



**THE WASHINGTON CONVENTION AND SPORTS AUTHORITY  
RESOLUTION OF THE BOARD OF DIRECTORS  
No. 25-23**

**APPROVAL OF FUNDING OF DESTINATION  
DC'S FISCAL YEAR 2026 INTERNATIONAL  
SALES PROGRAM**

**WHEREAS**, in accordance with D.C. Code § 10-1202.08a, the Washington Convention and Sports Authority ("Authority") is required to maintain a "Washington Convention Center Marketing Fund" for the payment of marketing service contracts to promote conventions, tourism and leisure travel and the hosting of sporting events, sports teams, recreational events, and entertainment events in the District of Columbia ("District"); and

**WHEREAS**, the foregoing statute requires the Authority to enter into such contracts with certain entities, including Destination DC ("DDC"), which is designated as the Authority's primary contractor to: (i) market and sell meetings and conventions for the Walter E. Washington Convention Center and hotels in the District; (ii) market and promote the District as a destination; and (iii) increase revenue to the District and the Authority by maximizing sales of hotel rooms and restaurant meals; and

**WHEREAS**, in April 2019, the Authority entered into a contract with DDC for the foregoing purposes, under which DDC is required to develop and present for the Authority's approval an annual international convention sales plan and budget; and

**WHEREAS**, for fiscal year 2026, DDC has developed an international convention sales plan that includes, among other tasks, sales programming, strategic alliances with international destinations and professional conference organizers, sales missions, hosted events, familiarization trips, and targeted marketing and promotions for which DDC has proposed a budget of \$570,000; and

**WHEREAS**, the Operations Committee of the Authority's Board of Directors has reviewed the foregoing plan and budget and recommends the approval of funding thereof by the Board.



WASHINGTON CONVENTION  
AND SPORTS AUTHORITY

**NOW, THEREFORE, BE IT RESOLVED THAT** the Board of Directors of the Washington Convention and Sports Authority accepts the recommendation of the Operations Committee and approves funding to DDC during fiscal year 2026 in an amount not to exceed \$570,000 in furtherance of DDC's international convention sales and marketing efforts.

This Resolution No. 25-23 may be executed in counterparts.

Signed by:

*Leif Dormsjo*

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Leif Dormsjo, Chairperson

Signed by:

*Cherrie Doggett*

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Cherrie Doggett, Vice Chairperson

Signed by:

*Monica Ray*

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Monica Ray, Secretary

DocuSigned by:

*Jay Haddock Ortiz*

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Jay Haddock Ortiz, Treasurer

Nina Albert, Member

Alan Bubes, Member

Marisa Flowers, Member

Solomon Keene, Member

Signed by:

*Brian Kenner*

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Brian Kenner, Member

Signed by:

*Glen Lee*

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Glen Lee, Member

DocuSigned by:

*George Ty Simpson*

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George T. Simpson, Member

**Resolution No. 25-23**

**Dated: October 9, 2025**