



Washington Convention and Sports Authority
t/a Events DC
FY2022-Q1 FY2023 Performance Oversight Hearing
February 9, 2023

Question 1

Please provide 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 B



Question 2

Please provide a list of Event DC’s current board members and executive board. For each member, please provide the following:

- a. Name;
- b. Seat type;
- c. Whether the member is a District resident and if so, the Ward they live in;
- d. Whether the member is also a member of the executive board;
- e. When the member’s term started and expires;
- f. Who the member replaced in the event they are a recent appointee; and
- g. Attendance record for FY 2022 and 2023, to date.

RESPONSE:

Current Events DC Board Members

<u>Member Name</u>	<u>Appointment Date</u>	<u>Reappointment Date</u>	<u>Term Expires</u>	<u>Seat Type</u>	<u>Residing Ward</u>
Max Brown, <i>Chairman</i>	5/5/2015	3/20/2019	5/16/2023	Public Member	Ward 2
John Boardman, <i>Vice Chairman</i>	11/17/2000	12/7/2021	5/16/2025	Organized Labor	Ward 4
Denise Rolark Barnes, <i>Secretary</i>	1/10/2012	1/30/2017	5/16/2024	Business Finance	Ward 8
Cherrie Doggett, <i>Treasurer</i>	10/28/2014	12/7/2021	5/16/2025	Business Finance	Ward 3
Alan Bubes	5/5/2015	3/18/2019	5/16/2023	Public Member	Ward 2
John Falcicchio	7/1/2019		<i>Ex officio</i>	<i>Ex officio</i>	Ward 6
Jay Haddock Ortiz*	1/26/2007	3/1/2018	5/16/2022	<i>Tourism</i>	Ward 6
Solomon Keene	2/22/2013	3/20/2019	<i>Ex officio</i>	<i>Ex officio</i>	Ward 5
Brian Kenner	10/29/2019		5/16/2023	Business Finance	Ward 1
Glen Lee (replacing Fitzroy Lee)	6/28/2022		<i>Ex officio</i>	<i>Ex officio</i>	Ward 1
George T. Simpson	1/10/2018	1/28/2020	5/16/2024	Public Member	Ward 5

**Please note that Jay Haddock Ortiz is currently up for re-appointment. A Committee on Business and Economic Development (CBED) Roundtable was held on February 6, 2023.*



FY22 Washington Convention and Sports Authority Board of Directors Attendance Record

Meeting Date

Board Member	10/14/2021	11/10/2021	12/9/2021	1/13/2022	2/10/2022	3/10/2022	4/14/2022	5/12/2022	6/9/2022	7/14/2022	9/8/2022
Max Brown	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
John Boardman	Present	Present	Present	X	Present	Present	Present	Present	Present	Present	Present
Denise Rolark Barnes	Present	Present	Present	X	Present	Present	Present	Present	X	Present	Present
Cherrie Doggett	Present	X	Present	Present	Present	X	Present	X	Present	Present	X
Alan Bubes	Present	Present	Present	Present	X	Present	Present	Present	Present	X	Present
John Falcicchio	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Linda Greenan	Present	Present	Present	Present	Present	Present	Present	Present			
Jay Haddock Ortiz	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present
Solomon Keene	Present	X	Present	Present	X	X	Present	Present	X	Present	X
Brian Kenner	Present	Present	X	X	Present	Present	Present	Present	Present	Present	Present
Fitzroy Lee	Present	Present	Present	Present	Present	Present	Present	Present	Present	Present	X
Glen Lee											Present
George T. Simpson	Present	Present	Present	Present	Present	Present	X	Present	Present	X	X

FY23 Washington Convention and Sports Authority Board of Directors Attendance Record

Meeting Date

Board Member	10/13/2022	11/10/2022	12/8/2022	1/12/2023
Max Brown	Present	Present	Present	Present
John Boardman	Present	Present	Present	Present
Denise Rolark Barnes	X	Present	Present	Present
Cherrie Doggett	Present	Present	Present	Present
Alan Bubes	Present	Present	Present	Present
John Falcicchio	Present	Present	Present	Present
Jay Haddock Ortiz	Present	Present		
Solomon Keene	Present	X	X	Present
Brian Kenner	Present	Present	X	X
Glen Lee	Present	Present	Present	X
George T. Simpson	Present	Present	Present	Present



Question 3

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?

RESPONSE:

The Authority's bylaws permit the Mayor to remove a member for neglect of duty but do not specifically address poor attendance.



Washington Convention and Sports Authority
t/a Events DC
FY2021-Q1 FY2022 Performance Oversight Hearing
February 2, 2022

Question 4

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, 2023. The Schedule A also should indicate all vacant positions in the agency. Please do not include Social Security numbers.

RESPONSE:

SEE ATTACHMENT C



Question 5

How many of Event DC's employees (full and part-time) are District residents?

RESPONSE:

Events DC employees 92 regular full and part-time people who are District of Columbia residents. Inclusive of Casual and Temporary staff, we have 146 staff who are DC residents.

Regular Full & Part Time	Count of Employees Active as of January 19, 2023	% of Employees by Employee type
District of Columbia	92	35.52%
Maryland	125	48.26%
Virginia	41	15.83%
Other	1	0.39%
Grand Total	259	100.00%

All Staff (includes regular, casual and temp)	Count of Employees Active as of January 19, 2023	% of Employees by Employee type
District of Columbia	146	32.52%
Maryland	237	52.78%
Virginia	64	14.25%
Other	2	0.45%
Grand Total	449	100.00%



Question 6

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:

Events DC does not have any staff member detailed to another District agency, nor are any other District agency employees detailed to Events DC.



Washington Convention and Sports Authority
t/a Events DC
FY2022-Q1 FY2023 Performance Oversight Hearing
February 9, 2023

Question 7

For fiscal years 2022 and 2023 to date, 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 D



Washington Convention and Sports Authority
t/a Events DC
FY2022-Q1 FY2023 Performance Oversight Hearing
February 9, 2023

Question 8

Please list, in descending order, the top 15 overtime earners in your agency for fiscal year 2022. For each, state the employee's name, position or title, salary, and aggregate overtime pay.

RESPONSE:

SEE ATTACHMENT E



Question 9

For fiscal years 2022 and 2023 (through December 31), please provide a list of employee bonuses including merit/performance bonuses, recruitment bonuses, retention bonuses, employee awards, and relocation awards, that identifies the employee receiving the bonus or award, the amount received, and the reason for the bonus or award.

RESPONSE:

SEE ATTACHMENT F



Question 10

For fiscal years 2022 and 2023 (through December 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:

During FY 2022, the following individual was separated from the Authority and received separation pay:

Name	Amount	Number of Weeks	Rationale
R.R.	\$75,247.42	28 weeks	Departmental Reorganization and revised operational business direction

There were no separations with separation pay for FY 2023.



Question 11

For fiscal years 2021, 2021, and 2023 (through December 31), please state the total number of employees receiving worker's compensation payments.

RESPONSE:

Year	No. Employees Receiving Worker's Comp
FY 2021	7
FY 2022	1
FY 2023	0



Question 12

Please provide the name of each employee who was or is on administrative leave in fiscal years 2022 and 2023 (through December 31). In addition, for each employee identified, please provide: (i) their position; (ii) a brief description of the reason they were placed on leave; (iii) the dates they were/are on administrative leave; (iv) whether the leave was/is paid or unpaid; and (v) their current status (as of December 31, 2022).

RESPONSE:

Please see ATTACHMENT G



Question 13

For fiscal years 2022 and 2023 (through December 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:

Events DC			
Intra-District Transfers			
Agencies	FY2022	FY2023 as of December 31	Reason for the transfer
Transferred from			
OTR-Dedicated tax	122,280,390	40,533,010	Dedicated Taxes
OTR-TIF Revenues	12,029,431	2,370,601	TIF - Sales Taxes
EDF-Baseball stadium	1,938,557	-	Baseball Stadium Maintenance and Insurance Premium
DC Office of the Deputy Mayor for Public Safety and Justice	-	161,277	Event for DC Fire Ceremony
Office of the Deputy Mayor for Planning and Economic Development (DMPED)	-	-	District portion of MPD and other public safety cost for events held at ESA
Office of Tax and Revenue(OTR)	-	5,502	Sales tax refund
District of Columbia Public School(DCPS)	-	168,351	Events
Office of the Chief Financial Officer, through Office of Budget and Planning	-	23,210,000	Support cultural and historical tourism; Tourism Marketing Campaign
Department of Employment Services-(DOES)	-	46,123	Event
DMPED	86,069,000	-	The Hotel Recovery Grant Program and support for Undocumented Workers
Total	222,317,378	66,494,864	
Transferred To			
Fire and Emergency Medical Services	58,189	13,715	Emergency Medical Services
Department of General Services (DGS)	617,852	68,269	RFK and Armory Building Maintenance
Department of Employment Services-(DOES)	68,208	4,325	Unemployment Tax
Office of Tax and Revenue(OTR)	226,790	10,571	Sales and possessory interest tax
Office of the Chief Technology Officer (OCTO)	112,227	54,375	Internet services
Metropolitan Police Department (MPD)	228,936	34,473	Security services
Department of Transportation (DOT)	72,196	30,544	Traffic control services
Total	1,384,398	185,728	



Question 14

Please provide a table showing your agency's Council-approved original budget, revised budget (after reprogrammings, etc.) for fiscal years 2021, 2022, and the first quarter of 2023. In addition, please explain the variances between fiscal year appropriations and actual expenditures for fiscal years 2021 and 2022.

RESPONSE:

SEE ATTACHMENT H

Variance Explanation

FY2021-FY2023

- A. FY2021 operating revenues exceeded the budget by \$4.3 million or 65%. This was mainly due to building rental revenue of \$3 million from the mass vaccination sites and the Alternate Care Site that operated in the Convention Center and the St. Elizabeth's campus. Events DC also received an insurance payment of \$1 million for business interruption due to the COVID – 19 Pandemic.
- B. Operating expenses were under budget by \$7.5 million or 12% in FY2021. Personal services savings mainly from vacant positions and associated fringe benefits were \$1.6 million or 5%. Contractual services savings were \$4.6 million primarily in the areas of Strategic Initiatives, Janitorial Services, Financial Management, Catering, Marketing, Administrative Services, legal services, and facility maintenance. Utility savings of \$1.1 million were due to measures put in place by management to reduce spending during the pandemic as event operations were limited and employees were working remotely.
- C. FY2021 Non-Operating revenues were under budget by \$1.3 million or 2%. This was primarily due to lower than projected dedicated tax transfers to the Convention Center and Destination DC offset by additional Interest Income and Lease Income from the Plumber's building. Dedicated taxes to the Convention Center and Destination DC fell short of the budget by \$4.2 million and \$153,037 respectively as the recovery of hotel and restaurant industry and related taxes was slower than anticipated in the budget. Lease Income from the Plumber's building was higher than anticipated in the budget by \$2.8 million. No revenue was included for Lease Income in the budget as the authority was at that time notified that payment would be deferred. Full payments were



however received before the end of FY2021. Interest Income and Hotel Contribution Reimbursement exceeded the budget by \$199,964 and \$78,878 respectively.

- D. Non-Operating Expenses were under budget by \$9.6 million or 20% in FY2021. These expenses are composed of Debt service for the Convention Center, Marketing Fund expenses and Possessory Interest Tax for the Entertainment and Sports Arena. Events DC refunded its bonds and saved \$8.2 million in FY2021. Possessory Interest Tax for the Entertainment & Sports Arena for 2 prior years were revised by the D.C Office of Tax and Revenue resulting in savings of \$1.7 million in FY2021. Marketing Fund expenses exceeded the budget by \$160,825.
- E. The other category is composed of one time District Music Grant of \$1 million and Destination Marketing funding of \$3 million to Destination DC. The Music Grant supported Go-Go related programming, branding, tourism, and marketing per D.C. Code § 10-1202.08(h). Destination Marketing funding is used for recovery campaign aimed at driving visitation to Washington DC and resuscitating the City's strained hospitality industry in the midst and wake of the COVID 19.
- F. The FY2022 operating revenue exceeded the budget by \$4.9 million or 25%. There were 15 Citywide events held in FY2022 and additional demand for ancillary services such as food, telecommunication, audiovisual, electrical, and rigging generated higher operating revenue than anticipated in the budget. Post COVID 19 recoveries of the conventions business and attendance was robust more robust than projected.
- G. Operating expenses were under budget by \$13.4 million or 19% in FY2022. Personal services savings mainly from vacant positions and the associated fringe benefits were \$5.8 or 15%. Non personal savings of \$7.6 million or 19% were primarily from contractual services in the areas of Strategic initiatives, Facility Maintenance, Security Services, Creative Services, Business Development and Bookings, Administrative Services, Financial Management, Catering and Event Operations.
- H. In FY2022, non-operating revenues exceeded the budget by \$26.1 million or 26%. Non-operating revenues are composed of Dedicated Taxes – Convention Center, Interest Income, Lease Income (Plumber's Building), Dedicated taxes – Destination DC, Hotel Contributions Reimbursement and Ballpark Maintenance Fee. Dedicated Taxes and Interest Income exceeded the budget by \$31.3 and \$1.2 million respectively and offset the \$5.6 million shortfall in Hotel Contributions Reimbursement. Events DC made a \$47 million contribution to fund the development of the Marriot Marquis hotel in 2013. The



contribution is reimbursed from the collection of excess Tax Increment Financing (TIF) for the hotel. Lease Income (Plumer's Building) was also under budget by \$730,750.

- I. Non-operating expenses exceeded the budget by \$5.5 million or 14%. These expenses are composed of Marketing fund, Dedicated taxes transfer to Destination DC, Debt Services and Possessory Interest Tax for the Entertainment and Sports Arena. Both Marketing expenses and Dedicated Taxes transfers to Destination DC exceeded the budget by \$4.1 and \$2 million respectively. The Possessory Interest Tax was also below budget by \$ 607,587 due to tax reimbursements received from DMPED (Deputy Mayor of Planning and Economic Development) for taxes paid in prior years. Per a Memorandum of Understanding between DMPED and Events DC, the possessory interest tax paid by Events DC is granted back for use on the St. Elizabeths Site to support the maintenance, operation, and construction activities.
- J. FY2022 capital expenditures were under budget by \$17.9 million or 48%. The RFK Demolition and Practice Field projects which account for these savings are deferred to FY2023.
- K. Operating revenue budget for FY2023 was increased by \$4.4 million or 19%. This is due to the booking of 19 Citywide events (compared to 15 in FY2022) and higher anticipated attendance which brings additional ancillary service revenue.
- L. The FY2023 operating expenses budget was increased by \$13.8 million or 17%. The personal services budget accounts for \$2.3 million of this increase. There were 47 FTEs added to the budget to enhance security services, event services, facility management, and technology services. Twenty-four of these FTEs are for implementing a new weapons screening system to be deployed in FY2023. The new weapons screening system, Oracle Software Support, Office space lease, enhancement in Creative Services programming, and contract escalators for security, janitorial and other facility maintenance services account for \$11.5 million of the operating expenses increase.
- M. The FY2023 Non-Operating revenues budget was increased by \$26.9 million or 22%. This is based on the September 30, 2022, OCFO revenue estimate for Dedicated Taxes Transfer to the Convention Center and Destination DC. Dedicated Taxes Transfers makes up 90% of the non-operating revenues in the revised FY2023 budget.
- N. The Capital expenditure budget was increased by \$3.8 million or 10%. This was to fully fund Strategic Initiative projects.



Question 15

Please list all memoranda of understanding (MOU) either entered into by your agency or in effect during fiscal years 2022 and 2023 (through December 31). For each, describe its purpose, indicate the date entered, and provide the actual or anticipated termination date.

RESPONSE:

Agency	Purpose	Date Entered	Termination Date
OCTO	Internet and Wi-Fi access points at various Authority venues	10/1/2018 10/1/2022	9/30/2022 9/30/2023
DMPED	Possessory Interest Tax at ESA	12/28/2020	10/5/2037
DCFEMS	DCFEMS trainings at RFK	10/1/2020	9/30/2022
DGS	Maintenance of RFK/DC Armory campus	10/1/2012	N/A
CAB	Contract appeals	1/5/2010	N/A
OCA	Administrative jurisdiction of Carnegie Library	5/1/2011	4/30/2110



Question 16

Please list all currently open capital projects for your agency (as of December 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 I** for a list of the Authority's capital projects as of February 1, 2023.



Question 17

In table format, please list the following for fiscal years 2022 and 2023 (through December 31, 2023) regarding the agency’s use of SmartPay (credit) cards for agency purchases: (i) individuals (by name and title/position) authorized to use the cards; (ii) purchase limits (per person, per day, etc.); and (iii) total spent (by person and for the agency).

RESPONSE:

**Events DC
 Smart Card (P-Card) Spending
 FY2022**

WF Purchase Card Owner	Title/Position	Monthly Purchase Card Limits	Total Spent by Card Owner
Andrea Lennon	Director Contracts and Procurement	5,000.00	12,051.79
Gerald Wilson	Vice President Public Safety	5,000.00	2,451.00
Reginald L. Smith	Deputy General Counsel	5,000.00	1,065.10
Rebecca Ryan	Manager Network Operations	5,000.00	2,799.50
Jinhee Kim	Chief Creative Officer	5,000.00	8,039.79
Sabrina Carter	Senior Director of Human Capital	8,000.00	9,293.00
Tammy Jeffers	Program Manager, Administrative Services	8,000.00	20,904.17
Latice Moore	Executive Assistant	5,000.00	2,028.00
Stephanie Gantt	Administrative Assistant	5,000.00	1,205.00
Alexis Brown	Administrative Assistant	10,000.00	1,092.62
Kevin Vanliew	Business Development Manager	3,000.00	1,489.68
Jasmine Cunningham	Administrative Assistant	5,000.00	350.00
Jessica Moxey	Administrative Assistant	5,000.00	17,326.49
Ricardo Durham	Facility Services Manager	10,000.00	73.59
Total			80,169.73

**Events DC
 Smart Card (P-Card) Spending
 As of December 31, 2022**

WF Purchase Card Owner	Title/Position	Monthly Purchase Card Limits	Total Spent by Card Owner
Gerald Wilson	Vice President Public Safety	5,000.00	888.00
Reginald L. Smith	Deputy General Counsel	5,000.00	1,924.00
Jinhee Kim	Chief Creative Officer	5,000.00	1,909.08
Sabrina L. Carter	Senior Director of Human Capital	5,000.00	5,064.30
Tammy Jeffers	Senior Manager Human Resources	5,000.00	0.00
Latice Moore	Executive Assistant	5,000.00	4,599.37
Andrea Lennon	Director of Contracts and Procurement	5,000.00	8,431.96
Ralph Morton	Senior Vice President, Managing Director SED	10,000.00	75.80
Jessica Moxey	Administrative Assistant	5,000.00	1,409.09
Total			24,301.60



Question 18

Please provide the following information for all procurements over \$10,000 entered into by your agency during fiscal years 2022 and 2023, to date:

- a. Name of Vendor;
- b. Indicate whether the vendor is a Certified Business Enterprise;
- c. Indicate whether the vendor is a District-based business;
- d. Purpose of the contract, including consulting purposes;
- e. Agency employee responsible for monitoring the contract;
- f. Contract term;
- g. Contract cost, including budgeted amount and actual spent;
- h. Funding source; and
- i. Whether the contract was competitively bid.

RESPONSE:

SEE ATTACHMENT J



Question 19

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 2022 and 2023 (through December 31), regarding your agency's use of cellular phones and mobile devices:

(i) individuals (by name and title/position) authorized to carry and use such devices;

(ii) total annual expense (FY) for each individual's use; and

(c) 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:

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 2021 and 2022 (through December 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



RESPONSE:

SEE ATTACHMENT K

(c) 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:

- Staff required to respond to administrative, operational and/or customer issues, including 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.

The justification for the use of corporate mobile device include:

- Increased productivity: Having a corporate mobile phone allows employees to be accessible and respond to work-related calls and messages at all times.
- Improved communication: Corporate mobile phones can be integrated with business communication tools, making it easier for employees to collaborate and stay connected with their team.
- Better security: Corporate mobile phones can be secured with enterprise-level security features, protecting sensitive Events DC information from theft or unauthorized access.
- Cost savings: Providing employees with corporate mobile phones can save money on business expenses such as international roaming charges and long-distance calling fees.



Question 20

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 has a legal existence separate from the District as provided by D.C. Code § 10-1202.01(a), lawsuits brought solely against the Authority do not necessarily expose the District.

Guisbert v. Washington Convention and Sports Authority t/a Events DC, No. 19-02838 (U.S. District Court for the District of Columbia). Plaintiff Guisbert, a former employee, brought a complaint alleging discrimination in violation of the Age Discrimination in Employment Act, Title VII of the Civil Rights Act, and the District of Columbia Human Rights Act. A mistrial was declared in this case on January 27, 2023. It is unknown whether plaintiff will seek a retrial.

Inko-Tariah v. Budweiser Brew House, et al, No. 1:21-CV-02698 (U.S. District Court for the District of Columbia). Plaintiff Inko-Tariah sued the Authority and the Washington Nationals Baseball Club seeking injunctive relief and monetary damages totaling \$9,999,999.00 for alleged violations of the Americans with Disabilities Act and the Rehabilitation Act, respectively. On motion by the Authority, the Court dismissed the case; however, plaintiff has moved for summary reversal, which the Authority has opposed.

Confidential Arbitration (American Arbitration Association).



Question 21

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 2022 or 2023 (through December 31st).

RESPONSE:

Annual Financial Audits. From November 2021 to January 2022, the District's independent auditor, McConnell & Jones LLP, conducted its annual audit of the Authority's FY 21 financial statements. In October 2022, McConnell & Jones LLP began conducting the Authority's annual independent audit of FY 22 financial statements. The FY 22 audit is pending.

Single Audit for Major Programs in FY2021. From April to June of 2022 BDO USA, LLC conducted a Single Audit on behalf of the District of Columbia of Major Programs receiving funds under the CARES ACT Coronavirus Relief Funds (CFDA 21.019). The Authority was audited as a Major program that received \$20 million in FY2021 used for the City's Hotel Bridge Fund to provide grants to DC-based hotels impacted by business loss due to the COVID-19 pandemic.

The Office of the District of Columbia Audit. In June and July of 2022, the Office of the District of Columbia Auditor, conducted its annual Sufficiency Certification of the Authority's FY2023 projected revenues and reserves, as required by D.C. Code § 10-1203.05(b).

Office of the Inspector General. In February 2022, the Authority was requested to participate in a triennial procurement risk assessment review session conducted by OIG through its contractor, KPMG. The review session was conducted in furtherance of a procurement survey performed in October 2021. The Authority complied with the request.



Question 22

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

- a. Are you aware of any staff complaints originating from the Events DC Facilities Department?
- b. If so, what efforts – including any formal investigation – have been undertaken to research and resolve matters?
- c. Please detail any further pending actions.

RESPONSE:

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

Executive Office of the Mayor: Disparity Study. In October 2021, the Authority was requested by the Mayor to provide data and information in connection with the District’s study of contracts and procurements awarded by District agencies during fiscal year 2020. The Authority complied with the request.

a. Are you aware of any staff complaints originating from the Events DC Facilities Department?

As referenced in response to Question 20, the Authority is a defendant in *Guisbert v. Washington Convention and Sports Authority t/a Events DC*, No. 19-02838 (U.S. District Court for the District of Columbia). Guisbert is a former employee in the Authority’s Facilities Department who alleges discrimination in violation of federal and District law. A mistrial was declared in this case on January 27, 2023. It is unknown whether plaintiff will seek a retrial. In addition, several of the grievances referenced in response to Question 23 and the allegations of misconduct referenced in response to Question 24 involve employees from the Authority’s Facilities Department.

b. If so, what efforts – including any formal investigation – have been undertaken to research and resolve matters?

As set forth in response to Question 24, the Authority has policies and procedures in place to address allegations of misconduct, and those procedures were followed for any complaints received from an employee. In addition, the Authority has, as necessary, brought in external resources to facilitate mediation between employees and/or managers and to assist with resolving conflicts.



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c. Please detail any further pending actions.

None



Question 23

How many grievances have been filed by employees or labor unions against agency management? Please list each of them by year for fiscal years 2021, 2022 and 2023 (through December 31st). Give a brief description of each grievance, and the outcome as of December 31, 2022. Include on the chronological list any earlier grievance that is still pending in any judicial forum.

RESPONSE:

Fiscal Year	Number of Grievances
FY 2021	3
FY 2022	2
FY 2023	0

FY 2021

Grievant: AFSCME, Local 2290 -and- Events DC Class Action

Case Number: 01-20-0016-0359

Grievant asserts Respondent has refused to pay negotiated wage increases on the effective date of such, October 1, 2020. During the pandemic Events DC, in an effort to sustain the current workforce (i.e., keep all staff employed), instituted a wage freeze for all classifications of staff, including Grievant. Events DC sought to engage in Impacts and Effects Bargaining with Grievant, but Grievant refused to engage in the bargaining process and instead advanced the case to arbitration with the American Arbitration Association.

Resolution: The parties settled prior to arbitration.

Grievant: Employee A

Grievant received a Performance Improvement Plan (PIP) and alleged it was issued without warrant. Grievant had previously been counseled and disciplined for significant performance issues prior to the issuance of a PIP. After the PIP was issued, Grievant refused to fully comply with its content or engage in corrective action. Grievant formally complained to the union International Brotherhood of Electrical Workers (IBEW). A meeting was held with the union, Human Resources, the department manager and Grievant. The Parties discussed the content(s) of the PIP, as well as compliance.

Resolution: It was mutually determined between management and the union that the PIP was issued properly and with merit. Grievant was instructed to fully comply.



Grievants: Events DC Power Plant Employees

Staff in Events DC's Power Plant expressed concerns regarding unpleasant odors, lack of air flow and ability to get cell phone reception in a work area at Carnegie Library. Staff made a formal complaint with their union, International Union of Operators and Engineers (IUOE, Local 99/A).

Resolution: Staff met with the COO, Vice President of Facility Operations and Director of Facility Operations, who pledged to work with contractors to provide fresh air flow, two-way radios for enhanced communication and cell phone signal access in order to improve working conditions. Employees were satisfied with resolution and no further complaints followed.

FY 2022

Grievant: Employee B

Grievant asserted he received an unwarranted written discipline for refusal to provide status updates to his supervisor regarding the tasks and projects that were assigned to him. Grievant had previously received a counseling and a verbal warning for the same issue. The union, International Brotherhood of Electrical Workers (IBEW), grieved the written discipline at the Step I level. The Step 1 Grievance hearing was held on December 7, 2021. Events DC responded in writing to IBEW on December 8, 2021, upholding the discipline as warranted. IBEW accepted the decision and did not advance the Grievance to Step II. Grievant worked a few months after the hearing and resigned in July 2022. Upon leaving the organization, grievant filed an EEOC complaint.

Resolution: On September 12, 2022 the EEOC determined it would not proceed with an investigation of the matter, dismissed the charge and issued Grievant a right to sue notice. Grievant did not file a lawsuit within the 90-day time limit.

Grievant: Employee C

Grievant asserted that he was unfairly terminated by Events DC. Grievant was terminated as a result of his display of workplace harassment of a fellow employee. An internal investigation supported the harassed employee's claim, resulting in the termination of the Grievant. Grievant did not agree with investigative findings. The union, Internal Brotherhood of Electrical Workers (IBEW) filed a Grievance. The Grievance progressed through Step 3. The Step 3 Grievance hearing was held on January 11 and 12, 2022.

Resolution: The grievance decision was issued and the employee was reinstated with backpay and back benefits. Grievant subsequently resigned.



Question 24

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 2022 and FY 2023 (as of December 31st) and the resolution of each as of the date of your answer.

RESPONSE:

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

Events DC has policies in place to address both sexual harassment and misconduct. The procedural methodology for handling such allegations as they arise is 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) 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.
- (3) 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.
- (4) All relevant witnesses are interviewed by Human Resources and any pertinent documents, social media, pictures, videos, etc. are reviewed;
- (5) Human Resources drafts a detailed report including recommendations, and takes required action necessary as the result of its investigation; and
- (6) Human Resources closes the loop with the Complainant, alleged perpetrator, as well as relevant management or senior leadership team members.
- (7) Allegations related to Human Resources are handled in the same manner as above, except that the Office of General Counsel leads the process.
- (8) Events DC conducts mandatory annual sexual harassment training.



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

Please see response above.

(c) List and describe each allegation received by the agency in FY 2022 and FY 2023 (as of December 31st) and the resolution of each as of the date of your answer.

In addition to the grievances set forth in response to Question 23 in FY 22 Events DC received three allegations involving potential sexual harassment. Those allegations are as follows:

FY 2022

- 1. Complaint:** Complainant alleged her supervisor did not respond/communicate effectively when under stress. Additionally, Complainant alleged her supervisor communicated with females in a manner she found disparaging, in comparison to male counterparts.

Resolution: Human Resources conducted an investigation to include all members of the department. As a result of the investigation no other female in the department concurred with Complainant. The other female staff members interviewed indicated they do not have concerns about the leadership of the supervisor and do not believe that the supervisor treats male and female employees differently. Complainant and the supervisor discussed some outstanding issues and resolved to work together more effectively. Complainant contends there have been no additional issues or concerns.
- 2. Complaint:** Complainant stated that her co-worker appeared to have a cold and she inquired about his health. In his response to her explaining why he appeared to have cold symptoms, he provided an inappropriate/off-color sexual account of what he had been doing all weekend. Complainant was extremely offended by the response.

Resolution: The employee received a discipline memo and warning from leadership regarding the consequences of sexual harassment in the workplace.
- 3. Complaint:** The complainant stated that she and her peer (a male) were on zoom call with external vendors when she gave input in the meeting that was met with appreciation by those on the call. Her peer then commented "that she was more than just a pretty face." Complainant was offended by the comment interpreting it as sexist. He alleged that he would never intentionally offend anyone in that manner and that he meant the comment solely as a compliment.



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Resolution: Human Resources spoke with the male employee and coached him regarding emotional intelligence. The two employees met and the male apologized. The complainant was satisfied and accepted the apology.



Question 25

Does your agency have or use one or more government vehicle? If so, for fiscal years 2022 and 2023 (through December 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.

b) Please list all vehicle accidents involving your vehicles for fiscal years 2020, 2021, and 2022 (through December 31st). Provide:

- (i) a brief description of each accident;
- (ii) the type of vehicle involved;
- (iii) the name and title/position of the driver involved;
- (iv) the justification for using such vehicle;
- (v) whether there was a finding of fault, and if so, who was determined to be at fault; and
- (vi) what employee discipline resulted, if any.

RESPONSE:

Does your agency have or use one or more government vehicle?

RESPONSE:

The Authority does not use any District government issued vehicles; however, the Authority does own and operate its own vehicles. For FY22 and FY23 to present, the Authority owns the following vehicle:

- 2010 Global Electric Motorcars (GEM) vehicle. The vehicle is street-legal and has been registered as an automobile through the District Department of Motor Vehicles. As a fully electric-powered vehicle, it is flexible and capable of safely operating in a myriad of environments.

(b) Please list all vehicle accidents involving your vehicles for fiscal years 2020, 2021 and 2022 (through December 31st).

The 2010 GEM vehicle has never been involved in an accident.



Question 26

Please list every lawsuit against the agency that was settled or decided by a trial court in FY 2022 and FY 2023 to date. Briefly describe each and the sanction, if any.

RESPONSE:

Guisbert v. Washington Convention and Sports Authority t/a Events DC, No. 19-02838 (U.S. District Court for the District of Columbia). Plaintiff Guisbert, a former employee, brought a complaint alleging discrimination in violation of the Age Discrimination in Employment Act, Title VII of the Civil Rights Act, and the District of Columbia Human Rights Act. A mistrial was declared in this case on January 27, 2023.



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

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.

(b) Please explain all exceptions, if any, and provide the following:

- (i) type of vehicle (make, model, year);
- (ii) individuals (name/position) authorized to use the vehicle;
- (iii) jurisdictional residence of the individual (e.g., Bowie, MD); and
- (iv) justification for the chauffer or take-home status.

RESPONSE: N/A



Question 29

In table format, please provide the following information for fiscal years 2022 and 2023 (through December 31) regarding your agency's authorization of employee travel:

- (i) each trip outside the region on official business or agency expense;
- (ii) individuals (by name and title/position) who traveled outside the region;
- (iii) total expense for each trip (per person, per trip, etc.);
- (iv) what agency or entity paid for the trips; and
- (v) justification for the travel (per person and trip).

RESPONSE:

SEE ATTACHMENT L



Question 30

Please provide and itemize, as of December 31, 2022, the current number of contract personnel within your agency. 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 contract expires.

RESPONSE:

Project	Department	Start Date	End Date	Reason
Executive Assistant CEO	Chief Executive Office	11/9/2022	2/5/2023	Vacant Administrative Position
Administrative Assistant II (Human Resources)	Human Resources	10/24/2022	2/21/2023	Vacant Human Resources Assistant
Information Systems Specialist	Technology Management Department	12/8/2022	5/1/2023	Vacant Information Systems Specialist
Data Entry	Human Resources	10/22/2021	5/6/2022	Assist with Oracle project
Executive Assistant	SED	11/28/2022	5/1/2023	Vacant position in SED
Customer Care Associate	Administrative Services and Performance Excellence	10/18/2022	5/1/2023	FMLA & Coverage for HR
Talent Acquisition Specialist	Human Resources	9/19/2022	11/18/2022	Vacant HR position
Information Systems Specialist	Technology Management Department	12/7/2022	4/1/2023	More support and coverage
Accountant A/P	Accounting and Finance	10/20/2022	5/1/2023	Oracle project
Office of the President	Office of the President	8/1/2022	10/27/2022	Vacant Administrative Position
Information Systems Specialist	Technology Management Department	11/9/2022	12/5/2022	Supplemental Support
Office of Contracts and Procurement	Office of Contracts and Procurement	6/3/2022	7/8/2022	Oracle Project
Payroll Specialist	Payroll	11/10/2021	1/27/2023	Oracle Project/Vacant Payroll Specialist
Administrative Assistant II	Office of Contracts and Procurement	9/29/2022	1/20/2023	Oracle Project
Data Analyst	Technology Management Department	10/1/2021	5/1/2023	Oracle Project
Senior Event Manager	Convention Management	9/1/2022	9/30/2023	Supplement Bookings Post Pandemic
Senior Event Manager	Convention Management	9/1/2022	9/30/2023	Supplement Bookings Post Pandemic
Senior Level Corporate Trainer	Administrative Services and Performance Excellence	10/1/2022	9/30/2023	Training and Development , Vacant Trainer Position



Question 31

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

RESPONSE:

In the past year the Technology Management Department (“TMD”) implemented open communication channels utilizing vehicles such as Zendesk, a user-facing portal, to increase efficiency across service-departments and increase response time for internal customers. TMD provides regular status updates on Zendesk (corporate intranet via a Support Ticketing system), thereby creating accountability measures through support ticket productivity and service delivery metrics captured by Zendesk. Other measures include implementing project management software, making changes to TMD policies and procedures to ensure all relevant data is captured, shared and accessible to staff.

The Authority also continues to focus on three key areas: (i) Live streaming of the monthly meetings of the Authority’s Board of Directors (and housing the recorded meetings of the Board of Directors on the Authority’s website (eventsdc.com) for on-demand access); (ii) hosting quarterly public community meetings (and special meetings as necessary) with stakeholders of the RFK Campus community, Entertainment and Sports Arena Campus community, and the Convention Center and Carnegie Library community to inform these communities of our operations and activities that may affect them; and (iii) regular communication with our staff (through email, virtual town halls, intranet, etc.) to ensure that there was full transparency about the manner in which we were handling both operational and administrative practices and procedures.

The following are some examples of efforts the Authority continues to implement to maintain transparency:

- Website enhancements to include augmented and virtual-reality capabilities, hi-resolution video and social media streaming capabilities, all of which allow the Authority to better communicate and provide information to customers, visitors, community members and other stakeholders;
- Publishing regularly scheduled meetings of the Authority’s Board of Directors in the D.C. Register;



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- 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; and
- Participating in annual performance and budget oversight hearings before the Council of the District of Columbia.



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 will continue to work with our industry partners in the Hospitality Alliance to further our public engagement efforts. The Authority will also continue to hold and attend community meetings across the entire District to ensure engagement with our stakeholders and the community at large.

The Technology Management Division will also continue to advocate a culture of transparency and trust by working with internal partners to assess their IT needs. TMD will do this by collaborating with Administrative Services and Performance Excellence in conducting pulse surveys, increasing employee training through third party platforms such as KnowBe4. Additionally, TMD will consistently engage in dialogue with other departments to implement necessary technologies and additional training to establish transparency and trust.



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Question 33

Please explain whether your agency requires any support or legislative action from the Council to ensure effective agency operations throughout the duration of the COVID-19 pandemic.

RESPONSE:

None at this time.



Question 34

In table format, please provide a total number of recipients for each round of the DC CARES (undocumented workers) program. Please also detail in each year:

- a. How many recipients were returning citizens?
- b. How many recipients were informal/cash economy workers?
 - i. Day laborers
 - ii. Domestic workers
 - iii. Street vendors
 - iv. Sex workers
 - v. Other informal/cash economy workers
- c. How many recipients were undocumented workers?

RESPONSE:

Category	Number of Recipients		
	Round 1	Round 2	Round 3
Returning Citizens	0	1,462	1,505
Cash Economy/Gig Workers*	0	2,076	2,867
Undocumented Workers	5,000	4,592	10,522
Total	5,000	8,130	14,894

*Cash Economy/Gig workers were grouped together and not tracked by subcategory (e.g., sex worker, day laborer, domestic worker, etc.).



Question 35

Please provide a list of the 2023 DC CARES administering nonprofits. Further, have any of the 2023 DC CARES funds (from the FY 2022 supplemental and FY 2023 budget) been disbursed yet to the administering non-profits? If not, what is the estimated timeline for that disbursement?

RESPONSE:

As the Committee is aware, the purpose of the DC CARES program is to provide financial assistance to excluded workers who by reason of their status do not have access to other COVID-19 related public relief programs. Events DC serves as a funding partner for the DC CARES program and The Greater Washington Community Foundation (“Community Foundation”) serves as program administrator. The Community Foundation will enter into grant agreements with a designated group of nonprofits that were originally vetted and selected by EOM to serve as the core agencies for this program (“Core Agencies”) to help implement the program.

The nonprofits that will serve as the Core Agencies to implement Phase Four of the DC CARES program, along with their core responsibility, are as follows:

- Bread for the City – distribution management;
- The Central American Resource Center (CARECEN) -- application processing and approval management;
- CentroNía – phone system management and call center operation;
- Latin American Youth Center (LAYC) – application processing and approval management; and
- Mary’s Center – management of central database including upgrades maintenance, licenses, and IT support.

As of the date of this response (February 9, 2023) Events DC and the Community Foundation are finalizing the Memorandum of Agreement (MOA) and expect to submit it to the Council for approval in the next couple of weeks. Once the MOA is finalized and approved Events DC will transfer the \$20 million in funding to the Community Foundation and the Community Foundation is expected to complete purchase of the debit cards and disburse funding to the Core Agencies by late March.

Unfortunately, over the last several months the Core Agencies have experienced some challenges with administration of the DC CARES database which not only houses all relevant information about the excluded worker recipients but is also central to distribution and tracking of disbursements. The Core Agencies continue to work with the database vendor to resolve the



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database issues and complete the required updates to the database. The Core Agencies will then need to hire personnel to help execute the distribution plan. All new hires will need training on the database which will commence once they are officially onboarded and have equipment and access to the system. In light of the database challenges, we expect the Phase Four launch to be delayed by several weeks to late May. Distribution is expected to take approximately 5-6 months and we anticipate will be completed by late Fall.



Question 36

How much assistance will 2023 DC CARES program participants receive? Also, have any of the 2023 DC CARES funds been disbursed to program participants from the administering nonprofits? If not, what is the estimated date that recipients will start receiving funds and the estimated period it will take to completely disburse the 2023 funds?

RESPONSE:

The goal of Phase Four is to provide approximately \$1,200 in additional funding to the approximately 15,000 eligible excluded workers that received funding in Phases One, Two and/or Three, bringing the total funding for each of the roughly 15,000 eligible excluded workers to approximately \$4,500 per person over all four phases of the DC CARES program.

Due to delays stemming from challenges with the DC CARES database (see Response to Question 36), we estimate that outreach to program recipients and distribution of debit cards will commence in May 2023. From launch to last card distributed, the implementation team estimates that Phase Four will take 5-6 months.



Question 37

Does DC CARES program have sufficient recipients for its intended purpose? What kind of outreach is being done within these communities to ensure there is sufficient community knowledge of the program?

RESPONSE:

Yes, with a universe of approximately 15,000 excluded workers there are sufficient recipients of the DC CARES program funds. The Core Agencies have been working with a number of community organizations who are assisting with outreach to the various communities of excluded workers. Outreach includes direct calls and emails to eligible excluded workers. In addition, the outreach partners have made home visits to recipients whose contact number/email was disconnected or where there was no response.



Question 38

How many recipients from the first two rounds of the DC CARES Program are expected to again receive assistance?

RESPONSE:

The approximately 15,000 eligible excluded workers who each received approximately \$3,300 in funding in Phases One, Two and/or Three will each receive a debit card totaling \$1,200. Thus, upon conclusion of Phase Four we anticipate that the previous recipients will have each received a total of roughly \$4,500 over all four phases of the DC CARES program.



Question 39

The Council provided \$5 million to Events DC for support during the ongoing COVID-19 pandemic. How is this \$5 million infusion being used?

- a. How much, if any, of the \$5 million allocation has not been spent?

RESPONSE:

Events DC acted as a conduit for the Council funding and provided the funding to Destination DC (through an amendment to the parties' marketing agreement). Destination DC utilized the generous \$5 million fund provided by the Council in 2022 to execute Phase 2 of the Experience DC advertising campaign. The campaign targeted four audiences: Family Travelers, Foodies, Cultured Fans and History Buffs, as well as a focus on reaching individuals within three target geographic markets: locals, consumers within a 4-hour drive of the District and a broader national audience of potential visitors who show travel intent. Specific focus was aimed at reaching marginalized audiences, including Black, Latin and LGBTQ+ travelers, through advertising placements and content to increase visitation from these audiences.

DDC executed the organization's FY22 Spring/Summer Return on Investment Study in Fall 2022. The ROI study included a formal review of the organization's advertising campaign (which ran from April-September 2022) completed by Destination Analysts, a third-party destination research company. The campaign resulted in a Tax ROI (taxes generated compared to DDC's media spend) of \$3.08 for every \$1 spent on media. This is the highest Tax ROI in the history of the study. The study was presented to the DC Office of the Chief Financial Officer on December 7, 2022. Key takeaways from the FY22 Spring/Summer ROI Study include:

- Destination DC Paid Media Spend: \$4.25 million
- Total Incremental Visitor Spending Generated for Washington, DC: \$175.1 million
- Total Tax Revenue Generated for Washington, DC: \$13.1 million
- Visitor Spending ROI (Incremental Visitor Spending/DDC Paid Media Spend): \$41.21/\$1
- Tax ROI (Taxes Generated/DDC Paid Media Spend): \$3.08/\$1



Question 40

In a table format, please provide the recipients for the first previous two rounds of the Cultural Institution Grant Program. Please detail in each year:

- a. Total Amount Received
- b. Reason for Grant Reveal

RESPONSE:

Background

The Fiscal Year 2020 Budget Support Act of 2019, *D.C. Law 23-0016*, directed the Authority to issue in FY 2020 not less than ten million dollars (\$10 million) in grants from the Authority's Convention Center Fund to support cultural institutions operating in the District of Columbia; provided that funds are available for such purpose and that the Authority first satisfy its current liabilities and legally required reserves.¹ See DC Code § 10-1202.08(g).

To fulfill this requirement the Authority's staff developed the Events DC Cultural Institutions Grant Program -- a competitive grant program that offers financial assistance to qualified non-profit cultural institutions based in the District of Columbia that engage in the conservation, interpretation, and dissemination of cultural and artistic knowledge and offer and promote activities meant to inform, educate and attract residents and visitors alike to the District of Columbia.

To qualify for an Events DC Cultural Institutions Grant, an organization had to meet the following minimum requirements:

1. Applicant is a Cultural Institution (defined as a non-profit organization that supports or promotes the arts, including a museum or theater, incorporated under the laws of the District (See DC Code § 10-1202.01(3A); traditional examples of Cultural Institutions include museums, libraries, art galleries, studios, theaters, and performing arts associations or societies);
2. Applicant is incorporated in the District of Columbia as evidenced by a Certificate of Incorporation from the former District of Columbia Department of Consumer and Regulatory Affairs;
3. Organization is incorporated as a nonprofit with a federally designated tax-exempt status under section 501(c)(3) of the United States Internal Revenue Service (IRS)

¹ The grants referenced in the FY 2020 Budget Support Act are distinct from the current Community Grant program administered by the Authority. The Events DC Community Grant Program provides financial support to qualifying non-profit organizations dedicated to supporting youth through sports, performing arts or cultural arts in the District of Columbia. Under this program Events DC awards \$500,000 over two grant cycles in a fiscal year.



- code, as evidenced by an IRS determination letter dated at least one year prior to the RFP proposal due date; and
4. Organization is registered to do business in the District of Columbia (as evidenced by an active business license) and is in compliance with the following agencies:
 - The former District of Columbia Department of Consumer and Regulatory Affairs (DCRA) – Corporations Division (by evidence of a DCRA Certificate of Good Standing); and
 - District of Columbia Office of the Chief Financial Officer, Office of Tax and Revenue (OTR) (by evidence of a Clean Hands Certificate);

On December 23, 2019, Events DC issued a Request for Proposals (“RFP”) seeking proposals from cultural institutions for two types of Projects/Programs: (1) new or existing **Capital Projects** related to land and/or facilities located in the District of Columbia (to include land acquisition, renovation of existing facilities, construction of new facilities and pre-construction costs); and (2) art or cultural **Exhibitions and Installations** (to include permanent and temporary exhibits, art showcases, traveling art installations, art preservation or conservation, and cultural activations/visual artist displays). Events DC received 40 applications, 30 of which met the eligibility criteria.

The Cultural Institutions Grant Review Committee evaluated each grant proposal based on the following criteria: (1) organizational structure and overall mission; (2) project/program description; (3) project/program feasibility; and (4) economic impact/community benefit. Following receipt of the proposals, in February 2020, COVID-19 began to appear in Washington, DC and the region. By the end of the second week in March there was drop in travel to DC and public health measures undertaken by the District government to combat the spread of the virus began to have an impact on employment and visitation. By early April, massive numbers of District based businesses began to close—particularly hard hit was the hospitality industry, including many cultural institutions. In response to the growing crisis, on April 9, 2020 the Board of Directors of Events DC approved a \$18 million hospitality relief funding package to help hotels, restaurants, and excluded workers, and to market the City.

In light of the COVID-19 pandemic and its devastating impact on cultural institutions in the District and given Events DC’s other relief efforts, rather than making a limited number of potentially significantly large awards as originally intended, Events DC decided to have a more inclusive and equitable distribution of the cultural grants funding. Specifically, Events DC divided all the eligible applicants into three tiers taking into consideration the evaluation factors set forth above, with all applicants in each tier receiving the same amount. In this way, every cultural institution that submitted a proposal and met the eligibility criteria would receive some level of funding, thereby maximizing the overall impact of the grant program. In addition, we allowed each grantee some flexibility with respect to the timing and/or use of the funding,



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given the effects of the COVID-19 pandemic on the operations of many of these institutions. Following award and prior to issuing funding we required each grantee to submit any changes to its project plans necessitated by the COVID-19 pandemic. A complete list of grantees is attached as **ATTACHMENT M**.



Question 41

The Cultural Institution Grant Program has a \$10,000,000 budget, is this budget spent in its entirety or is it not all spent?

- a. What reason may be the case that budget is not fully spent?

RESPONSE:

For FY 2020, the Authority disbursed \$10,100,000 (see **ATTACHMENT M**).

For FY 2023, the Authority has \$10,000,000 available in unobligated proceeds of the sale of the land beneath the Marriott Marquis, and thus in accordance with the Fiscal Year 2020 Budget Support Act of 2019 (*D.C. Law 23-0016*), the Authority will be issuing additional cultural institution grants. The Authority issued the RFP on November 4, 2022. Responses were originally due December 16, 2022, however the Authority extended the response deadline to January 23, 2023. The Authority received 48 proposals. Our staff is currently reviewing the applications and expects to make award determinations by mid-late March, 2023. Given the number of applicants we expect and intend to disburse the full \$10,000,000 in available funding.



Question 42

How competitive is application process for the Cultural Institution Grant Program? Are there any ways that Events DC can do more outreach to ensure that more eligible applicants are applying?

RESPONSE:

Events DC has received a significant number of applications for the Cultural Institution Grant Program – 40 in FY 2020 and 48 in FY 2023. Both in FY 2020 and in FY 2023 the request for proposals was advertised in our procurement system, in the DC Register, on our website, and through our social media channels.



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Question 43

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

RESPONSE:

None at this time.



Question 44

Did your agency receive any FOIA requests in fiscal year 2022? 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 2021, 2022, and 2023 (as of December 31) related to FOIA.

RESPONSE:

Yes, **SEE ATTACHMENT N**

Fees incurred were as follows:

FY 2021: \$887.00

FY 2022: \$0

FY 2023 (to date): \$0



Question 45

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?

(b) 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 2021, 2022 and 2023 (through December 31).

RESPONSE:

DSLBD SBE / CBE SPENDING

Heading	2021	2022	2023
Green book Expendable Budget	\$10,620,441.00	*\$5,239,790.80	\$2,791,969.42
\$ Spent w/ SBE	\$5,310,221.18	*\$7,298,850.25	<i>In progress</i>
% Spent w/ SBE	100.00%	*278.59%	<i>In progress</i>
\$ Spent w/ CBE	\$2,389,240.86	\$3,468,417.54	<i>In progress</i>
% Spent w/ CBE	18.60%	11.00%	<i>In progress</i>
Waivers	2	4	5
Total Amounts—Contracts w/Waivers (Amount Waived)	\$1,334,550.00 (\$530,625.00)	\$2,661,367.20 (\$1,218,334.20)	*\$3,811,223.17 (\$1,680,800.52)

*DSLBD has not completed its evaluation of FY2022 which still includes Events DC service partners and set aside agreements. Also, any additional adjustments that need to be made will be made at that time.

*2022 - \$5,239,790.80 is the DSLBD revised anticipated expendable budget as shown in the DSLBD portal. \$ spent and % spent are as shown on the DSLBD portal.

*2023 - \$2,791,969.42 is the DSLBD revised anticipated expendable budget as shown on the DSLBD portal.



Events DC has taken numerous efforts to reduce the number of SBE/CBE waivers requested such as:

- Utilizing the DSLBD website to find certified SBEs and CBEs
- Soliciting in the sheltered market when 2 or more small businesses are identified on DSLBD's website.
- Sending solicitations to DSLBD to send to the SBE/CBE community.
- Posting Solicitations over \$100k in the Washington Informer.
- Referring DC small businesses to DSLBD to become certified.
- Attending small business forums hosted by DSLBD, GWHCC and Fort Meyer Construction.

Waiver Detail

The Authority has requested five CBE waivers in FY23, totaling \$1,680,800.52, to date. The waivers requested are detailed below.

1. Siemens Building Automation System Maintenance, Repairs and Upgrades– Option Period Two (2) – Waive \$382,546.50 – #WR-4309

Siemens manufactured and maintains the systems which provide control over the heating, cooling, ventilation, and lighting critical to operations of the building. Siemens manufactures its own materials and utilizes its own unique programming language which is used to train Siemen's personnel. The system is controlled utilizing computer graphics, field controls, and devices that send electronic signals to the direct digital control panel. Siemen's personnel translates those signals which allow the system to function properly and remedy any issues presented withing the building.

DSLBD posted the waiver request for ten (10) days, but no CBEs commented. Additionally, Events DC performed a search of DSLBD's CBE database under the following NIGP Codes: 9360938 for Maintenance and Inspection of Integrated Fire Alarm and Access Control/Security System; 3401600 for Fire Alarm Systems, Power Sirens, and Controls; and 9360930 for Inspection of Fire Alarms.

The search yielded five CBEs. Events DC sent a request for qualifications to the five (5) identified CBEs, one (1) of which responded. However, the CBE failed to meet the minimum qualification required to perform work on the system, and was therefore, deemed ineligible to serve as a subcontractor.



Therefore, due to the demonstrated market incapacity to provide the goods/services, the contractor is commercially incapable of meeting the CBE subcontracting requirement.

**2. Fujitec – Escalator and Elevator Maintenance and Repair Services – Option Period One (1)
– Waive 50%/\$773,694.86 – #WR-4101**

Fujitec provides monthly testing, inspections, preventive maintenance, and repair services for thirty-two (32) elevators and forty-four (44) escalators at the Walter E. Washington Convention Center (the "Convention Center"), which is 99.3 percent of the contract's value; and for two (2) elevators and one external lift at the Carnegie Library (the "Library"), which is 0.7 percent of the contract's value. Fujitec America, Inc. ("Fujitec") is the original equipment manufacturer, installer, and maintenance provider for the elevators and escalators at the Convention Center, and Thyssen Krupp is the manufacturer of the elevators and lift at the Library. To carry out the required work at the Convention Center, the qualified vendor must be able to provide routine maintenance and emergency repair services of Fujitec's elevators and escalators.

DSLBD posted the waiver request for ten (10) days and no CBEs commented. In addition, Events DC's Office of Contracting and Procurement Services ("OCPS") conducted market research by searching DSLBD's CBE database under NIGP Codes: 9102000 for Escalator and Moving Walkway, Installation, Maintenance, and Repair; 9183900 for Elevator/Escalator/Moving Walks Consulting Services; and 9101300 for Elevator Installation, Maintenance, and Repair. The search yielded five (5) results. OCPS sent a request for qualifications to the five (5) CBE vendors for possible maintenance and services subcontracting on the library's two Thyssen Krupp elevators and external lift and also the thirty-two (32) elevators and forty-four (44) escalators at the Convention Center; however, the OCPS received no responses from the five (5) CBEs identified.

Therefore, due to the demonstrated market incapacity among CBE's the contractor is commercially incapable of achieving the subcontracting goals.

**3. Ungerboeck – Event Management Services –Option Period Five (5) – Waive 35%/
\$149,586.50 – #WR-4102**

Ungerboeck provides commercial enterprise event venue management software to ensure the continuous function of other software programs created by Ungerboeck and used by multiple venues managed by Events DC. As the creator and sole owner of its enterprise venue management software, Ungerboeck is a sole-source provider of the software, its maintenance and support.

DSLBD posted the waiver request for ten (10) days; however, no CBEs commented.



Events DC conducted outreach and market research using DSLBD's CBE database under NIGP Code 2083940 for Software, Microcomputer, Desktop Publishing, Mac. The search yielded two (2) results. However, because Ungerboeck is the owner of the software and sole provider of maintenance and support of the system, there are no subcontracting opportunities.

Therefore, because of the proprietary and non-severable nature of the services to be provided, the contractor is commercially incapable of achieving the subcontracting requirement. DSLBD has confirmed that there are no subcontracting opportunities available.

4. Siemens – Switchgear Maintenance and Repair Services – Option Period Three (3) – Waive 35%/\$170,900.80 - #WR-4130

Siemens provides switchgear maintenance and repair services at the Walter E. Washington Convention Center, Carnegie Library at Mount Vernon Square and the Entertainment and Sports Arena. Events DC is in continued need of Siemens to provide high-and-low-voltage switchgear inspection and testing, substation maintenance and testing, load bank testing and on-call repair and maintenance services for the electrical systems in these facilities. The switchgear equipment controls the flow of electrical current to protect the facilities from electrical damage in the case of ground faults, outages, excess currents, etc.

DSLBD posted the waiver for ten (10) days, and no CBEs commented. In addition, market research was conducted by Events DC using NIGP codes: 968-48-00 for Inspection Services, Electrical Instrumentation and Control; 936-77-00 for Electronic and Electrical Cable Testing Services; 992-40-00 for Electrical Systems Testing Services; and 992-39-00 for Substation/High Voltage (Electrical) Maintenance and Repair. The NIGP codes search yielded sixteen (16) CBEs, however, only two (2) CBEs were responsive to the request and neither of the CBEs employed technicians certified to work on the Siemens' equipment. Therefore, they were deemed ineligible to serve as subcontractors.

Therefore, due to demonstrated market incapacity for the requested services, the contractor is commercially incapable of achieving the subcontracting requirement.

5. Kelly Generator – Generator Service and Maintenance – Option Period One (1) – Waive 35%/\$204,071.86 - #WR-4318

Kelly Generator ("Kelly") provides routine and emergency maintenance of four generators and the selective catalytic reduction (SCR) control panel system that is connected to the active emissions control system at the Walter E. Washington Convention Center.

Events DC now has a need to modify the existing contract to allow for an additional SCR replacement project. Kelly's will replace the end-of-life original SCR System that is mandated to be in service by the District of Columbia Department of Energy and Environment. This change in



the scope of the contract now takes the contract's dollar volume over \$250,000; thus, Events DC requested this waiver.

DSLBD posted the waiver requests for ten (10) days, and no CBEs commented, in addition, OCP conducted market research utilizing DSLBD's CBE database under NIGP Codes: 2853900 for Generators, Stationary Type (Not Automotive); 6904300 for Generators, Over 25MV, Power Plant; and 9283800 for Electrical maintenance and Repair. The search yielded five (5) results. However, after further investigation, none of the CBEs were qualified for the scope of work required because this contract is for a proprietary system. There is only one (1) vendor in the domestic United States capable of handling such a service in the area, and that vendor is not a CBE.

Therefore, due to the demonstrated market incapacity to provide the goods/services, the contractor is commercially incapable of achieving the CBE subcontracting requirement.



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Question 46

Please provide, as an attachment, a copy of your agency's annual business plans for each primary, core line of business.

RESPONSE:

SEE ATTACHMENT O



Question 47

Please list each new program implemented by the Department during Fiscal Year 2021 and Fiscal Year 2022, to date. For each initiative, please provide:

A description of the initiative, including whether it is related to the COVID-19 pandemic;

Funding required to implement the initiative; and

Any documented results of the initiative.

RESPONSE:

The two major Conventions & Meetings programs implemented during Fiscal Year 2022 and Fiscal Year 2023 were our Back2Business program and the final phase of the complete refurbishment of our convention center food and beverage program.

The Back2Business program was a specific response to the COVID-19 pandemic designed to accomplish three goals:

1. Demonstrate to District health officials that we had robust programs in place that would safely accommodate public gatherings and allow the gradual resumption of public events in our indoor venues;
2. Demonstrate to our staff and contractors that we had taken abundant precautions to make our facilities safe for returning to full-time onsite work; and
3. Demonstrate to our customers and guests that we had met and exceeded every expectation for rendering our venues safe for the return of live events.

The Back2Business program consisted of two parallel programs: a customer-facing program and an internal staff/Service Partner program. Both programs required significant investment in and deployment of technologies as well as training in new operating protocols. The customer-facing program was developed for the three major venues (Walter E. Washington Convention Center, Entertainment and Sports Arena and DC Armory), appropriately tailored for each venue's mechanical systems and market. The internal program established daily protocols for all staff and contractors working in the venues; these protocols protected the health and safety of staff and guests.

Our deployment of technologies across all our venues included:

- Securing third-party certification of our enhanced cleaning, disinfection and infectious disease mitigation practices, including GBAC STAR certification (the first facilities in the District to be certified) and WELL Building Health-Safety certification;



- Deploying UV-C handrail cleaning technology for all escalators and SurfaceGuard antimicrobial cleaning for all surfaces inside the venues;
- Upgrading preventive HVAC measures including replacing our hospital-grade filters with MERV 16A filters and microbial reduction technologies such as Synexis (convention center) and AtmosAir (arena) to break down pathogens in circulating air; and
- Deploying thermal scanning at all venue entrances, and AI-enhanced detection platforms at the convention center

We utilized approved capital and operating budgets to fund our technology investment, redirecting authorized spending from programs or contracts that had been suspended during the shutdown of normal business operations. No additional funding was requested or required.

Our Internal policies included:

- Mandatory daily self-checks of our daily health status as a condition of entering any of our facilities, with negative results requiring self-quarantine at home;
- Mandatory thermal screening as a condition of entering any of our facilities, with no one displaying body temperature in excess of 100.4° permitted to enter the facility;
- Proof of current full vaccination as a condition of employment; and
- Mandatory wearing of face masks at all times in public and open office areas.

We rolled out our Back 2 Business plans for FY 22 with the reopening of the Entertainment and Sports Arena and the Convention Center for event business. Our marketing included direct and continuous outreach to our customers as well as a prominent dedicated page on our website hosting downloadable versions of our plans. All of our customers at all of our venues continue to express their appreciation for our initiatives, noting in many cases that our continued programs are positive factors influencing their decision to select our venues for their events.

During FY 22 100% of our surveyed customers expressed that they were Satisfied or Very Satisfied with our safety and mitigation programs and protocols. Our programs were recognized by national and international professional facility and venue management organizations: we were a finalist for Best Convention Center Health and Safety Protocols and was named a Center of Excellence by Exhibitor Magazine; we received the STELLA Award for Best Convention Center in the Northeast; and our staff plan received an international STEVIE Bronze Award for Most Valuable Corporate Response to COVID-19.

Our other major initiative during FY 22 was the completion of our Food and Beverage capital investment program. Aramark, our Food and Beverage partner, committed \$16.5 million to completely rebuilding the food and beverage operation at the convention center, including a complete refurbishment of all existing retail food outlets; the development of new retail outlets and amenities including Shop Made in DC and Ben's Chili Bowl outlets in the convention center;



and a total renovation of our Downtown Dining District overlooking the Hall A exhibit hall. The program was planned to be brought gradually online, with the final phase completing in 2026; the pandemic allowed us to accelerate construction in all areas during the downtime. Phase 2 was successfully brought online during FY 22, with Phase 3 (the Downtown Dining District project) substantially complete at the end of FY 22 and completed during Q1FY 23. The Downtown Dining District opened for business January 19, 2023 and is already being successfully sold and booked as a standalone event space.

Sport and Entertainment is spearheading several new initiatives. Chief among these new programs are:

- **CORPORATE PARTNERSHIP GOALS:** Relaunch the department with new leadership, an expanded internal team, a results-driven sponsorship agency, and a dynamic approach to generating new revenue and serving clients, including naming rights to Events DC venues, properties, signature events, and owned platforms.
- **BUSINESS ANALYTICS:** Establish the framework, processes, and resources needed to create and sustain a formal Business Intelligence function within Events DC. Use data analytics to provide actionable insights and valuable recommendations that positively affect business strategy and inform business decisions
- Enhanced outreach and bidding on major sports events that have a significant economic impact on the region and maximizes return on investment.

New Initiatives for the Creative Services Division included:

- Phase I of the CSD's mission to develop signature productions, during FY 21 we developed a series of partnerships and co-curated three major events that launched in FY22. These included the RedEye Asian Night Market (11/21) the Umbrella Art Fair (11/21) the Smithsonian FUTURES event (Nov 21) and the International City Food Festival which included 3 days of activities and leveraged DC's position as an international city by partnering with over 39 embassies. Combined these events attracted X patrons, and generated Y in revenue.
- GATHER launched in Sept 2020 to convene audiences virtually. The long-term goal is to become a virtual destination to discover live events in DC via compelling video content. Since its inception, GATHER has launched 150 virtual programs, 12 live events, produced content for Broadcast TV and has won 8 awards, including local Emmy and Telly awards.



Technology and Management Division (TMD)

<u>Initiative</u>	<u>Description</u>	<u>Funding</u>
Network Security Solutions	<p>TMD implemented two network security solutions:</p> <ol style="list-style-type: none">1. Active Eye Sock – 24/7 continuous in-person monitoring of our network. (Ransomware)2. Carbon Black – network monitoring or network devices (Servers, Workstations, and Laptops) for malicious code and viruses.3. Multi-Factor Authentication was implemented organizational-wide as an additional level of network and end user protection.	<p>Implementing new cloud solutions require more operation funding as opposed to the traditional capital funding.</p>
Oracle Implementation/Training	<p>TMD assisted implemented new ERP system for the organization to upgrade antiquated procurement, accounting and HR systems.</p>	
Migrated Critical Systems to cloud	<p>TMD migrated and assisted various departments and end users in migrating the following to cloud services:</p> <ul style="list-style-type: none">• Financial Systems• End User Documents to OneDrive• Shared Documents to SharePoint/MS Teams• Print/Scan Services to Exchange Online	<p>Implementing new cloud solutions require more operation funding as opposed to the traditional capital funding.</p>
Immutable Backup	<p>TMD began new contract with a 3rd party vendor for weekly pick up and storage of network data for offsite back up and cloud back up of Disaster Recovery.</p>	



COVID-19 Question 48

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) 2021, 2022, and 2023 (through the first quarter).

(b) What KPIs have been dropped (or changed) since 2019? List each specifically and explain why it was dropped or changed.

RESPONSE:

The primary key performance indicators for the Authority include: (i) the number of events hosted in our venues (including the number of citywide conventions)¹; (ii) attendance; (iii) room nights and overall economic impact. The following shows our actuals for FY 2021, FY 2022 and the first quarter of FY2023.

Number of Events	FY 2021	FY 2022	Q1 FY 2023
Convention Center	21	95	26
St. Elizabeths East	96	233	54
RFK/Armory Campus	71	120	20
Total	188	449	100

Number of Citywides			
Convention Center	1	15	5

Attendance			
Convention Center	118,119	443,096	82,809
St. Elizabeths East	78,430	118,215	19,916
RFK/Armory Campus	26,091	1,193,237	61,213
Total	222,640	1,754,548	163,938

Room Nights			
Convention Center	10,812	216,852	35,030

Economic Impact			
Convention Center	\$ 12,209,161	\$ 227,566,135	\$ 46,898,739

¹ **Citywide:** A convention center event with a forecast pickup of 2,500 or more sleeping rooms in District hotels on the night of greatest contracted hotel occupancy during the event.



(b) What KPIs have been dropped (or changed) since 2020? List each specifically and explain why it was dropped or changed.

RESPONSE:

The KPIs have not changed, however given that the Creative Service Division was created during FY 20 in the midst of the pandemic, the KPIs for that Division are still being established.



COVID-19 Question 49

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 2022 and 2023. Please include what, if any, impact COVID-19 might have on agency priorities.

RESPONSE:

Events DC's top five priorities are to:

- Market the District so that it is poised to accelerate growth in a post COVID environment so that we are the destination of choice for local, regional, national and international conferences, meetings sports and entertainment.
- Ensure our all our venues are operating using the top industry standards for health protocols and provide customers with the public safety conditions that ensure high quality experiences.
- Retain the current book of events, build back our customer base and expand new sustaining partnerships with a focus on increasing revenue and return on investment (ROI).
- Increase the business development initiative of bidding on premier sporting events and live entertainment by leveraging our public and private sector partners to attract these events. We will also curate original events and content that both compliment and supplement our existing programming and deliver on economic impact.
- Increase collaboration internally and externally throughout the hospitality and entertainment ecosystem in DC. This will ensure effective, efficient, revenue generating and memorable experiences and jobs for residents while also supporting local businesses.

Please provide a detailed explanation for how the agency expects to achieve or work toward these priorities in fiscal years 2022 and 2023.

RESPONSE:

Now approaching year three of the pandemic, we have more knowledge regarding best practices along with the availability of vaccines to control the spread. We continue to be focused on our top priorities that will position the Authority to provide safe and creative events.

1. The Authority is currently working with Destination DC to implement Phase Three of a marketing campaign to promote travel to the District post COVID-19 (see response to Question 38 for additional information).



2. Our commitment to provide clean and safe environments in our venues for staff and guests continues. This includes cleaning protocols and training for staff. Our Back to Business plan describes the processes and technologies we have in place at the Convention Center and the Entertainment & Sports Arena. The plan was provided to all FY21-22 customers. We continue to have in place: thermal scanners, anti-microbial disinfectant, and self-cleaning adhesive surfaces on frequently touched surfaces such as elevator buttons, door handles and copier machines. The Walter E. Washington Convention Center is the first east coast convention center to receive the Global Biorisk Advisory Council (GBAC) Certification. GBAC STAR is the cleaning industry's only outbreak prevention, response and recovery accreditation for facilities. As a result of these efforts, the Authority is well-positioned to support the increasing return of live events to our venues. In addition, we have an increased focus on public safety and are actively hiring public safety staff to increase security at each venue as well as deploying new/enhanced technology via our Command Center to assist in increasing security systems.
3. The Creative Services Division is dedicated to creating new content and programming to promote the District. This includes increasing locally produced events like International City Food Festival and maximizing the economic impact returns of these events to the District. Additionally, CSD is developing a template for executing fan fest events that can be used to support the activities of the Sports and Entertainment Division (SED) as it continues to pursue premier sporting events to increase internal collaboration and increase the ROI for each event.
4. Sports and Entertainment has increased the number of bids for premier events and actively pursues a wide range of sporting, entertainment and cultural events to generate economic impact for the District. The goal is to improve net financial performance of events on the Sports and Entertainment campuses and prioritize events with higher revenue potential and economic impact.
5. A key priority is to explore opportunities to maximize utilization throughout our existing venues and enhance the Authority's ability to both self-generate and attract new signature events that drive revenue and reflect the rich culture and traditions of DC. An elevated Events DC platform will benefit tourism, hospitality, local business, creatives and ultimately residents of the District of Columbia.



Question 50

Has Events DC found that the total number of events in its purview is back to pre-pandemic levels?

- a. If not, what is Events DC’s current strategy to achieve these levels and what steps have been taken already?

RESPONSE:

In FY 22 we saw a rapid increase in our recovery from business cancellations during the pandemic. On the Conventions and Meetings side, although we had four events that cancelled in the second quarter because of the Omicron coronavirus variant, we did not see any further losses of business during the year. We experienced an increase in short-term bookings during the third and fourth quarter with the Events DC Sales team booking 34 events during FY 22 that were completed during FY 22. Based on FY 19’s total of 151 events, the convention center expects to fully rebound to pre-pandemic total events during FY 23.

Similarly, the total number of events for the Sports and Entertainment venues has rebounded to near pre-pandemic levels and is expected to exceed these levels going forward. We hosted 353 events at our Sports and Entertainment venues (RFK/Armory Campus, R.I.S.E., Gateway and ESA), compared to 455 in FY 19. Overall, we’ve seen the following increase in business:

Number of Events	FY 2019	FY 2020	FY 2021	FY 2022	Q1 FY 2023
Convention Center	151	57	21	95	26
St. Elizabeths East	418	161	96	233	54
RFK/Armory Campus	37	32	71	120	20
Total	606	250	188	448	100

Number of Citywides					
Convention Center	18	10	1	15	5

Attendance					
Convention Center	1,066,175	569,534	118,119	443,096	82,809
St. Elizabeths East	148,718	43,777	78,430	118,215	19,916
RFK/Armory Campus	133,545	115,956	26,091	1,193,237	61,213
Total	1,348,438	729,267	222,640	1,754,548	163,938

Room Nights					
Convention Center	363,338	151,891	10,812	216,852	35,030

Economic Impact					
Convention Center	\$ 375,361,399	\$ 169,021,480	\$ 12,209,161	\$ 227,566,135	\$ 46,898,739



To reach our goals we are utilizing several tactics:

Conventions & Meetings:

- Actively solicit and pursue new business in the government, corporate regional and domestic association meetings, events, and gala markets.
- Partner with DDC on all future DDC bookings to assure space is maximized for Priority I and II business.
- Activate a new plan for every DDC site visit that will include a representative from Events DC's leadership team and Service Partners for customer meet and greet during site visits.
- Develop a booking policy for booking events in the renovated Downtown Food District and book ten events during FY 23 in the new space.

Sports & Entertainment:

- Build priority strategy around booking more events at ESA (boxing, basketball, volleyball, concerts, graduations, NSL, NPW, entertainment (wrestling), gospel, etc.).
- Create competitive pricing for top five concert promoters incentivizing them to book more successful concerts at the ESA filling more than 50% of the capacity.
- Collaborate as part of the business development team to target new opportunities.
- Revise the booking process to include creating specific pricing structures for each SED venue, better utilizing the Ungerboeck event management system, and creating cost estimate templates for common single and multiple day events at SED venues.
- Establish a standard for client service that puts the customer first based on positive relationships, communication and meeting their specific needs.



Racial Equity Question 1

In the context of Events DC (including its Board of Directors) and its mission, what are three areas, programs, or initiatives where you see the most opportunity to address racial inequity?

RESPONSE:

Opportunities to address racial inequity within the context of EventsDC includes the following:

- I. First, continuing to develop consistent and comprehensive strategies to ensure that the workforce of EventsDC reflects the diversity of the District. It is important that marginalized communities, including women and Black and brown DC residents find meaningful pathways to join our workforce and establish productive careers in the hospitality industry. Our staff, including the Executive team should reflect our city. We have successfully created an atmosphere that hires and nurtures talented people of color, including the early identification of diverse talent, through our STRIVE Internship program, which has served as a talent pipeline. In fact, over 70% of our staff identifies as African American. We must continue to focus on hiring, training and retaining District residents so they are afforded the opportunities to grow and succeed within our organization. These efforts support economic inclusivity within the District.

- II. The Community Grants program provides a second unique opportunity to further racial equity through our work. The Community Grants program supports nonprofit organizations across all eight wards. The supported nonprofits work with youth to create opportunities to connect with sports, arts and other enrichment programs. These grassroots organizations are a critical tie to the communities we serve. Acting as a partner to these organizations helps both their operational sustainability as well as enables them to deliver on their mission. This grant program serves as a key opportunity for EventsDC to confront racial inequities in our resource – rich city. In FY22 we provided 66 grants to organizations including, East of the River Boys and Girls Steelband, Gearin Up Bicycles based in Ward 5, The National Black United Front and Boys & Girls Club # 14 in Ward 7, among many more. Additionally, FY23 grantees have received awards as well. A full list of community grantees can be found in **Attachment A**.

- III. Finally, we will continue and grow our support of local events and content producers that highlight DC and Black culture. These efforts bring both attention to the District's rich traditions as well as generate opportunities for entrepreneurs of color to grow and support their businesses. EventsDC is poised to utilize its platform to further elevate creatives, event planners, producers and others through the Creative Services and Sports and Entertainment Divisions. Collaborating with entrepreneurs of color can break down barriers of entry by providing accessible venues, scale in operations and mutually beneficial partnerships that leverage Events DC to further economic opportunity.



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Additionally, in the past year, Events DC acquired Cultural Tourism. In doing so, Events DC took over the management and production of several culturally rich experiences including Passport DC, International Trails, and the African American Heritage Trail.



Racial Equity Question 2

Do you think there are any areas/programs where Events DC has had success in building racial equity over the past year? Which areas/programs?

RESPONSE:

As noted in last year's response, Events DC has instituted implicit bias training for all staff. The training is a three-part series, that includes discussions relevant to racial and other equity, including generalizations, perceptions, etc. Part I includes general discussion and overview to determine baseline, exposure and understanding of bias that exists in everyone. In Part II employees are provided journals and scenarios. They are to journal experiences, thoughts, feelings in the journal, which are to be brought to Part III – a roundtable discussion regarding feelings and behavioral changes they have made or attempted to make since the first training session. This process facilitates transparent conversations about feelings between team members.

As referenced in our Response to Question 1, our Community Grants program provides an example of successful partnership with grassroots organizations that are working directly with communities of color in the District to foster strong and healthy neighborhoods and instill a strong sense of self for our youth.

Finally, Events DC's ongoing administration of the DC CARES Excluded Workers relief fund, funded by DC Council, has provided direct financial support for returning citizens, cash economy and excluded workers. This program has benefitted some of the most marginalized Black and brown residents of the District, and provided support where traditional funding sources were inapplicable. Events DC has been humbled to work with the community-based organizations that carry out this work and pleased to have played a role in its deployment over the past several years.



Racial Equity Question 3

Consider the demographic data Events DC collects, tracks, and evaluates as part of its operations. Do you collect information on race and geographic area? If not, why not?

RESPONSE:

Staffing

Yes, during the onboarding process, Events DC collects both racial and geographic data. This data is assessed as part of our regular reporting for internal review, awareness, and planning purposes.

Events DC has 272 Full-time Regular employees and 12 Part-time Regular employees. Thirty-five (35%) reside in the District of Columbia, 48.26% in Maryland, and 15.83% in Virginia, with 0.39 in another jurisdiction.

Events DC also employs 179 casual/temporary/seasonal workers. Of the casual/temporary/seasonal workers, 32.52% are District of Columbia residents, 57.78% reside in Maryland and 14.25% live in Virginia. Less than 1% reside in other jurisdictions.

Below is a chart with the breakdown by race.

Race/Ethnicity	Count - Current Active Regular FT and Regular PT Employees	% Race/Ethnicity
American Indian/Alaskan Native	1	0%
Asian	9	3%
Black or African American	194	71%
Hispanic or Latino	15	6%
Not specified	18	7%
Two or more races	2	1%
White	33	12%
Grand Total	272	100%



Contracting

In addition, Events DC tracks its contracting with Certified Business Enterprises (CBEs) to ensure it is meeting or exceeding its local business contracting goals. While Events DC does not currently track the race of the vendors due to the nature of the CBE program, we have begun to explore the creation of a post-award survey that will ask contractors to voluntarily submit racial, ethnic and gender data so that we may track these data points more effectively. Finally, we intend to encourage qualified CBEs to also indicate whether they qualify under the new EIE designation to assist in our tracking and measurement.



Racial Equity Question 4

Consider the data Events DC collects, tracks, and evaluates as part of its performance or strategic plan. Do you collect information on race and geographic area? If not, why not?

RESPONSE:

EventsDC does not currently collect, track or evaluate its performance and strategic plans through the lens of racial equity. We have historically been oriented toward a focus on the impact of our work to supporting the hospitality industry, revenue and positive economic benefits to the District of Columbia through increased conventions, events and other activations.

As referenced in our response to Question 1, we believe there is an opportunity to further racial equity through our growing Creative Services and Sports and Entertainment divisions and look forward to engaging to do that work as we continue to develop and evaluate our business plans and success metrics moving forward.



Racial Equity Question 5

What are two areas/programs where Events DC has significant potential to succeed in building racial equity? Please elaborate on why you chose those two areas.

RESPONSE: Two of the areas we referenced in our Response to Question 1 provide significant potential to succeed in building racial equity. As noted, and restated below, each area provides for significant opportunities to increase economic inclusion and access to opportunities which have remained unattainable for many District residents and entrepreneurs.

- I. First, continuing to develop consistent and comprehensive strategies to ensure that the workforce of EventsDC reflects the diversity of the District. It is important that marginalized communities, including women and Black and brown DC residents find meaningful opportunities to join our workforce and establish productive careers in the hospitality industry. Our staff, including the Executive team should reflect our city. We have successfully created an atmosphere that hires and nurtures talented people of color, over 70% of our staff identifies as African American. We must continue to focus on hiring, training and retaining District residents so they are afforded the opportunities to grow and succeed within our organization supporting economic inclusivity within the District.

- II. Finally, we continue to support local events and content producers which highlight DC and Black culture, creating not only opportunities to bring attention to the District's rich traditions, but also opportunities for entrepreneurs of color to grow and sustain their businesses. EventsDC is poised to utilize its platform to further elevate creatives, event planners and producers through work of the Creative Services and Sports and Entertainment Divisions. Collaborating with entrepreneurs of color can break down barriers of entry by creating by providing accessible venues and mutually beneficial partnerships that leverage EventsDC's to further economic inclusion.



Racial Equity Question 6

Consider what a racially equitable District of Columbia would look like. What are three ways Events DC's operations would reflect this achievement?

RESPONSE:

A racially equitable District of Columbia is one where targeted and intentional strategies are used to address disparities in every indicator of success - be it health, prosperity, education or public safety. The result of this work is a city where, regardless of race, everyone is positioned to succeed.

Events DC's operations can reflect that vision by 1. Uplifting and celebrating the District's rich culture and traditions through its events, activations, grantmaking and collaborations, making sure that these voices are not only heard, but valued and incorporated into every aspect our work and 2. Work to develop and retain a well-trained, well compensated District-based workforce that can meet the demands of the hospitality sector and 3. Pursuing partnerships with entrepreneurs and creatives of color to further goals of economic inclusion and prosperity by enhancing access to the Events DC platform and partnering in the execution of our mission.