

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Executive Committee
Friday, December 15, 2023 at 9:00 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 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 –November 10, 2023
3. Accepting the ICC Financial Reports – October 2023
4. Review of Hotel Occupancy Tax Collections
5. Review of Board Meeting Agenda – December 18, 2023
6. Chairman/Executive Director Reports
 - a. Follow-Up Report - Irving Convention Center Audit Report for FY2022-23
7. City Council Reports and Staff Comments
8. Next meeting – TBD

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.

MINUTES
IRVING CONVENTION AND VISITORS BUREAU
EXECUTIVE COMMITTEE
IRVING CONVENTION CENTER
Friday, November 10, 2023

Attendance: Bob Bourgeois – Board Chair; David Cole, Colvin Gibson, Nydia Hoskins, Greg Malcolm, and Sam Reed – Committee Members; Joe Philipp – Board Member; Tom Meehan– ASM/ICC; Maura Gast, Carol Boyer, Marianne Lauda, Brice Petty, and Susan Rose – ICVB; CPA – Partner Nick Wells and CPA – Director Shelby Palmer – Auditors BVWD, LLP.

Board Chair Bob Bourgeois called the meeting to order at 9:00 a.m. There were no citizen comments.

Bourgeois asked for a motion to approve the Executive Committee meeting minutes from September 22, 2023. On a motion from Board member Colvin Gibson, and a second from Board member Sam Reed, the motion was unanimously approved as amended.

ACCEPTING THE IRVING CONVENTION CENTER AUDIT REPORT FOR FY2022-23 – BVWD, LLP

General Manager Tom Meehan introduced Shelby Palmer and Nick Wells from BVWD, LLP and stated the ICC has been fortunate to work with BVWD this year for the audit. This was the first audit with the new firm and Wells agreed it has been a great relationship and communication between groups was outstanding and will continue for many years moving forward.

Wells gave an overview of the audit and stated the new process went smoothly.

- Required communication overview:
 - Looking at significant risks, policies, and procedures.
 - Critical accounting estimates were reviewed.
 - Focus on Accounts Receivables statements.
 - Overall quality of financial reporting and consistency.
 - There were no management consultations with other outside accountants.
 - The audit reports no concerns and Wells congratulated the ICC on an excellent year.
 - There is no fraud or illegal acts or significant difficulties.

In response to a question from Gibson, Wells replied the Kay Bailey Hutchison Convention Center in Dallas would be their client most similar to the ICC.

Wells stated policies, procedures and the monthly financial review were all great. Not one person has all the keys and mitigated controls are in place.

Board member Joe Philipp asked what physical inspections were done. Wells replied source documentation, bank accounts, and invoices. Executive Director Maura Gast noted they reviewed post-event folders and reporting from several events. Meehan noted that any folders to be reviewed were requested through a portal and then the request was filled. Wells added they were in the field for two weeks and tested some revenues before the audit and then post-year end came in for another week to complete and close out the audit. Meehan stated he requested the auditors be in the office as much as possible. He was impressed with their understanding of the ICC and how things work for this industry.

Wells reviewed the Financial Report Overview with the Committee. Meehan reminded the Committee this audit is not a requirement of their contract. It gives an extra layer of assurance from an accounting standpoint. The numbers, processes and procedures are true. Gast added when the building opened, she asked the City's Chief Financial Officer what level of audit would be preferred by the City and the CFO indicated that a Financial Review would be sufficient. However, the recommendation to the Board from ICVB & ICC leadership was that a full audit should be pursued, due to the level of investment the City had made in the project, as well as financial operations and cash flowing through here. This is an important asset that is needed to ensure things are operating properly. Typically, after the Board accepts the audit, it is sent to City Council in their weekly Read File. Meehan also sends a copy to ASM Global Corporate office for documentation. Meehan noted the enforcement of BVWD signature and contact information on the audit and auditor signature on the cover letter.

Bourgeois asked for a motion to accept the ICC audit report for FY2022-23. On a motion from Gibson and second from Reed, the motion was unanimously approved.

Bourgeois asked for the review of the Hotel Occupancy Tax.

HOTEL OCCUPANCY TAX COLLECTIONS

The Hotel Occupancy Tax Collections reports were reviewed through August 2023.

Accounting and Budget Director Marianne Lauda reported the City is in the process of closing out September Hotel Occupancy Tax, therefore end-of-year financials are not yet available.

Lauda reported for August 2023:

- Luxury & Full-Service properties reporting a slight decrease.
- DFW Airport Hotel & Conference Center is closed and will reopen as a Wyndham property.
- Doubletree by Hilton DFW Airport North and Sheraton DFW Airport Hotel have made some payments, but still delinquent.
- Overall Luxury collections are \$294,014.55.
- It was noted the Las Colinas Resort Dallas has taken a significant dip in collections as they are technically between flags and significant renovations are underway.
 - All Suite / Extended Stay properties – one property is delinquent.
 - Total collections are \$150,918.36.
 - Budget Service properties - three hotels have not paid.
- Best Western Irving Inn & Suites DFW South – owes for July 2023.
- Deluxe Suites Motel is two months delinquent.
- OYO Hotel DFW Airport North is four months delinquent.

Initially, a letter from the City will be sent for delinquent payments. After a property is delinquent by the ordinance's terms, the item goes to City Council for direction to pursue legal action.

- Limited-Service properties – one property has not paid.
- There were 26 short-term rental properties reporting and remitted \$21,205.60 in August.
- Summary – July collected \$641,463.12 down 24.3% from budget.
- Cumulative YTD budgeted \$9,597,397.00 and collected \$7,993,708.34, which is up from last year.

In response to a question from Board member David Cole, Gast pointed out the City has a separate contract with AirBNB, and it is reported and collected in aggregate as a lump sum. Of the 26 properties reported here, one of those is a lump sum from the AirBNB properties.

ICC FINANCIALS

General Manager Tom Meehan reported on the September 2023 financial reports:

- There were 25 events, 42 event days in September.
- Budgeted to lose \$228,470, with actual loss of \$17,015. Ended with \$211,455, better than budget.
- YTD there were 220 events and 235,969 in attendance.
- YTD Adjusted Gross Income is \$7,117,218 and Expenses were \$7,692,998.
- For the year lost \$575,780 and reporting \$819,220 better than budget.
- Adjusted Gross Income shows \$7,117,218 compared to \$5,594,918 last year.
- Indirect Expenses are up drastically from a year ago due to food costs, labor costs, maintenance, and repairs.
- Year-over-year comparison for 2023:
 - Rental Income of \$1,827,238 is a new record for the building.
 - F&B Concessions at \$299,829 is a new record.
 - Catering shows \$3,891,438, which is a new record.
 - Total Event Income at \$5,879,977 is a new record.
 - Expenses are also a new record.

The Board congratulated the ICC team for this incredible accomplishment of record-breaking numbers.

Meehan reported that, of the \$1.395 million subsidy, the ICC will return \$819,221, which is also the highest it has ever been. Catering has had a phenomenal year and this year's successes were achieved with the ARPA funds received which set the building up for continued success. The financials are the best they have ever been, and the audit was clean. The challenge going forward is how to match this in FY2023-24. Meehan noted the business is there and the pipeline sets a good foundation. Bookings are still in the year, for the year, but staff are getting smarter about how to do things to continue successes. Pricing some things to add additional revenue, and clients are getting smarter that costs have risen, and they are aware pricing will increase. The business model is stable, with a talented team, which is why it works. Cole noted the kitchen team is on-point, creative and extremely smart about presentation and quality. Finances aren't everything, it's the team and what they do.

Reed asked about celebration or recognition for staff. Meehan noted it is a challenge because of the very full calendar in the building but will plan different things throughout the year on the side to recognize the staff. Some kind of financial recognition is a possibility. Cole suggested inviting staff to a Board meeting for some recognition. Meehan noted one member of the ICC sales team went over \$1 million in booking for the quarter and another missed \$1 million by \$13,000. They were recognized for that accomplishment and will continue to do so.

Bourgeois noted the terrific partnership of the ICC and ICVB teams with outstanding staff.

Bourgeois asked for a motion to approve the ICC financials for September 2023. On a motion from Gibson, and a second from Reed, the motion was unanimously passed.

BUDGET ADJUSTMENT TRANSFER ACHIEVED FROM THE ICC FY2022-23 OPERATIONAL SAVINGS TO THE CONVENTION CENTER RESERVE/CAPITAL PROJECTS FUND.

Bourgeois asked for a motion to approve the Budget Adjustment to the Convention Center Reserve/Capital Projects Fund. On a motion from Reed, and a second from Gibson, the motion was unanimously passed.

BUDGET ADJUSTMENT FOR CITY OR IRVING CITYWIDE 2% COST-OF-LIVING ADJUSTMENT (COLA) FOR ICVB EMPLOYEES

Bourgeois asked for a motion to approve the Budget Adjustment for City of Irving 2% cost-of-living for ICVB employees. It was noted the City has approved the adjustment for January 2024. On a motion from Gibson, and a second from Reed, the motion was unanimously passed.

BOARD AGENDA REVIEW

- Gast noted the November 13 Board meeting will have an agenda item from the Nominating Taskforce for Richard Stewart, Jr. to be Board Chair and Herb Gears to be Board Vice Chair. After a call for nominations from the floor, the Board will vote on the recommendation. It was noted this will be Bourgeois's last meeting to serve on the Board.
- Individual Consideration Items for voting will be:
 - ICC Audit Report for FY2022-23
 - Budget Adjustment Transfer from ICC FY2022-23 Operational Savings to the ICC Reserve/Capital Projects Fund.
 - Budget Adjustment for City of Irving Citywide 2% Cost-of-Living Adjustment for ICVB Employees
 - Establishing a Grant Fund and Transferring All Available and Eligible Receipts, including ARPA Receipts, from the City to that Fund. This item came from a discussion with City staff earlier in the week to establish a separate fund for ARPA receipts and going forward move ARPA receipts and expenditures into that fund.

CHAIRMAN/EXECUTIVE DIRECTOR REPORTS

- Bourgeois reminded the Committee to RSVP for the upcoming Board "Homecoming" Luncheon.
- Gast reported two new confirmed Board appointments, Stephanie Booker, and Cambria Jones.
- A joint meeting of the City Council and Irving Arts & Culture Board is scheduled for Saturday, December 16 to roll out a new business plan for "life after the \$1.6 million re-allocation" and how they hope to proceed. Excess funds are currently being swept from the Arts allocation after its calculation of the 15% plus \$1.6 million into the Convention Center debt service and the Arts want to take the excess funds and redirect to Historic Preservation for the museums' operations. Executive Director Todd Hawkin and Gast have continued to talk about a "win-win" for the reallocation of the \$1.6 million excess in September 2026, wherein \$600,000 would be allocation to Historic Preservation & Museum and the remaining \$1 million would come back to the ICVB to help cover the annual operations of the ICC as it was originally scheduled to do.

ACTION ITEM: Gast to send out information for anyone who wants to attend this meeting once the time, location and agenda have been finalized.

ACTION ITEM: Gast to send information on the holiday parade and High Spirited Citizen float a.

Irving CVB Executive Committee

November 13, 2023

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CITY COUNCIL AND STAFF COMMENTS

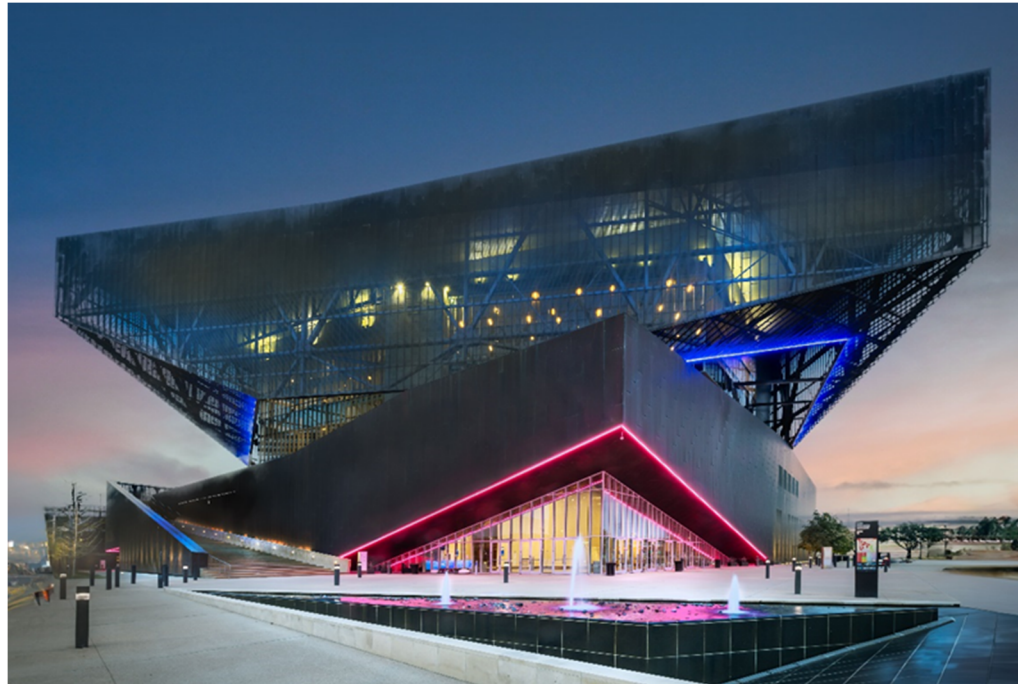
There were no reports.

The next meeting will be on Friday, December 15, 2023. With no further comments or discussion, the meeting was adjourned at 10:19 a.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



Date Distributed: December 4, 2023

Monthly Financial Summary

For Period Ending October 31, 2023

IRVING CONVENTION CENTER
Monthly Financial Reports

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Period Ending
October 31, 2023

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	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	174,950	72,190	100,825	159,100	210,600	202,620	241,127	190,000	112,000	140,000	131,500	155,500	1,890,412
Service Income	204,624	7,000	3,550	18,800	24,750	17,250	18,750	15,500	10,100	8,000	9,750	10,000	348,074
Service Expenses	(306,191)	(39,400)	(19,200)	(74,600)	(122,350)	(77,500)	(85,901)	(72,500)	(46,600)	(27,800)	(38,611)	(43,800)	(954,453)
Total Direct Event Income	73,383	39,790	85,175	103,300	113,000	142,370	173,976	133,000	75,500	120,200	102,639	121,700	1,284,033
Ancillary Income													
F & B Concessions	31,705	10,250	13,910	13,625	12,550	12,250	21,750	32,250	10,750	4,000	8,500	6,000	177,540
F & B Catering	603,360	453,640	101,080	352,260	483,360	129,200	410,134	261,440	322,240	236,360	115,520	276,260	3,744,854
Parking: Self Parking	85,628	20,621	12,915	17,220	36,900	23,780	37,310	33,770	22,550	9,430	16,400	4,920	321,444
Electrical Services	54,092	200	6,050	3,500	4,950	26,950	7,295	5,600	20,450	7,500	2,050	21,000	159,637
Audio Visual	7,745	-	-	-	-	-	-	-	-	-	-	-	7,745
Internet Services	9,253	2,900	3,500	2,500	6,800	1,950	2,050	4,200	250	1,350	150	1,600	36,503
Total Ancillary Income	791,783	487,611	137,455	389,105	544,560	194,130	539,339	337,260	376,240	258,640	142,620	309,780	4,508,524
Total Event Income	865,166	527,401	222,630	492,405	657,560	336,500	713,315	470,260	451,740	378,840	245,259	431,480	5,792,556
Other Operating Income	201,505	107,167	107,167	107,167	107,167	107,167	107,167	107,167	107,167	107,167	107,167	107,163	1,380,338
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	1,066,671	634,568	677,797	599,572	764,727	793,667	820,482	577,427	907,657	486,007	352,426	886,893	8,567,894
Operating Expenses													
Employee Salaries and Wages	280,814	269,630	278,297	271,714	277,964	282,464	277,964	277,964	282,464	277,964	277,964	268,020	3,323,223
Benefits	67,010	105,029	105,029	105,029	105,029	105,029	105,029	105,029	105,029	105,029	105,029	135,785	1,253,085
Less: Event Labor Allocations	(62,070)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(29,333)	(384,733)
Net Employee Wages and Benefits	285,754	345,326	353,993	347,410	353,660	358,160	353,660	353,660	358,160	353,660	353,660	374,472	4,191,575
Contracted Services	70,219	73,192	73,192	73,192	73,192	73,192	73,192	73,192	73,192	73,192	73,192	80,862	883,001
General and Administrative	61,033	27,028	63,158	42,006	35,891	34,146	65,933	40,031	46,104	38,938	44,788	160,718	659,774
Operations	52,582	49,379	50,004	49,379	49,379	50,004	49,379	49,379	50,004	53,879	49,379	58,199	610,946
Repair & Maintenance	46,564	48,245	49,745	69,437	48,245	49,745	69,437	48,245	49,745	90,029	48,245	68,400	686,082
Supplies	12,352	14,416	14,416	15,416	14,416	15,166	14,416	15,916	16,366	15,416	15,416	52,574	216,286
Insurance	9,729	9,729	9,729	10,468	9,729	9,729	10,032	9,729	9,729	14,326	9,729	9,729	122,387
Utilities	54,518	50,550	50,550	50,550	50,550	50,550	43,885	43,885	43,885	43,885	43,885	49,486	576,179
Other	307	625	625	625	625	625	625	625	625	1,425	625	1,100	8,457
ASM Global Management Fees	80,766	60,226	31,720	52,183	62,765	33,848	57,716	46,636	49,446	41,765	32,357	41,713	591,145
Total Operating Expenses	673,824	678,716	697,132	710,666	698,452	675,165	738,275	681,298	697,256	726,515	671,276	897,253	8,545,831
Net Income (Loss) From Operations	392,847	(44,148)	(19,335)	(111,094)	66,275	118,502	82,207	(103,871)	210,401	(240,508)	(318,850)	(10,360)	22,062

7,117,205

1,417,062

ASM - Irving Convention Center
 Financial Statements Monthly Highlights
 For the Month Ending October 31, 2023

	Current Actual	Current Budget	Variance	Prior YTD Actual
Attendance	24,618	26,390	(1,772)	18,242
Events	17	17	0	26
Event Days	46	47	(1)	51
Direct Event Income	73,383	145,835	(72,452)	186,879
Ancillary Income	791,783	757,982	33,801	612,521
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	865,166	903,817	(38,651)	799,400
Other Operating Income	201,505	107,167	94,338	147,411
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	1,066,671	1,010,984	55,687	946,811
Indirect Expenses	(673,824)	(757,139)	83,315	(634,812)
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	<u>392,847</u>	<u>253,845</u>	<u>139,002</u>	<u>311,999</u>

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the One Month Ending October 31, 2023

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	24,618	26,390	(1,772)	18,242
Events	17	17	0	26
Event Days	46	47	(1)	51
Direct Event Income	73,383	145,835	(72,452)	186,879
Ancillary Income	791,783	757,982	33,801	612,521
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Adjusted Gross Income	1,066,671	1,010,984	55,687	946,811
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Net Income (Loss) From Operations	<u>392,847</u>	<u>253,845</u>	<u>139,002</u>	<u>311,999</u>

ASM - Irving Convention Center
Balance Sheet
October 31, 2023

ASSETS

Current Assets

Cash	\$	3,214,566	
Accounts Receivable		545,630	
Prepaid Assets		65,186	
Inventory		113,601	
Total Current Assets			3,938,983

Total Assets			\$ 3,938,983
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	1,516,552	
Accrued Expenses		214,861	
Deferred Income		0	
Advance Ticket Sales/Deposits		1,814,722	
Other Current Liabilities		0	
Total Current Liabilities			3,546,135

Long-Term Liabilities

Long Term Liabilities		0	
Total Long-Term Liabilities			0

Total Liabilities			3,546,135
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Equity

Net Funds Received		16,323,632	
Retained Earnings		(16,323,632)	
Net Income (Loss)		392,848	
Total Equity			392,848

Total Liabilities & Equity			\$ 3,938,983
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ASM - Irving Convention Center
Income Statement
For the One Month Ending October 31, 2023

	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	174,950	209,235	(34,285)	174,950	209,235	(34,285)	247,250
Service Revenue	204,624	17,300	187,324	204,624	17,300	187,324	97,643
Service Expenses	(306,191)	(80,700)	(225,491)	(306,191)	(80,700)	(225,491)	(158,014)
Total Direct Event In	73,383	145,835	(72,452)	73,383	145,835	(72,452)	186,879
Ancillary Income							
F & B Concessions	31,705	35,500	(3,795)	31,705	35,500	(3,795)	33,704
F & B Catering	603,360	632,730	(29,370)	603,360	632,730	(29,370)	479,931
Parking	85,628	69,702	15,926	85,628	69,702	15,926	67,551
Electrical Services	54,092	16,000	38,092	54,092	16,000	38,092	24,735
Audio Visual	7,745	0	7,745	7,745	0	7,745	0
Internet Services	9,253	4,050	5,203	9,253	4,050	5,203	6,600
Total Ancillary Inco	791,783	757,982	33,801	791,783	757,982	33,801	612,521
Total Event Income	865,166	903,817	(38,651)	865,166	903,817	(38,651)	799,400
OTHER OPERATING INCOME							
Other Income	201,505	107,167	94,338	201,505	107,167	94,338	147,411
Total Other Operatin	201,505	107,167	94,338	201,505	107,167	94,338	147,411
Adjusted Gross Inco	1,066,671	1,010,984	55,687	1,066,671	1,010,984	55,687	946,811
INDIRECT EXPENSES							
Salaries & Wages	280,814	267,719	(13,095)	280,814	267,719	(13,095)	214,234
Payroll Taxes & Ben	67,010	105,029	38,019	67,010	105,029	38,019	48,225
Labor Allocations to	(62,070)	(29,333)	32,737	(62,070)	(29,333)	32,737	(5,949)
Net Salaries and Ben	285,754	343,415	57,661	285,754	343,415	57,661	256,510
Contracted Services	70,219	73,192	2,973	70,219	73,192	2,973	66,364
General and Adminis	61,033	69,063	8,030	61,033	69,063	8,030	90,724
Operating	52,582	49,379	(3,203)	52,582	49,379	(3,203)	53,493
Repairs & Maintenan	46,564	69,516	22,952	46,564	69,516	22,952	38,235
Operational Supplies	12,352	14,416	2,064	12,352	14,416	2,064	7,781
Insurance	9,729	9,729	0	9,729	9,729	0	4,130
Utilities	54,518	50,550	(3,968)	54,518	50,550	(3,968)	57,878
Other	307	625	318	307	625	318	788
ASM Management F	80,766	77,254	(3,512)	80,766	77,254	(3,512)	58,909
Total Indirect Expens	673,824	757,139	83,315	673,824	757,139	83,315	634,812

ASM - Irving Convention Center
 Income Statement
 For the One Month Ending October 31, 2023

	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>392,847</u>	<u>253,845</u>	<u>139,002</u>	<u>392,847</u>	<u>253,845</u>	<u>139,002</u>	<u>311,999</u>

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the One Month Ending October 31, 2023

	Current Month Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	174,950	247,250	84,120	6,700	183,185	149,333
F & B Concessions	31,705	33,704	16,413	0	24,866	36,083
F & B Catering	603,360	479,931	111,491	0	605,052	259,698
Total Event Income	865,166	799,400	244,011	8,383	816,385	458,686
Total Indirect Expenses	673,824	634,812	486,277	350,997	700,393	560,373

	Year to Date Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	174,950	247,250	84,120	6,700	183,195	149,333
F & B Concessions	31,705	33,704	16,413	0	24,866	36,083
F & B Catering	603,360	479,931	111,491	0	605,052	259,698
Total Event Income	865,166	799,400	244,011	8,383	816,385	458,686
Total Indirect Expenses	673,824	634,812	486,277	350,997	700,393	560,373

ASM - Irving Convention Center
Monthly Event Income Statement: Banquets
For the One Month Ending October 31, 2023

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	1,500	1,850	1,500	1,850
Events	3	3	3	3
Event Days	3	4	3	4
Direct Event Income				
Rental Income	3,650	3,650	3,650	3,650
Service Revenue	2,810	2,250	2,810	2,250
Service Expenses	(4,965)	(11,850)	(4,965)	(11,850)
Total Direct Event Income	<u>1,495</u>	<u>(5,950)</u>	<u>1,495</u>	<u>(5,950)</u>
Ancillary Income				
F & B Concessions	209	0	209	0
F & B Catering	42,906	50,160	42,906	50,160
Parking	7,273	1,750	7,273	1,750
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	<u>50,388</u>	<u>51,910</u>	<u>50,388</u>	<u>51,910</u>
Total Event Income	<u>51,883</u>	<u>45,960</u>	<u>51,883</u>	<u>45,960</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Consumer / Public Shows
For the One Month Ending October 31, 2023

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	4,225	17,000	4,225	17,000
Events	2	2	2	2
Event Days	7	7	7	7
Direct Event Income				
Rental Income	53,450	53,450	53,450	53,450
Service Revenue	32,325	2,550	32,325	2,550
Service Expenses	(46,804)	(9,900)	(46,804)	(9,900)
Total Direct Event Income	<u>38,971</u>	<u>46,100</u>	<u>38,971</u>	<u>46,100</u>
Ancillary Income				
F & B Concessions	14,977	13,750	14,977	13,750
F & B Catering	(7,109)	6,375	(7,109)	6,375
Parking	17,982	16,400	17,982	16,400
Electrical Services	3,585	2,000	3,585	2,000
Audio Visual	0	0	0	0
Internet Services	232	1,350	232	1,350
Total Ancillary Income	<u>29,667</u>	<u>39,875</u>	<u>29,667</u>	<u>39,875</u>
Total Event Income	<u>68,638</u>	<u>85,975</u>	<u>68,638</u>	<u>85,975</u>

ASM - Irving Convention Center
 Monthly Event Income Statement: Conventions
 For the One Month Ending October 31, 2023

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	9,585	4,435	9,585	4,435
Events	5	5	5	5
Event Days	19	19	19	19
Direct Event Income				
Rental Income	91,250	91,250	91,250	91,250
Service Revenue	86,727	6,500	86,727	6,500
Service Expenses	(130,110)	(29,250)	(130,110)	(29,250)
Total Direct Event Income	<u>47,867</u>	<u>68,500</u>	<u>47,867</u>	<u>68,500</u>
Ancillary Income				
F & B Concessions	8,924	14,250	8,924	14,250
F & B Catering	164,006	201,020	164,006	201,020
Parking	42,620	33,550	42,620	33,550
Electrical Services	19,964	14,000	19,964	14,000
Audio Visual	0	0	0	0
Internet Services	965	1,700	965	1,700
Total Ancillary Income	<u>236,479</u>	<u>264,520</u>	<u>236,479</u>	<u>264,520</u>
Total Event Income	<u>284,346</u>	<u>333,020</u>	<u>284,346</u>	<u>333,020</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Meetings
For the One Month Ending October 31, 2023

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	9,288	3,090	9,288	3,090
Events	6	6	6	6
Event Days	16	16	16	16
Direct Event Income				
Rental Income	26,600	60,885	26,600	60,885
Service Revenue	82,762	6,000	82,762	6,000
Service Expenses	(124,266)	(29,700)	(124,266)	(29,700)
Total Direct Event Income	<u>(14,904)</u>	<u>37,185</u>	<u>(14,904)</u>	<u>37,185</u>
Ancillary Income				
F & B Concessions	7,595	7,500	7,595	7,500
F & B Catering	403,429	375,175	403,429	375,175
Parking	17,753	18,002	17,753	18,002
Electrical Services	30,543	0	30,543	0
Audio Visual	7,745	0	7,745	0
Internet Services	8,056	1,000	8,056	1,000
Total Ancillary Income	<u>475,121</u>	<u>401,677</u>	<u>475,121</u>	<u>401,677</u>
Total Event Income	<u>460,217</u>	<u>438,862</u>	<u>460,217</u>	<u>438,862</u>

ASM - Irving Convention Center
 Monthly Event Income Statement: ICVB
 For the One Month Ending October 31, 2023

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	20	15	20	15
Events	1	1	1	1
Event Days	1	1	1	1
Direct Event Income				
Rental Income	0	0	0	0
Service Revenue	0	0	0	0
Service Expenses	(46)	0	(46)	0
Total Direct Event Income	<u>(46)</u>	<u>0</u>	<u>(46)</u>	<u>0</u>
Ancillary Income				
F & B Concessions	0	0	0	0
F & B Catering	264	0	264	0
Parking	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>264</u>	<u>0</u>	<u>264</u>	<u>0</u>
Total Event Income	<u>218</u>	<u>0</u>	<u>218</u>	<u>0</u>



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending
September 2023

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2022 - 2023**

LUXURY & FULL SERVICE		OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023	TOTAL
1	Atrium Hotel and Suites DFW Airport	5,146.86	5,535.06	6,904.59	6,242.62	11,830.90	4,483.95	20,579.53	15,408.15	13,052.26	13,980.89	13,136.27	14,117.34	130,418.42
2	Dallas Marriott Hotel Las Colinas	57,307.85	40,248.19	34,764.33	44,992.73	49,067.81	50,706.69	53,404.75	56,364.53	51,002.50	39,364.50	40,271.45	51,774.53	569,269.86
3	DFW Airport Marriott	41,899.47	25,970.30	23,425.04	51,671.11	32,909.98	62,264.82	42,622.69	42,847.27	49,585.81	48,538.81	42,359.53	40,047.81	504,142.64
4	Doubletree by Hilton DFW Airport North	18,435.17	15,321.61	13,228.99	14,267.17	21,962.66	858.56	0.00	0.00	0.00	0.00	0.00	0.00	84,074.16
5	Embassy Suites DFW Airport South	31,122.91	21,795.06	20,442.92	24,295.92	28,013.61	30,272.32	28,942.30	27,019.58	26,624.08	23,894.27	17,834.74	25,200.40	305,458.11
6	Hilton Garden Inn DFW Airport South	15,867.32	11,835.98	9,615.35	11,694.28	13,987.70	16,319.02	14,250.43	13,978.12	14,425.86	11,127.30	12,746.92	14,699.23	160,547.51
7	Hilton Garden Inn Las Colinas	14,509.26	12,494.13	9,251.45	11,723.60	12,909.55	15,559.09	15,882.15	14,846.43	14,505.56	11,781.93	14,036.87	14,024.33	161,524.35
8	Holiday Inn Irving Las Colinas	10,993.05	6,299.62	5,906.85	6,505.81	9,993.77	10,591.63	10,642.69	9,758.65	9,401.98	6,935.61	5,888.83	9,091.47	102,009.96
9	NYLO Las Colinas Tapestry Collection by Hilton	20,986.69	14,622.71	13,098.40	16,453.01	16,551.55	18,994.13	18,463.67	19,690.38	19,066.67	16,721.26	17,685.92	19,499.85	211,834.24
10	Omni Las Colinas Hotel	61,002.82	41,286.98	32,243.91	39,801.67	44,849.34	51,350.21	57,858.87	53,714.30	49,614.32	40,320.09	41,843.07	55,287.88	569,173.46
11	Sheraton DFW Airport Hotel	12,748.02	23,683.83	17,557.24	14,608.15	29,162.74	30,189.63	22,551.13	20,321.84	0.00	0.00	0.00	0.00	170,822.58
12	Texican Court	17,319.93	11,488.90	9,838.56	13,536.44	13,978.10	16,159.30	16,596.83	17,850.35	18,416.71	13,699.30	13,978.15	15,594.77	178,457.34
13	The Las Colinas Resort Dallas	93,825.83	69,817.11	49,594.73	51,087.55	52,540.50	78,610.20	88,738.31	70,250.55	57,395.44	47,583.55	35,580.14	54,366.20	749,390.11
14	Westin DFW Airport	41,130.19	18,018.35	28,069.63	41,337.45	37,642.72	29,707.81	43,328.06	32,309.66	20,843.10	39,685.72	38,652.66	50,757.84	421,483.19
15	Wyndham DFW Airport Hotel	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed	2.85	2.85
TOTAL LUXURY & FULL SERVICE		442,295.37	318,417.83	273,941.99	348,217.51	375,400.93	416,067.36	433,861.41	394,359.81	343,934.29	313,633.23	294,014.55	364,461.65	4,318,605.93
16	Westin Irving Convention Center Las Colinas	56,124.21	44,402.80	31,221.89	43,731.47	44,877.47	53,010.95	40,409.62	51,928.08	56,567.34	39,000.42	48,019.76	52,735.65	562,029.66

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 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023	TOTAL
1 Candlewood Suites DFW Airport North	closed	closed	closed	closed	closed	closed	closed	5,228.88	7,085.38	6,042.75	6,328.59	6,801.01	31,486.61
2 Comfort Suites DFW Airport North	6,634.36	5,671.89	5,600.49	5,691.85	6,305.89	7,214.05	6,639.22	6,104.36	6,283.59	6,069.11	5,527.79	5,492.76	73,235.36
3 Comfort Suites Las Colinas	1,329.04	1,173.45	1,123.74	1,135.23	1,718.15	1,685.63	1,681.41	1,405.44	1,565.99	1,691.26	1,364.43	1,526.21	17,399.98
4 Country Inn & Suites by Carlson DFW Airport South	4,690.89	2,964.09	3,590.00	2,571.59	3,340.98	4,558.42	4,083.50	4,038.02	4,591.53	4,145.25	3,226.49	3,999.14	45,799.90
5 Element Dallas Las Colinas	12,122.95	9,910.27	8,519.26	11,712.77	13,766.39	15,934.49	14,953.60	16,028.66	14,912.42	14,466.54	14,512.30	15,713.24	162,552.89
6 Element DFW Airport North	10,646.42	8,011.76	6,269.73	8,458.02	9,558.45	11,300.44	10,873.99	10,758.81	11,217.54	10,252.59	9,580.26	10,120.16	117,048.17
7 Extended Stay America Dallas DFW Airport North	1,395.23	1,101.57	758.59	1,084.51	1,171.73	1,454.23	1,527.06	1,311.30	1,217.62	1,097.55	1,010.67	871.04	14,001.10
8 Extended Stay America Dallas Las Colinas	1,586.76	1,504.35	1,531.41	2,139.74	1,858.79	2,632.47	2,253.02	1,855.36	2,109.98	1,528.80	2,072.45	1,809.48	22,882.61
9 Extended Stay Deluxe Green Park	2,190.97	1,511.78	1,282.65	1,176.12	1,169.81	1,870.67	2,102.31	1,566.23	2,087.70	1,370.36	1,763.78	1,459.07	19,551.45
10 Extended Stay Deluxe Las Colinas	1,421.68	1,740.19	1,260.38	562.96	1,188.97	1,590.97	1,731.70	890.82	1,552.62	295.06	698.19	1,544.07	14,477.61
11 Hawthorne Suites Irving DFW Airport South	2,159.09	1,597.13	2,121.02	1,724.53	2,007.92	2,351.11	1,912.54	1,623.29	1,950.48	2,092.60	2,225.60	2,157.57	23,922.88
12 Holiday Inn Express Hotel & Suites DFW Airport North	14,083.67	10,887.21	11,128.75	11,160.07	12,162.36	14,605.46	14,929.72	14,844.95	15,204.09	12,347.24	11,539.56	13,820.57	156,713.65
13 Holiday Inn Express Hotel & Suites DFW Airport South	10,924.27	8,495.21	8,690.28	6,808.05	9,082.43	10,910.95	10,543.17	10,105.88	10,201.47	10,524.26	9,332.44	9,336.70	114,955.11
14 Holiday Inn Express Hotel & Suites Irving Las Colinas	9,689.88	6,600.91	6,056.40	5,438.50	8,321.52	8,217.45	9,027.39	8,761.34	9,517.58	6,702.53	6,386.83	8,655.20	93,375.53
15 Home Towne Studios Dallas Irving	2,364.54	2,415.27	1,524.41	1,966.57	1,815.68	1,648.01	1,647.01	1,416.80	2,329.70	1,980.54	2,294.48	2,313.31	23,716.32
16 Homewood Suites by Hilton DFW Airport North	8,185.49	7,057.83	6,326.11	7,754.31	6,281.36	5,402.04	5,077.53	5,586.30	8,804.66	6,826.40	6,675.69	6,820.02	80,797.74
17 Homewood Suites by Hilton Las Colinas	7,958.06	6,642.15	8,917.65	9,540.71	11,090.89	10,844.51	11,494.57	10,254.07	10,758.47	8,697.96	8,289.80	10,039.92	114,528.76
18 Hyatt House Dallas Las Colinas	11,897.76	9,174.92	9,640.58	12,031.23	10,294.03	12,337.74	11,202.19	12,783.26	13,580.66	11,072.11	8,632.68	11,741.88	134,389.04
19 Residence Inn Dallas DFW Airport North Irving	6,007.01	4,766.94	4,381.53	5,070.80	6,468.82	7,667.85	7,331.42	7,566.30	6,344.78	3,437.50	4,164.62	6,274.49	69,482.06
20 Residence Inn Dallas Las Colinas	8,813.15	6,415.97	6,592.79	7,705.11	9,067.17	10,316.97	11,017.50	8,851.38	9,065.87	7,852.09	7,016.97	7,838.83	100,553.80
21 Soka Suites Dallas Las Colinas	4,636.65	3,772.81	4,216.58	4,122.03	2,015.32	4,223.81	5,490.63	6,276.26	4,379.27	5,039.48	7,231.43	9,181.71	60,585.98
22 Sonesta ES Suites Dallas Las Colinas	5,680.90	3,187.01	2,709.65	3,783.77	3,460.75	5,608.03	4,604.99	3,865.76	2,566.15	4,274.76	3,938.88	2,641.67	46,322.32
23 Sonesta Simply Suites Dallas Las Colinas	2,446.23	1,944.50	1,791.04	1,586.83	2,045.91	3,294.82	3,138.60	3,351.06	3,816.96	2,987.06	2,519.29	2,887.97	31,810.27
24 Springhill Suites Dallas DFW Airport East Las Colinas	7,641.86	5,846.33	4,336.96	6,046.98	7,903.74	8,844.65	7,812.71	6,495.13	6,986.04	6,527.13	5,589.64	4,056.04	78,087.21
25 Staybridge Suites DFW Airport North	3,177.69	3,117.63	3,838.45	4,295.17	4,240.86	5,820.02	5,244.32	5,378.70	5,663.97	4,366.67	5,676.58	5,093.30	55,913.36
26 TownePlace Suites Dallas DFW Airport North Irving	8,474.26	7,411.88	6,453.83	6,876.90	7,830.10	9,410.46	8,115.40	7,773.37	7,144.97	7,527.00	5,974.99	7,974.39	90,967.55
27 TownePlace Suites Dallas Las Colinas	8,338.15	6,883.61	6,356.24	6,900.85	7,436.01	8,938.96	8,669.61	8,536.85	8,649.36	8,025.00	7,424.53	8,390.05	94,549.22
28 Woodspring Suites Signature	1,709.73	1,823.30	1,401.69	1,714.27	811.26	1,222.25	1,502.50	2,251.37	2,221.56	2,336.98	1,991.85	2,685.96	21,672.72
TOTAL ALL SUITE / EXTENDED STAY	166,206.69	131,629.96	126,420.21	139,059.47	152,415.29	179,906.46	174,607.61	174,909.95	181,810.41	159,576.58	152,990.81	171,245.76	1,910,779.20

BUDGET SERVICE	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023	TOTAL
1 Arya Inn & Suites	986.51	963.32	1,184.61	974.24	852.56	1,105.56	977.41	755.88	692.95	905.76	791.34	1,007.54	11,197.68
2 Red Roof Inn & Suites Irving DFW South	3,545.37	1,437.28	1,565.14	1,325.79	1,365.96	3,032.23	2,419.02	2,276.75	2,430.85	3,299.42	3,125.45	2,860.12	28,683.38
3 Budget Inn & Suites	32.20	49.77	38.02	31.26	36.50	40.86	55.50	47.20	50.27	58.05	35.94	51.01	526.58
4 Budget Suites of America Las Colinas	428.31	1,249.18	1,202.56	0.00	1,135.95	0.00	801.36	210.51	924.78	1,215.49	157.44	104.90	7,430.48
5 Clarion Inn & Suites	1,925.47	2,415.34	2,964.12	2,794.44	2,657.00	3,431.71	3,748.22	5,117.36	764.11	1,573.14	1,924.21	1,852.27	31,167.39
6 Crossroads Hotel & Suites	1,498.02	960.78	960.07	1,352.38	1,260.97	1,310.70	1,213.86	1,321.49	1,343.36	1,283.13	1,283.13	917.30	14,705.19
7 Days Inn	6,733.27	4,896.16	5,181.97	5,720.33	4,616.41	6,554.08	6,374.96	5,913.07	6,518.09	6,436.85	6,114.56	5,732.27	70,792.02
8 Days Inn DFW Airport North	4,886.34	3,316.87	3,797.89	3,414.97	3,317.33	4,148.32	4,037.88	3,951.46	3,761.26	2,917.99	2,913.07	3,841.08	44,304.46
9 Delux Inn	705.02	752.10	779.97	725.35	594.20	819.49	759.38	733.38	775.19	760.25	979.46	881.77	9,265.56
10 Delux Suites Motel	67.78	112.14	0.00	48.45	118.96	107.68	75.10	86.44	114.49	91.87	110.48	149.98	1,083.37
11 Gateway Inn	617.71	422.20	469.77	381.47	408.06	542.27	507.56	469.51	451.44	455.40	343.14	293.95	5,362.48
12 Magnuson Extended Stay & Suites Airport Hotel	2,164.56	1,429.45	1,299.23	1,212.96	1,640.11	1,923.71	1,592.24	1,402.63	1,479.53	1,340.58	995.76	855.79	17,336.55
13 Motel 6 Dallas DFW South	2,120.62	1,844.26	1,654.38	1,654.36	1,520.87	1,752.35	1,797.55	1,787.46	1,785.41	1,832.45	1,677.63	1,865.02	21,292.36
14 Motel 6 Dallas Irving	3,381.45	3,325.08	3,093.31	2,675.47	2,677.19	3,452.35	3,162.55	3,334.76	3,138.23	3,428.27	3,165.77	3,292.47	38,126.90
15 Motel 6 DFW North	3,687.66	2,581.71	2,557.15	3,528.81	3,809.97	4,674.12	4,406.31	3,875.87	3,873.89	3,877.01	3,589.05	3,723.94	44,185.49
16 Motel 6 Irving Loop 12	1,028.58	802.75	944.26	833.80	835.45	1,094.69	1,141.95	1,136.51	940.71	1,091.63	932.60	931.99	11,714.92
17 OYO Hotel DFW Airport South	2,342.12	2,216.68	2,640.83	2,666.67	2,593.77	3,392.54	2,364.83	2,279.69	2,711.39	2,994.94	3,098.71	3,087.10	32,389.27
18 OYO Hotel DFW Airport North	312.11	360.23	334.09	398.79	347.83	376.68	204.48	0.00	0.00	0.00	0.00	0.00	2,334.21
19 Quality Inn & Suites DFW Airport South	3,846.31	3,327.65	3,480.64	3,384.74	3,293.73	4,247.67	3,436.31	3,369.89	4,091.75	4,213.60	3,741.41	0.00	40,433.70
20 Red Roof Inn Dallas DFW Airport North	4,944.57	3,735.46	4,004.84	3,516.22	3,364.92	4,550.40	4,376.65	4,262.60	4,362.62	3,935.12	3,779.01	4,134.76	48,967.17
21 Studio 6 / Motel 6 DFW Airport East	2,730.11	1,910.64	2,451.46	2,492.40	2,019.27	2,738.85	2,806.65	2,753.35	2,556.08	2,955.46	2,705.96	2,914.60	31,034.83
22 Super 8 Hotel DFW South	3,372.72	2,512.70	2,570.35	2,541.31	2,620.93	3,041.34	2,789.15	2,341.18	2,462.84	2,797.19	2,499.04	2,370.19	31,918.94
23 Super 8 Motel DFW North	3,245.20	2,665.57	2,848.22	2,848.22	2,256.29	2,813.26	2,967.24	2,915.10	340.84	2,735.53	2,301.68	2,363.12	30,300.27
TOTAL BUDGET SERVICE	54,602.01	43,287.32	46,022.88	44,522.43	43,344.23	55,150.86	52,016.16	50,342.09	45,570.08	50,199.13	46,264.84	43,231.17	574,553.20

LIMITED SERVICE	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023	TOTAL
1 aLoft Las Colinas	13,654.13	10,438.69	9,452.73	11,786.16	12,105.49	14,523.03	15,190.50	13,580.07	13,883.98	11,313.59	13,232.16	11,617.75	150,778.28
2 Best Western Plus DFW Airport Suites North	5,916.35	4,582.59	4,576.65	4,455.03	4,569.31	5,423.53	5,580.89	6,015.97	6,258.77	5,594.31	4,297.48	5,275.96	62,546.84
3 Courtyard Dallas DFW Airport North Irving	16,631.48	13,986.97	11,571.12	14,081.02	14,774.51	17,276.72	17,295.10	16,936.12	16,919.76	15,006.64	13,836.89	14,327.01	182,643.34
4 Courtyard Dallas DFW Airport South Irving	11,123.09	7,090.70	7,577.44	9,983.26	10,960.53	12,551.03	12,529.70	10,910.89	11,362.30	8,531.68	9,245.60	10,454.67	122,320.89
5 Courtyard Dallas Las Colinas	11,721.75	7,526.38	6,790.02	9,829.02	10,026.53	9,554.70	8,260.27	7,528.19	7,416.72	7,286.52	7,984.56	10,191.57	104,116.23
6 Fairfield Inn & Suites Dallas DFW Airport South Irving	9,247.60	7,108.96	6,880.79	8,184.39	7,408.89	8,940.51	9,734.17	8,889.71	9,680.20	9,228.73	8,589.53	8,200.26	102,093.74
7 Fairfield Inn & Suites Dallas Las Colinas	5,112.01	4,265.17	5,009.19	5,212.07	6,153.03	1,880.76	6,729.03	935.43	977.86	1,314.58	532.32	398.68	38,520.13
8 Fairfield Inn Dallas DFW Airport North Irving	9,119.91	6,707.04	6,687.27	7,099.70	9,156.46	10,293.32	10,530.12	9,746.93	10,025.08	8,477.27	8,161.17	9,184.81	105,189.08
9 Hampton Inn Dallas Irving Las Colinas	10,491.05	7,792.67	6,563.57	8,110.47	10,162.68	10,860.53	11,381.86	10,858.58	10,365.43	9,089.88	8,518.86	9,924.25	114,119.83
10 Home2 Suites by Hilton DFW Airport North	10,563.39	9,084.65	9,136.13	8,717.45	9,950.21	11,688.00	10,586.66	10,854.80	6,362.93	7,831.67	9,281.94	9,067.52	113,125.35
11 Home2 Suites by Hilton DFW Airport South Irving	10,176.47	7,226.00	7,128.52	8,017.30	9,167.26	9,432.30	9,533.64	9,604.55	9,729.84	9,451.44	9,316.96	9,227.38	108,011.66
12 Hyatt Place Dallas Las Colinas	9,963.88	6,859.53	7,645.93	6,649.91	8,169.50	8,910.33	10,067.71	8,567.02	9,293.45	7,710.24	6,827.78	8,574.21	99,239.49
13 La Quinta Inn & Suites DFW Airport North	9,332.70	8,101.44	7,616.18	7,890.53	8,421.57	9,127.40	8,937.71	8,979.65	8,543.73	7,355.69	5,959.87	6,196.21	96,462.68
14 La Quinta Inn & Suites DFW Airport South	7,512.45	5,574.29	5,603.81	4,756.18	5,615.97	7,721.90	6,822.73	7,298.50	6,765.21	7,053.02	7,763.27	9,056.34	81,543.67
15 La Quinta Inn Hotel & Suites Las Colinas	5,767.74	3,879.07	3,298.19	3,417.96	4,510.70	5,218.15	5,043.26	5,194.82	5,057.06	4,804.01	3,868.37	4,328.59	54,387.92
16 Quality Inn & Suites DFW Airport	6,487.20	4,999.72	6,244.00	5,694.86	5,744.62	6,763.35	6,790.65	6,972.80	6,685.81	5,459.08	5,000.91	5,671.25	72,514.25
17 Residence Inn Dallas DFW Airport South Irving	12,281.89	7,568.58	6,750.23	9,779.09	9,670.84	12,159.05	12,955.94	10,407.22	9,239.27	7,477.08	9,159.89	10,471.90	117,920.98
18 Wingate Inn by Wyndham Dallas Las Colinas	5,261.64	3,974.10	3,762.31	4,064.51	4,101.67	4,067.68	6,243.58	5,867.80	5,274.10	5,123.57	4,288.32	5,079.41	57,108.69
19 Wingate Inn by Wyndham DFW Airport North	593.01	8,339.21	4,481.91	4,973.93	4,792.33	4,819.78	5,019.16	5,039.60	4,659.84	4,535.89	4,592.83	4,517.34	56,364.83
TOTAL LIMITED SERVICE	170,957.74	135,105.76	126,775.99	142,702.84	155,462.10	171,212.07	179,232.68	164,188.65	158,501.34	142,644.89	140,458.71	151,765.11	1,839,007.88

TOTAL SHORT TERM RENTALS	6,647.19	6,898.21	8,518.57	5,101.41	6,389.53	11,623.26	7,531.02	28,520.78	23,942.95	24,430.76	21,205.60	24,012.74	174,822.02
Number of locations	50	67	67	61	62	69	68	81	52	44	26	33	

SUMMARY	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023	TOTAL
ACTUAL GRAND TOTAL	840,709.00	635,339.08	581,679.64	679,603.66	733,012.08	833,960.01	847,248.88	812,321.28	753,759.07	690,484.59	654,934.51	754,716.43	8,817,768.23
BUDGET	970,330.00	750,524.00	648,509.00	808,022.00	799,629.00	966,681.00	943,638.00	967,664.00	1,011,903.00	882,758.00	847,739.00	880,383.00	10,477,780.00
DIFFERENCE	(129,621.00)	(115,184.92)	(66,829.36)	(128,418.34)	(66,616.92)	(132,720.99)	(96,389.12)	(155,342.72)	(258,143.93)	(192,273.41)	(192,804.49)	(125,666.57)	(1,660,011.77)
	-13.4%	-15.3%	-10.3%	-15.9%	-8.3%	-13.7%	-10.2%	-16.1%	-25.5%	-21.8%	-22.7%	-14.3%	-15.8%
CUMULATIVE YEAR TO DATE													
ACTUAL	840,709.00	1,476,048.08	2,057,727.72	2,737,331.38	3,470,343.46	4,304,303.47	5,151,552.35	5,963,873.63	6,717,632.70	7,408,117.29	8,063,051.80	8,817,768.23	
BUDGET	970,330.00	1,720,854.00	2,369,363.00	3,177,385.00	3,977,014.00	4,943,695.00	5,887,333.00	6,854,997.00	7,866,900.00	8,749,658.00	9,597,397.00	10,477,780.00	
DIFFERENCE	(129,621.00)	(244,805.92)	(311,635.28)	(440,053.62)	(506,670.54)	(639,391.53)	(735,780.65)	(891,123.37)	(1,149,267.30)	(1,341,540.71)	(1,534,345.20)	(1,660,011.77)	
	-13.4%	-14.2%	-13.2%	-13.8%	-12.7%	-12.9%	-12.5%	-13.0%	-14.6%	-15.3%	-16.0%	-15.8%	
COLLECTED PRIOR YEAR	657,351.27	628,038.04	477,914.55	495,418.38	576,535.14	717,735.15	797,264.90	763,288.96	758,096.47	666,506.01	665,021.04	736,831.30	7,940,001.21

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, December 18, 2023 at 11:45 AM
Irving Convention Center – Third Floor, Jr. 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
2. Swearing in of New and Re-Appointed Board Members

Consent Agenda

3. Approving ICVB Board Meeting Minutes for November 13, 2023
4. Reviewing the Hotel Occupancy Tax Collections
5. Accepting the Irving Convention Center Financial Report for October 2023

Board Reports

6. Board Chair Report
 - a. Next Board Meeting – January 22, 2024
 - b. Committee Leadership and Tentative Assignments
 - c. State of the City – January 23, 2024
 - d. 2024 Board Calendar DRAFT
7. Board Committee Reports
 - a. Board and Business Development – Herb Gears
 - Recap of December 8 Meeting
 - Next Meeting - TBD
 - b. Community Engagement – Colvin Gibson
 - Next Meeting – TBD
 - c. Destination Development – Greg Malcolm
 - Next Meeting – TBD

AGENDA - Continued

8. 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
 - Delinquent Hotel Occupancy Tax Collection Updates
 - Visitor Development Updates
 - Other City Updates

9. Bureau Monthly Management Reports

- a. Executive Director – Maura Gast
 - i. Follow-Up Report – Irving Convention Center Audit Report for FY2022-23
 - ii. Recap of Joint Irving Arts & Culture Board & City Council Meeting
- 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

10. Convention Center Management Report – Tom Meehan/Jeremy Pierce

11. 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. Industry-At-Large Report – Stephanie Fenley-Garcia
- d. Restaurant Industry Update – David Cole

12. Partner Organization & Stakeholder Reports

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

December 1, 2023

MEMORANDUM

TO: Mayor and City Council Members
FR: Maura Allen Gast, FCDME 
RE: Irving Convention Center at Las Colinas – FY 2022-23 Audit

At its November 10 Executive Committee meeting and its November 13 full board meeting, the Irving Convention & Visitors Bureau Board of Directors received and unanimously accepted the Audit Report of the FY 2022-23 Financial Statements of the Irving Convention Center at Las Colinas, presented by BVWD LLP Partner Nick Wells. This was our first year to work with BVWD on the ICC Audit. Working with a new audit firm not familiar with the intricacies of our operations, we were pleased with how efficient and well the process went.

Following the November 13 meeting, questions were brought to the attention of ICC General Manager Tom Meehan regarding the presentation. The questions suggested the presentation was in conflict with the language in the required written communications accompanying the audit documents. Generally Accepted Accounting Principles (GAAS) require the firm to issue a written report on their consideration of internal controls, identify significant risks, identify significant unusual transactions, identifying or suspecting fraud, noting significant difficulties encountered during the audit process, accumulate any known or likely misstatements identified, not any disagreements with management and any circumstances that affect the form and content of the auditor's report, among other things. This is a standard "boiler plate" letter mandated by the American Institute of Certified Public Accountants and is provided to every audit client every year; similar communications have been provided in each of the ICC's prior annual audits.

As you will see in the attached letter that Mr. Wells provided in response to the questions raised to Mr. Meehan following the meeting, the section of the document in question only discusses the "risks" identified at the beginning of this (and any other) audit. Stating the potential risks allows the firm to properly plan a thorough audit to address those.

The remainder of the documentation provided spoke to the specifics of the ICC audit itself and stated:

- "The financial statement disclosures are neutral, consistent, and clear."
- "No significant unusual transactions were identified during the audit."
- "We have not identified any fraud or suspected fraud."
- "We encountered no significant difficulties in dealing with management relating to the performance of the audit."
- "There were no misstatements identified during our audit that were not corrected."
- "There were no corrected misstatements identified during our audit."
- "No such disagreements arose during the course of the audit."
- "No circumstances were identified that affect the form and content of our auditor's report."
- "None of the matters discussed resulted in a condition to our retention as the Company's auditors."

I share this with you now, as some of you were in attendance at the Board Meeting. It was important that you be aware of the subsequent questions that arose and the follow-up documentation that was provided.

Faced with rising and record-setting (in a bad way) expenses on every single front – labor, food, supplies – and the still limited return of the corporate meetings and events market, the Irving Convention Center finished FY2022-23 with its best ever revenues. Because of the team’s exceptional performance, more than \$819,000 in performance savings will be returned to the Convention Center’s Capital Improvement Fund after your next Budget Adjustment agenda item.

But I also had intended to share the complete audit with you regardless, as it was an extraordinary year. Mr. Wells stated it best in the closing statement of his supplemental letter – “I hope this does not cast a shadow on the great work you and your team have put in to have a record-setting year.”



Good morning Tom –

I wanted to send this letter in hopes to completely erase any doubt about our audit findings. There seems to be some confusion regarding our communication letter. As I previously discussed with you, this is a standard boiler plate letter that is mandated by our regulatory body, the American Institute of Certified Public Accountants (“AICPA”). This goes out to every client every year and I have never had an issue.

The section in question only discusses the “risks” we identified at the beginning of our audit. These risks allow us to properly plan a thorough audit to ensure the appropriate audit procedures will be performed to address the said risks. You will note on the very next page of the communications letter that it states plainly that we did not identify any fraud or suspected fraud. I am not sure why those sections are not closer together, but that is how the AICPA structured the letter.

I will also point out that in our audit opinion, second page and second bullet point, it discusses we are required to identify and assess risks of material misstatement of the financials, whether due to fraud or error, and design and perform audit procedures responsive to those risks.

We have reviewed the letter once again and can confirm it is correctly stated per our industry guidelines and standards. Please let me know if anyone would like to discuss further and my email and cell phone are always open.

I trust this clarification will put to rest any confusion or doubts, and I hope this does not cast a shadow on the great work you and your team have put in to have a record-setting year.

Respectfully,

A handwritten signature in blue ink that reads 'Nick Wells'.

Nick Wells, CPA
Partner
Nick.Wells@bvwd.com
903.624.9078



To the Board of Directors and Management
of the Irving Convention Center

We have audited the financial statements of Irving Convention Center (the "Company") as of and for the year ended September 30, 2023, and have issued our report thereon dated November 9, 2023. Professional standards require that we advise you of the following matters relating to our audit.

Our Responsibility in Relation to the Financial Statement Audit

As communicated in our engagement letter dated June 29, 2023, our responsibility, as described by professional standards, is to form and express an opinion about whether the financial statements are presented fairly, in all material respects, in accordance with accounting principles generally accepted in the United States of America. Our audit of the consolidated financial statements does not relieve you or management of its respective responsibilities.

Our responsibility, as prescribed by professional standards, is to plan and perform our audit to obtain reasonable, rather than absolute, assurance about whether the consolidated financial statements are free of material misstatement. An audit of financial statements includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control over financial reporting. Accordingly, as part of our audit, we considered the internal control of the Company solely for the purpose of determining our audit procedures and not to provide any assurance concerning such internal control.

We are also responsible for communicating significant matters related to the audit that are, in our professional judgment, relevant to your responsibilities in overseeing the financial reporting process. However, we are not required to design procedures for the purpose of identifying other matters to communicate to you.

Planned Scope and Timing of the Audit

We conducted our audit consistent with the planned scope and timing we previously communicated to you.

Compliance with All Ethics Requirements Regarding Independence

The engagement team and our firm, including its employees, have complied with all relevant ethical requirements regarding independence.

Significant Risks Identified

We have identified the following significant risks:

Management override of internal controls due to the potential material impacts on the financial statements, and improper revenue recognition due to fraud.

To the Board of Directors and Management
of the Irving Convention Center

Qualitative Aspects of the Entity's Significant Accounting Practices

Significant Accounting Policies

Management has the responsibility to select and use appropriate accounting policies. A summary of the significant accounting policies adopted by the Company is included in Note B to the financial statements. As described in Note B to the financial statements, during year ended September 30, 2023 the entity properly adopted FASB ASU 2016-02 - Leases (ASC 842). Accordingly, the cumulative effect of the accounting change as of the beginning of the year resulted in the recognition of operating lease right of use assets and operating lease liabilities of \$0 as of October 1, 2022, with no material impact on the results of operations and cash flows. No matters have come to our attention that would require us, under professional standards, to inform you about (1) the methods used to account for significant unusual transactions and (2) the effect of significant accounting policies in controversial or emerging areas for which there is a lack of authoritative guidance or consensus.

Significant Accounting Estimates

Accounting estimates are an integral part of the financial statements prepared by management and are based on management's current judgments. Those judgments are normally based on knowledge and experience about past and current events and assumptions about future events. Certain accounting estimates are particularly sensitive because of their significance to the financial statements and because of the possibility that future events affecting them may differ markedly from management's current judgments.

The most sensitive accounting estimate affecting the financial statements is the allowance for bad debts in connection with accounts receivable.

Management's estimate of this item is based on management's judgment and estimated calculations. We evaluated the key factors and assumptions used to develop the estimates in determining that they are reasonable in relation to the financial statements taken as a whole.

Financial Statement Disclosures

Certain financial statement disclosures involve significant judgment and are particularly sensitive because of their significance to financial statement users. There were no particularly sensitive disclosures. The financial statement disclosures are neutral, consistent, and clear.

Significant Unusual Transactions

For purposes of this communication, professional standards require us to communicate to you significant unusual transactions identified during our audit. No significant unusual transactions were identified during the audit.

Identified or Suspected Fraud

We have not identified any fraud or suspected fraud.

November 30, 2023

MEMORANDUM

TO: READ FILE
 FR: Maura Allen Gast, FCDME 
 RE: Irving Hotel Inventory and Hotel Chain Scales

This memo is provided in response to recent questions regarding Irving's hotel room inventory, and how many hotels and rooms are in each category. The ICVB broadly categorizes its hotels by the following sub-groups: Luxury & Full Service, All-Suite/Extended Stay, Limited Service and Budget.

Attached please also find the Hotel Chain Scale Report, as provided by CoStar's Smith Travel Research (STR). Brands represented in Irving today (including under construction) have been highlighted. Note that some Irving properties are independent brands and therefore not represented on this Chain Scale Report.

Irving's hotel room count as reported to and tracked by STR shows a total 12,907 total rooms. Occupancy (OCC), Average Daily Rate (ADR) and Revenue Per Available Room (RevPAR) are for October 2023.

	# Properties	# Rooms	OCC	ADR	RevPAR
Full Service	16	4,844	71.4%	\$188.53	\$134.60
All-Suite/Extended Stay	32	3,716	76.5%	\$105.56	\$80.71
Limited Service	14	1,792	75.1%	\$122.45	\$91.95
Budget Service	24	2,436	62.9%	\$68.05	\$42.80



STR Chain Scales - North America and Caribbean

Luxury

21c Museum Hotel
AKA
Aman
Andaz
Banyan Tree
Belmond Hotels
Capella
COMO
Conrad
Destination Hotels
Dorchester Collection
Doyle Collection
Dreams Resorts & Spas
Edition
Elegant
Fairmont
Firmdale
Four Seasons
Grand Bahia Principe
Grand Hyatt
Hyatt Zilara
Hyatt Ziva
Iberostar Grand Collection
InterContinental
JW Marriott
Kempinski
Langham
Loews
Lotte Hotel
Luxury Bahia Principe
Luxury Collection
Mandarin Oriental
ME
Mokara
Montage
Nobu Hotels
NOW Resorts & Spas
One & Only
Palace Resort
Paradiseus

Park Hyatt
Prestige Hotels & Resorts
Regent
Ritz-Carlton
RockResorts
Rosewood
Royalton
Secrets Resorts & Spas
Shangri-La
Sixty Hotels
Sofitel
St Regis
Taj
The Peninsula
The Unbound Collection
Thompson Hotels
Trump Hotel Collection
Valencia Group
Viceroy
W Hotel
Waldorf Astoria
Zoetry Wellness & Spa Resorts
Upper Upscale
Ace Hotel
Affinia Hotel
Alila
Autograph Collection
Bridgestreet
Accommodations
Camino Real
Canopy by Hilton
Club Quarters
Curio Collection
Delta Hotel
Dolce Hotels & Resorts
Dream Hotels
Embassy Suites
Fireside Inn & Suites
Gaylord

Hard Rock
Hilton
Hilton Grand Vacations
Hotel Indigo
Hotel Nikko
Hyatt
Hyatt Centric
Hyatt Regency
Instinct Hotels
Joie De Vivre
Kimpton
Le Meridien
Live Aqua
Magnolia
Marriott
Marriott Conference Center
Memories
Millennium
New Otani
NH Collection
Omni
Outrigger Resorts
Pan Pacific
Pestana
Pullman
Quinta Real
Radisson Blu
Radisson RED
Red Carnation
Renaissance
Royal Hideaway
Sheraton Hotel
Silver Cloud
St. Giles Hotel
Starhotels
Sunscape Resorts & Spas
Swissotel
Time Hotels
Tribute Portfolio
Warwick Hotel
Westin

Wyndham Grand
Upscale
AC Hotels by Marriott
Allegro
aloft Hotel
Alt Hotel
Apa Hotel
Ascend Collection
Aston Hotel
Atton
Be Live
Best Western Premier
BW Premier Collection
Cambria hotel & suites
Canad Inn
Citadines
citizenM
Club Med
Coast Hotels Canada
Coast Hotels USA
Courtyard
Crowne Plaza
Dazzler
Decameron
Disney Hotels
DoubleTree
dusitD2
Eaton
element
Eurostars Hotel
EVEN Hotels
Fiesta Americana
Four Points by Sheraton
Graduate Hotel
Grand America
Great Wolf Lodge
H10
Hampshire
Hilton Garden Inn
Homewood Suites
Hotel RL
Hyatt House

Hyatt Place
Iberostar Hotels & Resorts
Innside by Melia
Jolly
Larkspur Landing
Legacy Vacation Club
Mantra
Melia
Miyako
NH
Nova Hotels
Novotel
NYLO Hotel
Occidental
Palladium Hotel
Prince Hotel
Radisson
Residence Inn
RIU Hotel
Room Mate
Sandals
Sandman Signature
Sawridge
Shell Vacations Club
Sonesta Hotel
Springhill Suites
Staybridge Suites
Stoney Creek
SuperClubs
Tapestry Collection
Travel Inn
Vacation Condos by Outrigger
Westmark
Wyndham
Wyndham Vacation Resort
Upper Midscale
Aqua Hotels & Resorts
Ayres
Barcelo

Brands/Chains are slotted by Chain Scale based on the previous year's annual system wide (global) Average Daily Rate and other factors. Rate ranges defining each Chain Scale are determined by STR. If you have questions about the Chain Scales, please email support@str.com (North America) or hotelinfo@str.com (Outside North America). Copyright 2018. STR, Inc. and STR Global, Ltd. trading as STR. Publishing or reproducing this information is strictly prohibited. Last updated 10 February 2018.



STR Chain Scales - North America and Caribbean

Upper Midscale cont.

Best Western Plus
Boarders Inn & Suites
Boulders Inn & Suites
Canalta Hotels
Centerstone Hotels
Chase Suites
City Express
City Express Plus
Clarion
Cobblestone
Comfort Inn
Comfort Suites
Country Inn & Suites
DoubleTree Club
Drury Inn
Drury Inn & Suites
Drury Plaza Hotel
Drury Suites
Exe Hotel
Fairfield Inn
GrandStay Hotels
Hampton
Hampton
Holiday Inn
Holiday Inn Express
Holiday Inn Select
Home2 Suites
Hotel Des Gouverneurs
IFA
Inns North
Isle of Capri
Lexington
Mama Shelter
Mercure
Monte Carlo Inn
MOXY
My Place
OHANA
Oxford Suites
Park Inn
Phoenix Inn
Princess

Quality
Real Inn
Red Lion Hotel
Rodd Hotel
Shilo Inn
Sonesta ES Suites
TownePlace Suites
Trademark Hotel
Collection
Tryp by Wyndham
Van der Valk
Wyndham Garden Hotel
Yotel
Midscale
3 Palms
A Victory
AmericInn
Aristos Hotel
Baymont
Best Western
BlueBay
Cabot Lodge
Canadas Best Value Inn
Candlewood Suites
Catalonia
City Express Suites
ClubHouse
Crystal Inn
Delfin Hotel
FairBridge Inn
Fiesta
Fiesta Inn
Gamma by Fiesta inn
GuestHouse Inn
Hawthorn Suites by Wyndham
Hoteles Vista
ibis
ibis Styles
InnSuites Hotel
La Quinta Inns & Suites
Lakeview

Loyalty Inn
Maeva
MainStay Suites
Oak Tree Inn
Palace Inn
Quality Inn
Ramada
Real de Minas
Red Lion Inn & Suites
Rode Inn
Sandman
Settle Inn
Sleep Inn
Sol
SureStay Plus
SureStay Signature
Collection
Tru by Hilton
Uptown Suites
Vagabond Inn
Vista
Wingate by Wyndham
Economy
Affordable Suites of America
America's Best Inn
Americas Best Value Inn
AmeriVu Inn & Suites
Budget Host
Budget Suites of
Budgetel
City Express Junior
Country Hearth Inn
Crossland Economy
Studios
Days Inn
Downtowner Inn
Econo Lodge
Extended Stay America
E-Z 8
Family Inn
Good Nite Inn

Great Western
GreenTree Inn
Home Inn
Home-Towne Suites
Hoteles Serena
Howard Johnson
InTown Suites
Jameson Inn
Key West Inn
Knights Inn
Lite Hotels
Master Hosts Inns
Masters Inn
Microtel Inn & Suites by Wyndham
Motel 6
National 9
One Hoteles
Passport Inn
Pear Tree Inn
Red Carpet Inn
Red Roof Inn
Rodeway Inn
Savannah Suites
Scottish Inn
Select Inn
Studio 6
Suburban Extended Stay
Sundowner
Toyoko Inn
Tune Hotel
Vienna 3hao
Z
Zest Hotel
Zleep

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