angeles, CA
Atlanta, GA
Las Vegas, NV
New York, NY



Los Angeles, CA



Atlantic City, NJ
Las Vegas, NV



Phoenix, AZ
Phoenix, AZ
New Orleans, LA



Los Angeles, CA



Destination DC FY2022 YTD Travel Ex

Department	Travel Expenses	Employee
Finance & Administration	\$ -	

Executive Office	\$ 13,175	Elliott Ferguson
------------------	-----------	------------------

Partnerships & Alliances	\$ -	
--------------------------	------	--

Tourism & Visitor Services	\$ 2,940	
----------------------------	----------	--

Convention Sales & Services	\$ 13,337	
-----------------------------	-----------	--

Marketing	\$ -	
-----------	------	--



Subtotal \$ 29,452

Expenses by Department

Titles

Note: includes

All travel costs for attending industry conferences

President & CEO

All travel costs for attending industry conferences, tradeshow, and sales missions

All travel costs for attending industry conferences

All travel costs for attending industry conferences, various tradeshow, and sales missions

All travel costs for attending industry conferences, various tradeshow, and sales missions

All travel costs for

attending industry conferences,
various tradeshow, and
press trips



Name of Event

Location

BUSA Travel Week Europe London, UK
2021 Executive Forum Rancho Palos Verdes, CA
IMEX Las Vegas Las Vegas, NV
NCBMP Cincinnati, OH
ACS Clinical Congress Chicago, IL
Conference Direct CEO Summit San Juan, PR
PCMA Convening Leaders 2022 Las Vegas, NV

Brand USA Europe London, UK

IMEX America Las Vegas, NV
PCMA EMEA Geneva, Switzerland
ESPA 2022 Annual Conference Kansas City, MO
PCMA Convening Leaders Las Vegas, NV



Destination DC FY2020 Travel Expenses

Department	Travel Expenses	Employee
Finance & Administration	\$ 1,625	John Kim Calvin Morgan Merike Henneman Terri Carter Austin Palmer

Executive Office	\$ 52,214	Elliott Ferguson Crispus Gordon
------------------	-----------	------------------------------------

Partnerships & Alliances	\$ 2,502	Claire Carlin Bruno Schwartz Julia Tibor Caio Lopes Lisa Waldschmitt Dani Campana
--------------------------	----------	--

Tourism & Visitor Services	\$ 44,840	Theresa Belpulsi Letizia Sirtori Lindsay Hill Lawrence Hamm Chris Thompson Jeffrey Spann Jessica Reyes
----------------------------	-----------	--

Convention Sales & Services	\$ 146,845	Riley, Melissa Motley, Carol Waldroup, Dianna Tara Miller Cody Jamson Eric Kincaid
-----------------------------	------------	---

Tiffany Elum
Jeniffer Roodrigues
Nancy Umansky
Sharmane Fernandez
Fidel Mitchell
Chris Petrucci
April Robinson
Emma Harrell
Eva James
Monique Russell
Samantha Fagan
Yvonne Byerly
Allison Doherty

Marketing \$ 54,109

McClain, Robin
Davis, Danielle
Alex Gnafakis
Thompson, Kate
Torri Christian
O'Connor, Andrew
Casas, Vanessa
Rebecca Doser

Costs by Department

Titles

Note: includes

CFO
Systems Manager
Controller
HR Manager
Business Application Manager

All travel costs for attending industry conferences

President & CEO
Mgr, Industry & Gov't Relations

All travel costs for attending industry conferences, tradeshow, and sales missions

VP, Partnerships & Alliances
Associate Director , Partnerships & Alliances
Membership Coordinator
Membership Associate
AEF Manager
Membership Manager

All travel costs for attending industry conferences

VP, Tourism and Visitor Services
Director, International Sales
Sr. Manager, Tourism Sales
Sports Development Manager
Sports Coordinator
Visitor Services Specialist
Tourism & Visitor Services Assistant

All travel costs for attending industry conferences, various tradeshow, and sales missions

VP Sales and Services
Director Convention Sales
Director Convention Services
Sr. Manager, International Sales
Int'l Convention Development Manager
Director, National Account

All travel costs for attending industry conferences, various tradeshow, and sales missions

Director, National Account
Director, National Account
Director, National Account
Convention Sales Manager
Executive Meetings Manager (West)
Convention Sales Manager
Staffing Solutions Manager
Meeting Services Manager
Convention Services Manager
Convention Services Manager
Convention Services Manager
Sr. Manager, Marketing Events
Marketing Events Manager

SVP Marketing & Communications
Director of Communications
Creative Director
Research Analyst Manager
Associate Director, Marketing
Associate Director, Content Marketing
Int'l Media Relations Mgr.
Media Relations Manager, Trade

All travel costs for
attending industry conferences,
various tradeshows, and
press trips



Name of Event

Concur Annual Conference

2019 Finance, Operations & Technology Summit by Destinations International

International Congress and Convention Association

PCMA (Professional Convention Management Association) Convening Leaders 2020

Delta Sigma Pi Fraternity President's Academy

DDC's India Sales & Media Mission

U.K. Sales Mission

IITA (International Inbound Travel Association) Summit 2020

Destinations International Membership Summit

California Sales Mission

Indian Receptive/DMC visit

OMCA

Canada Sales Mission - Ontario

TEAMS Sports Travel Magazine Annual Conference

National Tour Association (NTA) Travel Exchange

IITA Summit 2020

IPW Advisory Meeting

*India Sales Mission

Hospitality Performance Network Global Partner Conference

TTRA Marketing Outlook Forum

Northern California Sales Mission

American College of Chest Show Visit

BizBash Live

Les Dames d'Escoffier International Annual Conference

ICCA Congress

Maritz Global Events/ Experient Twinsburg Office Visit
VA Winery Tour
Financial Insurance Conference Professionals Annual Conference
National Coalition of Black Meeting Planners
Meeting Planners International Philadelphia November Education Event
Frozen 2 Private Screening Client Movie Event-Chicago
Frozen 2 Private Screening Client Movie Event-DC
CD Forum
Greater New York Meeting Planner International & Professional Convention Management Association Joint Holiday
IAEE Expo Expo
Amazon re:Invent Show Visit
PSAV Client Advisory Board Dinner
Enchant at Nats Park
Professional Convention Management Association Greater Philadelphia Holiday Event
Destination International Sales and Services Summit
Association Forum Holiday Showcase
Professional Convention Management Association Convening Leaders
Professional Convention Management Association Convening Leaders- Client Event
Event Services Professional Association
Professional Convention Management Association Mix-N-Bowl
We Love Our Clients Client Event
Mid-Atlantic Conference and Expo
Global Pharmaceutical and Medical Meetings Summit
Religious Conference Management Association Annual
Convention Sales Professional International
Destination Showcase
MIC Colorado + Sales Calls
ASAE Great Ideas Conference
Annual Meeting Alliance
European Influencers Summit
International Congress & Convention Association (ICCA) Annual Congress
IBTM World
Meeting & Incentive Forums Transatlantic
Sales Mission: Ireland & United Kingdom
IT&CM China + Online Agency Trainings
C&IT Agency Forum
Mexico/Colombia Sales Calls + Client Events

DDC's India Sales & Media Mission
CRUSA's France Media Mission
Destinations Council
PCMA
DMO Mojo



Location

Orlando, FL

Colorado Spring, CO



Houston, TX

San Francisco, CA

St. Louis, MO


Mumbai, New Delhi, Chennai, India

Various Cities, United Kingdom

St. Pete Beach, FL



Clearwater, FL



San Francisco/LA

Atlanta, GA

Ottawa, ON

Toronto/Montreal/QC


Anaheim, CA

Fort Worth, TX

St. Pete Beach, Florida

Las Vegas, NV

Delhi, Mumbai, Chennai - India



Seattle, Washington

Bethesda, Maryland

San Francisco, California

New Orleans, Louisiana

New York City, New York

Nashville, Tennessee

Houston, Texas

Twinsburg, Ohio
Loudon, Virginia
Austin, Texas
New Orleans, Louisiana
Philadelphia, Pennsylvania
Chicago, Illinois
Washington, DC
Marco Island, Florida
New York City, New York
Las Vegas, Nevada
Las Vegas, Nevada
Washington, DC
Washington, DC
Philadelphia, Pennsylvania
Chicago, Illinois
Chicago, Illinois
San Francisco, California
San Francisco, California
Denver, Colorado
Washington, DC
Washington, DC
Washington, DC
Boston, Massachusetts
Irving, Texas
Washington, DC
Washington, DC
Denver, Colorado
Salt Lake City, Utah
Virtual
Virtual
Houston, Texas
Barcelona, Spain
Las Vegas, Nevada
Dublin, Ireland/London, United Kingdom
Virtual
Virtual
Virtual

Mumbai, New Delhi, Chennai, India
Paris, France
Cape Cod, MA
San Francisco, CA
New Orleans, LA



Destination DC FY2019 Travel Expens

Department	Travel Expenses	Employee
Finance & Administration	\$ 13,197	John Kim Calvin Morgan Merike Henneman Terri Carter Hannah Kim

Executive Office	\$ 97,391	Elliott Ferguson Crispus Gordon
------------------	-----------	------------------------------------

Partnerships & Alliances	\$ 12,962	Claire Carlin Bruno Schwartz Julia Tibor Caio Lopes Lisa Waldschmitt Kirsten Lyman
--------------------------	-----------	---

Tourism & Visitor Services	\$ 224,993	Theresa Belpulsi Letizia Sirtori Ang Li Lindsay Hill Lawrence Hamm Chris Thompson Kova Blake
----------------------------	------------	--

Jeffrey Spann
Jessica Reyes

Convention Sales & Services \$ 520,266

Riley, Melissa
Motley, Carol
Waldroup, Dianna
Tara Miller
Cody Jamson
Eric Kincaid
Caithlin Nicolson
Jeniffer Roodrigues
Nancy Umansky
Sharmane Fernandez
Kara Hsu
Alison Ricketts
Chris Petrucci
April Robinson
Emma Harrell
Eva James
Monique Russell
Samantha Fagan
Yvonne Byerly
Allison Doherty

es by Department

Titles

Note: includes

VP, Finance & Administration
Systems Manager
Controller
HR Manager
Business Application Manager

All travel costs for attending industry conferences

President & CEO
Mgr, Industry & Gov't Relations

All travel costs for attending industry conferences, tradeshow, and sales missions

VP, Partnerships & Alliances
Associate Director , Partnerships & Alliances
Membership Coordinator
Membership Associate
AEF Manager
Sr. Manager, Partnerships

All travel costs for attending industry conferences

VP, Tourism and Visitor Services
Director, International Sales
Int'l Tourism Coordinator, Asia
Sr. Manager, Tourism Sales
Sports Development Manager
Sports Coordinator
Visitor Services Manager

All travel costs for attending industry conferences, various tradeshow, and sales missions

Visitor Services Specialist
Tourism & Visitor Services Assistant



VP Sales and Services
Director Convention Sales
Director Convention Services
Sr. Manager, International Sales
Int'l Convention Development Manager
Director, National Account
Director, National Account
Director, National Account
Director, National Account
Convention Sales Manager
Convention Sales Manager
Convention Sales Manager
Convention Sales Manager
Staffing Solutions Manager
Meeting Services Manager
Convention Services Manager
Convention Services Manager
Convention Services Manager
Sr. Manager, Marketing Events
Marketing Events Manager

All travel costs for
attending industry conferences,
various tradeshow, and
sales missions

SVP Marketing & Communications
Director of Communications
Creative Director
Research Analyst Manager
Associate Director, Marketing
Associate Director, Content Marketing
Int'l Media Relations Mgr.
Marketing Specialist
Digital Marketing Manager
Media Relations Manager
Media Relations Manager, Trade
Production Manager

All travel costs for
attending industry conferences,
various tradeshows, and
press trips

Name of Event

Concur Annual Conference
SimpleView User Conference
SHRM Conference
201 Finance, Operations & Technology Summit by Destinations Internatioanl

TEAMS Dinner
IMEX America 2018
International Congress and Convention Association
Subway Thank You
Delta Sigma Pi Southern LEAD Provincial Conference (Session Speaker)
New York Media Mission
DDC China Sales/Media/MICE mission
DDC India Sales/Media Mission
IMEX Frankfurt
U.S. Travel's IPW
PCMA Educon
USTA Summer Board meeting
Destinations International Annual Conference
NABHOOD 6th Annual Conference
DDC Australia & New Zealand Sales Mission
IMEX America 2019
US-China Tourism Summit

Destinations International Membership Summit
SimpleView User Conference
U.S. Travel's IPW
NAF (National Academy Foundaton) - Guest speaker/Panel discussion
Peer group visits

UK Sales Mission
Global Marketplace
American Bus Association (ABA) Marketplace
ABA Dine Around
IPW Advisory Meeting
IITA Summit 2019
Canada Sales Mission - East Coast

CAA Site Visit
*China Sales Mission
China Digital Innovation Marketing Summit
*India Sales and Media Mission w/MWAA
NASC Spring Symposium/CSEE Module
WTCF Marketing Session
IGLTA Summit 2019
Simpleview Summit
IPW 2019
Israel Sales Mission (Only EF attended)
IPW Advisory Meeting
Student Youth Travel Association (SYTA) Conference
ESTO
Connect Sports Marketplace
*Australia Sales Mission
Brand US UK - Travel Week
Carolinas Sales Mission

Les Dames Escoffier International Annual Conference
American Staffing Association's Staffing World
IMEX America
National Safety Council Congress and Expo-Show Visit
Tableau Software Show Visit
American Society of Nephrology Show Visit
BizBash Live
Maritz Philadelphia Office Visit
Sustainable Brands Show Visit
New York City Sales Calls
Educause Annual Conference Show Visit & Calls
Financial Insurance Conference Professionals Annual Conference
Hospitality Performance Network Global Partner Conference
Maritx Global Events/Experient Office Visit
Professional Convention Management Association Bowl-A-Thon
Conference Direct Forum
National Coalition of Black Meeting Planners Annual Conference
SE PCMA Chapter Holiday Luncheon and Sales Mission
Miniwide DC convention Luncheon update client event
Greater New York MPI & PCMA Joint Holiday Event/Mission
Professional Convention Management Association Greater Philadelphia Holiday Event/Sales Mission
Family Holiday Cookie Decorating Event
Destinations International Sales and Services Summit
IAEE Expo
Association Forum Holiday Showcase
Professional Convention Management Association Convening Leaders
Professional Convention Management Association Convening Leaders Client Breakfast and Activation
Event Service Professionals Association Annual Conference

Religious Conference Management Association
Global Pharmaceutical and Medical Meetings Summit
Heart Health Client Event
Destination International's Destination Showcase
St. Louis/Kansas City Sales Mission
Mid-Atlantic Conference & Expo
Caps Family Fun Game
Meeting Professionals International Northern California Chapter Annual Conference & Expo/
Conference on Retroviruses and Opportunistic Infections (CROI) Show Visit
Conference direct Annual Partner Meeting
Meeting Industry Council (MIC) of Colorado Educational Conference and Trade Show
Experient EnVision
LA/Southern California Sales Mission
Professional Convention Management Association Capital Chapter-2019 Mix-N-Bowl
CBI Pharma Forum 2019
Destination Celebration
Operation Cherry Pie DC
ASAE XDP
Atlanta Sales Mission
IAEE Women's Leadership Conference
Operation Cherry Pie Chicago & Client Event
Amazon Travel & Transportation Fair
Association of Meeting Professionals Golf Tournament
Hospitality Performance Network & HelmsBriscoe office visit
KonMari Client Event Declutter DC
Simpleview Summit
American Wind Energy Association Show Visit
HelmsBriscoe's Annual Business Conference & Partner Fair
Greater Philadelphia Professional Convention Management Association event
Row and Rosé-Local Fitness Event
Professional Convention Management Association Partner Summit
Meeting Professionals International World Education Conference
Association Forum Honors Gala
Professional Convention Management Association Education Conference
Cvent Connect
Corporate Executive Marketing Association (CEMA) Summit
Destinations International Annual Meeting
Smith Bucklin Annual Industry Partner Event
SIGGRAPH Show Visit with Events DC and SmartCity
Experient E4
Wisconsin Sales Mission + CUNA Thank You Lunch
Philadelphia and New Jersey- management company calls
IEEE Convene
STR Hotel Data Conference
Connect/Collaborate Marketplace
IMEX America
Annual Meeting Alliance Breakfast

American Bar Association Appreciation Lunch and Chicago Sales Mission
Freeman Golf Classic
Hospitality Performance Network Global Partner Conference
IMEX America & Client Breakfast with VisitBrussels
Tel Aviv Sales Calls: Israel
International Congress & Convention Association (ICCA) Annual Congress
IBTM World & IBEC Social
Meeting & Incentive Forums Transatlantic
UK Client Event: Wizards/Knicks Game in London
IAPCO Edge
Sales Mission: United Kingdom
European Association Summit (EAS)
Sales Mission: China in partnership with Tourism
IMEX Frankfurt + Association Expert Seminar + IBEC Social
ICCA International Client/Supplier Business Workshop
Sales Mission: Mexico + World Meetings Forum
Canadian Meetings + Events Expo & FICP Canada Symposium
The Meetings Space

ESTO

NY Media Mission & Consumer Event
DDC China Sales & Media Mission
DDC India Sales & Media Mission
U.S. Travel's IPW
DDC Australia & New Zealand Sales & Media Mission
Adobe MAX
Destinations Council
PCMA
DMO Mojo
CMO Summit
MMGY meetings
Destinations International Annual Conference
US Travel Board Meeting

Location

San Diego, CA
Phoenix, AZ
Las Vegas, NV
Cleveland, OH

Louisville, KY
Las Vegas, NV
Dubai, United Arab Emirates
Milford, CT
Atlanta, GA
New York City, NY
Beijing, Shanghai, Guangzhou, China
Mumbai, Ahmedabad, new Delhi, India
Frankfurt, Germany
Anaheim, CA
Los Angeles, CA
Newport Beach, CA
St. Louis, MO
Miami, FL
Auckland, Sydney, and Melbourne
Las Vegas, NV
Seattle, WA

Palm Spring, CA
Phoenix, AZ
Anaheim, CA
Detroit, MI
New York City, NY

UK/Ireland
Washington, DC
Louisville, KY
Louisville, KY
Anaheim, CA
Savannah, GA
Montreal/Toronto

Charleston, SC
Beijing, Shanghai, Guangzhou, China
Beijing, China
Mumbai, Delhi, Ahmeabad
Minneapolis, MN
Beijing, China
New York, NY
Phoenix, AR
Anaheim, CA
Tel Aviv
Las Vegas, NV
Birmingham, AL
Austin, TX
Louisville, KY
Auckland/Melbourne/Sydney
London
North/South Carolina




Seattle, Washington
Gaylord National Harbor
Las Vegas, Nevada
Houston, Texas
New Orleans, Louisiana
San Diego, California
New York City, New York
Philadelphia, Pennsylvania
Philadelphia, Pennsylvania
New York City, New York
Denver, Colorado
Orlando, Florida
Miami, Florida
Twinsburg, Ohio
Chicago, Illinois
Huntington Beach, California
New Orleans, Louisiana
Atlanta, Georgia
Washington, DC
New York City, New York
Philadelphia, Pennsylvania
Washington, DC
New Orleans, Louisiana
New Orleans, Louisiana
Chicago, Illinois
Pittsburgh, Pennsylvania
Pittsburgh, Pennsylvania
Charlotte, North Carolina

Greensboro, North Carolina
Philadelphia, Pennsylvania
Washington, DC
Washington, DC
St. Louis/Kansas City, Missouri
National Harbor, Maryland
Washington, DC
San Francisco, California/Seattle, Washington
Seattle, Washington
Atlanta, Georgia
Denver, Colorado
Las Vegas, Nevada
Los Angeles, California
Washington, DC
New York City, New York
Kansas City, Missouri
Washington, DC
Washington, DC
Atlanta, Georgia
Leesburg, Virginia
Chicago, Illinois
Seattle, Washington
Woodbridge, Virginia
Scottsdale, Arizona
Washington, DC
Scottsdale, Arizona
Houston, Texas
Houston, Texas
Philadelphia, Pennsylvania
Washington, DC
Cancun, Mexico
Toronto, Canada
Chicago, Illinois
Los Angeles, California
Las Vegas, Nevada
Las Vegas, Nevada
St Louis, Missouri
Chicago, Illinois
Anaheim, California
Baltimore, Maryland
Madison/Milwaukee, Wisconsin
Philadelphia, Pennsylvania and New Jersey
Washington, DC
Nashville, Tennessee
Louisville, Kentucky
Las Vegas, Nevada
Washington, DC

Chicago, Illinois
Washington, DC
Seattle, Washington
Las Vegas, Nevada
Tel Aviv, Israel
Dubai, UAE
Barcelona, Spain
Cancun, Mexico
London, United Kingdom
The Hague, Netherlands
London, United Kingdom
Brussels, Belgium
Beijing & Shanghai, China
Frankfurt, Germany
Montreal, Canada
Mexico City, Mexico
Toronto, Canada
Madrid, Spain



Austin, TX
New York City, NY
Beijing, Shanghai, Guangzhou, China
Mumbai, Ahmedabad, new Delhi, India
Anaheim, CA
Auckland, Sydney, and Melbourne
Los Angeles, CA
Buffalo, NY
Pittsburgh, PA
West Hollywood, CA
Houston, TX
Kansas City, MO
St. Louis, MO
Newport Beach, CA





Statement of Financial Activities (Profit & Loss)
Year over Year Budget Comparison

Revenue (by Revenue Source)	YTD FY2021 Actual				FY2019 Actual		
	FY2021 Actual	FY2020 Actual	Variance FY2021 vs. FY2020	%	FY2019 Actual	Variance FY2021 vs. FY2019	%
1 Hotel Sales Tax Receipts	\$5,535,000	\$11,190,000	(\$5,655,000)	49%	\$19,920,000	(\$14,385,000)	28%
2 Events DC Special Funding*	250,000	569,000	(\$319,000)	N/A	570,000	(\$320,000)	44%
3 Partnership Membership Dues	1,254,000	1,867,000	(\$613,000)	67%	2,451,000	(\$1,197,000)	51%
4 Sponsorship Revenue	91,000	211,000	(\$120,000)	43%	242,000	(\$151,000)	38%
5 Registration Services Revenue	16,000	282,000	(\$266,000)	6%	657,000	(\$641,000)	2%
6 Housing Revenue	-	105,000	(\$105,000)	N/A	48,000	(\$48,000)	0%
7 Publication Ad Sales	-	-	\$0	N/A	-	\$0	N/A
8 On Line Reservation Revenue	-	3,000	(\$3,000)	N/A	4,000	(\$4,000)	0%
9 Coop Fees	18,000	46,000	(\$28,000)	39%	401,000	(\$383,000)	4%
10 Publication Sales	3,000	4,000	(\$1,000)	75%	17,000	(\$14,000)	18%
11 Interest	100,000	12,000	\$88,000	833%	100,000	\$0	100%
12 Grants**	-	27,000	(\$27,000)	0%	162,000	(\$162,000)	N/A
13 Merchandise Sales	-	-	\$0	N/A	-	\$0	N/A
14 Special Funding 1***	3,020,000	42,000	\$2,978,000	N/A	28,000	\$2,992,000	N/A
15 Special Funding 2****	3,398,000	-	\$3,398,000	N/A	-	\$3,398,000	N/A
Total Revenue	\$13,685,000	\$14,358,000	(\$673,000)	95%	\$24,600,000	(\$10,915,000)	56%

Significant drop in hotel tax collections.
N/A
Significant drop in membership dues due to temporary/permanent business closures, membership
Significant drop in corporate sponsorships due to pandemic economy
Significant drop in registration service revenue since no meetings/conventions have taken place sin
Housing business has sunset
N/A
N/A
Significant drop in Coop fees since no tradeshow/missions have taken place since March 2020
N/A
N/A
N/A
N/A
Marketing Recovery fund from Events DC provided in FY2021
2 rounds of Paycheck Protection Program

Expenses:	YTD FY2021 Actual				FY2019 Actual		
	FY2021 Actual	FY2020 Actual	Variance FY2021 vs. FY2020	%	FY2019 Actual	Variance FY2021 vs. FY2019	%
15 Finance/Operation/Administration	\$ 3,827,000	\$ 4,311,000	\$ (484,000)	89%	\$ 5,049,000	(\$1,222,000)	76%
16 Partnerships & Alliances	763,000	807,000	\$ (44,000)	95%	1,223,000	(\$460,000)	62%
17 Tourism	995,000	1,873,000	\$ (878,000)	53%	2,923,000	(\$1,928,000)	34%
18 Convention Sales & Services	2,605,000	3,778,000	\$ (1,173,000)	69%	5,331,000	(\$2,726,000)	49%
19 Marketing & Communication	2,115,000	4,890,000	\$ (2,775,000)	43%	8,037,000	(\$5,922,000)	26%
20 Registration Services	106,000	390,000	\$ (284,000)	27%	820,000	(\$714,000)	13%
21 Visitor Services	251,000	410,000	\$ (159,000)	61%	659,000	(\$408,000)	38%
22 Additional Programs/Projects	2,987,000	-	\$ 2,987,000	N/A	-	\$2,987,000	N/A
Total Expense	\$ 13,649,000	\$ 16,459,000	\$ (2,810,000)	83%	\$ 24,042,000	\$ (10,393,000)	57%

Change in Fund Balance	\$ 36,000	\$ (2,101,000)	\$ 2,137,000	\$ 558,000
-------------------------------	------------------	-----------------------	---------------------	-------------------

*Events DC funding represents funding for international convention sales - the amount approved annually
**Grant represents \$150K from MWAA



Statement of Financial Activities (|
Year to Date
As of December 31, 2021 (Pre

	YTD FY2022 Actual			
	Revenue (by Revenue Source)	YTD Actual	YTD Budget	Variance Actual vs. Budget (YTD)
1	Hotel Sales Tax Receipts	\$2,862,000	\$2,929,000	(\$67,000)
2	Events DC Special Funding*	-	-	\$0
3	Partnership Membership Dues	486,000	343,000	\$143,000
4	Sponsorship Revenue	20,000	13,000	\$7,000
5	Registration Services Revenue	89,000	88,000	\$1,000
6	Housing Revenue	-	-	\$0
7	Publication Ad Sales	-	-	\$0
8	On Line Reservation Revenue	-	-	\$0
9	Coop Fees	12,000	23,000	(\$11,000)
10	Publication Sales	-	-	\$0
11	Interest	36,000	50,000	(\$14,000)
12	Grants**	-	-	\$0
13	Merchandise Sales	-	-	\$0
14	Special Funding 1***	-	-	\$0
15	Special Funding 2****	-	-	\$0
	Total Revenue	\$3,505,000	\$3,446,000	\$59,000
	Expenses:	Actual	Budget	Variance Actual vs. Budget
15	Finance/Operation/Administration	\$ 939,000	\$ 947,000	\$ (8,000)
16	Partnerships & Alliances	339,000	355,000	\$ (16,000)
17	Tourism	392,000	410,000	\$ (18,000)
18	Convention Sales & Services	965,000	1,153,000	\$ (188,000)
19	Marketing & Communication	489,000	983,000	\$ (494,000)
20	Registration Services	119,000	124,000	\$ (5,000)
21	Visitor Services	65,000	90,000	\$ (25,000)
22	Additional Programs/Projects	-	-	\$ -
	Total Expense	\$ 3,308,000	\$ 4,062,000	\$ (754,000)
	Change in Fund Balance	\$ 197,000	\$ (616,000)	\$ 813,000

*Events DC funding represents funding for international convention sales - the am

****Grant represents \$150K from MWAA**

*****Recovery Marketing efforts supported through Events DC**

******PPP first draw (\$1.699M) and \$2M authorized use of DDC reserve fund (only \$1M)**

Profit & Loss)

liminary)

Actual vs. Budget (YTD)	FY2020 Budget (same time)		
	YTD FY2020	Variance YTD FY2022 vs FY2020	Variance
98%	\$5,662,000	(\$2,800,000)	51%
N/A	-	\$0	N/A
142%	693,000	(\$207,000)	70%
154%	68,000	(\$48,000)	29%
N/A	199,000	(\$110,000)	N/A
N/A	49,000	(\$49,000)	N/A
N/A	-	\$0	#DIV/0!
N/A	-	\$0	N/A
N/A	19,000	(\$7,000)	N/A
N/A	2,000	(\$2,000)	N/A
72%	17,000	\$19,000	212%
N/A	-	\$0	#DIV/0!
N/A	-	\$0	N/A
N/A	-	\$0	#DIV/0!
N/A	-	\$0	N/A
102%	\$6,709,000	(\$3,204,000)	52%

Actual vs. Budget	Annual Budget	Variance YTD Actual vs. Annual Budget	Actual vs. Annual Budget
99%	\$ 1,265,000	(\$326,000)	74%
95%	305,000	\$34,000	111%
96%	687,000	(\$295,000)	57%
84%	1,526,000	(\$561,000)	63%
50%	2,150,000	(\$1,661,000)	23%
96%	255,000	(\$136,000)	47%
72%	156,000	(\$91,000)	42%
N/A	-	\$0	N/A
81%	\$ 6,344,000	\$ (3,036,000)	52%

	\$ 365,000
--	------------

ount approved annually

- a. Please see below table for FY2020, FY2021 and FY202 YTD and projected amount for the remainder of the year. Partnerships, sponsorships and overall revenues including hotel taxes are better than this time last year.
- b. Please refer to the question document

	Revenue	FY2020	FY2021	FY2022
1	Hotel Sales Tax Receipts	\$11,190,000	\$5,535,000	\$2,862,000
2	Events DC Special Funding*	569,000	250,000	-
3	Partnership Membership Dues	1,867,000	1,254,000	486,000
4	Sponsorship Revenue	211,000	91,000	20,000
5	Registration Services Revenue	282,000	16,000	89,000
6	Housing Revenue	105,000	-	-
7	Publication Ad Sales	-	-	-
8	On Line Reservation Revenue	3,000	-	-
9	Coop Fees	46,000	18,000	12,000
10	Publication Sales	4,000	3,000	-
11	Interest	12,000	100,000	36,000
12	Grants**	27,000	-	-
13	Merchandise Sales	-	-	-
14	Special Funding 1***	42,000	3,020,000	-
15	Special Funding 2****	-	3,398,000	-
	Total Revenue	\$14,358,000	\$13,685,000	\$3,505,000

ainder of FY2022
re last year.

FY2022 projected
\$8,138,000
570,000
884,000
30,000
261,000
-
-
-
188,000
-
164,000
150,000
-
5,000,000
1,000,000
\$16,385,000

Q41: Please provide a copy of your bylaws
Please see separate attachment #Q41

Approved budget for FY2021 and FY2022

	Approved Budget FY2022	Approved Budget FY2021	Variance
1 Revenue			
1 Hotel Sales Tax Receipts	\$11,000,000	\$5,000,000	\$6,000,000
2 Events DC Special Funding*	570,000	500,000	\$70,000
3 Partnership Membership Dues	1,370,000	1,000,000	\$370,000
4 Sponsorship Revenue	50,000	150,000	(\$100,000)
5 Registration Services Revenue	350,000	-	\$350,000
6 Housing Revenue	-	-	\$0
7 Publication Ad Sales	-	-	\$0
8 On Line Reservation Revenue	-	-	\$0
9 Coop Fees	200,000	-	\$200,000
10 Publication Sales	-	-	\$0
11 Interest	200,000	100,000	\$100,000
12 Grants**	150,000	50,000	\$100,000
13 Merchandise Sales	-	-	\$0
14 Special Funding 1***	5,000,000	3,000,000	\$2,000,000
15 Special Funding 2****	1,000,000	3,500,000	(\$2,500,000)
Total Revenue	\$19,890,000	\$13,300,000	\$6,590,000

%
120%
14%
37%
-67%
N/A
N/A
N/A
N/A
N/A
N/A
100%
200%
N/A
67%
-71%
50%