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

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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,

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)