

AMENDED

AGENDA

**Irving Convention and Visitors Bureau Board of Directors
Executive Committee
Friday, September 24, 2021, at 9:00 AM
Irving Convention Center – Third Floor, Meeting Room 6
500 W. Las Colinas Blvd.
Irving, Texas 75039**

NOTE: A possible quorum of the Irving Convention and Visitors Bureau (ICVB) Board of Directors may be present at this committee meeting.

1. Citizen Comments on Items Listed on the Agenda
2. Accepting the ICVB Financial Report for August 2021
3. Review of Hotel Occupancy Tax Collections
4. Review of ICVB Cash Flow Report
5. Accepting the ICC Financial Reports for August 2021
6. *Review of ICVB Board of Directors September 27, 2021, meeting agenda
7. Next meeting – ICVB Executive Director Performance Evaluation, Friday, October 22, 2021

CERTIFICATION

I, the undersigned authority, do hereby certify that this notice of meeting was posted on the kiosk at City Hall of the City of Irving, Texas, a place readily accessible to the general public at all times, and said notice was posted by the following date and time:

_____ at _____ and will remain so posted at least 72 hours before said meeting convened.

Deputy Clerk, City Secretary's Office

This meeting can be adjourned and reconvened, if necessary, the following regular business day.

Any item on this posted agenda could be discussed in executive session as long as it is within one of the permitted categories under sections 551.071 through 551.076 and section 551.087 of the Texas Government Code.

A member of the public may address the governing body regarding an item on the agenda either before or during the body's consideration of the item, upon being recognized by the presiding officer or the consent of the body.

This facility is physically accessible and parking spaces for the disabled are available. Accommodations for people with disabilities are available upon request. Requests for accommodations must be made 48 hours prior to the meeting. Contact the City Secretary's Office at 972-721-2493 or Relay Texas at 7-1-1 or 1-800-735-2988.



ICVB
FINANCIAL STATEMENTS

For Period Ending:
August 2021



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET
AUGUST 2021

Assets

Cash and equivalents	6,894.31
Investments	324,400.00
Receivables	400.77

Total Assets

331,695.08

Liabilities

Accounts payables	25,255.24
Unearned revenue	400.77
Due to other funds	187.45

Total Liabilities

25,843.46

Fund Balance (Budgetary basis)

Reserve for encumbrances	615,732.56
Unreserved	(309,880.94)

Total Fund Balance

305,851.62

Total Liabilities and Fund Balance

331,695.08



IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
MONTHLY FINANCIAL REPORT
AUGUST 2021

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
	L3 - HOTEL/MOTEL TAX	550,843.82	3,023,143.40	6,490,005.00	46.6%	0.00	3,466,861.60
	M4 - INVESTMENT INCOME	5.48	462.38	4,995.00	9.3%	0.00	4,532.62
	M5 - MISCELLANEOUS	0.00	51,458.00	5,000.00	1029.2%	0.00	(46,458.00)
	M6 - TRANSFER FROM CITY OF IRVING	0.00	500,000.00	1,000,000.00	50.0%	0.00	500,000.00
TOTAL REVENUE		550,849.30	3,575,063.78	7,500,000.00	47.7%	0.00	3,924,936.22
EXPENDITURES							
	N1 - SALARIES	171,934.35	2,020,843.83	2,491,575.00	81.1%	0.00	470,731.17
	N2 - BENEFITS	49,354.53	569,552.94	673,552.00	84.6%	0.00	103,999.06
	N4 - SUPPLIES	3,909.98	28,410.88	39,455.00	72.0%	4,025.00	7,019.12
	O1 - UTILITIES (COMMUNICATIONS)	2,298.52	15,494.95	26,400.00	58.7%	0.00	10,905.05
	O3 - OUTSIDE SERVICES						
	SALES AND MARKETING RESOURCES	977.98	15,585.99	16,060.00	97.0%	0.00	474.01
	MEDIA ADVERTISING	35,195.65	276,168.75	350,000.00	78.9%	69,134.60	4,696.65
	PROFESSIONAL SERVICES	29,753.52	679,542.15	1,463,377.00	46.4%	534,994.70	248,840.15
	PROPERTY MANAGEMENT SERVICES	348,250.00	1,395,000.00	1,395,000.00	100.0%	0.00	0.00
	OTHER	21.79	2,559.46	7,026.00	36.4%	662.16	3,804.38
	TOTAL OUTSIDE SERVICES	414,198.94	2,368,856.35	3,231,463.00	73.3%	604,791.46	257,815.19
	O4 - TRAVEL - TRAINING - DUES						
	TRAVEL AND TRAINING	7,031.44	8,958.93	252,000.00	3.6%	0.00	243,041.07
	MILEAGE REIMBURSEMENT	83.66	124.54	4,000.00	3.1%	0.00	3,875.46
	MEMBERSHIP AND DUES	1,102.00	39,351.98	54,900.00	71.7%	0.00	15,548.02
	TOTAL TRAVEL - TRAINING - DUES	8,217.10	48,435.45	310,900.00	15.6%	0.00	262,464.55
	O5 - CLAIMS AND INSURANCE	0.00	138,045.00	138,045.00	100.0%	0.00	0.00
	O7 - MISCELLANEOUS EXPENSES						
	ADM COST REIMBURSEMENT	22,033.75	120,925.73	259,600.00	46.6%	0.00	138,674.27
	BUSINESS DEV INCENTIVE PROG	4,545.31	76,948.54	540,000.00	14.2%	0.00	463,051.46
	LOCAL PROGRAMS-PROMOTIONS	8,372.61	19,210.18	145,200.00	13.2%	3,917.10	122,072.72
	OTHER	6,120.01	53,901.46	144,350.00	37.3%	2,999.00	87,449.54
	TOTAL MISCELLANEOUS EXPENSES	41,071.68	270,985.91	1,089,150.00	24.9%	6,916.10	811,247.99
	P5 - TRANSFERS OUT						
	TRSF TO ICVB CONV CENTER	0.00	0.00	100,000.00	0.0%	0.00	100,000.00
	TOTAL TRANSFERS OUT	0.00	0.00	100,000.00	0.0%	0.00	100,000.00
TOTAL EXPENDITURES		690,985.10	5,460,625.31	8,100,540.00	67.4%	615,732.56	2,024,182.13

Beginning Fund Balance	2,191,413.15
Revenues	3,575,063.78
Expenditures	(5,460,625.31)
Ending Fund Balance	305,851.62



Irving Convention and Visitors Bureau

Check Register

August 2021

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80061781	8/5/2021	AJR MEDIA GROUP			495.00
		MEDIA ADVERTISING	ADVERTISING	495.00	
80061782	8/5/2021	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC			15,082.67
		ACCOUNTS PAYABLE	JUL 2021 - RECEIPTS	15,082.67	
80061783	8/5/2021	BILBIA, CHELSEA			200.00
		PROFESSIONAL SERVICES	JUNE BLOGS	200.00	
80061784	8/5/2021	CONNECT			5,000.00
		MEDIA ADVERTISING	ADVERTISING	5,000.00	
80061785	8/5/2021	DIPIETRO, KATHERINE			248.55
		COMMUNICATIONS	MAY 2021 - CELL	75.00	
		COMMUNICATIONS	JUN 2021 - CELL / MISC	75.00	
		LOCAL PROGRAMS-PROMOTIONS	JUN 2021 - CELL / MISC	12.10	
		BUSINESS DEV INCENTIVE PROG	JUN 2021 - CELL / MISC	86.45	
80061786	8/5/2021	FEDERAL EXPRESS CORPORATION			21.40
		FREIGHT	SHIPPING	9.81	
		FREIGHT	SHIPPING	11.59	
80061787	8/5/2021	FOSTER, WENDY			150.00
		COMMUNICATIONS	MAY 2021 - CELL	75.00	
		COMMUNICATIONS	JUN 2021 - CELL	75.00	
80061788	8/5/2021	FOUR SEASONS RESORT & CLUB DALLAS			4,080.00
		BUSINESS DEV INCENTIVE PROG	THE GREYSTONE EVEN/JUNE 2021	940.00	
		BUSINESS DEV INCENTIVE PROG	OAKLAND A'S VS TX RANGERS/JULY 2021	668.00	
		BUSINESS DEV INCENTIVE PROG	ARIZONA DIAMONDBACKS VS TX RANGERS/JULY 2021	724.00	
		BUSINESS DEV INCENTIVE PROG	SEATTLE MARINERS VS TX RANGERS/JULY 2021	808.00	
		BUSINESS DEV INCENTIVE PROG	TEXSOM/COURT OF MASTER SOMMELIER THEORY/JULY 2021	940.00	
80061789	8/5/2021	FRIENDS OF THE IRVING PUBLIC LIBRARY SYSTEM			50.00
		LOCAL PROGRAMS-PROMOTIONS	MEMORIAL DONATION - JOE WILLEMS	50.00	
80061790	8/5/2021	HOPKINS, CHERYL			138.86
		COMMUNICATIONS	MAY 2021 - CELL	75.00	
		COMMUNICATIONS	JUN 2021 - CELL / MISC	75.00	
		BUSINESS DEV INCENTIVE PROG	JUN 2021 - CELL / MISC	(11.14)	
80061791	8/5/2021	IMAGO MEDIA, INC.			595.00
		MEDIA ADVERTISING	CARES ACT - ADVERTISING	595.00	
80061792	8/5/2021	IRVING CONVENTION CENTER AT LAS COLINAS			11,270.29
		PROFESSIONAL SERVICES	NETWORK SERVICES	5,636.77	
		PROFESSIONAL SERVICES	NETWORK SERVICES	5,633.52	
80061793	8/5/2021	IRVING CONVENTION CENTER AT LAS COLINAS			21,924.37
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - AUG 2021	21,924.37	



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80061794	8/5/2021	IRVING CONVENTION CENTER AT LAS COLINAS			348,250.00
		PROPERTY MANAGEMENT SERVICES	SUBSIDY	348,250.00	
80061795	8/5/2021	LATIN AMERICAN MOTORCYCLE ASSOCIATION USA INC			5,450.00
		BUSINESS DEV INCENTIVE PROG	LAMA USA NATIONAL RALLY/JULY 2021	5,450.00	
80061796	8/5/2021	LAUDA, MARIANNE			150.00
		COMMUNICATIONS	JUN 2021 - CELL	75.00	
		COMMUNICATIONS	MAY 2021 - CELL	75.00	
80061797	8/5/2021	LEVINE, KATHY			196.32
		COMMUNICATIONS	JUN 2021 - CELL	65.44	
		COMMUNICATIONS	APR 2021 - CELL	65.44	
		COMMUNICATIONS	MAY 2021 - CELL	65.44	
80061798	8/5/2021	LOPEZ, BRENDA			75.00
		COMMUNICATIONS	JUN 2021 - CELL	75.00	
80061799	8/5/2021	MALONEY STRATEGIC COMMUNICATION INC			14,860.00
		PROFESSIONAL SERVICES	2021 ICVB STORAGE FEE - JULY	205.00	
		PROFESSIONAL SERVICES	2020/2021 ICVB ADVERTISING MANAGEMENT Q4	14,655.00	
80061800	8/5/2021	MANSELL, LORI			90.00
		COMMUNICATIONS	JUN 2021 - CELL / MISC	75.00	
		LOCAL PROGRAMS-PROMOTIONS	JUN 2021 - CELL / MISC	15.00	
80061801	8/5/2021	MANSOUR, KAYLA			75.00
		COMMUNICATIONS	APR 2021 - CELL	75.00	
80061802	8/5/2021	MEETING PROFESSIONALS INTERNATIONAL			2,500.00
		MEDIA ADVERTISING	CARES ACT - ADVERTISING	2,500.00	
80061803	8/5/2021	MEETINGS TODAY			1,000.00
		MEDIA ADVERTISING	ADVERTISING	1,000.00	
80061804	8/5/2021	NORTHSTAR TRAVEL MEDIA, LLC			4,725.00
		MEDIA ADVERTISING	ADVERTISING	4,725.00	
80061806	8/5/2021	PETTY, BRICE			71.66
		COMMUNICATIONS	JUN 2021 - CELL	71.66	
80061807	8/5/2021	PROVIDENT GROUP - IRVING PROPERTIES, LLC			355.00
		BUSINESS DEV INCENTIVE PROG	A360INC SOLUTIONS SUMMIT/JULY 2021	355.00	
80061808	8/5/2021	ROBERTS, DEBBIE			150.00
		COMMUNICATIONS	MAY 2021 - CELL	75.00	
		COMMUNICATIONS	JUN 2021 - CELL	75.00	
80061809	8/5/2021	SHERATON DFW AIRPORT HOTEL			2,570.00
		BUSINESS DEV INCENTIVE PROG	THE FALCON CAR CLUB OF AMERICA/2021 NATIONAL MEET	2,570.00	
80061810	8/5/2021	SOTO, MONICA			25.00
		COMMUNICATIONS	CELL PHONE - JULY 2021	25.00	



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80061811	8/5/2021	STALLINGS, APRIL			61.33
		COMMUNICATIONS	CELL PHONE - JULY 2021	61.33	
80061812	8/5/2021	STODDARD, CAROL			97.12
		COMMUNICATIONS	JUN 2021 - CELL / MILEAGE	64.08	
		MILEAGE REIMBURSEMENT	JUN 2021 - CELL / MILEAGE	33.04	
80061813	8/5/2021	TEXAS HOUSE OF REPRESENTATIVES			125.04
		CONVENTION SERVICES MATERIALS	(8) TEXAS FLAG/CERTIFICATE	125.04	
80061814	8/5/2021	TUCKER & ASSOCIATES, LLC			74.23
		PROFESSIONAL SERVICES	JUL 2021 - REIMBURSABLES	74.23	
80061815	8/5/2021	WFAA-TV INC			5,563.25
		MEDIA ADVERTISING	ADVERTISING	5,563.25	
80061816	8/5/2021	WHITE, MONTY			75.00
		COMMUNICATIONS	JUN 2021 - CELL	75.00	
80061817	8/19/2021	BILBIA, CHELSEA			200.00
		PROFESSIONAL SERVICES	BLOG POSTS - JULY 2021	200.00	
80061818	8/19/2021	CASHMAN CONSULTANTS LLC			1,895.00
		BUSINESS DEV INCENTIVE PROG	PHARMA SALES & TRAINING MEETING/JULY 2021	1,895.00	
80061819	8/19/2021	FOUR SEASONS RESORT & CLUB DALLAS			882.00
		MEMBERSHIPS, CERTS, & LICENSES	AUGUST 2021	882.00	
80061820	8/19/2021	IRVING - LAS COLINAS ROTARY CLUB			61.00
		MEMBERSHIPS, CERTS, & LICENSES	JULY 2021	40.00	
		LOCAL PROGRAMS-PROMOTIONS	JULY 2021	21.00	
80061821	8/19/2021	IRVING CONVENTION CENTER AT LAS COLINAS			5,631.24
		PROFESSIONAL SERVICES	NETWORK SERVICES	5,631.24	
80061822	8/19/2021	MALONEY STRATEGIC COMMUNICATION INC			3,450.09
		PROFESSIONAL SERVICES	2021 ICVB STORAGE FEE - AUGUST	205.00	
		PROFESSIONAL SERVICES	2021 ICVB Q4 BUSINESS CARDS/NAME BADGES	3,245.09	
80061823	8/19/2021	MEETING PROFESSIONALS INTERNATIONAL			2,500.00
		MEDIA ADVERTISING	CARES ACT - ADVERTISING	2,500.00	
80061824	8/19/2021	PCMA SERVICES			6,830.00
		MEDIA ADVERTISING	CARES ACT - ADVERTISING	6,830.00	
80061825	8/19/2021	TUCKER & ASSOCIATES, LLC			4,000.00
		PROFESSIONAL SERVICES	MONTHLY RETAINER - AUG 2021	4,000.00	
80061826	8/19/2021	VERIZON WIRELESS SERVICES, LLC			329.15
		COMMUNICATIONS	JULY 2021	159.56	
		COMMUNICATIONS	JULY 2021	76.26	
		COMMUNICATIONS	JULY 2021	93.33	



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80061827	8/19/2021	WFAA-TV INC MEDIA ADVERTISING	ADVERTISING	5,562.40	5,562.40
		Total Number of Invoices	69	477,135.97	
		Total Number of Checks	46		477,135.97



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending:
July 2021

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2020 - 2021**

LUXURY & FULL SERVICE		OCT 2020	NOV 2020	DEC 2020	Q1: OCT-DEC	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021
1	Atrium Hotel and Suites DFW Airport	2,104.65	1,350.47	1,717.94		1,032.28	2,251.17	3,281.09	3,182.89	4,080.73	3,972.97	3,682.83
2	Dallas Marriott Hotel Las Colinas	8,972.72	6,318.26	5,874.95		8,098.15	10,115.44	14,276.17	16,024.69	21,158.45	24,994.65	23,290.55
3	DFW Airport Hotel & Conference Center	614.34	416.13	613.22		643.01	887.85	2,265.65	2,533.76	2,637.63	2,973.79	3,238.58
4	DFW Airport Marriott	14,047.23	13,398.13	11,944.64		15,237.63	18,587.13	20,804.58	20,757.66	22,145.56	34,793.48	26,968.95
5	Doubletree by Hilton DFW Airport North	7,090.14	4,387.02	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
6	Embassy Suites DFW Airport South	10,012.68	8,754.21	10,204.59		11,835.34	15,714.39	19,798.65	18,469.63	20,216.22	19,920.21	23,855.75
7	Four Seasons Resort & Club	74,294.78	20,807.95	18,699.84		16,747.10	17,133.41	30,537.18	41,673.53	54,965.96	58,583.61	61,518.27
8	Hilton Garden Inn DFW Airport South	4,278.38	3,794.30	2,393.15		4,431.22	6,816.13	9,662.75	8,888.23	11,018.06	10,813.01	11,952.38
9	Hilton Garden Inn Las Colinas	3,534.59	2,088.01	2,655.73		3,820.57	4,269.92	6,736.69	6,847.20	7,765.17	8,388.75	9,764.93
10	Holiday Inn Irving Las Colinas	1,654.54	2,441.05	2,403.20		1,666.45	3,446.42	4,361.44	4,381.55	4,608.90	6,817.67	6,983.44
11	NYLO Las Colinas Tapestry Collection by Hilton	4,807.75	3,172.37	2,726.34		3,575.11	4,672.29	6,344.98	7,379.70	9,585.98	10,266.06	11,534.12
12	Omni Las Colinas Hotel	10,424.47	8,238.86	7,078.09		5,188.86	9,146.00	13,474.53	15,343.37	20,951.82	26,109.27	25,951.62
13	Sheraton DFW Airport Hotel	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
14	Texican Court	5,848.19	4,277.56	4,275.50		4,017.60	4,119.10	6,359.93	8,434.49	9,556.93	9,420.46	11,418.60
15	Westin DFW Airport	8,019.52	4,697.05	5,662.14		5,408.38	3,468.91	closed	4,771.06	13,324.09	21,184.58	23,144.19
TOTAL LUXURY & FULL SERVICE		155,703.98	84,141.37	76,249.33	0.00	81,701.70	100,628.16	137,903.64	158,687.76	202,015.50	238,238.51	243,304.21
16	Westin Irving Convention Center Las Colinas	9,658.90	8,918.25	7,420.36		7,411.83	9,226.96	12,876.23	15,645.56	22,004.80	23,427.56	27,944.66

Westin pays 9% tax which is applied to bond payments. The 9% has been converted to the ICVB's share of the tax (57% of 5%) in order to compare with payments from other hotels. Amount is not included in the totals.

ALL SUITE / EXTENDED STAY		OCT 2020	NOV 2020	DEC 2020	Q1: OCT-DEC	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021
1	Comfort Inn DFW Airport North	2,609.71	2,025.07	1,913.42		1,776.65	2,998.35	3,876.05	3,761.47	4,535.05	5,162.82	4,895.92
2	Comfort Suites DFW Airport North	3,171.31	2,368.47	3,105.01		2,703.50	3,458.50	4,222.31	3,572.39	4,421.67	4,692.16	5,315.78
3	Comfort Suites Las Colinas	448.60	426.28	322.50		608.58	750.55	1,121.76	1,130.25	1,446.28	1,466.09	1,458.50
4	Country Inn & Suites by Carlson DFW Airport South	2,029.83	1,474.85	1,746.56		1,208.37	1,586.37	2,716.29	2,404.13	3,013.77	3,075.43	3,826.78
5	Element DFW Airport North	2,567.72	2,166.92	2,000.87		2,650.43	3,645.57	5,801.45	5,913.96	7,247.58	6,615.83	7,241.65
6	Extended Stay America Dallas DFW Airport North	494.65	423.91	1,006.45		1,665.88	1,210.78	2,573.46	2,055.22	2,045.96	2,791.68	2,990.84
7	Extended Stay America Dallas Las Colinas	1,777.48	862.39	1,446.46		1,269.81	1,183.21	1,417.07	2,117.65	2,082.30	1,305.07	1,173.96
8	Extended Stay Deluxe Green Park	953.96	551.80	919.27		740.98	697.61	1,873.02	476.49	1,684.25	1,200.33	2,179.65
9	Extended Stay Deluxe Las Colinas	729.20	475.72	485.83		371.20	661.58	1,523.49	1,184.62	1,382.00	956.75	1,234.45
10	Hawthorne Suites Irving DFW Airport South	585.57	476.79	692.68		524.09	799.51	1,144.27	1,160.91	1,595.58	1,313.33	1,547.03
11	Hawthorne Suites DFW Airport North	2,021.14	1,639.21	2,021.00		2,008.12	1,243.78	closed	closed	closed	closed	closed
12	Holiday Inn Express Hotel & Suites DFW Airport North	1,916.98	1,849.26	2,358.41		2,534.84	2,788.32	4,263.50	3,585.59	3,433.84	6,330.65	8,163.13
13	Holiday Inn Express Hotel & Suites DFW Airport South	2,092.00	1,561.44	1,748.94		1,701.39	3,142.99	5,224.59	4,566.35	5,822.30	6,039.04	8,439.87
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	2,014.92	1,474.14	2,152.44		2,171.23	3,355.19	4,540.48	4,955.85	5,923.26	6,256.16	7,333.69
15	Home Towne Studios Dallas Irving	2,199.98	1,565.12	1,947.78		1,888.00	1,591.16	2,358.83	2,613.48	2,241.40	1,954.08	1,999.58
16	Homewood Suites by Hilton DFW Airport North	3,323.61	2,848.36	2,967.65		3,012.48	3,811.56	4,572.52	5,182.86	4,952.10	5,292.56	6,332.15
17	Homewood Suites by Hilton Las Colinas	7,589.78	5,007.87	4,161.41		3,125.15	1,856.56	6,009.83	5,883.55	0.00	0.00	0.00
18	Hyatt House Dallas Las Colinas	3,845.11	1,630.91	4,611.68		2,113.93	4,261.58	4,333.32	0.00	0.00	8,480.99	0.00
19	Oakwood Waterwalk Dallas Las Colinas	2,287.60	2,289.07	1,798.33		1,089.97	2,195.74	3,355.22	840.68	2,009.52	2,152.15	1,057.32
20	Residence Inn Dallas DFW Airport North Irving	3,413.20	1,876.10	2,425.20		3,022.72	2,631.24	3,306.36	2,836.03	3,946.05	3,216.74	4,739.46
21	Residence Inn Dallas Las Colinas	4,258.41	3,432.69	4,031.18		3,564.84	4,469.32	5,782.88	6,184.03	5,838.77	5,854.13	6,079.87
22	Sonesta ES Suites Dallas Las Colinas	3,177.28	2,186.73	676.02		1,244.96	2,142.76	3,344.46	3,288.26	2,578.65	3,212.70	3,087.64
23	Sonesta Simply Suites Dallas Las Colinas	1,116.67	758.03	675.78		839.46	395.02	1,631.97	1,859.41	2,162.57	2,005.13	1,884.62
24	Springhill Suites Dallas DFW Airport East Las Colinas	1,402.29	1,329.28	1,408.75		1,388.33	2,450.60	3,492.56	3,069.48	4,964.01	5,674.38	5,839.57
25	Staybridge Suites DFW Airport North	2,839.84	2,472.53	2,586.62		2,947.51	2,384.31	4,815.96	4,096.52	4,538.94	4,072.22	4,091.86
26	TownePlace Suites Dallas DFW Airport North Irving	0.00	0.00	0.00	5,413.33	2,872.14	4,258.45	5,435.14	5,370.92	6,108.64	6,811.29	6,641.35
27	TownePlace Suites Dallas Las Colinas	1,657.23	1,997.10	1,558.83		1,564.81	1,121.99	3,641.45	2,644.10	2,480.53	2,990.26	3,214.10
28	Woodspring Suites Signature	0.00	0.00	0.00	2,494.29	1,141.32	1,660.02	2,874.37	1,707.38	1,594.56	1,884.50	2,481.09
TOTAL ALL SUITE / EXTENDED STAY		60,524.07	45,170.04	50,769.07	7,907.62	51,750.69	62,752.62	95,252.61	82,461.58	88,049.58	100,806.47	103,249.86

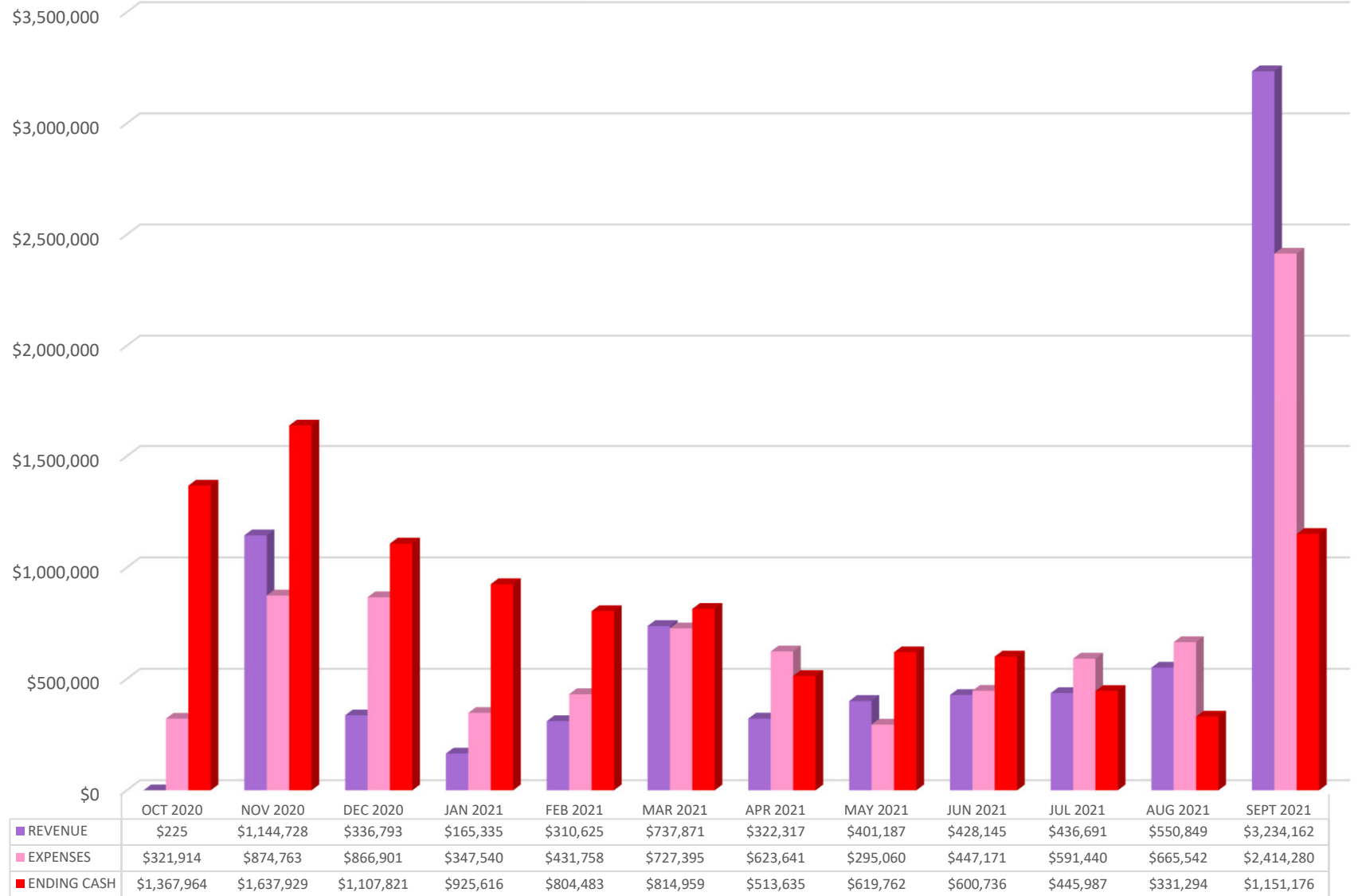
BUDGET SERVICE	OCT 2020	NOV 2020	DEC 2020	Q1: OCT-DEC	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021
1 Arya Inn & Suites	695.41	594.56	481.58		559.46	795.59	1,019.29	800.06	979.13	1,208.19	1,314.95
2 Best Western Irving Inn & Suites DFW South	2,587.95	2,325.97	2,494.69		2,561.43	1,836.32	3,190.65	4,199.56	4,577.10	4,714.17	4,770.92
3 Budget Inn & Suites	79.94	31.82	33.63		46.46	92.06	90.35	91.03	91.20	87.58	89.68
4 Budget Suites of America Las Colinas	0.00	0.00	0.00	2,300.73	22.56	1,422.40	558.21	1,882.54	686.15	538.51	492.89
5 Clarion Inn & Suites	1,486.65	1,006.81	999.23		1,218.74	2,902.99	2,697.04	2,614.67	3,908.18	3,872.59	4,081.13
6 Crossroads Hotel & Suites	926.95	783.14	354.91		743.36	826.00	901.06	1,257.48	1,297.00	1,150.84	1,284.44
7 Days Inn	2,742.91	2,226.42	2,342.59		2,240.56	3,322.14	3,963.61	3,499.06	3,951.24	3,527.40	4,042.29
8 Days Inn DFW Airport North	2,926.49	2,191.26	1,780.51		1,926.47	2,698.62	3,975.66	3,435.65	4,667.35	4,711.66	5,001.71
9 Delux Inn	622.90	538.10	452.94		356.90	553.88	747.11	757.91	858.68	822.55	799.50
10 Delux Suites Motel	160.29	123.98	52.58		65.98	54.77	69.85	69.05	85.39	103.46	116.14
11 Gateway Inn	509.18	371.64	375.09		317.12	377.71	566.92	648.57	605.34	673.74	637.06
12 Magnuson Extended Stay & Suites Airport Hotel	1,180.07	1,104.81	1,105.01		1,359.90	1,443.10	2,358.22	1,648.98	1,588.89	1,794.62	1,746.13
13 Motel 6 Dallas DFW South	1,346.43	1,214.36	1,026.93		1,368.43	1,504.29	1,640.69	1,594.88	1,950.45	1,860.91	2,187.55
14 Motel 6 Dallas Irving	1,933.16	1,666.13	2,013.60		2,134.74	2,133.88	2,723.02	2,999.98	3,235.04	3,029.43	3,546.57
15 Motel 6 DFW North	1,577.78	1,633.80	1,780.31		1,544.13	2,201.63	2,808.70	2,418.61	3,067.39	3,321.96	3,320.15
16 Motel 6 Irving Loop 12	909.07	793.11	727.35		728.41	747.09	1,018.09	1,051.05	1,106.15	1,004.57	0.00
17 OYO Hotel DFW Airport South	2,034.44	1,539.01	1,962.14		2,143.55	2,051.88	2,724.87	2,651.06	2,317.74	2,261.31	2,640.20
18 OYO Hotel DFW Airport North	0.00	0.00	0.00		0.00	124.97	234.44	0.00	0.00	0.00	824.68
19 Quality Inn & Suites DFW Airport South	798.30	580.48	684.92		813.98	972.92	2,075.04	1,955.04	2,621.85	2,962.62	2,761.21
20 Red Roof Inn Dallas DFW Airport North	0.00	0.00	0.00	12,100.20	3,876.72	3,494.39	4,787.59	4,773.12	5,101.02	4,951.60	4,884.07
21 Studio 6 / Motel 6 DFW Airport East	2,094.60	1,880.73	1,924.57		2,154.89	2,138.45	4,071.36	2,965.81	3,030.99	3,621.36	3,716.17
22 Super 8 Hotel DFW South	1,230.68	999.82	1,098.61		1,153.44	1,752.40	2,035.81	2,384.91	2,702.30	2,778.36	2,873.29
23 Super 8 Motel DFW North	1,376.26	798.10	1,041.94		1,396.24	1,356.02	1,594.18	1,968.81	2,682.09	2,892.65	3,100.69
TOTAL BUDGET SERVICE	27,219.46	22,404.05	22,733.13	14,400.93	28,733.47	34,803.50	45,851.76	45,667.83	51,110.67	51,890.08	54,231.42

LIMITED SERVICE		OCT 2020	NOV 2020	DEC 2020	Q1: OCT-DEC	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021
1	aLoft Las Colinas	3,011.24	2,055.77	2,132.88		2,347.38	1,743.46	4,924.33	5,126.42	6,529.87	8,012.61	7,700.90
2	Best Western Plus DFW Airport Suites North	2,261.03	1,566.26	1,738.27		1,903.10	3,225.23	4,257.74	4,085.94	4,606.22	4,742.29	5,209.98
3	Courtyard Dallas DFW Airport North Irving	4,151.82	3,201.29	3,453.65		3,860.93	6,243.18	9,047.74	8,571.88	10,311.39	12,613.70	12,662.50
4	Courtyard Dallas DFW Airport South Irving	3,512.83	2,182.55	3,126.66		2,134.99	3,007.01	5,994.13	5,878.73	7,685.74	10,936.27	13,819.69
5	Courtyard Dallas Las Colinas	1,819.43	2,439.12	2,418.13		2,898.25	4,044.69	5,256.76	4,253.01	5,628.11	7,642.90	6,778.04
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	3,421.96	2,680.91	4,314.62		4,039.52	4,336.70	5,740.05	5,364.62	6,673.83	7,101.31	7,975.48
7	Fairfield Inn & Suites Dallas Las Colinas	0.00	0.00	0.00	644.67	0.00	0.00	4,734.32	0.00	0.00	12,352.29	0.00
8	Fairfield Inn Dallas DFW Airport North Irving	closed	closed	closed		closed	closed	closed	closed	closed	closed	closed
9	Hampton Inn Dallas Irving Las Colinas	2,894.26	1,795.53	1,485.40		2,505.26	2,991.80	4,598.54	5,488.30	6,667.29	6,533.37	7,856.67
10	Home2 Suites by Hilton DFW Airport North	4,083.85	3,278.44	3,284.21		3,896.09	5,142.28	6,656.50	6,539.69	7,539.93	7,522.32	8,288.43
11	Home2 Suites by Hilton DFW Airport South Irving	5,624.70	4,888.82	3,367.53		4,543.52	4,844.34	7,434.46	5,820.67	6,636.03	6,733.95	6,147.58
12	Hyatt Place Dallas Las Colinas	0.00	0.00	5,236.41		0.00	0.00	8,988.66	4,028.31	5,349.06	6,340.99	6,901.51
13	Jefferson Street Bed & Breakfast Inn	0.00	0.00	0.00		0.00	0.00	0.00	0.00	0.00	0.00	0.00
14	La Quinta Inn & Suites DFW Airport North	3,827.38	4,209.23	1,032.28		4,422.23	5,281.12	2,569.18	6,148.82	6,093.14	2,782.26	8,494.00
15	La Quinta Inn & Suites DFW Airport South	2,472.14	2,035.75	2,211.31		3,191.32	5,017.02	6,599.31	4,653.07	6,820.34	7,955.29	7,427.22
16	La Quinta Inn Hotel & Suites Las Colinas	0.00	0.00	0.00	3,721.06	2,198.62	3,199.40	3,749.00	3,748.38	4,512.34	4,761.80	5,588.76
17	Quality Inn & Suites DFW Airport	2,103.72	1,788.98	1,934.92		2,219.85	2,091.87	3,534.24	3,687.20	4,639.69	5,478.11	6,212.49
18	Residence Inn Dallas DFW Airport South Irving	4,038.81	3,872.00	3,918.98		4,027.49	4,364.00	7,251.67	5,529.36	4,599.72	6,573.27	8,084.77
19	Wingate Inn by Wyndham Dallas Las Colinas	2,535.59	1,551.55	2,324.05		2,111.72	2,702.89	3,248.48	3,534.43	3,308.42	4,240.70	0.00
20	Wingate Inn by Wyndham DFW Airport North	922.57	1,068.24	1,868.22		1,215.38	2,076.00	3,243.73	0.00	3,810.71	4,239.12	4,337.10
TOTAL LIMITED SERVICE		46,681.33	38,614.44	43,847.52	4,365.73	47,515.65	60,310.99	97,828.84	82,458.83	101,411.83	126,562.55	123,485.12

TOTAL SHORT TERM RENTALS		1,947.58	1,627.32	3,487.37	n/a	3,163.99	3,036.39	4,725.74	4,405.96	5,269.96	5,569.13	5,271.45
Number of locations		9	6	53		40	45	45	46	47	50	32

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Irving Convention and Visitors Bureau
FY21 Cash Flow
August 2021



REVENUE EXPENSES ENDING CASH



Date Distributed: September 17, 2021

Monthly Financial Summary

For Period Ending August 31, 2021

IRVING CONVENTION CENTER
Monthly Financial Reports
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Period Ending
August 31, 2021

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	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	6,700	58,881	47,350	24,400	82,050	66,975	63,100	134,200	58,963	70,400	98,799	89,025	800,843
Service Income	1,163	2,200	13,388	1,450	32,912	8,880	13,069	25,633	34,488	18,544	11,401	9,750	172,876
Service Expenses	(912)	(1,820)	(9,969)	(2,994)	(24,973)	(4,861)	(6,525)	(18,745)	(43,884)	(32,116)	(35,833)	(3,000)	(185,632)
Total Direct Event Income	6,951	59,261	50,769	22,856	89,989	70,994	69,644	141,088	49,567	56,828	74,367	95,775	788,087
Ancillary Income													
F & B Concessions	-	-	5,195	4,919	4,287	13,112	11,320	15,286	21,421	7,872	22,275	3,500	109,188
F & B Catering	-	7,705	24,452	11,352	42,966	27,207	1,870	49,057	128,035	67,156	110,360	250,790	720,950
Parking: Self Parking	1,432	342	6,851	13,268	6,600	22,264	30,275	24,485	11,715	13,178	30,931	16,000	177,341
Electrical Services	-	950	300	1,560	750	4,173	4,430	20,980	(755)	9,590	2,890	14,500	59,368
Audio Visual	-	-	(0)	-	-	-	-	1,007	-	20	-	-	1,027
Internet Services	-	400	(840)	-	405	255	755	(1,625)	-	1,255	2,205	-	2,810
Total Ancillary Income	1,432	9,397	35,958	31,099	55,008	67,011	48,650	109,190	160,416	99,071	168,661	284,790	1,070,685
Total Event Income	8,383	68,658	86,727	53,955	144,997	138,005	118,294	250,278	209,983	155,899	243,028	380,565	1,858,772
Other Operating Income	26,152	21,440	17,278	22,428	41,150	29,661	27,675	34,031	46,119	35,862	44,264	36,375	382,436
ICVB Operating Subsidy			348,000			350,000		174,375	174,375		348,250		1,395,000
Adjusted Gross Income	34,535	90,098	452,005	76,382	186,147	517,666	145,969	284,309	430,477	191,761	635,542	416,940	3,461,830
Operating Expenses													
Employee Salaries and Wages	140,680	146,675	157,405	111,514	130,489	151,976	146,611	150,091	152,754	146,470	96,844	156,662	1,688,171
Benefits	60,444	60,261	61,935	64,201	58,347	53,863	57,515	52,239	51,214	54,701	47,059	141,664	763,443
Less: Event Labor Allocations	-	(1,755)	(1,880)	(960)	(1,711)	(2,060)	(535)	(2,467)	(6,560)	(5,530)	(5,437)	-	(28,895)
Net Employee Wages and Benefits	201,124	205,181	217,460	174,755	187,125	203,779	203,591	199,863	197,408	195,641	138,466	298,326	2,422,720
Contracted Services	41,352	37,428	38,674	40,001	37,974	29,978	27,867	28,926	29,067	44,624	53,161	53,685	462,737
General and Administrative	18,120	35,920	36,120	23,698	14,053	10,284	33,990	13,618	12,557	18,081	84,804	69,799	371,044
Operations	15,945	10,583	11,742	11,977	12,440	10,812	11,457	15,146	19,366	17,120	16,563	18,833	171,985
Repair & Maintenance	16,541	22,755	32,712	21,623	24,313	23,496	29,472	10,626	17,399	21,608	17,148	23,514	261,207
Supplies	5,665	8,613	9,190	8,917	8,924	336	699	5,139	1,212	6,428	6,718	10,500	72,340
Insurance	6,036	6,036	7,091	6,036	6,036	6,332	6,036	6,036	5,195	6,745	5,195	7,544	74,318
Utilities	37,290	36,007	40,379	37,169	38,234	36,481	37,435	37,786	43,436	47,538	44,011	43,333	479,099
Other	(4,826)	(6,777)	(4,256)	2,070	1,789	1,954	951	-	13	19	1,119	-	(7,944)
SMG Management Fees	13,750	14,632	17,831	14,866	17,469	16,350	14,749	18,472	28,104	21,010	24,109	34,248	235,590
Total Operating Expenses	350,997	370,377	406,943	341,112	348,357	339,802	366,247	335,612	353,757	378,813	391,294	559,781	4,543,095
Net Income (Loss) From Operations	(316,462)	(280,279)	45,062	(264,729)	(162,210)	177,864	(220,278)	(51,303)	76,720	(187,053)	244,248	(142,841)	(1,081,265)

3,866,967

(2,476,265)

ASM - Irving Convention Center
Financial Statements Monthly Highlights
For the Month Ending August 31, 2021

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	10,147	5,030	5,117	0
Events	14	6	8	0
Event Days	22	27	(5)	0
Direct Event Income	74,367	225,700	(151,333)	0
Ancillary Income	168,661	263,796	(95,135)	0
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	243,028	489,496	(246,468)	0
Other Operating Income	44,264	46,625	(2,361)	0
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	287,292	536,121	(248,829)	0
Indirect Expenses	(391,294)	(467,166)	75,872	0
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	<u>(104,002)</u>	<u>68,955</u>	<u>(172,957)</u>	<u>0</u>

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Eleven Months Ending August 31, 2021

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	84,641	62,223	22,418	0
Events	83	64	19	0
Event Days	193	185	8	0
Direct Event Income	692,314	1,192,539	(500,225)	0
Ancillary Income	785,899	1,739,109	(953,210)	0
Total Event Income	1,478,213	2,931,648	(1,453,435)	0
Other Operating Income	346,060	336,375	9,685	0
Adjusted Gross Income	1,824,273	3,268,023	(1,443,750)	0
Indirect Expenses	(3,983,307)	(4,712,568)	729,261	0
Net Income (Loss) From Operations	(2,159,034)	(1,444,545)	(714,489)	0

ASM - Irving Convention Center
Balance Sheet
August 31, 2021

ASSETS

Current Assets

Cash	\$ 527,072
Accounts Receivable	196,856
Prepaid Assets	3,779
Inventory	61,042
	<hr/>

Total Current Assets		788,749
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Total Assets	\$	788,749
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$ 382,758
Accrued Expenses	234,986
Deferred Income	0
Advance Ticket Sales/Deposits	935,038
Other Current Liabilities	0
	<hr/>

Total Current Liabilities		1,552,782
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Long-Term Liabilities

Long Term Liabilites	0
	<hr/>

Total Long-Term Liabilities		0
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Total Liabilities		1,552,782
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Equity

Net Funds Received	14,535,427
Retained Earnings	(13,140,426)
Net Income (Loss)	(2,159,034)
	<hr/>

Total Equity		(764,033)
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Total Liabilities & Equity	\$	788,749
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ASM - Irving Convention Center
Income Statement
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	98,799	216,700	(117,901)	711,818	1,120,011	(408,193)	0
Service Revenue	11,401	12,500	(1,099)	163,127	107,763	55,364	0
Service Expenses	(35,833)	(3,500)	(32,333)	(182,631)	(35,235)	(147,396)	0
Total Direct Event In	74,367	225,700	(151,333)	692,314	1,192,539	(500,225)	0
Ancillary Income							
F & B Concessions	22,275	40,000	(17,725)	105,687	123,100	(17,413)	0
F & B Catering	110,360	153,196	(42,836)	470,164	1,317,279	(847,115)	0
Parking	30,931	56,600	(25,669)	161,343	221,720	(60,377)	0
Electrical Services	2,890	14,000	(11,110)	44,868	75,410	(30,542)	0
Audio Visual	0	0	0	1,027	0	1,027	0
Internet Services	2,205	0	2,205	2,810	1,600	1,210	0
Total Ancillary Inco	168,661	263,796	(95,135)	785,899	1,739,109	(953,210)	0
Total Event Income	243,028	489,496	(246,468)	1,478,213	2,931,648	(1,453,435)	0
OTHER OPERATING INCOME							
Other Income	44,264	46,625	(2,361)	346,060	336,375	9,685	0
Total Other Operatin	44,264	46,625	(2,361)	346,060	336,375	9,685	0
Adjusted Gross Inco	287,292	536,121	(248,829)	1,824,273	3,268,023	(1,443,750)	0
INDIRECT EXPENSES							
Salaries & Wages	96,844	170,156	73,312	1,531,508	1,794,657	263,149	0
Payroll Taxes & Ben	47,059	61,446	14,387	621,776	677,530	55,754	0
Labor Allocations to	(5,437)	0	5,437	(28,895)	0	28,895	0
Net Salaries and Ben	138,466	231,602	93,136	2,124,389	2,472,187	347,798	0
Contracted Services	53,161	55,051	1,890	409,050	541,103	132,053	0
General and Adminis	84,804	30,206	(54,598)	301,244	257,866	(43,378)	0
Operating	16,563	35,083	18,520	153,153	257,789	104,636	0
Repairs & Maintenan	17,148	23,514	6,366	237,694	260,687	22,993	0
Operational Supplies	6,718	13,033	6,315	61,841	120,481	58,640	0
Insurance	5,195	7,544	2,349	66,774	81,476	14,702	0
Utilities	44,011	43,333	(678)	435,767	470,841	35,074	0
Other	1,119	0	(1,119)	(7,947)	0	7,947	0
ASM Management F	24,109	27,800	3,691	201,342	250,138	48,796	0
Total Indirect Expens	391,294	467,166	75,872	3,983,307	4,712,568	729,261	0

ASM - Irving Convention Center
Income Statement
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	(104,002)	68,955	(172,957)	(2,159,034)	(1,444,545)	(714,489)	0

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	98,799	8,750	173,450	164,320	166,050	98,256
F & B Concessions	22,275	(56)	6,651	7,552	14,632	1,958
F & B Catering	110,360	(429)	140,472	134,643	99,961	97,231
Total Event Income	243,028	3,880	302,368	263,030	296,213	179,577
Total Indirect Expenses	391,294	355,700	466,587	548,895	465,990	571,628

	Year to Date Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	711,818	647,814	1,250,642	1,178,801	1,081,116	1,220,991
F & B Concessions	105,687	101,602	163,093	190,464	142,143	201,027
F & B Catering	470,164	2,383,490	2,959,875	3,159,907	2,737,383	2,623,807
Total Event Income	1,478,213	3,136,249	4,525,454	4,473,262	3,958,471	4,123,344
Total Indirect Expenses	3,983,307	5,295,040	5,814,841	6,078,440	5,501,273	5,355,086

ASM - Irving Convention Center
Monthly Event Income Statement: Assemblies
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	1,500	0	6,000	700
Events	2	0	6	2
Event Days	2	0	8	4
Direct Event Income				
Rental Income	11,300	7,300	55,200	38,400
Service Revenue	600	0	12,560	1,000
Service Expenses	(690)	0	(7,905)	0
Total Direct Event Income	<u>11,210</u>	<u>7,300</u>	<u>59,855</u>	<u>39,400</u>
Ancillary Income				
F & B Concessions	(1)	0	4,127	2,100
F & B Catering	(1,177)	0	(1,646)	0
Parking	932	0	11,067	3,690
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	935	0	935	0
Audio Visual	0	0	0	0
Internet Services	450	0	(245)	0
Total Ancillary Income	<u>1,139</u>	<u>0</u>	<u>14,238</u>	<u>5,790</u>
Total Event Income	<u>12,349</u>	<u>7,300</u>	<u>74,093</u>	<u>45,190</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Banquets
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	160	0	4,140	6,100
Events	2	0	6	8
Event Days	2	0	6	10
Direct Event Income				
Rental Income	650	0	650	5,000
Service Revenue	200	0	6,300	1,000
Service Expenses	(784)	0	(4,033)	0
Total Direct Event Income	<u>66</u>	<u>0</u>	<u>2,917</u>	<u>6,000</u>
Ancillary Income				
F & B Concessions	11	0	24	0
F & B Catering	7,372	0	100,894	142,880
Parking	0	0	0	0
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	<u>7,383</u>	<u>0</u>	<u>100,918</u>	<u>142,880</u>
Total Event Income	<u>7,449</u>	<u>0</u>	<u>103,835</u>	<u>148,880</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Consumer / Public Shows
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	4,890	1,500	17,148	14,300
Events	2	1	13	14
Event Days	8	6	34	47
Direct Event Income				
Rental Income	52,450	45,700	132,631	245,011
Service Revenue	11,542	1,000	42,341	10,413
Service Expenses	(15,457)	0	(50,815)	(735)
Total Direct Event Income	48,535	46,700	124,157	254,689
Ancillary Income				
F & B Concessions	15,153	0	35,629	1,500
F & B Catering	226	0	30,104	15,200
Parking	25,197	0	54,248	16,810
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	1,000	0	17,175	0
Audio Visual	0	0	20	0
Internet Services	105	0	2,115	0
Total Ancillary Income	41,681	0	139,291	33,510
Total Event Income	90,216	46,700	263,448	288,199

ASM - Irving Convention Center
Monthly Event Income Statement: Meetings
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	3,181	2,480	9,342	14,273
Events	4	3	26	26
Event Days	6	10	90	67
Direct Event Income				
Rental Income	32,399	23,700	355,187	210,800
Service Revenue	15,027	500	27,695	6,000
Service Expenses	(17,222)	0	(27,079)	0
Total Direct Event Income	<u>30,204</u>	<u>24,200</u>	<u>355,803</u>	<u>216,800</u>
Ancillary Income				
F & B Concessions	4,543	0	4,543	0
F & B Catering	124,909	92,796	193,346	436,703
Parking	3,264	0	5,197	0
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	435	0	9,288	950
Audio Visual	0	0	0	0
Internet Services	1,650	0	1,470	400
Total Ancillary Income	<u>134,801</u>	<u>92,796</u>	<u>213,844</u>	<u>438,053</u>
Total Event Income	<u>165,005</u>	<u>116,996</u>	<u>569,647</u>	<u>654,853</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Sporting Event
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	400	0	22,020	4,500
Events	1	0	11	3
Event Days	1	0	22	10
Direct Event Income				
Rental Income	0	0	111,850	54,900
Service Revenue	600	0	23,276	350
Service Expenses	(1,680)	0	(29,919)	0
Total Direct Event Income	(1,080)	0	105,207	55,250
Ancillary Income				
F & B Concessions	2,569	0	54,359	8,000
F & B Catering	(1,062)	0	31,642	3,800
Parking	1,696	0	77,386	4,920
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	520	0	1,720	0
Audio Visual	0	0	0	0
Internet Services	0	0	(290)	0
Total Ancillary Income	3,723	0	164,817	16,720
Total Event Income	2,643	0	270,024	71,970

ASM - Irving Convention Center
Monthly Event Income Statement: Other
For the Eleven Months Ending August 31, 2021

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	6	0	16	0
Events	2	0	4	0
Event Days	2	0	4	0
Direct Event Income				
Rental Income	2,000	0	3,500	0
Service Revenue	0	0	0	0
Service Expenses	0	0	(904)	0
Total Direct Event Income	2,000	0	2,596	0
Ancillary Income				
F & B Concessions	0	0	958	0
F & B Catering	0	0	6,417	0
Parking	(158)	0	(158)	0
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	(158)	0	7,217	0
Total Event Income	1,842	0	9,813	0

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, September 27, 2021, at 11:45 AM
Irving Convention Center – Third Floor Junior Ballroom C-D
500 W. Las Colinas Blvd.
Irving, Texas 75039

NOTE: A possible quorum of the Irving City Council may be present at this committee meeting.

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

2. Approving ICVB Board Minutes for August 23, 2021
3. Accepting the ICVB August 2021 Financial Reports
4. Review of Hotel Occupancy Tax Report
5. Review of ICVB Cash Flow Report
6. Accepting the ICC August 2021 Financial Reports

Individual Consideration

7. Approving Resolution for Changes to the City's R-AB Ordinance as recommended by the Destination Development Committee

Board Reports

8. COVID-19/American Rescue Plan Act Update
9. Board Chair Report
 - a. Schedule of Upcoming Meetings and Activities
 - b. Recap of Strategic Plan Retreat
 - c. Next Board Meeting – ICVB Executive Director Performance Evaluation, Friday, October 22, 2021
10. Board Committee Reports
 - a. Board and Business Development – Bob Bourgeois
 - Meeting Recap - September 10
 - Next Meeting – December 3
 - b. Community Engagement – Clem Lear
 - Next Meeting – October 12
 - c. Destination Development – Greg Malcolm
 - Special Meeting Recap – September 9
 - Next Meeting November 9

AGENDA - Continued

11. City Reports

- a. Council Liaison – Mayor Pro Tem Kyle Taylor
- b. Mayor & Other Council Members
- c. City Manager – Chris Hillman
 - Visitor Development Updates
 - Toyota Music Factory
 - Other City Updates

12. Bureau Monthly Management Reports

- a. Executive Director – Maura Gast
- b. Sales and Services – Lori Fojtasek
- c. Marketing and Communications – Diana Pfaff
- d. Finance and Administration – Susan Rose
 - Smith Travel Research and AirDNA Monthly Reports

13. Convention Center Management Report – Tom Meehan/Matt Tungett

14. Industry Partner Reports

- a. The Pavilion at the Toyota Music Factory/Live Nation Report
- b. Hotel Industry Updates – Greg Malcolm, Kim Limon, and Nydia Hoskins
- c. Restaurant Industry Update – David Cole

15. Partner Organization & Stakeholder Reports

- a. DART/Transportation and Infrastructure – Mayor Rick Stopfer
- b. DCURD and Irving Flood Control Districts – Dallas Burke
- c. Chamber of Commerce – Sam Reed/Beth Bowman
- d. Irving Arts and Culture – Todd Hawkins/Kim Andres
- e. The Las Colinas Association – Hammond Perot
- f. TIF – Michael Randall
- g. University of Dallas – Clare Venegas

CERTIFICATION

I, the undersigned authority, do hereby certify that this notice of meeting was posted on the kiosk at City Hall of the City of Irving, Texas, a place readily accessible to the general public at all times, and said notice was posted by the following date and time:

_____ at _____ and will remain so posted at least 72 hours before said meeting convened.

Deputy Clerk, City Secretary's Office

This meeting can be adjourned and reconvened, if necessary, the following regular business day.

Any item on this posted agenda could be discussed in executive session as long as it is within one of the permitted categories under sections 551.071 through 551.076 and section 551.087 of the Texas Government Code.

A member of the public may address the governing body regarding an item on the agenda either before or during the body's consideration of the item, upon being recognized by the presiding officer or the consent of the body.

This facility is physically accessible and parking spaces for the disabled are available. Accommodations for people with disabilities are available upon request. Requests for accommodations must be made 48 hours prior to the meeting. Contact the City Secretary's Office at 972-721-2493 or Relay Texas at 7-1-1 or 1-800-735-2988.