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WASHINGTON CONVENTION AND SPORTS AUTHORITY

THE WASHINGTON CONVENTION AND SPORTS AUTHORITY
RESOLUTION OF THE BOARD OF DIRECTORS
No. 26-20

APPROVAL OF FUNDING OF DESTINATION DC'S FISCAL YEAR 2027 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 (the "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 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 2027, 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.

NOW, THEREFORE, BE IT RESOLVED THAT, the Board of Directors of the Washington Convention and Sports Authority accepts the recommendation of the President and Chief Executive Officer, in her capacity as Chief Contracting Officer, and the Operations Committee and approves funding to Destination DC during fiscal year 2027 in an amount not to exceed $570,000 in furtherance of Destination DC's international convention sales and marketing efforts.

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This Resolution No. 26-20 may be executed in counterparts.

Signed by: Leif Dormsjo 5455B149060C46C...
Leif Dormsjo, Chairperson

Signed by: Cherrie Doggett 81F1FD1A64B3474...
Cherrie Doggett, Vice Chairperson

Signed by: Monica Ray EFAAEA04E4D8464...
Monica Ray, Secretary

DocuSigned by: CFE3846C2D5D4C2...
Jay Haddock Ortiz, Treasurer

Nina Albert, Member

Signed by: 9ECE4CB97271455...
Alan Bubes, Member

Signed by: Marisa Flowers C863D2EC409E4E7...
Marisa Flowers, Member

Signed by: E9F9C9F23475477...
Solomon Keene, Member

Signed by: Brian Kenner FD6FBE15E28A457...
Brian Kenner, Member

Signed by: Glen Lee F295852330FE46B...
Glen Lee, Member

DocuSigned by: George Ty Simpson 9FC33A7F15BC488...
George T. Simpson, Member

Resolution No. 26-20
Dated: October 8, 2026