

March 27, 2019

The Honorable Phil Mendelson
Chairman
Council of the District of Columbia
John A. Wilson Building
1350 Pennsylvania Avenue, NW, Suite 504
Washington, DC 20004

2019 MAR 27 PM 1:41

OFFICE OF THE
SECRETARY



Subject: Agreement No. SO-19-002-0001847 with Washington, DC Convention and Tourism Corporation

Dear Chairman Mendelson:

Pursuant to D.C. Code § 2-352.02(a), enclosed for consideration and approval by the Council of the District of Columbia is the proposed legislation, "Destination DC Marketing Services Contract Emergency Declaration Resolution of 2019," and the "Destination DC Marketing Services Contract Approval Resolution of 2019" to approve a multiyear agreement between the Washington Convention and Sports Authority t/a Events DC ("Events DC") and the Washington, DC Convention and Tourism Corporation d/b/a Destination DC ("Destination DC"). The proposed term is from date of award through September 30, 2023 with five (5) one-year options. The contract amount for the base period is an annual amount equal to 86% of the dedicated hotel taxes deposited into the Washington Convention Center Marketing Fund pursuant to D.C. Code §§ 47-2002.03 and 47-2202.02, but in no event less than Four Million Dollars (\$4,000,000.00) annually; and (ii) pursuant to D.C. Code §§ 47-2002.03a and 47-2202.03a, revenues from the additional hotel tax that are dedicated to Events DC for transfer to Destination DC

The purpose of this contract is to promote conventions, tourism and leisure travel in the District and the hosting of sporting events, sports teams, recreational events, and entertainment events in the District in accordance with D.C. Code § 10-1202.08a. We have also included a full contract summary.

As always, I am available to discuss any questions you may have.

Sincerely,

A handwritten signature in black ink, appearing to read "Gregory A. O'Dell".

Gregory A. O'Dell
President and Chief Executive Officer

cc: Erin Oliver, Director, Contracts and Procurement Services, Events DC
Nicole B. Jackson, General Counsel, Events DC

Enclosure(s)

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Chairman Mendelson at
the request of the Washington
Convention and Sports Authority

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A BILL

IN THE COUNCIL OF THE DISTRICT OF COLUMBIA

To approve, on an emergency basis, multiyear Contract No. SO-19-002-0001847 with the Washington Convention and Sports Authority t/a Events DC and the Washington, DC Convention and Tourism Corporation d/b/a Destination DC

BE IT ENACTED BY THE COUNCIL OF THE DISTRICT OF COLUMBIA, that this act may be cited as the “Destination DC Marketing Services Contract Emergency Approval Resolution of 2019”.

Sec. 2. (a) Pursuant to DC Code Section 10-1202.08a, the Washington Convention and Sports Authority t/a Events DC (“Authority”), proposes to enter into a multiyear agreement with the Washington, DC Convention and Tourism Corporation d/b/a Destination DC (“Destination DC”) to market and promote the District as a location for conventions, tradeshow, meetings, sports events, and group and leisure tourism.

(b) The total expenditure under this multiyear agreement with Destination DC is an amount equal to 86% of the dedicated hotel taxes deposited into the Convention Center Marketing Fund annually pursuant to D.C. Code §§ 47-2002.03 and 47-2202.02, but in no event less than Four Million Dollars (\$4,000,000.00); and (ii) pursuant to D.C. Code §§ 47-2002.03a and 47-2202.03a, revenues from the additional hotel tax that are dedicated to the Authority for transfer to Destination DC.

1 Sec. 3. Pursuant to section 451(c)(3) of the District of Columbia Home Rule Act,
2 approved December 24, 1973 (87 Stat. 803; D.C. Official Code §1-204.51(c)(3)), the Council of
3 the District of Columbia hereby approves Contract No. SO-19-002-0001847.

4 Sec. 4. Fiscal Impact Statement

5 The Council hereby adopts the fiscal impact statement provided by the Chief Financial
6 Officer as the fiscal impact statement required by section 602(c)(3) of the District of Columbia
7 Home Rule Act, approved by December 24, 1973 (87 Stat. 813; D.C. Official Code §1-206.02
8 (c)(3)).

9 Sec. 5 Effective date.

10 This Act shall take effect following Approval by the Mayor (or in the event of a veto by
11 the Mayor, action by the Council to override the veto), and shall remain in effect no longer than
12 90 days, as provided for emergency acts of the Council of the District of Columbia in section
13 412(a) of the District of Columbia Home Rule Act, approved by December 24, 1973 (87 Stat.
14 788; D.C. Official Code § 1-204.12(a)).