

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Executive Committee
Monday, August 22, 2022, at 10:00 AM
Irving Convention Center – First Floor Conference Room
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda
2. Approving Executive Committee Minutes – July 25, 2022
3. Accepting the ICVB Financial Reports – July 2022
4. Reviewing the Hotel Occupancy Tax Collections – June 2022
5. Accepting the Irving Convention Center Financial Report – July 2022
6. City Council Budget Retreat Update
7. Review of Board Meeting Agenda – August 22, 2022
8. Chairman / Executive Director Reports
9. City Council Updates
10. Next Committee Meeting –Friday, September 23, 2022

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:
July 2022



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET

JULY 2022

Assets

Cash and equivalents	5,033,912.20
Investments	3,030,400.00

Total Assets	8,064,312.20
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Liabilities

Accounts payables	79,535.22
Unearned revenue	6,268,436.74
Due to other funds	258.00

Total Liabilities	6,348,229.96
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Fund Balance (Budgetary basis)

Reserve for encumbrances	604,392.38
Unreserved	1,111,689.86

Total Fund Balance	1,716,082.24
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Total Liabilities and Fund Balance	8,064,312.20
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IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
MONTHLY FINANCIAL REPORT
JULY 2022

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
L3 - HOTEL/MOTEL TAX							
	CURRENT YEAR	781,256.36	4,977,273.84	5,397,466.00	92.2%	0.00	420,192.16
	PENALTY AND INTEREST	7,747.96	31,789.48	0.00	100.0%	0.00	(31,789.48)
	PRIOR YEAR	0.00	133,645.55	0.00	100.0%	0.00	(133,645.55)
	SHORT-TERM RENTALS	4,589.86	32,873.49	0.00	100.0%	0.00	(32,873.49)
	TOTAL HOTEL/MOTEL TAX	793,594.18	5,175,582.36	5,397,466.00	95.9%	0.00	221,883.64
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	1,578,608.07	1,578,608.07	7,398,345.00	21.3%	0.00	5,819,736.93
M4 - INVESTMENT INCOME							
		2,475.64	5,430.76	3,000.00	181.0%	0.00	(2,430.76)
M5 - MISCELLANEOUS							
		0.00	15,032.78	30,000.00	50.1%	0.00	14,967.22
TOTAL REVENUE		2,374,677.89	6,774,653.97	12,828,811.00	52.8%	0.00	6,054,157.03
EXPENDITURES							
N1 - SALARIES							
		283,451.58	1,928,309.38	2,612,041.00	73.8%	0.00	683,731.62
N2 - BENEFITS							
		51,183.42	430,549.63	593,381.99	72.6%	0.00	162,832.36
N4 - SUPPLIES							
		17,570.92	86,366.89	129,988.00	66.4%	7,928.00	35,693.11
O1 - UTILITIES (COMMUNICATIONS)							
		2,026.24	14,347.99	26,100.00	55.0%	0.00	11,752.01
O3 - OUTSIDE SERVICES							
	FREIGHT	86.70	860.44	3,000.00	28.7%	0.00	2,139.56
	MARKETING AND SALES RESOURCES	2,328.48	47,562.60	59,380.00	80.1%	0.00	11,817.40
	MEDIA ADVERTISING	86,665.47	456,208.67	582,399.80	78.3%	120,070.87	6,120.26
	POSTAGE EQUIPMENT RENTAL	662.16	1,986.48	2,650.00	75.0%	0.00	663.52
	PROFESSIONAL SERVICES	171,185.97	1,594,803.75	3,141,401.00	50.8%	384,047.73	1,162,549.52
	PROPERTY MANAGEMENT SERVICES	0.00	1,046,750.00	1,395,000.00	75.0%	0.00	348,250.00
	TOTAL OUTSIDE SERVICES	260,928.78	3,148,171.94	5,183,830.80	60.7%	504,118.60	1,531,540.26
O4 - TRAVEL - TRAINING - DUES							
	TRAVEL AND TRAINING	23,041.07	173,579.98	502,500.00	34.5%	0.00	328,920.02
	MILEAGE REIMBURSEMENT	23.87	206.93	2,500.00	8.3%	0.00	2,293.07
	MEMBERSHIP AND DUES	9,742.00	45,044.90	53,000.00	85.0%	0.00	7,955.10
	TOTAL TRAVEL - TRAINING - DUES	32,806.94	218,831.81	558,000.00	39.2%	0.00	339,168.19
O5 - CLAIMS AND INSURANCE							
		34,511.25	138,045.00	138,045.00	100.0%	0.00	0.00
O7 - MISCELLANEOUS EXPENSES							
	ADM COST REIMBURSEMENT	31,743.76	207,023.29	215,898.00	95.9%	0.00	8,874.71
	BUSINESS DEV INCENTIVE PROG	118,029.22	263,616.35	500,000.00	52.7%	0.00	236,383.65
	CONVENTION SERVICES MATERIALS	0.00	45,534.13	92,803.83	49.1%	0.00	47,269.70
	EVENT SPONSORSHIPS	21,000.00	97,727.50	148,800.00	65.7%	20,000.00	31,072.50
	ICVB VOLUNTEER PROGRAM	0.00	540.00	5,000.00	10.8%	0.00	4,460.00
	LOCAL PROGRAMS-PROMOTIONS	23,826.27	169,304.35	610,500.00	27.7%	10,000.00	431,195.65
	TOTAL MISCELLANEOUS EXPENSES	194,599.25	783,745.62	1,573,001.83	49.8%	30,000.00	759,256.21
P1 - CAPITAL EXPENDITURES							
		0.00	0.00	111,353.00	0.0%	62,345.78	49,007.22
P5 - TRANSFERS OUT							
	TRSF TO ICVB RESERVE	0.00	0.00	500,000.00	0.0%	0.00	500,000.00
	TRSF TO ICVB CONV CENTER	0.00	363,000.00	363,000.00	0.0%	0.00	0.00
	TRSF TO POB RISK MITIGATION	23,139.00	23,139.00	23,139.00	0.0%	0.00	0.00
	TRSF TO GENERAL DS FUND	90,306.00	90,306.00	90,306.00	0.0%	0.00	0.00
	TOTAL TRANSFERS OUT	113,445.00	476,445.00	976,445.00	0.0%	0.00	500,000.00
TOTAL EXPENDITURES		990,523.38	7,224,813.26	11,902,186.62	60.7%	604,392.38	4,072,980.98

Beginning Fund Balance	2,166,241.53
Revenues	6,774,653.97
Expenditures	(7,224,813.26)
Ending Fund Balance	1,716,082.24

NOTE:
EXPENDITURES INCLUDE PAYMENTS MADE FROM HOTEL TAX AND ARPA FUNDS.
PLEASE REFER TO THE MONTHLY CHECK REGISTER FOR A BREAKDOWN EXPENDITURES BY TYPE.



2204 - ICVB CONV CENTER RESERVE / CIP
MONTHLY BALANCE SHEET
JULY 2022

Assets

Cash and equivalents	1,185,664.54
Investments	1,603,000.00

Total Assets	<u>2,788,664.54</u>
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Liabilities

Accounts payables	6,306.03
Unearned revenue	2,182,768.57

Total Liabilities	<u>2,189,074.60</u>
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Fund Balance (Budgetary basis)

Reserve for encumbrances	0.00
Unreserved	599,589.94

Total Fund Balance	<u>599,589.94</u>
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Total Liabilities and Fund Balance	<u>2,788,664.54</u>
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IRVING CONVENTION AND VISITORS BUREAU - ICC RESERVE / CIP FUND
MONTHLY FINANCIAL REPORT
JULY 2022

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	776,964.08	776,964.08	2,878,667.00	27.0%	0.00	2,101,702.92
M4 - INVESTMENT INCOME		1,319.32	3,043.74	500.00	608.7%	0.00	(2,543.74)
M5 - MISCELLANEOUS		27,909.70	1,225,229.03	1,264,000.00	96.9%	0.00	38,770.97
M6 - TRANSFER FROM ICVB GENERAL		0.00	363,000.00	363,000.00	100.0%	0.00	0.00
TOTAL REVENUE		806,193.10	2,368,236.85	4,506,167.00	52.6%	0.00	2,137,930.15
EXPENDITURES							
N4 - SUPPLIES		280,741.99	452,452.01	334,794.00	135.1%	0.00	(117,658.01)
N7 - STRUCTURE MAINTENANCE		52,684.48	352,117.03	364,000.00	96.7%	0.00	11,882.97
O3 - OUTSIDE SERVICES		6,306.03	154,533.57	362,000.00	42.7%	0.00	207,466.43
O4 - TRAVEL / TRAIN / DUES		0.00	26,059.33	35,000.00	74.5%	0.00	8,940.67
P1 - CAPITAL EXPENDITURES		23,220.00	1,460,312.43	2,046,873.00	71.3%	0.00	586,560.57
TOTAL EXPENDITURES		362,952.50	2,445,474.37	3,142,667.00	77.8%	0.00	697,192.63

Beginning Fund Balance	676,827.46
Revenues	2,368,236.85
Expenditures	(2,445,474.37)
Ending Fund Balance	599,589.94

NOTE:
EXPENDITURES INCLUDE PAYMENTS MADE FROM HOTEL TAX AND ARPA FUNDS.
PLEASE REFER TO THE MONTHLY CHECK REGISTER FOR A BREAKDOWN EXPENDITURES BY TYPE.



Irving Convention and Visitors Bureau

Check Register

July 2022

Check #	Check Date	Line Item Description	Check	Invoice Amount	
			Amount	ARPA	HOT Tax
80062454	7/7/2022	DELL MARKETING LP	15,050.00		
		OFFICE MACHINERY LESS 5000		710.00	
		OFFICE MACHINERY LESS 5000		291.00	
		OFFICE MACHINERY LESS 5000		14,049.00	
80062455	7/7/2022	DLC HOTEL OWNER LLC	3,622.00		
		BUSINESS DEV INCENTIVE PROG		1,115.00	
		BUSINESS DEV INCENTIVE PROG		1,032.00	
		BUSINESS DEV INCENTIVE PROG		1,475.00	
80062456	7/7/2022	FIRED UP BRANDS, INC	3,333.33		
		PROFESSIONAL SERVICES		3,333.33	
80062457	7/7/2022	GAINWELL ACQUISITION CORP	808.00		
		BUSINESS DEV INCENTIVE PROG		808.00	
80062458	7/7/2022	IPROMOTEU.COM, INC.	3,400.65		
		MARKETING RESOURCES		1,398.88	
		MARKETING RESOURCES		2,001.77	
80062459	7/7/2022	PIM HIGHLAND TRS CORPORTATION	340.00		
		BUSINESS DEV INCENTIVE PROG		340.00	
80062460	7/7/2022	PITNEY BOWES GLOBAL FINANCIAL SERVICES, LLC	662.16		
		POSTAGE EQUIPMENT RENTAL			662.16
80062461	7/7/2022	PRICELINE.COM INTERNATIONAL LIMITED	25,132.76		
		MEDIA ADVERTISING		25,132.76	
80062462	7/7/2022	PROVIDENT RESOURCES GROUP, INC	615.00		
		BUSINESS DEV INCENTIVE PROG		615.00	
80062463	7/7/2022	TURNER, ASHLEY DANIELLE	450.00		
		PROFESSIONAL SERVICES		200.00	
		PROFESSIONAL SERVICES		250.00	
80062464	7/14/2022	AJR MEDIA GROUP	495.00		
		MEDIA ADVERTISING		495.00	
80062465	7/14/2022	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC	51,367.61		
		ACCOUNTS PAYABLE		50,027.66	1,339.95
80062466	7/14/2022	BH DFW PROPERTY LP	1,025.00		
		BUSINESS DEV INCENTIVE PROG		1,025.00	
80062467	7/14/2022	CUTTS, SUSAN	725.00		
		PROFESSIONAL SERVICES		725.00	
80062468	7/14/2022	DIPIETRO, KATHERINE	119.00		
		TRAVEL AND TRAINING		22.00	
		TRAVEL AND TRAINING		47.00	
		TRAVEL AND TRAINING		50.00	
80062469	7/14/2022	DLC HOTEL OWNER LLC	132.00		
		BUSINESS DEV INCENTIVE PROG		132.00	
80062470	7/14/2022	EX DALLAS LP	926.00		
		MEMBERSHIPS, CERTS, & LICENSES			926.00
80062471	7/14/2022	FACILITY CONCESSION SERVICES, INC.	4,284.00		
		LOCAL PROGRAMS-PROMOTIONS		4,284.00	
80062472	7/14/2022	FEDERAL EXPRESS CORPORATION	139.09		
		FREIGHT			36.82
		FREIGHT			60.60
		FREIGHT			15.92
		FREIGHT			25.75
80062473	7/14/2022	FOSTER, WENDY	75.00		
		COMMUNICATIONS			75.00
80062474	7/14/2022	IMAGO MEDIA, INC.	2,821.50		
		MEDIA ADVERTISING		2,500.00	
		MEDIA ADVERTISING		321.50	
80062475	7/14/2022	IRVING - LAS COLINAS ROTARY CLUB	40.00		
		MEMBERSHIPS, CERTS, & LICENSES			40.00
80062476	7/14/2022	LAUDA, MARIANNE	75.00		



Irving Convention and Visitors Bureau

Check Register

July 2022

Check #	Check Date	Line Item Description	Check Amount	Invoice Amount	
				ARPA	HOT Tax
		COMMUNICATIONS JUN 2022 - CELL			75.00
80062477	7/14/2022	MANSELL, LORI	15.00		
		TRAVEL AND TRAINING HELMSBRISCOE-ABC		15.00	
80062478	7/14/2022	MANSOUR, KAYLA	172.17		
		COMMUNICATIONS FEB 2022 - CELL			75.00
		TRAVEL AND TRAINING SXSW - MAR 2022		22.17	
		COMMUNICATIONS MAY 2022 - CELL			75.00
80062479	7/14/2022	MANUSAMA, DEBORA CHRISTY	1,130.10		
		PROFESSIONAL SERVICES DIGITAL CONTENT SPECIALIST		1,130.10	
80062480	7/14/2022	MEETING PROFESSIONALS INTERNATIONAL	13,375.00		
		EVENT SPONSORSHIPS 2022 GMID COMMERCIAL BREAK SPONSORSHIP		6,000.00	
		MEDIA ADVERTISING ADVERTISING		7,375.00	
80062481	7/14/2022	STAMATS COMMUNICATIONS, INC.	7,000.00		
		MEDIA ADVERTISING ADVERTISING		2,000.00	
		MEDIA ADVERTISING ADVERTISING		5,000.00	
80062482	7/14/2022	PANADE II, LTD	50.00		
		BUSINESS DEV INCENTIVE PROG RISE ADAPTIVE SPORTS/JUNE 2022		50.00	
80062483	7/14/2022	ROSE, SUSAN	87.12		
		COMMUNICATIONS MAY & JUN 2022 - CELL			87.12
80062484	7/14/2022	ROWE, KRISTINA	350.00		
		PROFESSIONAL SERVICES BLOG POSTS - FEB, MAR, MAY 2022		350.00	
80062485	7/14/2022	SMG	12,716.99		
		LOCAL PROGRAMS-PROMOTIONS CATERING			2,016.24
		PROFESSIONAL SERVICES NORLEM-ICC AEGIS INPOINT XDR PRO 1 YR		10,000.00	
		PROFESSIONAL SERVICES NETWORK SERVICES		700.75	
80062486	7/14/2022	SMG	28,765.00		
		BUILDINGS MAINT GRAND BALLROOM CEILING CUTOUTS		28,765.00	
80062487	7/14/2022	SOTO, MONICA	59.95		
		COMMUNICATIONS CELL PHONE - MAY 2022			25.00
		MILEAGE REIMBURSEMENT MILEAGE - MAY 2022			3.51
		MILEAGE REIMBURSEMENT MILEAGE - JUNE 2022			6.44
		COMMUNICATIONS CELL PHONE - JUNE 2022			25.00
80062488	7/14/2022	STAPLES	360.47		
		OFFICE FURN AND FIXT LESS 5000 OFFICE SUPPLIES			259.99
		OFFICE SUPPLIES OFFICE SUPPLIES			100.48
80062489	7/14/2022	STODDARD, CAROL	150.00		
		COMMUNICATIONS APR 2022 - CELL			75.00
		COMMUNICATIONS MAY 2022 - CELL			75.00
80062490	7/14/2022	TEXAS ASSOCIATION OF SCHOOL BUSINESS OFFICIALS	5,990.00		
		BUSINESS DEV INCENTIVE PROG TASBO/JUNE 2022		5,990.00	
80062491	7/14/2022	TUCKER & ASSOCIATES, LLC	4,000.00		
		PROFESSIONAL SERVICES MONTHLY RETAINER - JUL 2022		4,000.00	
80062492	7/14/2022	TUNGETT, MATT	121.90		
		TRAVEL AND TRAINING HELMSBRISCOE-ABC - LAS VEGAS		22.98	
		COMMUNICATIONS MAY 2022 - CELL / MILEAGE / MISC			75.00
		MILEAGE REIMBURSEMENT MAY 2022 - CELL / MILEAGE / MISC			13.92
		LOCAL PROGRAMS-PROMOTIONS MAY 2022 - CELL / MILEAGE / MISC		10.00	
80062493	7/14/2022	WFAA-TV INC	5,499.99		
		MEDIA ADVERTISING ADVERTISING		5,499.99	
80062494	7/14/2022	WHITE, MONTY	161.73		
		COMMUNICATIONS APR 2022 - CELL			75.00
		COMMUNICATIONS MAY 2022 - CELL / MISC			75.00
		LOCAL PROGRAMS-PROMOTIONS MAY 2022 - CELL / MISC		(122.51)	
		COMMUNICATIONS JUN 2022 - CELL			75.00
		TRAVEL AND TRAINING STE HUNTSVILLE 2022		85.50	
		TRAVEL AND TRAINING SIMPLEVIEW SUMMIT 2022		10.00	
		TRAVEL AND TRAINING SXSW 2022		(36.26)	



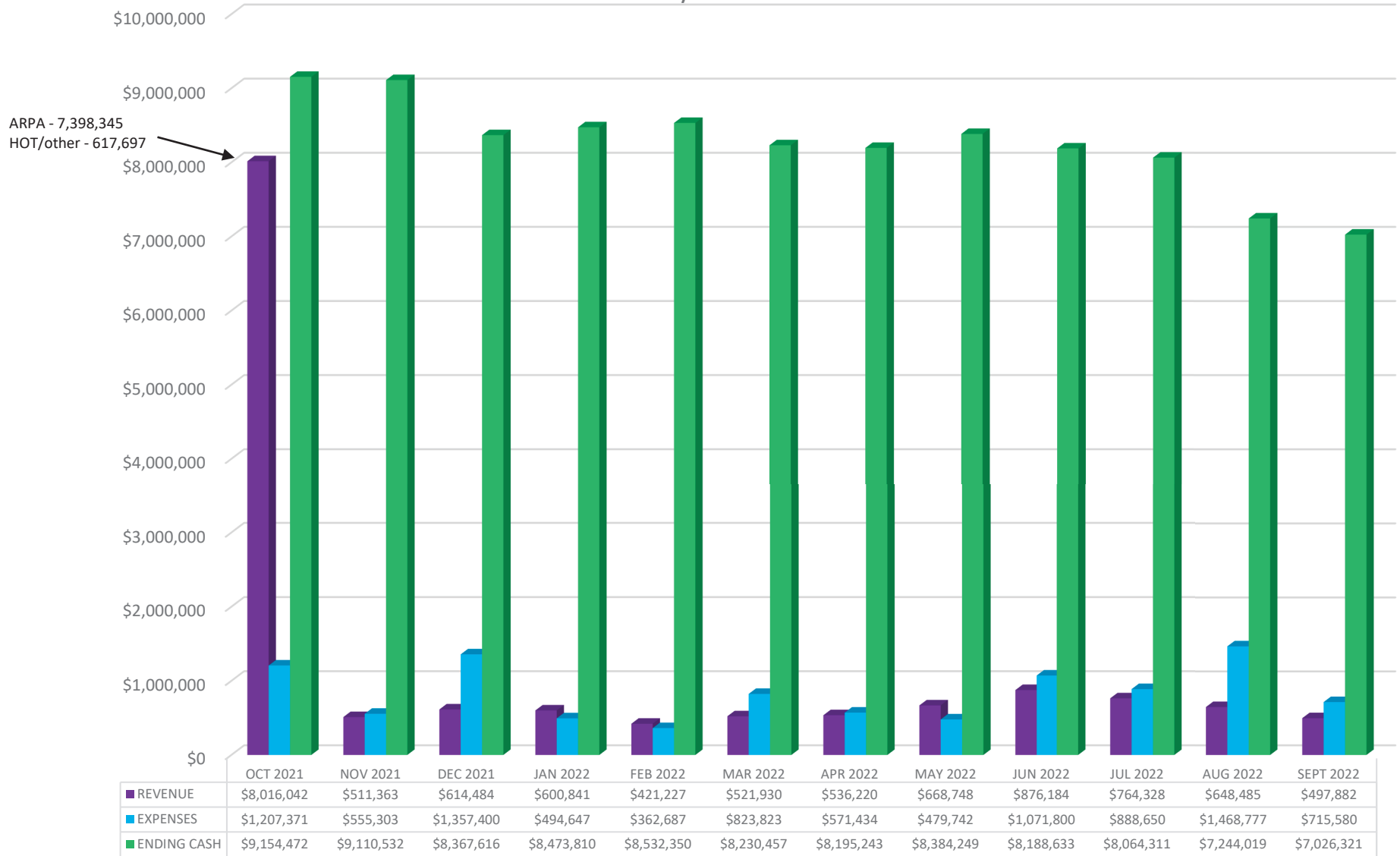
Irving Convention and Visitors Bureau

Check Register

July 2022

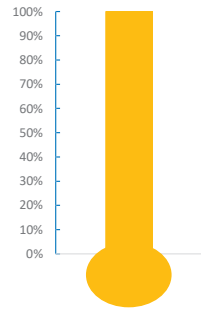
Check #	Check Date	Line Item Description	Check	Invoice Amount			
			Amount	ARPA	HOT Tax		
80062495	7/15/2022	CELLCO PARTNERSHIP	367.23				
		COMMUNICATIONS JUNE 2022			159.51		
		COMMUNICATIONS JUNE 2022			93.33		
		COMMUNICATIONS JUNE 2022			114.39		
80062496	7/28/2022	AJR MEDIA GROUP	495.00				
		MEDIA ADVERTISING ADVERTISING - TOURTEXAS.COM		495.00			
80062497	7/28/2022	CHRISTIAN MEETINGS & CONVENTIONS ASSOC, LLC	425.00				
		MEDIA ADVERTISING ADVERTISING		425.00			
80062498	7/28/2022	CUTTS, SUSAN	781.25				
		PROFESSIONAL SERVICES DATA ENTRY SERVICES - JUL 04 - 15, 2022		781.25			
80062499	7/28/2022	DLC HOTEL OWNER LLC	2,020.00				
		BUSINESS DEV INCENTIVE PROG OAKLAND A'S VS TEXAS RANGERS/JULY 2022		885.00			
		BUSINESS DEV INCENTIVE PROG SEATTLE MARINERS VS TEXAS RANGERS/JULY 2022		1,135.00			
80062500	7/28/2022	FEDERAL EXPRESS CORPORATION	24.13				
		FREIGHT SHIPPING			24.13		
80062501	7/28/2022	GREENSPRING MEDIA LLC	8,500.00				
		MEDIA ADVERTISING ADVERTISING		5,000.00			
		MEDIA ADVERTISING ADVERTISING		3,500.00			
80062502	7/28/2022	MALONEY STRATEGIC COMMUNICATION INC	24,575.00				
		PROFESSIONAL SERVICES 2022 ICVB "STE" LOGO DEVELOPMENT		1,740.00			
		PROFESSIONAL SERVICES 2021/2022 ICVB ADVERTISING MANAGEMENT Q4		22,835.00			
80062503	7/28/2022	STAMATS COMMUNICATIONS, INC.	17,300.00				
		MEDIA ADVERTISING ADVERTISING		13,300.00			
		MEDIA ADVERTISING ADVERTISING		4,000.00			
80062504	7/28/2022	MURPHY, MARY M.	50.00				
		PROFESSIONAL SERVICES BLOG POSTS - JULY 2022		50.00			
80062505	7/28/2022	MURRAY, STEPHEN E	2,560.00				
		BUSINESS DEV INCENTIVE PROG TEXAS STATE FOOSBALL/MAY 2022		2,560.00			
80062506	7/28/2022	NAYLOR, LLC	99.67				
		MEDIA ADVERTISING ADVERTISING		99.67			
80062507	7/28/2022	NORTHSTAR TRAVEL MEDIA, LLC	2,500.00				
		MEDIA ADVERTISING ADVERTISING		2,500.00			
80062508	7/28/2022	PANADE II, LTD	25.00				
		BUSINESS DEV INCENTIVE PROG RISE ADAPTIVE SPORTS/JUNE 2022		25.00			
80062509	7/28/2022	PIM HIGHLAND TRS CORPORTATION	7,861.00				
		BUSINESS DEV INCENTIVE PROG PAMM EXPO, LLC/MODEL & TALENT EXPO/JUNE 2022		7,861.00			
80062510	7/28/2022	PRICELINE.COM INTERNATIONAL LIMITED	8,426.55				
		MEDIA ADVERTISING ADVERTISING		8,426.55			
80062511	7/28/2022	SIMPLEVIEW WORLDWIDE, INC.	63,519.25				
		PROFESSIONAL SERVICES 4TH QUARTER		7,375.00			
		PROFESSIONAL SERVICES 4TH QUARTER		56,144.25			
80062512	7/28/2022	SMG	303,961.99				
		OFFICE MACHINERY LESS 5000 MINTY-LITE BANQUET CHAIRS		269,597.99			
		STREETSCAPING NEW ADA CROSSWALK/CONCRETE WORK		12,500.00			
		OFFICE MACHINERY LESS 5000 2 DHCP SERVERS / SUPPORT		11,144.00			
		OFFICE MACHINERY REPLACE PARKING EQUIPMENT AT EMPLOYEE ENTRANCE		10,720.00			
80062513	7/28/2022	SMG	33,575.50				
		PROFESSIONAL SERVICES INSIGHT- CORTEX XDR PRO/HOST 1 YR SUBSCRIPTION		33,575.50			
80062514	7/28/2022	SMG	23,919.48				
		BUILDINGS MAINT WESTIN GARAGE RENTAL - JUL 2022			23,919.48		
80062515	7/28/2022	USA RICE FEDERATION	2,390.00				
		BUSINESS DEV INCENTIVE PROG ANNUAL BUSINESS MEETING/JULY 2022		2,390.00			
		Total Number of Invoices	104	TOTAL	699,019.57	668,313.83	30,705.74
		Total Number of Checks	62			95.6%	4.4%

Irving Convention and Visitors Bureau FY22 Cash Flow July 2022



REVENUE EXPENSES ENDING CASH

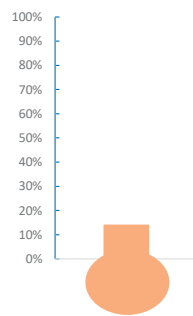
**REPAYMENT OF FY21 LOAN
FROM CITY**



**GOAL: \$500,000
ACHIEVED: \$500,000**

**FY22 YEAR END GOAL
N/A**

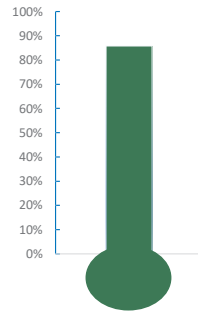
COMBINED FUNDS



**GOAL: \$10,500,000
CURRENT: \$2,316,589**

**FY22 YEAR END GOAL
\$3,500,000**

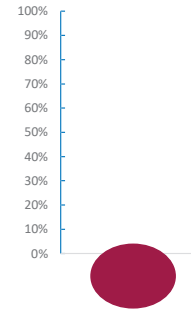
GENERAL FUND



**GOAL: \$2,000,000
CURRENT: \$1,716,082**

**FY22 YEAR END GOAL
\$2,000,000**

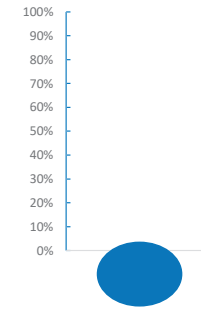
CATASTROPHIC RESERVE



**GOAL: \$5,000,000
CURRENT: \$710**

**FY22 YEAR END GOAL
\$500,000**

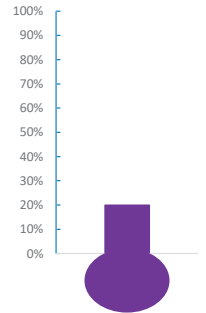
COMPUTER FUND



**GOAL: \$500,000
CURRENT: \$207**

**FY22 YEAR END GOAL
N/A**

ICC RESERVE/CIP FUND



**GOAL: \$3,000,000
CURRENT: \$599,590**

**FY22 YEAR END GOAL
\$1,000,000**



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending:
June 2022

IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2021 - 2022

LUXURY & FULL SERVICE		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022
1	Atrium Hotel and Suites DFW Airport	3,783.84	4,528.42	4,045.56	634.90	3,521.48	7,151.92	3,766.53	3,714.00	4,135.89
2	Dallas Marriott Hotel Las Colinas	37,970.09	33,483.93	24,467.35	22,307.01	29,716.95	43,897.66	49,996.86	43,898.34	41,034.93
3	DFW Airport Hotel & Conference Center	2,628.37	2,490.29	1,924.10	414.75	29.71	130.68	7.83	1.11	closed
4	DFW Airport Marriott	40,597.86	44,001.44	24,067.21	40,491.61	35,076.69	43,231.22	39,970.05	41,690.81	44,427.31
5	Doubletree by Hilton DFW Airport North	11,756.14	10,742.13	5,809.55	9,568.42	13,418.77	6,181.21	0.00	0.00	0.00
6	Embassy Suites DFW Airport South	23,760.06	22,304.84	19,367.30	17,870.25	20,520.11	27,134.33	28,253.05	26,197.44	26,947.05
7	Four Seasons Resort & Club	82,177.41	80,697.71	62,241.41	45,428.15	46,937.23	75,634.02	93,751.14	95,780.47	83,309.63
8	Hilton Garden Inn DFW Airport South	10,967.90	10,423.32	7,286.49	7,976.63	10,628.56	11,568.59	12,263.91	12,721.68	12,796.13
9	Hilton Garden Inn Las Colinas	10,627.57	9,520.04	7,534.88	7,252.60	9,901.03	12,187.92	14,046.72	14,626.29	15,587.06
10	Holiday Inn Irving Las Colinas	7,069.28	5,548.92	5,579.88	5,880.13	6,027.03	8,606.09	9,259.25	8,490.10	9,584.90
11	NYLO Las Colinas Tapestry Collection by Hilton	13,102.22	11,870.42	10,551.36	9,080.76	13,767.92	17,126.46	18,008.24	18,700.53	18,998.19
12	Omni Las Colinas Hotel	32,743.44	28,486.90	20,256.44	21,630.77	24,340.89	33,923.52	51,777.91	47,460.51	46,977.93
13	Sheraton DFW Airport Hotel	22,148.78	19,798.46	13,727.91	13,122.31	10,193.20	26,043.90	10,813.53	0.00	0.00
14	Texican Court	10,626.37	10,238.59	9,334.91	9,358.05	10,929.60	12,073.91	14,576.32	13,496.48	14,194.03
15	Westin DFW Airport	40,206.91	35,351.72	3,075.04	18,305.41	39,040.68	14,391.45	38,983.86	30,944.56	16,696.11
TOTAL LUXURY & FULL SERVICE		350,166.24	329,487.13	219,269.39	229,321.75	274,049.85	339,282.88	385,475.20	357,722.32	334,689.16

16	Westin Irving Convention Center Las Colinas	36,557.50	37,876.68	25,412.52	27,656.24	37,531.47	40,770.42	41,656.06	43,736.63	42,184.01
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Westin pays 9% tax which is applied to bond payments. The 9% has been converted to the ICBV'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 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022
1	Comfort Inn DFW Airport North	4,642.86	3,309.17	3,780.49	3,794.95	4,719.92	5,920.86	6,232.10	5,727.38	6,492.55
2	Comfort Suites DFW Airport North	5,488.66	4,961.09	4,613.53	4,623.58	5,156.04	5,613.25	5,649.29	6,002.48	6,555.03
3	Comfort Suites Las Colinas	1,207.02	1,001.82	936.22	831.92	911.41	1,603.04	1,441.61	1,388.21	1,485.09
4	Country Inn & Suites by Carlson DFW Airport South	3,521.75	3,282.54	2,924.99	2,693.79	3,297.69	4,048.33	4,463.25	4,647.85	4,579.38
5	Element DFW Airport North	8,065.41	7,212.62	5,896.07	6,217.73	6,986.49	10,150.90	9,976.08	9,760.18	9,826.96
6	Extended Stay America Dallas DFW Airport North	2,337.12	1,394.21	1,320.19	2,452.66	1,777.72	1,358.44	1,536.45	1,743.33	1,607.41
7	Extended Stay America Dallas Las Colinas	1,858.48	1,476.93	1,472.61	1,132.03	1,622.11	1,769.65	1,861.26	2,995.70	814.84
8	Extended Stay Deluxe Green Park	1,237.03	1,109.52	1,706.64	1,882.33	1,964.33	2,464.92	1,373.19	2,124.89	1,239.13
9	Extended Stay Deluxe Las Colinas	1,189.45	944.16	653.92	1,290.77	562.14	1,632.04	1,503.46	1,364.18	2,279.45
10	Hawthorne Suites Irving DFW Airport South	2,318.89	1,608.81	1,119.44	1,322.57	1,975.37	1,859.81	1,937.80	2,109.62	1,979.76
11	Hawthorne Suites DFW Airport North	closed	closed	closed	closed	closed	closed	closed	closed	closed
12	Holiday Inn Express Hotel & Suites DFW Airport North	8,560.70	7,620.69	7,237.90	7,532.27	9,310.69	9,379.83	11,929.72	11,434.20	14,258.39
13	Holiday Inn Express Hotel & Suites DFW Airport South	8,115.66	7,085.52	6,911.36	5,646.19	7,782.53	10,829.59	12,100.84	10,964.18	10,765.43
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	6,643.96	5,913.14	4,722.48	5,347.92	5,927.17	7,328.05	8,193.90	7,098.62	8,981.65
15	Home Towne Studios Dallas Irving	2,154.29	1,795.08	1,689.38	2,003.47	2,434.12	3,028.39	2,858.73	3,015.74	3,037.14
16	Homewood Suites by Hilton DFW Airport North	5,470.96	5,395.49	4,856.84	5,023.29	5,949.35	6,804.74	6,956.15	7,332.90	7,639.03
17	Homewood Suites by Hilton Las Colinas	9,559.37	8,304.84	7,968.12	8,480.67	8,097.22	10,692.47	10,482.49	10,613.39	9,965.36
18	Hyatt House Dallas Las Colinas	0.00	18,145.60	18,080.46	17,272.74	15,738.82	20,923.45	11,180.30	11,097.83	11,217.14
19	Oakwood Waterwalk Dallas Las Colinas	1,984.60	1,855.77	2,350.07	2,785.10	1,826.03	3,801.47	3,763.62	3,976.46	2,723.22
20	Residence Inn Dallas DFW Airport North Irving	4,867.76	4,676.38	3,897.89	4,066.10	4,657.35	6,254.38	5,382.91	6,145.19	5,597.66
21	Residence Inn Dallas Las Colinas	5,802.06	5,722.54	6,093.38	5,713.68	5,728.11	6,394.50	8,141.19	6,988.93	6,420.65
22	Sonesta ES Suites Dallas Las Colinas	3,044.44	2,832.77	1,939.41	1,960.49	2,854.54	3,251.66	5,187.22	4,832.78	4,324.81
23	Sonesta Simply Suites Dallas Las Colinas	1,393.66	1,796.70	1,341.21	1,481.41	1,852.85	2,279.43	2,381.62	2,535.28	2,549.78
24	Springhill Suites Dallas DFW Airport East Las Colinas	4,876.33	4,763.28	4,562.12	4,263.30	4,255.58	5,342.00	6,498.95	6,481.08	6,841.42
25	Staybridge Suites DFW Airport North	3,120.31	3,201.63	2,504.37	1,908.88	3,376.41	4,688.40	4,438.55	3,987.51	4,551.53
26	TownePlace Suites Dallas DFW Airport North Irving	7,718.96	6,249.28	2,668.04	5,188.10	5,740.73	8,248.83	9,042.34	8,016.49	8,846.06
27	TownePlace Suites Dallas Las Colinas	4,539.84	4,987.08	3,395.01	3,564.56	5,560.30	6,695.85	7,468.07	7,071.00	8,414.57
28	Woodspring Suites Signature	2,349.47	1,162.23	1,192.49	1,831.95	2,063.81	2,198.17	1,823.01	2,377.52	2,267.98
TOTAL ALL SUITE / EXTENDED STAY		112,069.04	117,808.89	105,834.63	110,312.45	122,128.83	154,562.45	153,804.10	151,832.92	155,261.42

BUDGET SERVICE		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022
1	Arya Inn & Suites	879.39	888.61	905.60	894.95	893.23	1,037.52	1,052.12	1,259.02	1,175.14
2	Best Western Irving Inn & Suites DFW South	3,431.08	3,713.85	3,820.29	2,920.69	2,920.70	3,691.34	2,514.45	1,539.24	2,310.50
3	Budget Inn & Suites	67.69	64.05	68.02	93.05	54.29	75.52	61.70	89.24	55.49
4	Budget Suites of America Las Colinas	586.81	1,373.32	1,215.12	353.94	0.00	1,462.58	308.01	905.94	685.06
5	Clarion Inn & Suites	3,955.98	3,367.31	3,268.36	2,763.90	3,966.17	2,697.04	4,232.96	4,629.94	5,584.57
6	Crossroads Hotel & Suites	1,412.00	1,128.59	1,584.58	1,579.87	1,408.55	1,489.47	1,619.55	1,543.15	1,633.59
7	Days Inn	4,913.29	4,450.75	4,299.64	4,989.05	5,276.73	6,180.19	6,472.79	6,464.73	6,460.29
8	Days Inn DFW Airport North	4,038.04	3,616.35	3,732.00	3,313.53	3,558.86	4,383.17	4,482.99	4,722.18	5,214.48
9	Delux Inn	812.48	796.11	713.63	687.36	567.92	980.90	1,039.04	990.27	972.81
10	Delux Suites Motel	63.46	62.08	68.40	76.00	86.66	107.93	90.70	93.40	107.11
11	Gateway Inn	626.89	618.08	531.10	532.47	495.30	619.22	635.55	659.49	629.62
12	Magnuson Extended Stay & Suites Airport Hotel	1,804.86	1,677.43	1,163.84	1,549.53	1,805.92	2,284.49	2,580.26	2,140.57	2,050.00
13	Motel 6 Dallas DFW South	1,721.00	1,672.73	1,680.21	1,558.79	1,595.17	1,648.86	1,825.37	1,932.21	1,924.62
14	Motel 6 Dallas Irving	3,527.81	3,148.09	2,880.32	2,995.02	2,824.98	3,271.14	3,571.56	4,000.19	3,586.81
15	Motel 6 DFW North	3,162.99	2,557.99	2,256.37	2,283.62	3,162.75	3,865.77	3,619.98	2,697.77	3,794.78
16	Motel 6 Irving Loop 12	1,056.56	993.72	929.88	841.71	718.27	1,027.55	1,079.33	1,182.56	1,094.72
17	OYO Hotel DFW Airport South	2,123.70	1,864.07	1,679.80	2,035.61	2,278.36	2,501.06	1,995.97	2,268.39	2,471.33
18	OYO Hotel DFW Airport North	348.26	0.00	558.36	251.13	678.41	690.71	357.54	308.74	385.21
19	Quality Inn & Suites DFW Airport South	2,760.11	2,611.23	2,183.67	1,937.51	2,891.73	3,179.09	3,564.09	4,259.06	2,799.24
20	Red Roof Inn Dallas DFW Airport North	5,648.37	4,819.00	4,412.49	4,391.15	4,232.22	5,195.84	5,117.58	5,458.30	5,272.87
21	Studio 6 / Motel 6 DFW Airport East	2,976.50	2,680.54	2,872.95	2,367.05	2,494.27	3,151.94	2,863.27	2,962.28	3,033.70
22	Super 8 Hotel DFW South	2,981.53	2,347.31	2,381.92	2,705.73	2,674.90	3,268.41	2,960.05	3,244.05	3,216.36
23	Super 8 Motel DFW North	2,893.74	2,790.12	2,738.58	2,640.84	2,625.27	3,030.94	2,977.35	3,143.00	3,065.15
TOTAL BUDGET SERVICE		51,792.54	47,241.33	45,945.13	43,762.50	47,210.66	55,840.68	55,022.21	56,493.72	57,523.45

LIMITED SERVICE		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2021	APR 2022	MAY 2022	JUN 2022
1	aLoft Las Colinas	9,963.33	9,010.54	7,762.02	8,115.09	9,369.19	12,066.05	13,883.03	12,405.37	12,252.41
2	Best Western Plus DFW Airport Suites North	4,582.23	4,054.27	3,477.43	3,444.02	4,454.45	5,314.51	5,698.31	5,471.88	5,964.20
3	Courtyard Dallas DFW Airport North Irving	13,203.24	12,661.84	10,210.14	10,399.35	12,885.67	16,671.27	16,050.58	16,542.38	16,902.21
4	Courtyard Dallas DFW Airport South Irving	12,273.74	10,168.05	7,959.26	6,584.26	7,719.90	8,942.21	11,114.17	10,014.56	10,827.35
5	Courtyard Dallas Las Colinas	7,753.24	7,210.28	5,366.04	4,358.72	7,321.51	10,345.84	11,330.84	10,903.88	10,141.89
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	7,950.62	7,232.38	6,818.02	7,404.65	7,994.04	8,932.21	8,662.70	8,629.60	8,071.89
7	Fairfield Inn & Suites Dallas Las Colinas	3,972.25	3,847.11	3,656.16	3,041.89	3,534.58	5,345.62	5,055.95	5,621.06	6,586.31
8	Fairfield Inn Dallas DFW Airport North Irving	6,026.25	6,927.03	6,498.87	6,573.18	7,702.62	9,686.16	9,781.68	9,138.57	9,592.27
9	Hampton Inn Dallas Irving Las Colinas	6,961.53	6,651.29	5,594.17	5,697.70	6,707.49	8,629.07	9,799.09	10,122.78	10,629.35
10	Home2 Suites by Hilton DFW Airport North	8,814.52	7,626.08	6,272.30	6,428.71	7,125.52	9,069.09	8,233.62	9,675.57	10,753.42
11	Home2 Suites by Hilton DFW Airport South Irving	7,458.99	7,253.49	6,041.81	8,164.25	8,780.34	9,771.86	9,367.55	8,795.22	9,263.41
12	Hyatt Place Dallas Las Colinas	8,272.42	6,694.98	6,003.59	5,886.38	7,206.03	6,414.78	8,742.45	8,533.41	9,499.47
13	Jefferson Street Bed & Breakfast Inn	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	8,532.36	9,274.42	1,696.48	7,247.16	8,343.70	8,612.00	10,123.85	9,939.97	10,061.46
15	La Quinta Inn & Suites DFW Airport South	6,177.91	5,317.02	4,875.56	5,478.81	5,656.81	7,023.50	6,539.24	7,223.70	7,531.26
16	La Quinta Inn Hotel & Suites Las Colinas	4,027.91	4,342.81	1,967.45	3,228.70	4,032.31	4,741.03	5,748.35	5,000.58	5,827.90
17	Quality Inn & Suites DFW Airport	5,650.45	5,134.51	5,148.08	4,999.60	5,438.59	6,501.07	6,007.87	5,227.51	7,094.97
18	Residence Inn Dallas DFW Airport South Irving	9,455.50	9,282.06	7,089.43	5,441.52	8,486.24	8,261.74	9,567.16	9,231.88	9,219.09
19	Wingate Inn by Wyndham Dallas Las Colinas	4,139.93	3,224.25	3,131.11	3,760.30	3,370.93	3,710.14	5,260.19	5,990.07	5,664.29
20	Wingate Inn by Wyndham DFW Airport North	3,940.92	3,105.10	3,189.95	2,565.88	3,886.97	4,685.34	4,688.42	4,466.38	4,098.19
TOTAL LIMITED SERVICE		139,157.34	129,017.51	102,757.87	108,820.17	130,016.89	154,723.49	165,655.05	162,934.37	169,981.34

TOTAL SHORT TERM RENTALS		4,166.11	4,483.18	4,107.53	3,040.47	3,000.41	4,323.03	4,128.13	4,589.86	5,833.44
Number of locations		52	56	54	40	38	40	40	35	50

SUMMARY	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022	APR 2022	MAY 2022	JUN 2022
GRAND TOTAL	657,351.27	628,038.04	477,914.55	495,257.34	576,406.64	708,732.53	764,084.69	733,573.19	723,288.81
BUDGET	455,404.00	400,078.00	336,177.00	415,184.00	433,768.00	438,957.00	501,786.00	547,528.00	548,485.00
DIFFERENCE	201,947.27 44.3%	227,960.04 57.0%	141,737.55 42.2%	80,073.34 19.3%	142,638.64 32.9%	269,775.53 61.5%	262,298.69 52.3%	186,045.19 34.0%	174,803.81 31.9%

CUMULATIVE YEAR TO DATE									
ACTUAL	657,351.27	1,285,389.31	1,763,303.86	2,258,561.20	2,834,967.84	3,543,700.37	4,307,785.06	5,041,358.25	5,764,647.06
BUDGET	455,404.00	855,482.00	1,191,659.00	1,606,843.00	2,040,611.00	2,479,568.00	2,981,354.00	3,528,882.00	4,077,367.00
DIFFERENCE	201,947.27	429,907.31	571,644.86	651,718.20	794,356.84	1,064,132.37	1,326,431.06	1,512,476.25	1,687,280.06

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
QUARTERLY COMPARISON: APRIL - JUNE (Q3)**

LUXURY & FULL SERVICE		2022	2021	2020
1	Atrium Hotel and Suites DFW Airport	11,616.42	11,236.59	5,990.35
2	Dallas Marriott Hotel Las Colinas	134,930.13	62,177.79	6,176.49
3	DFW Airport Hotel & Conference Center	8.94	8,145.18	2,459.11
4	DFW Airport Marriott	126,088.17	77,696.70	14,076.69
5	Doubletree by Hilton DFW Airport North	0.00	5,363.20	3,287.43
6	Embassy Suites DFW Airport South	81,397.54	58,606.06	15,406.32
7	Four Seasons Resort & Club	272,841.24	155,223.10	24,504.29
8	Hilton Garden Inn DFW Airport South	37,781.72	30,719.30	4,496.59
9	Hilton Garden Inn Las Colinas	44,260.07	23,001.12	3,237.41
10	Holiday Inn Irving Las Colinas	27,334.25	15,808.12	3,340.98
11	NYLO Las Colinas Tapestry Collection by Hilton	55,706.96	27,231.74	closed
12	Omni Las Colinas Hotel	146,216.35	62,404.46	4,683.65
13	Sheraton DFW Airport Hotel	10,813.53	34,535.88	8,298.73
14	Texican Court	42,266.83	27,411.88	5,338.10
15	Westin DFW Airport	86,624.53	39,279.73	7,945.25
TOTAL LUXURY & FULL SERVICE		1,077,886.68	638,840.85	109,241.39
16	Westin Irving Convention Center Las Colinas	127,576.70	61,077.92	12,043.96

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		2022	2021	2020
1	Comfort Inn DFW Airport North	18,452.03	13,459.34	3,722.10
2	Comfort Suites DFW Airport North	18,206.80	12,686.22	6,083.99
3	Comfort Suites Las Colinas	4,314.91	4,042.62	776.36
4	Country Inn & Suites by Carlson DFW Airport South	13,690.48	8,493.33	4,276.09
5	Element DFW Airport North	29,563.22	19,777.37	3,207.83
6	Extended Stay America Dallas DFW Airport North	4,887.19	6,892.86	3,372.66
7	Extended Stay America Dallas Las Colinas	5,671.80	5,505.02	3,889.38
8	Extended Stay Deluxe Green Park	4,737.21	3,361.07	2,327.64
9	Extended Stay Deluxe Las Colinas	5,147.09	3,523.37	1,727.20
10	Hawthorne Suites Irving DFW Airport South	6,027.18	4,069.82	1,280.64
11	Hawthorne Suites DFW Airport North	0.00	0.00	4,211.95
12	Holiday Inn Express Hotel & Suites DFW Airport North	37,622.31	13,350.08	1,171.77
13	Holiday Inn Express Hotel & Suites DFW Airport South	33,830.45	16,427.69	2,813.23
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	24,274.17	17,135.27	2,276.07
15	Home Towne Studios Dallas Irving	8,911.61	6,808.96	5,473.85
16	Homewood Suites by Hilton DFW Airport North	21,928.08	15,427.52	3,906.09
17	Homewood Suites by Hilton Las Colinas	31,061.24	5,883.55	10,509.30
18	Hyatt House Dallas Las Colinas	33,495.27	24,827.70	5,962.07
19	Oakwood Waterwalk Dallas Las Colinas	10,463.30	5,002.35	1,635.36
20	Residence Inn Dallas DFW Airport North Irving	17,125.76	9,998.82	3,172.91
21	Residence Inn Dallas Las Colinas	21,550.77	17,876.93	4,709.56
22	Sonesta ES Suites Dallas Las Colinas	14,344.81	9,079.61	8,135.79
23	Sonesta Simply Suites Dallas Las Colinas	7,466.68	6,027.11	3,703.51
24	Springhill Suites Dallas DFW Airport East Las Colinas	19,821.45	13,707.87	1,187.90
25	Staybridge Suites DFW Airport North	12,977.59	12,707.68	5,722.47
26	TownePlace Suites Dallas DFW Airport North Irving	25,904.89	18,290.85	3,211.56
27	TownePlace Suites Dallas Las Colinas	22,953.64	8,114.89	3,778.01
28	Woodspring Suites Signature	6,468.51	5,186.44	3,332.72
TOTAL ALL SUITE / EXTENDED STAY		460,898.44	287,664.34	105,578.01

BUDGET SERVICE		2022	2021	2020
1	Arya Inn & Suites	3,486.28	2,987.38	1,451.72
2	Best Western Irving Inn & Suites DFW South	6,364.19	13,490.83	7,311.33
3	Budget Inn & Suites	206.43	269.81	151.54
4	Budget Suites of America Las Colinas	1,899.01	3,107.20	1,145.09
5	Clarion Inn & Suites	14,447.47	10,395.44	3,856.46
6	Crossroads Hotel & Suites	4,796.29	3,705.32	3,278.94
7	Days Inn	19,397.81	10,977.70	8,137.70
8	Days Inn DFW Airport North	14,419.65	12,814.66	6,385.74
9	Delux Inn	3,002.12	2,439.14	641.76
10	Delux Suites Motel	291.21	257.90	237.89
11	Gateway Inn	1,924.66	1,927.65	1,347.11
12	Magnuson Extended Stay & Suites Airport Hotel	6,770.83	5,032.49	0.00
13	Motel 6 Dallas DFW South	5,682.20	5,406.24	3,950.39
14	Motel 6 Dallas Irving	11,158.56	9,264.45	4,490.74
15	Motel 6 DFW North	10,112.53	8,807.96	3,300.92
16	Motel 6 Irving Loop 12	3,356.61	3,161.77	2,412.58
17	OYO Hotel DFW Airport South	6,735.69	7,230.11	5,468.86
18	OYO Hotel DFW Airport North	1,051.49	0.00	430.80
19	Quality Inn & Suites DFW Airport South	10,622.39	7,539.51	1,855.29
20	Red Roof Inn Dallas DFW Airport North	15,848.75	14,825.74	6,613.15
21	Studio 6 / Motel 6 DFW Airport East	8,859.25	9,618.16	6,727.08
22	Super 8 Hotel DFW South	9,420.46	7,865.57	3,162.04
23	Super 8 Motel DFW North	9,185.50	7,543.55	4,168.19
TOTAL BUDGET SERVICE		169,039.38	148,668.58	76,525.32

LIMITED SERVICE		2022	2021	2020
1	aLoft Las Colinas	38,540.81	19,668.90	3,625.49
2	Best Western Plus DFW Airport Suites North	17,134.39	13,434.45	6,356.58
3	Courtyard Dallas DFW Airport North Irving	49,495.17	31,496.97	5,036.70
4	Courtyard Dallas DFW Airport South Irving	31,956.08	24,500.74	3,398.06
5	Courtyard Dallas Las Colinas	32,376.61	17,524.02	4,063.58
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	25,364.19	19,139.76	6,225.04
7	Fairfield Inn & Suites Dallas Las Colinas	17,263.32	12,352.29	closed
8	Fairfield Inn Dallas DFW Airport North Irving	28,512.52	0.00	closed
9	Hampton Inn Dallas Irving Las Colinas	30,551.22	18,688.96	3,136.43
10	Home2 Suites by Hilton DFW Airport North	28,662.61	21,601.94	5,508.07
11	Home2 Suites by Hilton DFW Airport South Irving	27,426.18	19,190.65	7,102.12
12	Hyatt Place Dallas Las Colinas	26,775.33	15,718.36	2,428.74
13	Jefferson Street Bed & Breakfast Inn	0.00	0.00	0.00
14	La Quinta Inn & Suites DFW Airport North	30,125.28	15,024.22	8,446.29
15	La Quinta Inn & Suites DFW Airport South	21,294.20	19,428.70	2,757.95
16	La Quinta Inn Hotel & Suites Las Colinas	16,576.83	13,022.52	1,855.01
17	Quality Inn & Suites DFW Airport	18,330.35	13,805.00	4,777.59
18	Residence Inn Dallas DFW Airport South Irving	28,018.13	16,702.35	8,943.05
19	Wingate Inn by Wyndham Dallas Las Colinas	16,914.55	11,083.55	9,770.03
20	Wingate Inn by Wyndham DFW Airport North	13,252.99	8,049.83	1,795.28
TOTAL LIMITED SERVICE		498,570.76	310,433.21	85,226.01
TOTAL SHORT TERM RENTALS		14,551.43	15,391.35	5,179.28
		125	145	13
GRAND TOTAL		2,220,946.69	1,400,998.33	381,800.01



Date Distributed: August 15, 2022

Monthly Financial Summary

For Period Ending July 31, 2022

IRVING CONVENTION CENTER
Monthly Financial Reports
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Period Ending
July 31, 2022

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	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	84,120	97,552	38,325	127,975	82,275	143,319	141,320	156,425	168,150	79,925	181,075	164,025	1,464,486
Service Income	38,043	41,347	22,029	29,134	30,944	75,707	33,636	66,668	49,040	15,232	26,600	29,550	457,928
Service Expenses	(55,054)	(59,933)	(27,912)	(47,174)	(46,087)	(94,789)	(70,999)	(103,724)	(115,238)	(40,439)	(50,000)	(50,000)	(761,348)
Total Direct Event Income	67,109	78,967	32,442	109,935	67,132	124,237	103,957	119,369	101,952	54,718	157,675	143,575	1,161,065
Ancillary Income													
F & B Concessions	16,413	39,965	11,425	33,076	14,921	17,438	30,507	4,666	41,749	124	5,000	10,000	225,282
F & B Catering	111,491	199,961	146,540	130,994	143,660	233,529	197,441	264,090	391,719	260,976	165,300	352,412	2,598,112
Parking: Self Parking	37,393	55,938	17,618	30,735	32,981	31,574	33,834	38,650	41,484	13,376	18,392	18,245	370,221
Electrical Services	10,160	4,790	2,600	4,125	5,955	35,612	1,105	7,745	5,510	4,490	7,750	6,250	96,092
Audio Visual	-	162	(0)	(0)	(1,181)	(900)	0	1,600	-	(1)	-	-	(320)
Internet Services	1,445	(140)	105	(820)	350	630	6,900	1,314	(387)	2,530	-	-	11,927
Total Ancillary Income	176,902	300,676	178,288	198,110	196,686	317,883	269,787	318,065	480,075	281,495	196,442	386,907	3,301,314
Total Event Income	244,011	379,642	210,730	308,045	263,818	442,120	373,744	437,434	582,027	336,213	354,117	530,482	4,462,384
Other Operating Income	59,701	46,198	47,409	39,897	48,876	70,848	81,952	89,546	83,094	56,696	48,419	48,419	721,056
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	303,712	425,841	606,139	347,942	312,694	862,968	455,696	526,980	1,013,871	392,909	402,536	927,151	6,578,439
Operating Expenses													
Employee Salaries and Wages	170,316	181,153	174,735	177,058	172,087	184,697	195,520	188,876	187,291	177,167	189,896	212,788	2,211,584
Benefits	48,886	47,313	48,014	54,607	51,576	59,290	(28,541)	60,049	58,811	49,873	61,164	61,164	572,206
Less: Event Labor Allocations	(5,711)	(6,778)	(3,582)	(3,504)	(5,279)	(3,660)	(5,356)	(6,093)	(8,119)	(2,317)	(7,500)	(7,500)	(65,400)
Net Employee Wages and Benefits	213,491	221,688	219,167	228,161	218,384	240,327	161,623	242,832	237,983	224,723	243,560	266,452	2,718,390
Contracted Services	62,204	56,194	89,302	57,582	62,085	59,711	61,491	60,886	60,652	58,910	65,038	65,038	759,094
General and Administrative	42,538	94,338	(38,562)	40,894	19,098	19,179	13,614	46,984	21,681	30,397	89,249	121,667	501,078
Operations	29,106	25,867	20,351	21,016	27,250	27,165	33,900	36,765	54,390	35,969	24,527	24,630	360,935
Repair & Maintenance	46,573	41,920	38,218	39,912	55,278	40,846	30,583	60,265	54,853	20,817	31,000	43,000	503,265
Supplies	10,689	7,687	7,347	12,977	8,055	17,697	10,968	27,944	15,454	8,265	11,041	60,748	198,872
Insurance	4,761	5,305	5,561	5,994	5,195	4,876	8,230	5,427	-	5,826	8,230	8,230	67,635
Utilities	49,414	40,756	43,366	44,237	43,028	49,006	42,854	51,873	58,203	57,173	43,333	71,065	594,306
Other	516	41,144	1,309	353	49	174	224	1,719	-	313	42	42	45,886
SMG Management Fees	26,985	35,662	28,761	31,555	30,322	36,668	37,031	40,334	53,507	34,168	30,235	43,209	428,437
Total Operating Expenses	486,277	570,560	414,820	482,681	468,744	495,649	400,518	575,028	556,723	476,561	546,255	704,081	6,177,899
Net Income (Loss) From Operations	(182,565)	(144,720)	191,319	(134,739)	(156,050)	367,319	55,178	(48,048)	457,148	(83,652)	(143,719)	223,071	400,540
Net Income After Other Income (Expenses)	(182,565)	(144,720)	191,319	(134,739)	(156,050)	367,319	55,178	(48,048)	457,148	(83,652)	(143,719)	223,071	400,540

ASM - Irving Convention Center
Financial Statements Monthly Highlights
For the Month Ending July 31, 2022

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	5,604	444	5,160	8,370
Events	11	2	9	12
Event Days	22	6	16	20
Direct Event Income	54,718	108,250	(53,532)	56,828
Ancillary Income	281,495	209,035	72,460	99,071
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	336,213	317,285	18,928	155,899
Other Operating Income	56,696	66,421	(9,725)	35,862
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	392,909	383,706	9,203	191,761
Indirect Expenses	(476,561)	(491,917)	15,356	(378,811)
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	<u>(83,652)</u>	<u>(108,211)</u>	<u>24,559</u>	<u>(187,050)</u>

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Ten Months Ending July 31, 2022

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	157,455	96,259	61,196	74,494
Events	166	98	68	69
Event Days	282	206	76	171
Direct Event Income	859,834	940,630	(80,796)	617,947
Ancillary Income	2,717,954	1,990,374	727,580	617,240
Total Event Income	3,577,788	2,931,004	646,784	1,235,187
Other Operating Income	624,218	664,210	(39,992)	301,797
Adjusted Gross Income	4,202,006	3,595,214	606,792	1,536,984
Indirect Expenses	(4,927,553)	(4,926,315)	(1,238)	(3,592,015)
Net Income (Loss) From Operations	(725,547)	(1,331,101)	605,554	(2,055,031)

ASM - Irving Convention Center
Balance Sheet
July 31, 2022

ASSETS

Current Assets

Cash	\$ 1,818,978
Accounts Receivable	258,934
Prepaid Assets	21,102
Inventory	61,561
	<hr/>

Total Current Assets		2,160,575
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		<hr/> \$ 2,160,575 <hr/>
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$ 511,953
Accrued Expenses	184,517
Deferred Income	0
Advance Ticket Sales/Deposits	1,142,905
Other Current Liabilities	0
	<hr/>

Total Current Liabilities		1,839,375
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Long-Term Liabilities

Long Term Liabilites	0
	<hr/>

Total Long-Term Liabilities		0
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Total Liabilities		1,839,375
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Equity

Net Funds Received	16,000,889
Retained Earnings	(14,954,139)
Net Income (Loss)	(725,550)
	<hr/>

Total Equity		321,200
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		<hr/> \$ 2,160,575 <hr/>
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ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 31, 2022

	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	79,925	116,000	(36,075)	1,119,386	994,261	125,125	613,019
Service Revenue	15,232	22,000	(6,768)	401,777	243,869	157,908	151,726
Service Expenses	(40,439)	(29,750)	(10,689)	(661,329)	(297,500)	(363,829)	(146,798)
Total Direct Event In	54,718	108,250	(53,532)	859,834	940,630	(80,796)	617,947
Ancillary Income							
F & B Concessions	124	1,500	(1,376)	210,279	101,810	108,469	83,412
F & B Catering	260,976	184,680	76,296	2,080,390	1,635,297	445,093	359,805
Parking	13,376	16,605	(3,229)	333,588	178,596	154,992	130,413
Electrical Services	4,490	6,250	(1,760)	82,092	74,671	7,421	41,978
Audio Visual	(1)	0	(1)	(321)	0	(321)	1,027
Internet Services	2,530	0	2,530	11,926	0	11,926	605
Total Ancillary Inco	281,495	209,035	72,460	2,717,954	1,990,374	727,580	617,240
Total Event Income	336,213	317,285	18,928	3,577,788	2,931,004	646,784	1,235,187
OTHER OPERATING INCOME							
Other Income	56,696	66,421	(9,725)	624,218	664,210	(39,992)	301,797
Total Other Operatin	56,696	66,421	(9,725)	624,218	664,210	(39,992)	301,797
Adjusted Gross Inco	392,909	383,706	9,203	4,202,006	3,595,214	606,792	1,536,984
INDIRECT EXPENSES							
Salaries & Wages	177,167	210,155	32,988	1,808,900	2,101,550	292,650	1,434,665
Payroll Taxes & Ben	49,873	62,769	12,896	449,886	627,690	177,804	574,719
Labor Allocations to	(2,317)	(26,524)	(24,207)	(50,401)	(265,240)	(214,839)	(23,458)
Net Salaries and Ben	224,723	246,400	21,677	2,208,385	2,464,000	255,615	1,985,926
Contracted Services	58,910	51,732	(7,178)	629,013	517,320	(111,693)	355,889
General and Adminis	30,397	46,251	15,854	290,151	476,859	186,708	216,441
Operating	35,969	24,527	(11,442)	311,777	245,270	(66,507)	136,588
Repairs & Maintenan	20,817	32,042	11,225	429,264	320,420	(108,844)	220,545
Operational Supplies	8,265	9,041	776	127,084	91,160	(35,924)	55,124
Insurance	5,826	7,083	1,257	51,175	70,830	19,655	61,579
Utilities	57,173	43,333	(13,840)	479,909	433,330	(46,579)	391,756
Other	313	42	(271)	45,802	420	(45,382)	(9,066)
ASM Management F	34,168	31,466	(2,702)	354,993	306,706	(48,287)	177,233
Total Indirect Expens	476,561	491,917	15,356	4,927,553	4,926,315	(1,238)	3,592,015

ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 31, 2022

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	<u>(83,652)</u>	<u>(108,211)</u>	<u>24,559</u>	<u>(725,547)</u>	<u>(1,331,101)</u>	<u>605,554</u>	<u>(2,055,031)</u>

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the Ten Months Ending July 31, 2022

	Current Month Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	79,925	70,400	9,900	114,725	122,625	162,500
F & B Concessions	124	7,872	844	(2,444)	13,295	8,148
F & B Catering	260,976	67,156	0	31,836	74,413	117,788
Total Event Income	336,213	155,899	10,839	166,369	187,509	274,178
Total Indirect Expenses	476,561	378,814	363,252	536,244	540,128	574,385

	Year to Date Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	1,119,386	613,019	639,064	1,077,192	1,014,481	915,066
F & B Concessions	210,276	83,412	101,658	156,442	182,912	127,509
F & B Catering	2,080,390	359,805	2,383,920	2,819,410	3,025,263	2,637,425
Total Event Income	3,577,788	1,235,187	3,132,369	4,223,088	4,210,228	3,689,263
Total Indirect Expenses	4,927,553	3,592,012	4,939,337	5,348,260	5,529,545	5,035,279

ASM - Irving Convention Center
Monthly Event Income Statement: Banquets
For the Ten Months Ending July 31, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	650	0	14,565	10,735
Events	1	0	31	24
Event Days	1	0	38	34
Direct Event Income				
Rental Income	0	0	47,370	8,650
Service Revenue	0	0	17,417	3,000
Service Expenses	(817)	0	(64,684)	0
Total Direct Event Income	(817)	0	103	11,650
Ancillary Income				
F & B Concessions	0	0	913	0
F & B Catering	22,305	30,400	516,235	388,498
Parking	2,402	0	2,013	6,970
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	0	0	2,510	0
Audio Visual	(1)	0	(2)	0
Internet Services	0	0	0	0
Total Ancillary Income	24,706	30,400	521,669	395,468
Total Event Income	23,889	30,400	521,772	407,118

ASM - Irving Convention Center
Monthly Event Income Statement: Consumer / Public Shows
For the Ten Months Ending July 31, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	200	0	22,270	27,470
Events	1	0	22	16
Event Days	1	0	38	34
Direct Event Income				
Rental Income	2,000	0	213,819	167,769
Service Revenue	532	0	92,583	10,625
Service Expenses	(1,985)	0	(103,709)	0
Total Direct Event Income	547	0	202,693	178,394
Ancillary Income				
F & B Concessions	0	0	33,052	12,010
F & B Catering	0	0	16,176	9,120
Parking	1,638	0	70,839	21,525
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	145	0	13,010	0
Audio Visual	0	0	0	0
Internet Services	0	0	(595)	0
Total Ancillary Income	1,783	0	132,482	42,655
Total Event Income	2,330	0	335,175	221,049

ASM - Irving Convention Center
Monthly Event Income Statement: Meetings
For the Ten Months Ending July 31, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	4,682	444	35,456	24,909
Events	6	2	67	37
Event Days	17	6	120	71
Direct Event Income				
Rental Income	76,500	74,000	475,270	313,120
Service Revenue	19,348	0	94,079	2,700
Service Expenses	(37,637)	0	(193,804)	0
Total Direct Event Income	58,211	74,000	375,545	315,820
Ancillary Income				
F & B Concessions	124	1,500	15,788	6,120
F & B Catering	237,795	25,840	1,039,801	642,979
Parking	9,336	0	47,402	17,671
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	4,345	0	31,002	5,000
Audio Visual	0	0	(1,181)	0
Internet Services	2,530	0	5,067	0
Total Ancillary Income	254,130	27,340	1,137,879	671,770
Total Event Income	312,341	101,340	1,513,424	987,590

ASM - Irving Convention Center
Monthly Event Income Statement: ICVB
For the Ten Months Ending July 31, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	72	0	507	95
Events	3	0	19	4
Event Days	3	0	19	4
Direct Event Income				
Rental Income	0	0	0	0
Service Revenue	0	0	0	0
Service Expenses	0	0	(910)	0
Total Direct Event Income	0	0	(910)	0
Ancillary Income				
F & B Concessions	0	0	0	0
F & B Catering	1,327	0	7,986	0
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	1,327	0	7,986	0
Total Event Income	1,327	0	7,076	0

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, August 22, 2022, at 11:45 a.m.
Irving Convention Center – 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 meeting.

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

- 2. Approving ICVB Board Meeting Minutes for July 25, 2022**
- 3. Accepting the ICVB Financial Reports – July 2022**
- 4. Review of the Hotel Occupancy Tax Collections – June 2022**
- 5. Accepting the Irving Convention Center Financial Report – July 2022**

Board Reports

- 6. COVID-19/American Rescue Plan Act Update**
- 7. Board Chair Report**
 - a. Board Leadership Interest Form
 - b. Nominating Task Force
 - c. Las Colinas Bowl-a-thon Sign Up
 - d. Next Board Meeting –September 26, 2022, Irving Convention Center
- 8. Board Committee Reports**
 - a. Board and Business Development – Richard Stewart, Jr.
 - Next Meeting – September 9, 9:00 a.m.
 - Will include recommendations from Nominating Task Force
 - b. Community Engagement – Karen Cooperstein
 - Next Meeting – October 11, 9:00 a.m.
 - c. Destination Development – Greg Malcolm
 - Recap of August 9, 2022, Committee Meeting
 - Next Meeting – November 8, 11:30 a.m.

AGENDA - Continued

9. City Reports

- a. Council Liaison – Councilman Kyle Taylor
- b. Mayor & Other Council Members
 - DART/Transportation and Infrastructure – Mayor Rick Stopfer
- c. City Manager – Chris Hillman
 - Visitor Development Updates
 - Other City Updates

10. Bureau Monthly Management Reports

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

11. Convention Center Management Report – Tom Meehan

12. Industry Partner Reports

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

13. Partner Organization & Stakeholder Reports

- a. DCURD and Irving Flood Control Districts – Dallas Burke
- b. Chamber of Commerce – John Nicks/Beth Bowman
- c. Irving Arts and Culture – Kelly O'Briant/Todd Hawkins
- d. The Las Colinas Association – Hammond Perot
- e. TIF – Michael Randall
- f. 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.