

**REVISED
AGENDA**

**Irving Convention and Visitors Bureau Board of Directors
Executive Committee**

***Monday, May 23, 2022, at 11:00 AM**

**Irving Convention Center – Junior Ballroom C-D
500 W. Las Colinas Blvd.
Irving, Texas 75039**

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

1. Citizen Comments on Items Listed on the Agenda
2. Approving Executive Committee Minutes – April 22, 2022
3. Accepting the ICVB Financial Reports – April 2022
4. Reviewing the Hotel Occupancy Tax Collections – March 2022
5. Review of ICVB Cash Flow Report
6. Accepting the Irving Convention Center Financial Report – April 2022
7. Proposed Changes to the Business Development Incentive Program (BizDIP)
8. Review of Board Meeting Agenda – May 23, 2022
9. Chairman / Executive Director Reports
10. City Council Updates
11. Next Committee Meeting – Friday, June 24, 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.

MINUTES
IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS – EXECUTIVE COMMITTEE MEETING
IRVING CONVENTION CENTER – FIRST FLOOR CONFERENCE ROOM
Friday, April 22, 2022

Attendance: David Cole – Board Chair; Bob Bourgeois – Board Vice Chair; Karen Cooperstein, Greg Malcolm, and Richard Stewart, Jr. – Committee Members; Colvin Gibson, William Mahoney, and Sam Reed – Board Members; Tom Meehan – ASM/ICC; Maura Gast, Carol Boyer, Marianne Lauda, Brice Petty, and Susan Rose – ICVB; Mayor Pro Tem Kyle Taylor and Deputy Mayor Pro Tem Al Zapanta – City Council.

Board Chair David Cole called the meeting to order at 9:00 a.m. and inquired if there were any citizens that would like to comment on any subject on the agenda. There were none.

Cole asked for a motion to accept the Executive Committee meeting minutes of March 25, 2022. On a motion from Cooperstein and a second from Stewart, the motion was unanimously approved.

IRVING HOTEL OUTLOOK PRESENTATION – TOURISM ECONOMICS

Executive Director Maura Gast introduced Director, Lodging Analytics Aran Ryan from Tourism Economics who gave a Quarterly Irving Lodging Outlook Update. The ICVB has requested American Rescue Plan Act (ARPA) funds to conduct a study and produce a quarterly report on key lodging trends.

Ryan's presentation included charts showing:

U.S. Context

- Pandemic impact on travel was rapid and severe. Nationally we are in the midst of recovery.
- US hotel room demand is still below pre-pandemic levels but recovering quickly; however, national numbers are still below pre-pandemic numbers.
- US recovery continued in March with an Average Daily Rate of 10.5% ahead of 2019 levels.
- Economic Assumption – consumers are spending with confidence. Durable goods are up 38.9% and services are up slightly.
- Wealth accumulation is shifting toward consumption. Household net worth has increased, as well as personal savings.
- Employers face challenges in re-staffing. One in ten positions remain open. This is expected to resolve over time, but slowly.
- Nationally wage rates are rising at 17% higher than pre-pandemic. Wages are rising faster than consumer price and putting pressure on hotel performance to meet the challenge.
- Inflation will accelerate before slowing.
- Intentions to travel remains high at 9 in 10 with travel plans in the next six months. Companies are reporting 8 in 10 planning to travel soon. The war in Ukraine and gas prices are impacting travel decisions.

Irving Lodging Quarterly Forecast will be:

- A review of assumptions.
- An approach to the model based on analysis of historical STR data performance, travel recovery timeline and pricing gains, assumption on new property openings.
- Room revenue is expected to be 8.5% below 2019 levels in 2022.
- The forecast indicates 2023 numbers slightly ahead of 2019.

- Lodging demand in Irving has tracked closely with DFW Airport passenger volumes, and DFW South sub-market has been the least negatively impacted during the pandemic, but still broadly impacted.
- It may take beyond 2024 for RevPAR to recover to its historical average.

Recap:

- Hotel performance in Irving continues to recover with 2022 below 10.4% compared to 2019.
- The next fiscal year forecasts ahead 5.7% of 2019.
- The timing of recovery remains uncertain, but it will take time to recover to pre-pandemic levels.

In response to a question from Cole, Ryan replied the lift of the mask mandate on airlines may affect the attitude of some travelers, but it is unknown the impact of the mandate and how the rules are applied. The more challenging concern is Corporate travel policies that stay restrictive and the attitude of participants in large group events. There were no further questions.

ICVB FINANCIAL REPORTS

Director of Accounting Marianne Lauda reported for March 2022:

- General Fund:
 - Ending Fund Balance of \$359,464.76.
 - Six months into the budget and 34% expended, which is a good sign.
 - Staff is traveling more.
- ICC Reserve/CIP Fund:
 - Ending Fund Balance is \$349,298.75 and 46.4% expended.
 - Expenditures were project based.
- Check Register:
 - It was noted 96% of checks were ARPA fund related programs and promotions.
 - Next month's financial report will include a column for ARPA fund expenses and Hotel Occupancy Tax fund expenses.
 - There were several Convention Center projects completed and a subsidy payment in March.
 - Regular payments to media advertising, Business Incentive Development (BizDIP) payments and staff reimbursements.
 - Lewis Marketing Partners payment is for the media-buy for the year.
- Cash Flow Report for Fiscal Year-End September 2021:
 - Staff is continually grateful for the ARPA funding and anxiously awaiting additional payments in the near future. Currently, preparing next year's budget and hope to get final ARPA funding confirmed from the City before finalizing the budget.
 - The ending balance shows an estimated \$4,895,234.
 - Gast added Hotel Occupancy Tax is used to cover salaries and ICVB Reserve fund transfers and ARPA funds are for programs.
- Thermometer Chart
 - Gast noted the goal is to have all Reserve funds full and stabilized by 2026 but will be dependent on subsequent ARPA funds. She is confident goal is attainable if the best use of resources available to us.
 - Repayment of FY21 Loan: Goal: \$500,000 – Current: \$500,000.
 - General Fund: Goal \$2,000,000 – Current: \$359,465. Lauda confident goal can be reached.

- Catastrophic Reserve: Goal: \$5,000,000 – Current: \$710. Lauda confident 2026 goal can be reached assuming future ARPA funds are received and the reallocation of the excess \$1.6 million at that time.
- Computer Fund – Goal: \$500,000 – Current: \$710. Computers for staff have been replaced and not anticipating adding funds for another year.
- ICC Reserve/CIP Fund: Goal: \$3,000,000 – Current \$349,298 and FY22 Year End Goal of \$1,000,000.

ACTION ITEM: Deputy Mayor Pro Tem Al Zapanta requested a graph line chart for Hotel Occupancy Tax that shows ICVB recovery.

Board Vice Chair Bob Bourgeois stated the Reserves are at an 11% total on being refilled. Gast noted the cost of maintenance in the building runs \$600,000 to \$800,000 from Capital Reserves and that fund will never stop being refilled. The other funds will be maintained once goal is achieved. Lauda stated all to keep all funds safe, projects are thought through thoroughly before executing.

ACTION ITEM: A progress thermometer showing the total compilation of all funds together.

Cole asked for a motion to accept the ICVB financial reports for March 2022. On a motion from Board member Karen Cooperstein, and a second from Board member Richard Stewart, Jr., the motion was unanimously passed.

HOTEL OCCUPANCY TAX COLLECTIONS

Lauda reviewed the Hotel Occupancy Tax Collections report for February 2022.

Luxury & Full Service

- The Doubletree by Hilton DFW Airport North and the Sheraton DFW Airport Hotel have not paid October/November/December/January.
- Total collections for January 2022 are \$205,299.68 down slightly from January.

All Suite / Extended Stay

- Residence Inn Dallas Las Colinas has not paid for February and there is one closed property.
- Total collections for February 2022 are \$108,531.31, up from January.

Budget Service

- Budget Suites of America Las Colinas has not paid in February.
- Total collections are up slightly from previous month.

Limited Service

- Four hotels have not paid in February.
- Total collections are \$105,160.29, down from \$108,820.17 in January.
- Short-Term Rentals - Collections represent 36 locations for the month, down each month since November 2021.

Summary

- February 2022 Grand Total Collections are \$514,202.35, which is above budget by 18.5%.

February Comparison 2020 and 2021

- There is significant recovery in all categories.
- There is a short-term rental decrease.
- Overall, an 85.77% increase from 2021.

Discussion was held on plan to file collection action on hotel properties that are behind in payments. Mayor Pro Tem Kyle Taylor noted the City has a process and still negotiating with those properties. Taylor will follow up and ask to move forward with collection. Gast stated in the past there have been aggressive collection efforts from the City. Zapanta added the boutique hotels are affecting the Ordinance and hotel standards need to remain high.

ICC FINANCIALS

General Manager Tom Meehan reported on the February 2022 financial reports:

- February 2022 was the first month the ICC did not make budget for the month.
- There were 13 events budgeted and the actual was 16.
- Year-to-date showing \$195,438 better than budget for the year with 65 budgeted events and the actual reported 79.
- Rental Income was on target.
- Food & Beverage was down -\$51,120.
- It was a good month for public event weekend parking.
- Other Operating Income was down -\$17,545.
- Expenses and Salaries are down, and staffing is slowly returning to full capacity.
- Forecast shows \$534,418 for end of year total to return to ICVB.

March 2022 numbers are better than budget.

- There were 11 events budgeted and the actual was 16.
- Year-to-date showing \$335,698 better than budget with 76 events budgeted and the actual was 96.
- March was a strong month for Rental Income of \$143,319.
- Concessions were up, as well as F&B and Catering. The event mix is different than 2019.
- Good month in parking and electrical.
- Expenses are in line with projections at \$10,731 over budget and Net Income (Loss) of \$140,256 better than budget.
- Five Year Comparison Report shows Rental in March is good, Catering is consistent but has not been a big year in the Corporate market and larger corporate meetings have not returned yet.
- Total Event Income for the year notes a different type of year and staff is adjusting constantly.

Meehan noted the Forecast was stripped down through September and only shows signed contracts with Rental and minimum F&B income. Adjusted Expenses to reflect more events than were originally planned. In summary, the \$500,000 original forecast is adjusted to a bare minimum forecast of \$4,309. Monthly the forecast number will continue to rise. Meehan is confident in surpassing the Operating Subsidy number. It is a different approach for a different type of year. He noted concert parking revenue has been unstable and extremely hard to forecast.

ACTION ITEM: It was suggested to have a shaded thermometer or line graph to watch the ending forecast number that will be included in the Reserve fund.

Cole asked for a motion to accept the ICVB financial reports for March 2022. On a motion from Stewart, and a second from Cooperstein, the motion was unanimously passed.

PROPOSED CHANGES TO THE BUSINESS DEVELOPMENT INCENTIVE PROGRAM (BIZDIP)

Discussion was held and it was noted changes to the Business Development Incentive program have been sent to the City Attorney Office and hope to have a completed document by the May Executive Committee meeting.

The changes noted were to pay BizDip payments directly to the client rather than the hotel when a hotel is delinquent in its Hotel Occupancy Tax remittance. The item will come through the Executive Committee agenda prior to going to the full board meeting. Once adopted, formal communication about the policy change will be communicated to all Irving hotels.

CHAIR REPORT:

- The next Irving Marathon Series race is May 21 – Fiesta DeMayo. The ICVB has a team registered and all Board members are invited to run/walk with the team.

EXECUTIVE DIRECTOR:

- Gast noted the April 25, 2022, Board meeting will be held at the Hilton Garden Inn DFW South. A briefing of the Tourism Economics Outlook is on the agenda.

CITY COUNCIL UPDATE

There was no further discussion.

Cole reminded the Committee the next meeting is scheduled for Friday, May 20. With no further discussion, the meeting was adjourned at 10:07 a.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



ICVB
FINANCIAL STATEMENTS

For Period Ending:
April 2022



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET
APRIL 2022

Assets

Cash and equivalents	5,164,850.66
Investments	3,030,400.00
Receivables	3,346.00

Total Assets	8,198,596.66
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Liabilities

Accounts payables	13,769.09
Unearned revenue	7,850,390.81
Total Liabilities	7,864,159.90

Fund Balance (Budgetary basis)

Reserve for encumbrances	891,021.77
Unreserved	(556,585.01)

Total Fund Balance	334,436.76
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Total Liabilities and Fund Balance	8,198,596.66
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IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
MONTHLY FINANCIAL REPORT
APRIL 2022

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
L3 - HOTEL/MOTEL TAX							
	CURRENT YEAR	549,128.38	2,636,256.12	5,397,466.00	48.8%	0.00	2,761,209.88
	PENALTY AND INTEREST	100.04	1,273.51	0.00	100.0%	0.00	(1,273.51)
	PRIOR YEAR	0.00	122,879.35	0.00	100.0%	0.00	(122,879.35)
	SHORT-TERM RENTALS	3,914.21	19,832.46	0.00	100.0%	0.00	(19,832.46)
	TOTAL HOTEL/MOTEL TAX	553,142.63	2,780,241.44	5,397,466.00	51.5%	0.00	2,617,224.56
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	0.00	7,398,345.00	0.0%	0.00	7,398,345.00
M4 - INVESTMENT INCOME							
		340.73	546.55	3,000.00	18.2%	0.00	2,453.45
M5 - MISCELLANEOUS							
		3.89	11,686.78	30,000.00	39.0%	0.00	18,313.22
TOTAL REVENUE		553,487.25	2,792,474.77	12,828,811.00	21.8%	0.00	10,036,336.23
EXPENDITURES							
N1 - SALARIES							
		179,431.13	1,257,561.84	2,617,580.00	48.0%	0.00	1,360,018.16
N2 - BENEFITS							
		34,325.67	302,601.42	587,842.99	51.5%	0.00	285,241.57
N4 - SUPPLIES							
		1,864.00	57,466.28	111,488.00	51.5%	12,328.00	41,693.72
O1 - UTILITIES (COMMUNICATIONS)							
		684.42	8,556.02	26,100.00	32.8%	0.00	17,543.98
O3 - OUTSIDE SERVICES							
	FREIGHT	7.19	309.41	3,000.00	10.3%	0.00	2,690.59
	MARKETING AND SALES RESOURCES	3,120.13	20,507.93	45,380.00	45.2%	0.00	24,872.07
	MEDIA ADVERTISING	111,003.18	303,026.13	582,399.80	52.0%	273,253.41	6,120.26
	POSTAGE EQUIPMENT RENTAL	0.00	1,324.32	2,650.00	50.0%	662.16	663.52
	PROFESSIONAL SERVICES	116,065.77	1,363,967.47	3,193,401.00	42.7%	554,019.70	1,275,413.83
	PROPERTY MANAGEMENT SERVICES	0.00	698,000.00	1,395,000.00	50.0%	0.00	697,000.00
	TOTAL OUTSIDE SERVICES	230,196.27	2,387,135.26	5,221,830.80	45.7%	827,935.27	2,006,760.27
O4 - TRAVEL - TRAINING - DUES							
	TRAVEL AND TRAINING	47,791.74	95,952.98	512,000.00	18.7%	22,945.00	393,102.02
	MILEAGE REIMBURSEMENT	0.00	54.48	2,500.00	2.2%	0.00	2,445.52
	MEMBERSHIP AND DUES	1,051.00	30,635.90	53,000.00	57.8%	0.00	22,364.10
	TOTAL TRAVEL - TRAINING - DUES	48,842.74	126,643.36	567,500.00	22.3%	22,945.00	417,911.64
O5 - CLAIMS AND INSURANCE							
		0.00	34,511.25	138,045.00	25.0%	0.00	103,533.75
O7 - MISCELLANEOUS EXPENSES							
	ADM COST REIMBURSEMENT	22,125.71	111,209.66	215,898.00	51.5%	0.00	104,688.34
	BUSINESS DEV INCENTIVE PROG	13,670.00	100,607.13	500,000.00	20.1%	0.00	399,392.87
	CONVENTION SERVICES MATERIALS	22,620.64	45,225.38	92,803.83	48.7%	1,813.50	45,764.95
	EVENT SPONSORSHIPS	1,560.00	75,727.50	128,800.00	58.8%	6,000.00	47,072.50
	ICVB VOLUNTEER PROGRAM	0.00	540.00	5,000.00	10.8%	0.00	4,460.00
	LOCAL PROGRAMS-PROMOTIONS	23,194.67	116,494.44	601,500.00	19.4%	20,000.00	465,005.56
	TOTAL MISCELLANEOUS EXPENSES	83,171.02	449,804.11	1,544,001.83	29.1%	27,813.50	1,066,384.22
P1 - CAPITAL EXPENDITURES							
		0.00	0.00	111,353.00	0.0%	0.00	111,353.00
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	0.00	363,000.00	0.0%	0.00	363,000.00
	TRSF TO POB RISK MITIGATION	0.00	0.00	23,139.00	0.0%	0.00	23,139.00
	TRSF TO GENERAL DS FUND	0.00	0.00	90,306.00	0.0%	0.00	90,306.00
	TOTAL TRANSFERS OUT	0.00	0.00	976,445.00	0.0%	0.00	976,445.00
TOTAL EXPENDITURES		578,515.25	4,624,279.54	11,902,186.62	38.9%	891,021.77	6,386,885.31

Beginning Fund Balance	2,166,241.53
Revenues	2,792,474.77
Expenditures	(4,624,279.54)
Ending Fund Balance	334,436.76

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
APRIL 2022

Assets

Cash and equivalents	1,299,375.72
Investments	1,603,000.00

Total Assets	<u>2,902,375.72</u>
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Liabilities

Unearned revenue	2,959,732.65
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Total Liabilities	<u>2,959,732.65</u>
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Fund Balance (Budgetary basis)

Reserve for encumbrances	0.00
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Unreserved	(57,356.93)
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Total Fund Balance	<u>(57,356.93)</u>
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Total Liabilities and Fund Balance	<u>2,902,375.72</u>
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IRVING CONVENTION AND VISITORS BUREAU - ICC RESERVE / CIP FUND
MONTHLY FINANCIAL REPORT
APRIL 2022

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	0.00	2,878,667.00	0.0%	0.00	2,878,667.00
M4 - INVESTMENT INCOME		209.17	475.65	500.00	95.1%	0.00	24.35
M5 - MISCELLANEOUS		21,924.37	1,153,470.59	1,264,000.00	91.3%	0.00	110,529.41
M6 - TRANSFER FROM ICVB GENERAL		0.00	0.00	363,000.00	0.0%	0.00	363,000.00
TOTAL REVENUE		22,133.54	1,153,946.24	4,506,167.00	25.6%	0.00	3,352,220.76
EXPENDITURES							
N4 - SUPPLIES		0.00	183,222.24	434,794.00	42.1%	0.00	251,571.76
N7 - STRUCTURE MAINTENANCE		21,924.37	229,376.59	264,000.00	86.9%	0.00	34,623.41
O3 - OUTSIDE SERVICES		8,300.00	145,276.04	362,000.00	40.1%	0.00	216,723.96
O4 - TRAVEL / TRAIN / DUES		0.00	11,909.33	35,000.00	34.0%	0.00	23,090.67
P1 - CAPITAL EXPENDITURES		398,564.85	1,318,346.43	2,046,873.00	64.4%	0.00	728,526.57
TOTAL EXPENDITURES		428,789.22	1,888,130.63	3,142,667.00	60.1%	0.00	1,254,536.37

Beginning Fund Balance	676,827.46
Revenues	1,153,946.24
Expenditures	(1,888,130.63)
Ending Fund Balance	(57,356.93)

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

April 2022

Check #	Check Date	Vendor Name	Line Item Description	Invoice Amount	Check Amount	
		Object Description			ARPA	HOT Tax
80062281	4/7/2022	AJR MEDIA GROUP			3,500.00	
		MEDIA ADVERTISING	ADVERTISING	3,500.00		
80062282	4/7/2022	CSC HOLDINGS, LLC			2,290.00	
		BUSINESS DEV INCENTIVE PROG	HANS JOHNSEN/SECURITY HARDWARE MEETING/MARCH	1,060.00		
		BUSINESS DEV INCENTIVE PROG	DANCE WITH ME USA/MARCH 2022	1,230.00		
80062283	4/7/2022	DIPIETRO, KATHERINE				75.00
		COMMUNICATIONS	JAN 2022 - CELL	75.00		
80062284	4/7/2022	FEDERAL EXPRESS CORPORATION				59.73
		FREIGHT	SHIPPING	11.38		
		FREIGHT	SHIPPING	27.34		
		FREIGHT	SHIPPING	21.01		
80062285	4/7/2022	FOJTASEK, LORI				150.00
		COMMUNICATIONS	FEB 2022 - CELL	75.00		
		COMMUNICATIONS	MAR 2022 - CELL	75.00		
80062286	4/7/2022	FOSTER, WENDY				150.00
		COMMUNICATIONS	MAR 2022 - CELL	75.00		
		COMMUNICATIONS	FEB 2022 - CELL	75.00		
80062287	4/7/2022	EX DALLAS LP			2,250.00	
		BUSINESS DEV INCENTIVE PROG	ALM FIRST FINANCIAL INSTITUTE/MARCH 2022	2,250.00		
80062288	4/7/2022	HCRE LAS COLINAS TRS, LLC			138.00	
		BUSINESS DEV INCENTIVE PROG	PRIMETIME SPORTS NATIONAL BASKETBALL/JULY 2021	138.00		
80062289	4/7/2022	HOPKINS, CHERYL				150.00
		COMMUNICATIONS	JAN 2022 - CELL	75.00		
		COMMUNICATIONS	FEB 2022 - CELL	75.00		
80062290	4/7/2022	IMAGO MEDIA, INC.			321.50	
		MEDIA ADVERTISING	ADVERTISING	321.50		
80062291	4/7/2022	IRVING MARATHON GROUP LLC			10,000.00	
		EVENT SPONSORSHIPS	2022 IRVING MARATHON SERIES SPONSORSHIP	10,000.00		
80062292	4/7/2022	LEVINE, KATHY				196.32
		COMMUNICATIONS	MAR 2022 - CELL	65.44		
		COMMUNICATIONS	JAN 2022 - CELL	65.44		
		COMMUNICATIONS	FEB 2022 - CELL	65.44		
80062293	4/7/2022	LOPEZ, BRENDA				225.00
		COMMUNICATIONS	JAN 2022 - CELL	75.00		
		COMMUNICATIONS	FEB 2022 - CELL	75.00		
		COMMUNICATIONS	MAR 2022 - CELL	75.00		
80062294	4/7/2022	MANSELL, LORI			88.00	150.00
		COMMUNICATIONS	JAN 2022 - CELL	75.00		
		COMMUNICATIONS	FEB 2022 - CELL	75.00		
		TRAVEL AND TRAINING	SOUTHWEST SHOWCASE - JAN 2022	60.00		
		TRAVEL AND TRAINING	AUSTIN SALES CALLS / CLIENT LUNCHEON - MAR 2022	28.00		
80062295	4/7/2022	MANUSAMA, DEBORA CHRISTY			1,200.00	
		MARKETING RESOURCES	PHOTOGRAPHY, SOCIAL MEDIA VIDEOGRAPHY	1,200.00		
80062296	4/7/2022	MEETING PROFESSIONALS INTERNATIONAL			7,375.00	
		MEDIA ADVERTISING	ADVERTISING	7,375.00		
80062297	4/7/2022	NORTHSTAR TRAVEL MEDIA, LLC			6,300.00	
		MEDIA ADVERTISING	ADVERTISING	6,300.00		



Irving Convention and Visitors Bureau

Check Register

April 2022

Check #	Check Date	Vendor Name	Line Item Description	Invoice Amount	Check Amount	
		Object Description			ARPA	HOT Tax
80062298	4/7/2022	DFW H38 OWNER LLC			1,730.00	
		BUSINESS DEV INCENTIVE PROG	ALOEVA IMPACT/MARCH 2022	1,730.00		
80062299	4/7/2022	SIMPLEVIEW WORLDWIDE, INC.			67,519.25	
		PROFESSIONAL SERVICES	3RD QUARTER	7,375.00		
		PROFESSIONAL SERVICES	3RD QUARTER	60,144.25		
80062300	4/7/2022	SMG			65,972.00	
		BUILDINGS MAINT	WATER FEATURE STONE REPAIR	7,869.00		
		BUILDINGS MAINT	BOILER REPAIRS/ REPLACE GATE ARMS ON WESTIN	27,079.00		
		BUILDINGS MAINT	COOLING TOWER #1 REPAIR / WATER FEATURE LIGHTING	31,024.00		
80062301	4/7/2022	TUCKER & ASSOCIATES, LLC			4,074.23	
		PROFESSIONAL SERVICES	MONTHLY RETAINER - APR 2022	4,000.00		
		PROFESSIONAL SERVICES	MAR 2022 - REIMBURSABLES	74.23		
80062302	4/14/2022	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC			60,861.23	4,077.99
		ACCOUNTS PAYABLE	MAR 2022 - RECEIPTS	64,939.22		
80062303	4/14/2022	FOUNDATION FOR INSPIRATION & RECOGNITION			915.00	
		BUSINESS DEV INCENTIVE PROG	FIRST IN TEXAS/MARCH 2022	915.00		
80062304	4/14/2022	MALONEY STRATEGIC COMMUNICATION INC			26,210.00	
		PROFESSIONAL SERVICES	2021/2022 ICVB ADVERTISING MANAGEMENT Q3	15,490.00		
		PROFESSIONAL SERVICES	2022 ICVB SIMPLEVIEW AD TRACKING CAMPAIGN	10,720.00		
80062305	4/14/2022	STAMATS COMMUNICATIONS, INC.			13,300.00	
		MEDIA ADVERTISING	ADVERTISING	13,300.00		
80062306	4/14/2022	NATIONAL CATHOLIC BIOETHICS CENTER			948.00	
		BUSINESS DEV INCENTIVE PROG	THE NATIONAL CATHOLIC BIOETHICS CENTER/FEB 2022	948.00		
80062307	4/14/2022	NORTHSTAR TRAVEL MEDIA, LLC			9,650.00	
		MEDIA ADVERTISING	ADVERTISING	9,650.00		
80062308	4/14/2022	SMG			419,133.61	
		PROFESSIONAL SERVICES	EXCLAIMER PURCHASE	729.60		
		PROFESSIONAL SERVICES	ONE LOGIN	8,300.00		
		OFFICE FURN AND FIXT LESS 5000	EXTENDED CUBICLE HEIGHT ON LEVEL 1A OFFICE SPACE	11,539.16		
		BUILDINGS	GRAND BALLROOM LIGHTING PROJECT	398,564.85		
80062309	4/14/2022	SMG			21,924.37	
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - APR 2022	21,924.37		
80062310	4/14/2022	SOUTHERN BAPTISTS OF TEXAS CONVENTION			970.00	
		BUSINESS DEV INCENTIVE PROG	SOUTHERN BAPTIST OF TEXAS CONVENTION/FEB 2022	970.00		
80062311	4/14/2022	WFAA-TV INC			5,499.99	
		MEDIA ADVERTISING	ADVERTISING	5,499.99		
80062312	4/18/2022	FACILITY CONCESSION SERVICES, INC.			7,989.90	
		LOCAL PROGRAMS-PROMOTIONS	CLUB CORP CLASSIC APR 20-24, 2022 - DEPOSIT	7,989.90		
80062313	4/21/2022	BLOOM EMBRO INC.			677.88	
		SALES RESOURCES	NIKE DRI FIT GOLF SHIRTS WITH VISIT IRVING LOGO	677.88		
80062314	4/21/2022	CUTTS, SUSAN			806.25	
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - MAR 28 - APR 08, 2022	806.25		
80062315	4/21/2022	PIM HIGHLAND TRS CORPORTATION			956.00	
		BUSINESS DEV INCENTIVE PROG	DENTAL LABORATORY ASSOCIATION OF TX/APRIL 2022	956.00		
80062316	4/21/2022	FEDERAL EXPRESS CORPORATION				7.19
		FREIGHT	SHIPPING	7.19		
80062317	4/21/2022	FIRED UP BRANDS, INC			3,333.33	
		PROFESSIONAL SERVICES	ICVB STAFF TRAINING	3,333.33		



Irving Convention and Visitors Bureau

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April 2022

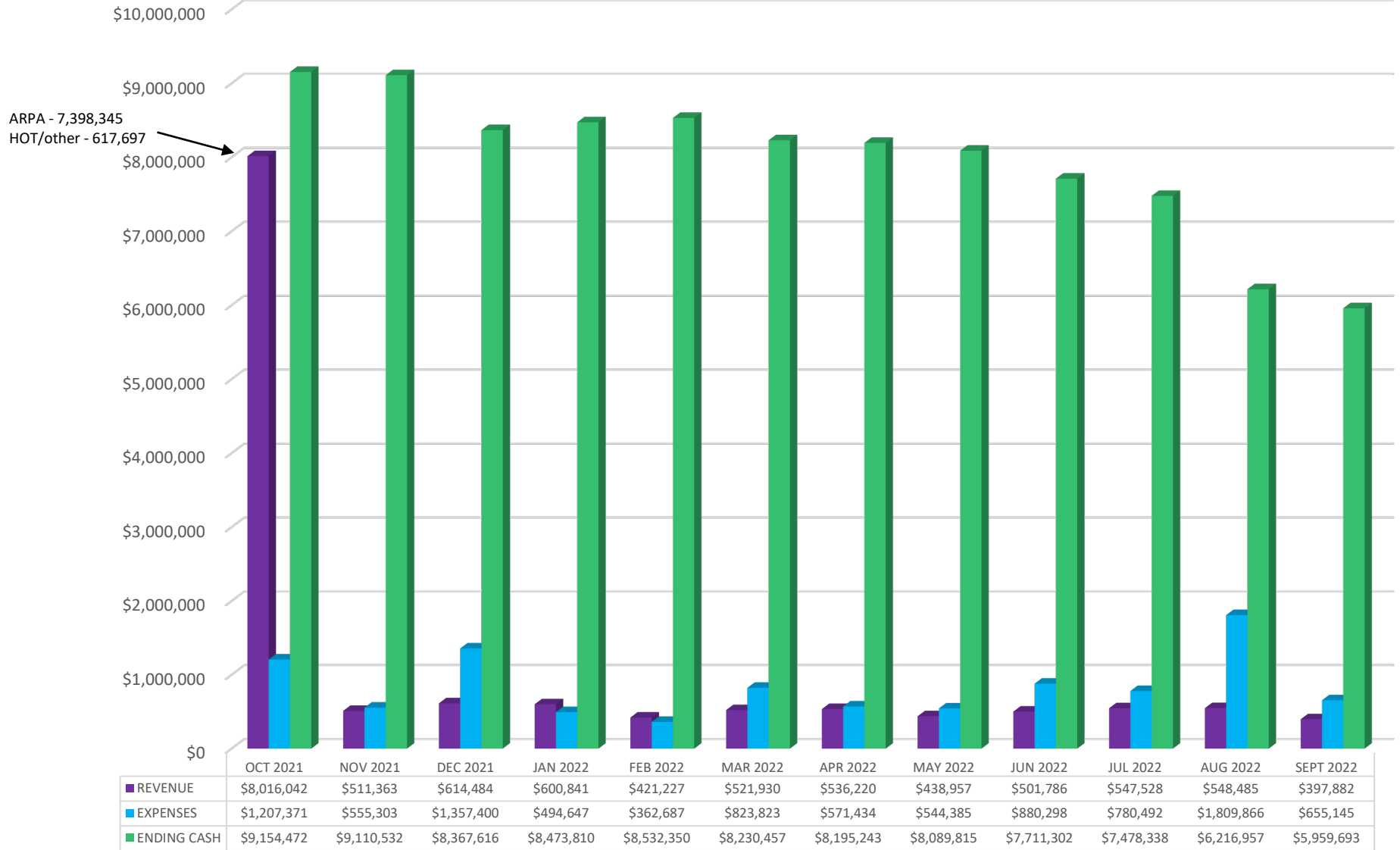
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		Object Description			ARPA	HOT Tax
80062318	4/21/2022	EX DALLAS LP			926.00	
		MEMBERSHIPS, CERTS, & LICENSES	APRIL 2022	926.00		
80062319	4/21/2022	GREENSPRING MEDIA LLC			3,000.00	
		MEDIA ADVERTISING	ADVERTISING	3,000.00		
80062320	4/21/2022	INTERNATIONAL CITY/COUNTY MANAGEMENT ASSOCIATION			356.00	
		BUSINESS DEV INCENTIVE PROG	ICMA MOUNTAIN PLAINS REGIONAL CONFERENCE/MAR	356.00		
80062321	4/21/2022	IRVING - LAS COLINAS ROTARY CLUB			101.00	
		MEMBERSHIPS, CERTS, & LICENSES	MARCH 2022	40.00		
		LOCAL PROGRAMS-PROMOTIONS	MARCH 2022	21.00		
		MEMBERSHIPS, CERTS, & LICENSES	JANUARY 2022	40.00		
80062322	4/21/2022	MALONEY STRATEGIC COMMUNICATION INC			6,950.71	
		PROFESSIONAL SERVICES	2022 ICVB SXSW ACTIVATION PHASE II	6,950.71		
80062323	4/21/2022	STAMATS COMMUNICATIONS, INC.			5,500.00	
		MEDIA ADVERTISING	ADVERTISING	5,500.00		
80062324	4/21/2022	PARKHILL, SMITH & COOPER, INC			2,319.00	
		BUSINESS DEV INCENTIVE PROG	UNIVERSITY OF PARKHILL ANNUAL/APRIL 2022	2,319.00		
80062325	4/21/2022	PIONEER NATURAL RESOURCES USA, INC.			615.00	
		BUSINESS DEV INCENTIVE PROG	PIONEER NATURAL RESOURCES DALLAS CASA/NOV 2021	615.00		
80062326	4/21/2022	PITNEY BOWES GLOBAL FINANCIAL SERVICES, LLC				750.00
		POSTAGE	POSTAGE FOR METER	250.00		
		POSTAGE	POSTAGE FOR METER	250.00		
		POSTAGE	POSTAGE FOR METER	250.00		
80062327	4/21/2022	SMG			9,534.72	
		LOCAL PROGRAMS-PROMOTIONS	CATERING	4,529.47		
		PROFESSIONAL SERVICES	NETWORK SERVICES	5,005.25		
80062328	4/21/2022	STALLINGS, APRIL				142.50
		COMMUNICATIONS	CELL PHONE - APRIL 2022	67.50		
		COMMUNICATIONS	CELL PHONE - MARCH 2022	75.00		
80062329	4/21/2022	STAPLES				258.53
		OFFICE SUPPLIES	OFFICE SUPPLIES	258.53		
80062330	4/21/2022	TEXAS CASA, INC.			605.00	
		BUSINESS DEV INCENTIVE PROG	TEXAS CASA/THE FORUM/MARCH 2022	605.00		
80062331	4/28/2022	CELLCO PARTNERSHIP				329.02
		COMMUNICATIONS	MARCH 2022	159.43		
		COMMUNICATIONS	MARCH 2022	93.33		
		COMMUNICATIONS	MARCH 2022	76.26		
80062332	4/28/2022	CUTTS, SUSAN			831.25	
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - APR 11 - 22, 2022	831.25		
80062333	4/28/2022	CVENT INC			62,856.69	
		MEDIA ADVERTISING	ADVERTISING	62,856.69		
80062334	4/28/2022	EX DALLAS LP			558.00	
		BUSINESS DEV INCENTIVE PROG	BNSF RAILWAY AGRICULTURAL SUMMIT/APRIL 2022	558.00		
80062335	4/28/2022	GAINWELL ACQUISITION CORP			1,156.00	
		BUSINESS DEV INCENTIVE PROG	BUILD A THON/APRIL 2022	1,156.00		
80062336	4/28/2022	GAST, MAURA				459.29
		LOCAL PROGRAMS-PROMOTIONS	FEB 2022 - MISC	450.35		
		LOCAL PROGRAMS-PROMOTIONS	MAR 2022 - MISC	5.00		
		LOCAL PROGRAMS-PROMOTIONS	DEC 2021 - MISC	3.94		



Irving Convention and Visitors Bureau
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April 2022

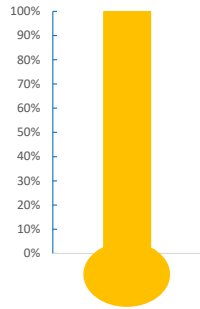
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		Object Description			ARPA	HOT Tax
80062337	4/28/2022	HCD DALLAS CORPORATION			4,035.00	
		BUSINESS DEV INCENTIVE PROG	DEBBIE SARDONE CONSULTING/CBF RETREAT/APR 2022	4,035.00		
80062338	4/28/2022	PARKHILL, SMITH & COOPER, INC			237.00	
		BUSINESS DEV INCENTIVE PROG	UNIVERSITY OF PARKHILL ANNUAL/WESTIN DFW/APR	237.00		
80062339	4/28/2022	THE RICHEY COMPANY			7,150.20	
		CONVENTION SERVICES MATERIALS	RECYCLABLE IMPRINTED PLASTIC BAGS	7,150.20		
Total Number of Invoices			90	859,845.68	830,740.74	29,104.94
Total Number of Checks			59		97%	3%

Irving Convention and Visitors Bureau FY22 Cash Flow April 2022



REVENUE EXPENSES ENDING CASH

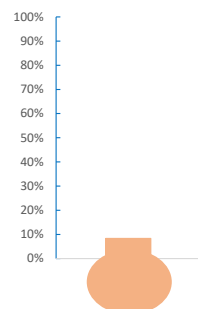
**REPAYMENT OF FY21 LOAN
FROM CITY**



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

FY22 YEAR END GOAL
N/A

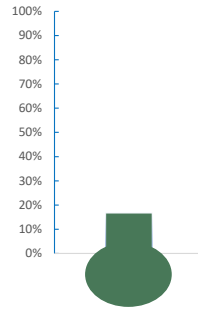
COMBINED FUNDS



GOAL: \$10,500,000
CURRENT: \$291,762

FY22 YEAR END GOAL
\$3,500,000

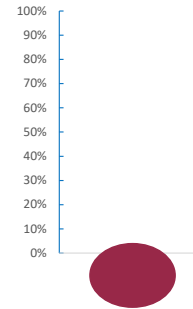
GENERAL FUND



GOAL: \$2,000,000
CURRENT: \$334,437

FY22 YEAR END GOAL
\$2,000,000

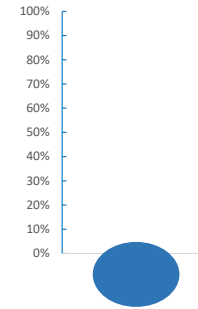
CATASTROPHIC RESERVE



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

FY22 YEAR END GOAL
\$500,000

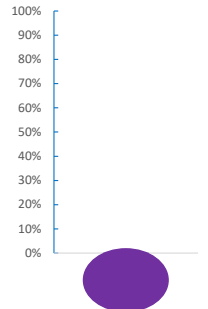
COMPUTER FUND



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

FY22 YEAR END GOAL
N/A

ICC RESERVE/CIP FUND



GOAL: \$3,000,000
CURRENT: <\$57,357>

FY22 YEAR END GOAL
\$1,000,000



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending:
March 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
1	Atrium Hotel and Suites DFW Airport	3,783.84	4,528.42	4,045.56	634.90	3,383.28	3,245.08
2	Dallas Marriott Hotel Las Colinas	37,970.09	33,483.93	24,467.35	22,307.01	29,716.95	43,897.66
3	DFW Airport Hotel & Conference Center	2,628.37	2,490.29	1,924.10	414.75	29.71	130.68
4	DFW Airport Marriott	40,597.86	44,001.44	24,067.21	40,491.61	35,076.69	43,231.22
5	<i>Doubletree by Hilton DFW Airport North</i>	0.00	0.00	0.00	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
7	Four Seasons Resort & Club	82,177.41	80,697.71	62,241.41	45,428.15	46,937.23	75,634.02
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
9	Hilton Garden Inn Las Colinas	10,627.57	9,520.04	7,534.88	7,252.60	9,901.03	12,187.92
10	Holiday Inn Irving Las Colinas	7,069.28	5,548.92	5,579.88	5,880.13	6,027.03	8,606.09
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
12	Omni Las Colinas Hotel	32,743.44	28,486.90	20,256.44	21,630.77	24,340.89	33,923.52
13	<i>Sheraton DFW Airport Hotel</i>	0.00	0.00	0.00	0.00	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
15	Westin DFW Airport	40,206.91	35,351.72	3,075.04	18,305.41	39,040.68	14,391.45
TOTAL LUXURY & FULL SERVICE		316,261.32	298,946.54	199,731.93	206,631.02	250,299.68	303,150.93
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

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

ALL SUITE / EXTENDED STAY		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 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
2	Comfort Suites DFW Airport North	5,488.66	4,961.09	4,613.53	4,623.58	5,156.04	5,613.25
3	Comfort Suites Las Colinas	1,207.02	1,001.82	936.22	831.92	911.41	1,603.04
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
5	Element DFW Airport North	8,065.41	7,212.62	5,896.07	6,217.73	6,986.49	10,150.27
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
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
8	Extended Stay Deluxe Green Park	1,237.03	1,109.52	1,706.64	1,882.33	1,964.33	2,464.92
9	Extended Stay Deluxe Las Colinas	1,189.45	944.16	653.92	1,290.77	562.14	1,632.04
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
11	Hawthorne Suites DFW Airport North	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
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
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
15	Home Towne Studios Dallas Irving	2,154.29	1,795.08	1,689.38	2,003.47	2,434.12	3,028.39
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
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
18	Hyatt House Dallas Las Colinas	0.00	0.00	0.00	7,053.04	7,869.41	10,461.73
19	Oakwood Waterwalk Dallas Las Colinas	1,984.60	1,855.77	2,350.07	2,785.10	1,826.03	3,801.47
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
21	Residence Inn Dallas Las Colinas	5,802.06	5,722.54	6,093.38	5,713.68	5,728.11	6,394.50
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
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
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
25	Staybridge Suites DFW Airport North	3,120.31	3,201.63	2,504.37	1,908.88	3,376.41	4,688.40
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
27	TownePlace Suites Dallas Las Colinas	4,539.84	4,987.08	3,395.01	3,564.56	5,560.30	6,695.85
28	Woodspring Suites Signature	2,349.47	1,162.23	1,192.49	1,831.95	2,063.81	2,198.17
TOTAL ALL SUITE / EXTENDED STAY		112,069.04	99,663.29	87,754.17	100,092.75	114,259.42	144,100.10

BUDGET SERVICE		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022
1	Arya Inn & Suites	879.39	888.61	905.60	894.95	893.23	1,037.52
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
3	Budget Inn & Suites	67.69	64.05	68.02	93.05	54.29	75.52
4	Budget Suites of America Las Colinas	586.81	1,373.32	1,215.12	353.94	0.00	1,462.58
5	Clarion Inn & Suites	3,955.98	3,367.31	3,268.36	2,763.90	3,966.17	2,697.04
6	Crossroads Hotel & Suites	1,412.00	1,128.59	1,584.58	1,579.87	1,408.55	1,489.47
7	Days Inn	4,913.29	4,450.75	4,299.64	4,989.05	5,276.73	6,180.19
8	Days Inn DFW Airport North	4,038.04	3,616.35	3,732.00	3,313.53	3,558.86	4,383.17
9	Delux Inn	812.48	796.11	713.63	687.36	567.92	980.90
10	Delux Suites Motel	63.46	62.08	68.40	76.00	86.66	107.93
11	Gateway Inn	626.89	618.08	531.10	532.47	495.30	619.22
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
13	Motel 6 Dallas DFW South	1,721.00	1,672.73	1,680.21	1,558.79	1,595.17	1,648.86
14	Motel 6 Dallas Irving	3,527.81	3,148.09	2,880.32	2,995.02	2,824.98	3,271.14
15	Motel 6 DFW North	3,162.99	2,557.99	2,256.37	2,283.62	3,162.75	3,865.77
16	Motel 6 Irving Loop 12	1,056.56	993.72	929.88	841.71	718.27	1,027.55
17	OYO Hotel DFW Airport South	2,123.70	1,864.07	1,679.80	2,035.61	2,278.36	2,501.06
18	OYO Hotel DFW Airport North	348.26	0.00	558.36	251.13	678.41	464.98
19	Quality Inn & Suites DFW Airport South	2,760.11	2,611.23	2,426.30	1,937.51	2,891.73	3,179.09
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
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
22	Super 8 Hotel DFW South	2,981.53	2,347.31	2,381.92	2,705.73	2,674.90	3,268.41
23	Super 8 Motel DFW North	2,893.74	2,790.12	2,738.58	2,640.84	2,625.27	3,030.94
TOTAL BUDGET SERVICE		51,792.54	47,241.33	46,187.76	43,762.50	47,210.66	55,614.95

LIMITED SERVICE		OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2021
1	aLoft Las Colinas	9,963.33	9,010.54	7,762.02	8,115.09	9,369.19	12,066.05
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
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
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
5	Courtyard Dallas Las Colinas	7,753.24	7,210.28	5,366.04	4,358.72	7,321.51	10,345.84
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
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
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	Hampton Inn Dallas Irving Las Colinas	6,961.53	6,651.29	5,594.17	5,697.70	6,707.49	8,629.07
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
11	Home2 Suites by Hilton DFW Airport South Irving	8,736.38	7,253.49	6,041.81	8,164.25	8,780.34	9,771.86
12	Hyatt Place Dallas Las Colinas	8,272.42	6,694.98	6,003.59	5,886.38	7,206.03	6,414.78
13	Jefferson Street Bed & Breakfast Inn	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	0.00
15	La Quinta Inn & Suites DFW Airport South	6,177.91	5,317.02	4,875.56	5,478.81	5,656.81	0.00
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
17	Quality Inn & Suites DFW Airport	5,650.45	5,134.51	5,148.08	4,999.60	5,438.59	6,501.07
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
19	Wingate Inn by Wyndham Dallas Las Colinas	4,139.93	3,224.25	3,131.11	3,760.30	3,370.93	0.00
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
TOTAL LIMITED SERVICE		140,434.73	129,017.51	102,757.87	108,820.17	130,016.89	135,377.85

TOTAL SHORT TERM RENTALS		4,166.11	4,483.18	4,107.53	3,040.47	3,000.41	4,323.03
Number of locations		52	56	54	40	38	40

SUMMARY	OCT 2021	NOV 2021	DEC 2021	JAN 2022	FEB 2022	MAR 2022
GRAND TOTAL	624,723.74	579,351.85	440,539.26	462,346.91	544,787.06	642,566.86
BUDGET	455,404.00	400,078.00	336,177.00	415,184.00	433,768.00	438,957.00
DIFFERENCE	169,319.74	179,273.85	104,362.26	47,162.91	111,019.06	203,609.86
	37.2%	44.8%	31.0%	11.4%	25.6%	46.4%
CUMULATIVE YEAR TO DATE						
ACTUAL	624,723.74	1,204,075.59	1,644,614.85	2,106,961.76	2,651,748.82	3,294,315.68
BUDGET	455,404.00	855,482.00	1,191,659.00	1,606,843.00	2,040,611.00	2,479,568.00
DIFFERENCE	169,319.74	348,593.59	452,955.85	500,118.76	611,137.82	814,747.68

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
MONTHLY COMPARISON: MARCH**

LUXURY & FULL SERVICE		MAR 2021	MAR 2022	DIFFERENCE	PERCENT
1	Atrium Hotel and Suites DFW Airport	3,281.09	3,245.08	(36.01)	-1.10%
2	Dallas Marriott Hotel Las Colinas	14,276.17	43,897.66	29,621.49	207.49%
3	DFW Airport Hotel & Conference Center	2,265.65	130.68	(2,134.97)	-94.23%
4	DFW Airport Marriott	20,804.58	43,231.22	22,426.64	107.80%
5	<i>Doubletree by Hilton DFW Airport North</i>	10,256.80	0.00	(10,256.80)	-100.00%
6	Embassy Suites DFW Airport South	19,798.65	27,134.33	7,335.68	37.05%
7	Four Seasons Resort & Club	30,537.18	75,634.02	45,096.84	147.68%
8	Hilton Garden Inn DFW Airport South	9,662.75	11,568.59	1,905.84	19.72%
9	Hilton Garden Inn Las Colinas	6,736.69	12,187.92	5,451.23	80.92%
10	Holiday Inn Irving Las Colinas	4,361.44	8,606.09	4,244.65	97.32%
11	NYLO Las Colinas Tapestry Collection by Hilton	6,344.98	17,126.46	10,781.48	169.92%
12	Omni Las Colinas Hotel	13,474.53	33,923.52	20,448.99	151.76%
13	<i>Sheraton DFW Airport Hotel</i>	11,060.55	0.00	(11,060.55)	-100.00%
14	Texican Court	6,359.93	12,073.91	5,713.98	89.84%
15	Westin DFW Airport	closed	14,391.45	14,391.45	100.00%
TOTAL LUXURY & FULL SERVICE		159,220.99	303,150.93	143,929.94	90.40%

16	Westin Irving Convention Center Las Colinas	12,876.23	40,770.42	27,894.19	216.63%
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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		MAR 2021	MAR 2022	DIFFERENCE	PERCENT
1	Comfort Inn DFW Airport North	3,876.05	5,920.86	2,044.81	52.75%
2	Comfort Suites DFW Airport North	4,222.31	5,613.25	1,390.94	32.94%
3	Comfort Suites Las Colinas	1,121.76	1,603.04	481.28	42.90%
4	Country Inn & Suites by Carlson DFW Airport South	2,716.29	4,048.33	1,332.04	49.04%
5	Element DFW Airport North	5,801.45	10,150.27	4,348.82	74.96%
6	Extended Stay America Dallas DFW Airport North	2,573.46	1,358.44	(1,215.02)	-47.21%
7	Extended Stay America Dallas Las Colinas	1,417.07	1,769.65	352.58	24.88%
8	Extended Stay Deluxe Green Park	1,873.02	2,464.92	591.90	31.60%
9	Extended Stay Deluxe Las Colinas	1,523.49	1,632.04	108.55	7.13%
10	Hawthorne Suites Irving DFW Airport South	1,144.27	1,859.81	715.54	62.53%
11	Hawthorne Suites DFW Airport North	closed	closed	0.00	0.00%
12	Holiday Inn Express Hotel & Suites DFW Airport North	4,263.50	9,379.83	5,116.33	120.00%
13	Holiday Inn Express Hotel & Suites DFW Airport South	5,224.59	10,829.59	5,605.00	107.28%
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	4,540.48	7,328.05	2,787.57	61.39%
15	Home Towne Studios Dallas Irving	2,358.83	3,028.39	669.56	28.39%
16	Homewood Suites by Hilton DFW Airport North	4,572.52	6,804.74	2,232.22	48.82%
17	Homewood Suites by Hilton Las Colinas	6,009.83	10,692.47	4,682.64	77.92%
18	Hyatt House Dallas Las Colinas	8,704.21	10,461.73	1,757.52	20.19%
19	Oakwood Waterwalk Dallas Las Colinas	3,355.22	3,801.47	446.25	13.30%
20	Residence Inn Dallas DFW Airport North Irving	3,306.36	6,254.38	2,948.02	89.16%
21	Residence Inn Dallas Las Colinas	5,782.88	6,394.50	611.62	10.58%
22	Sonesta ES Suites Dallas Las Colinas	3,344.46	3,251.66	(92.80)	-2.77%
23	Sonesta Simply Suites Dallas Las Colinas	1,631.97	2,279.43	647.46	39.67%
24	Springhill Suites Dallas DFW Airport East Las Colinas	3,492.56	5,342.00	1,849.44	52.95%
25	Staybridge Suites DFW Airport North	4,815.96	4,688.40	(127.56)	-2.65%
26	TownePlace Suites Dallas DFW Airport North Irving	5,435.14	8,248.83	2,813.69	51.77%
27	TownePlace Suites Dallas Las Colinas	3,641.45	6,695.85	3,054.40	83.88%
28	Woodspring Suites Signature	2,874.37	2,198.17	(676.20)	-23.53%
TOTAL ALL SUITE / EXTENDED STAY		99,623.50	144,100.10	44,476.60	44.64%

BUDGET SERVICE		MAR 2021	MAR 2022	DIFFERENCE	PERCENT
1	Arya Inn & Suites	1,019.29	1,037.52	18.23	1.79%
2	Best Western Irving Inn & Suites DFW South	3,190.65	3,691.34	500.69	15.69%
3	Budget Inn & Suites	90.35	75.52	(14.83)	-16.41%
4	Budget Suites of America Las Colinas	558.21	1,462.58	904.37	162.01%
5	Clarion Inn & Suites	2,697.04	2,697.04	0.00	0.00%
6	Crossroads Hotel & Suites	901.06	1,489.47	588.41	65.30%
7	Days Inn	3,963.61	6,180.19	2,216.58	55.92%
8	Days Inn DFW Airport North	3,975.66	4,383.17	407.51	10.25%
9	Delux Inn	747.11	980.90	233.79	31.29%
10	Delux Suites Motel	69.85	107.93	38.08	54.52%
11	Gateway Inn	566.92	619.22	52.30	9.23%
12	Magnuson Extended Stay & Suites Airport Hotel	2,358.22	2,284.49	(73.73)	-3.13%
13	Motel 6 Dallas DFW South	1,640.69	1,648.86	8.17	0.50%
14	Motel 6 Dallas Irving	2,723.02	3,271.14	548.12	20.13%
15	Motel 6 DFW North	2,808.70	3,865.77	1,057.07	37.64%
16	Motel 6 Irving Loop 12	1,018.09	1,027.55	9.46	0.93%
17	OYO Hotel DFW Airport South	2,724.87	2,501.06	(223.81)	-8.21%
18	OYO Hotel DFW Airport North	234.44	464.98	230.54	98.34%
19	Quality Inn & Suites DFW Airport South	2,075.04	3,179.09	1,104.05	53.21%
20	Red Roof Inn Dallas DFW Airport North	4,787.59	5,195.84	408.25	8.53%
21	Studio 6 / Motel 6 DFW Airport East	4,071.36	3,151.94	(919.42)	-22.58%
22	Super 8 Hotel DFW South	2,035.81	3,268.41	1,232.60	60.55%
23	Super 8 Motel DFW North	1,594.18	3,030.94	1,436.76	90.13%
TOTAL BUDGET SERVICE		45,851.76	55,614.95	9,763.19	21.29%

LIMITED SERVICE		MAR 2021	MAR 2022	DIFFERENCE	PERCENT
1	aLoft Las Colinas	4,924.33	12,066.05	7,141.72	145.03%
2	Best Western Plus DFW Airport Suites North	4,257.74	5,314.51	1,056.77	24.82%
3	Courtyard Dallas DFW Airport North Irving	9,047.74	16,671.27	7,623.53	84.26%
4	Courtyard Dallas DFW Airport South Irving	5,994.13	8,942.21	2,948.08	49.18%
5	Courtyard Dallas Las Colinas	5,256.76	10,345.84	5,089.08	96.81%
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	5,740.05	8,932.21	3,192.16	55.61%
7	Fairfield Inn & Suites Dallas Las Colinas	4,734.32	5,345.62	611.30	12.91%
8	Fairfield Inn Dallas DFW Airport North Irving	closed	9,686.16	6,026.25	100.00%
9	Hampton Inn Dallas Irving Las Colinas	4,598.54	8,629.07	4,030.53	87.65%
10	Home2 Suites by Hilton DFW Airport North	6,656.50	9,069.09	2,412.59	36.24%
11	Home2 Suites by Hilton DFW Airport South Irving	7,434.46	9,771.86	2,337.40	31.44%
12	Hyatt Place Dallas Las Colinas	8,988.66	6,414.78	(2,573.88)	-28.63%
13	Jefferson Street Bed & Breakfast Inn	0.00	0.00	0.00	0.00%
14	<i>La Quinta Inn & Suites DFW Airport North</i>	2,569.18	0.00	(2,569.18)	-100.00%
15	<i>La Quinta Inn & Suites DFW Airport South</i>	6,599.31	0.00	(6,599.31)	-100.00%
16	La Quinta Inn Hotel & Suites Las Colinas	3,749.00	4,741.03	992.03	26.46%
17	Quality Inn & Suites DFW Airport	3,534.24	6,501.07	2,966.83	83.95%
18	Residence Inn Dallas DFW Airport South Irving	7,251.67	8,261.74	1,010.07	13.93%
19	<i>Wingate Inn by Wyndham Dallas Las Colinas</i>	3,248.48	0.00	(3,248.48)	-100.00%
20	Wingate Inn by Wyndham DFW Airport North	3,243.73	4,685.34	1,441.61	44.44%
TOTAL LIMITED SERVICE		97,828.84	135,377.85	37,549.01	38.38%

TOTAL SHORT TERM RENTALS		4,725.74	4,323.03	(402.71)	-8.52%
Number of locations		45	40	(5)	-11.11%

GRAND TOTAL		407,250.83	642,566.86	235,316.03	57.78%
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**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
QUARTERLY COMPARISON: JANUARY - MARCH (Q2)**

LUXURY & FULL SERVICE		2022	2021	2020
1	Atrium Hotel and Suites DFW Airport	7,263.26	6,564.54	10,722.05
2	Dallas Marriott Hotel Las Colinas	95,921.62	32,489.76	103,374.98
3	DFW Airport Hotel & Conference Center	575.14	3,796.51	4,543.84
4	DFW Airport Marriott	118,799.52	54,629.34	129,467.75
5	Doubletree by Hilton DFW Airport North	0.00	19,773.98	51,120.25
6	Embassy Suites DFW Airport South	65,524.69	47,348.38	68,891.50
7	Four Seasons Resort & Club	167,999.40	64,417.69	151,638.38
8	Hilton Garden Inn DFW Airport South	30,173.78	20,910.10	34,976.05
9	Hilton Garden Inn Las Colinas	29,341.55	14,827.18	35,398.16
10	Holiday Inn Irving Las Colinas	20,513.25	9,474.31	21,757.40
11	NYLO Las Colinas Tapestry Collection by Hilton	39,975.14	14,592.38	24,249.48
12	Omni Las Colinas Hotel	79,895.18	27,809.39	112,486.01
13	Sheraton DFW Airport Hotel	0.00	25,213.67	62,853.19
14	Texican Court	32,361.56	14,496.63	26,752.62
15	Westin DFW Airport	71,737.54	8,877.29	112,846.97
TOTAL LUXURY & FULL SERVICE		760,081.63	365,221.15	951,078.63
16	Westin Irving Convention Center Las Colinas	105,958.13	29,515.02	95,150.28

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	14,435.73	8,651.05	11,364.45
2	Comfort Suites DFW Airport North	15,392.87	10,384.31	11,857.68
3	Comfort Suites Las Colinas	3,346.37	2,480.89	5,550.02
4	Country Inn & Suites by Carlson DFW Airport South	10,039.81	5,511.03	8,810.41
5	Element DFW Airport North	23,354.49	12,097.45	23,544.82
6	Extended Stay America Dallas DFW Airport North	5,588.82	5,450.12	6,898.72
7	Extended Stay America Dallas Las Colinas	4,523.79	3,870.09	6,907.73
8	Extended Stay Deluxe Green Park	6,311.58	3,311.61	3,667.00
9	Extended Stay Deluxe Las Colinas	3,484.95	2,556.27	3,286.90
10	Hawthorne Suites Irving DFW Airport South	5,157.75	2,467.87	5,299.82
11	Hawthorne Suites DFW Airport North	0.00	3,251.90	9,451.21
12	Holiday Inn Express Hotel & Suites DFW Airport North	26,222.79	9,586.66	22,468.77
13	Holiday Inn Express Hotel & Suites DFW Airport South	24,258.31	10,068.97	16,263.74
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	18,603.14	10,066.90	16,907.11
15	Home Towne Studios Dallas Irving	7,465.98	5,837.99	5,764.95
16	Homewood Suites by Hilton DFW Airport North	17,777.38	11,396.56	18,269.68
17	Homewood Suites by Hilton Las Colinas	27,270.36	10,991.54	28,727.71
18	Hyatt House Dallas Las Colinas	25,384.18	15,079.72	25,083.41
19	Oakwood Waterwalk Dallas Las Colinas	8,412.60	6,640.93	8,721.39
20	Residence Inn Dallas DFW Airport North Irving	14,977.83	8,960.32	16,808.66
21	Residence Inn Dallas Las Colinas	17,836.29	13,817.04	19,332.64
22	Sonesta ES Suites Dallas Las Colinas	8,066.69	6,732.18	19,944.84
23	Sonesta Simply Suites Dallas Las Colinas	5,613.69	2,866.45	9,441.51
24	Springhill Suites Dallas DFW Airport East Las Colinas	13,860.88	7,331.49	22,548.08
25	Staybridge Suites DFW Airport North	9,973.69	10,147.78	16,065.76
26	TownePlace Suites Dallas DFW Airport North Irving	19,177.66	12,565.73	20,916.61
27	TownePlace Suites Dallas Las Colinas	15,820.71	6,328.25	18,246.60
28	Woodspring Suites Signature	6,093.93	5,675.71	5,840.75
TOTAL ALL SUITE / EXTENDED STAY		358,452.27	214,126.81	387,990.97

BUDGET SERVICE		2022	2021	2020
1	Arya Inn & Suites	2,825.70	2,374.34	1,750.17
2	Best Western Irving Inn & Suites DFW South	9,532.73	7,588.40	12,484.80
3	Budget Inn & Suites	222.86	228.87	413.95
4	Budget Suites of America Las Colinas	1,816.52	2,003.17	1,692.45
5	Clarion Inn & Suites	9,427.11	6,818.77	8,667.11
6	Crossroads Hotel & Suites	4,477.89	2,470.42	3,830.34
7	Days Inn	16,445.97	9,526.31	9,355.62
8	Days Inn DFW Airport North	11,255.56	8,600.75	10,435.81
9	Delux Inn	2,236.18	1,657.89	1,722.11
10	Delux Suites Motel	270.59	190.60	531.99
11	Gateway Inn	1,646.99	1,261.75	1,367.54
12	Magnuson Extended Stay & Suites Airport Hotel	5,639.94	5,161.22	0.00
13	Motel 6 Dallas DFW South	4,802.82	4,513.41	3,950.39
14	Motel 6 Dallas Irving	9,091.14	6,991.64	7,065.09
15	Motel 6 DFW North	9,312.14	6,554.46	4,549.97
16	Motel 6 Irving Loop 12	2,587.53	2,493.59	2,370.47
17	OYO Hotel DFW Airport South	6,815.03	6,920.30	6,675.20
18	OYO Hotel DFW Airport North	1,394.52	359.41	712.45
19	Quality Inn & Suites DFW Airport South	8,008.33	3,861.94	7,640.31
20	Red Roof Inn Dallas DFW Airport North	13,819.21	12,158.70	11,423.04
21	Studio 6 / Motel 6 DFW Airport East	8,013.26	8,364.70	7,599.63
22	Super 8 Hotel DFW South	8,649.04	4,941.65	4,169.10
23	Super 8 Motel DFW North	8,297.05	4,346.44	6,613.04
TOTAL BUDGET SERVICE		146,588.11	109,388.73	115,020.58

LIMITED SERVICE		2022	2021	2020
1	aLoft Las Colinas	29,550.33	9,015.17	28,191.98
2	Best Western Plus DFW Airport Suites North	13,212.98	9,386.07	11,562.15
3	Courtyard Dallas DFW Airport North Irving	39,956.29	19,151.85	35,738.96
4	Courtyard Dallas DFW Airport South Irving	23,246.37	11,136.13	23,841.16
5	Courtyard Dallas Las Colinas	22,026.07	12,199.70	27,778.22
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	24,330.90	14,116.27	27,490.98
7	Fairfield Inn & Suites Dallas Las Colinas	11,922.09	4,734.32	14,447.13
8	Fairfield Inn Dallas DFW Airport North Irving	23,961.96	0.00	0.00
9	Hampton Inn Dallas Irving Las Colinas	21,034.26	10,095.60	25,060.62
10	Home2 Suites by Hilton DFW Airport North	22,623.32	15,694.87	22,260.47
11	Home2 Suites by Hilton DFW Airport South Irving	26,716.45	16,822.32	22,082.12
12	Hyatt Place Dallas Las Colinas	19,507.19	8,988.66	25,367.87
13	Jefferson Street Bed & Breakfast Inn	0.00	0.00	36.48
14	La Quinta Inn & Suites DFW Airport North	15,590.86	12,272.53	24,422.98
15	La Quinta Inn & Suites DFW Airport South	11,135.62	14,807.65	17,288.04
16	La Quinta Inn Hotel & Suites Las Colinas	12,002.04	9,147.02	11,936.67
17	Quality Inn & Suites DFW Airport	16,939.26	7,845.96	12,809.37
18	Residence Inn Dallas DFW Airport South Irving	22,189.50	15,643.16	23,792.58
19	Wingate Inn by Wyndham Dallas Las Colinas	7,131.23	8,063.09	5,106.71
20	Wingate Inn by Wyndham DFW Airport North	11,138.19	6,535.11	7,423.39
TOTAL LIMITED SERVICE		374,214.91	205,655.48	366,637.88
TOTAL SHORT TERM RENTALS		10,363.91	10,926.12	0.00
		118	130	0
GRAND TOTAL		1,649,700.83	905,318.29	1,820,728.06



Date Distributed: May 13, 2022

Monthly Financial Summary

For Period Ending April 30, 2022

IRVING CONVENTION CENTER
Monthly Financial Reports
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Period Ending
April 30, 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	118,700	208,125	116,000	210,575	110,525	1,478,811
Service Income	38,043	41,347	22,029	29,134	30,944	75,707	33,636	31,100	23,000	22,000	26,600	26,100	399,638
Service Expenses	(55,054)	(59,933)	(27,912)	(47,174)	(46,087)	(94,789)	(70,999)	(50,000)	(50,000)	(50,000)	(50,000)	(50,000)	(651,948)
Total Direct Event Income	67,109	78,967	32,442	109,935	67,132	124,237	103,957	99,800	181,125	88,000	187,175	86,625	1,226,501
Ancillary Income													
F & B Concessions	16,413	39,965	11,425	33,076	14,921	17,438	30,507	2,000	25,000	1,500	5,000	10,000	207,244
F & B Catering	111,491	199,961	146,540	130,994	143,660	233,529	197,441	214,320	300,372	184,680	164,540	394,972	2,422,500
Parking: Self Parking	37,393	55,938	17,618	30,735	32,981	31,574	33,834	12,505	17,917	16,605	20,032	19,065	326,197
Electrical Services	10,160	4,790	2,600	4,125	5,955	35,612	1,105	6,250	6,250	6,250	7,750	6,250	97,097
Audio Visual	-	162	(0)	(0)	(1,181)	(900)	0	-	-	-	-	-	(1,919)
Internet Services	1,445	(140)	105	(820)	350	630	6,900	-	-	-	-	-	8,470
Total Ancillary Income	176,902	300,676	178,288	198,110	196,686	317,883	269,787	235,075	349,539	209,035	197,322	430,287	3,059,589
Total Event Income	244,011	379,642	210,730	308,045	263,818	442,120	373,744	334,875	530,664	297,035	384,497	516,912	4,286,094
Other Operating Income	59,701	46,198	47,409	39,897	48,876	70,848	81,952	46,424	46,424	46,424	46,424	46,424	627,003
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	381,299	925,839	343,459	430,921	911,586	6,308,096
Operating Expenses													
Employee Salaries and Wages	170,316	181,153	174,735	177,058	172,087	184,697	195,520	197,520	197,220	197,220	197,220	251,212	2,295,958
Benefits	48,886	47,313	48,014	54,607	51,576	59,290	(28,541)	61,164	61,164	61,164	61,164	61,164	586,965
Less: Event Labor Allocations	(5,711)	(6,778)	(3,582)	(3,504)	(5,279)	(3,660)	(5,356)	(7,500)	(7,500)	(7,500)	(7,500)	(7,500)	(71,370)
Net Employee Wages and Benefits	213,491	221,688	219,167	228,161	218,384	240,327	161,623	251,184	250,884	250,884	250,884	304,876	2,811,553
Contracted Services	62,204	56,194	89,302	57,582	62,085	59,711	61,491	65,038	65,038	65,038	65,038	65,038	773,760
General and Administrative	42,538	94,338	(38,562)	40,894	19,098	19,179	13,614	41,329	40,576	41,251	40,266	142,169	496,691
Operations	29,106	25,867	20,351	21,016	27,250	27,165	33,900	24,527	24,527	24,527	24,527	24,638	307,401
Repair & Maintenance	46,573	41,920	38,218	39,912	55,278	40,846	30,583	32,042	32,042	32,042	32,042	39,042	460,540
Supplies	10,689	7,687	7,347	12,977	8,055	17,697	10,968	9,041	9,041	9,041	9,041	8,852	120,437
Insurance	4,761	5,305	5,561	5,994	5,195	4,876	8,230	8,230	8,230	8,230	8,230	8,230	81,072
Utilities	49,414	40,756	43,366	44,237	43,028	49,006	42,854	43,333	43,333	43,333	43,333	80,179	566,170
Other	516	41,144	1,309	353	49	174	224	42	42	42	42	42	43,980
SMG Management Fees	26,985	35,662	28,761	31,555	30,322	36,668	37,031	32,756	43,273	31,466	30,173	49,471	414,123
Total Operating Expenses	486,277	570,560	414,820	482,681	468,744	495,649	400,518	507,522	516,986	505,854	503,576	722,537	6,075,727
Net Income (Loss) From Operations	(182,565)	(144,720)	191,319	(134,739)	(156,050)	367,319	55,178	(126,223)	408,853	(162,395)	(72,655)	189,049	232,369
Net Income After Other Income (Expenses)	(182,565)	(144,720)	191,319	(134,739)	(156,050)	367,319	55,178	(126,223)	408,853	(162,395)	(72,655)	189,049	232,369

ASM - Irving Convention Center
Financial Statements Monthly Highlights
For the Month Ending April 30, 2022

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	25,760	11,165	14,595	7,110
Events	22	9	13	6
Event Days	28	17	11	19
Direct Event Income	103,957	126,750	(22,793)	69,644
Ancillary Income	269,787	231,845	37,942	48,650
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	373,744	358,595	15,149	118,294
Other Operating Income	81,952	66,421	15,531	27,675
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	455,696	425,016	30,680	145,969
Indirect Expenses	(400,518)	(492,659)	92,141	(366,241)
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	<u>55,178</u>	<u>(67,643)</u>	<u>122,821</u>	<u>(220,272)</u>

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Seven Months Ending April 30, 2022

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	93,099	84,515	8,584	25,313
Events	118	85	33	29
Event Days	198	171	27	84
Direct Event Income	583,787	605,205	(21,418)	370,463
Ancillary Income	1,638,328	1,208,177	430,151	248,559
Total Event Income	2,222,115	1,813,382	408,733	619,022
Other Operating Income	394,883	464,947	(70,064)	185,784
Adjusted Gross Income	2,616,998	2,278,329	338,669	804,806
Indirect Expenses	(3,319,245)	(3,439,093)	119,848	(2,523,835)
Net Income (Loss) From Operations	(702,247)	(1,160,764)	458,517	(1,719,029)

ASM - Irving Convention Center
Balance Sheet
April 30, 2022

ASSETS

Current Assets

Cash	\$ 1,513,969
Accounts Receivable	205,889
Prepaid Assets	18,889
Inventory	73,036
	<hr/>

Total Current Assets		1,811,783
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		<hr/> \$ 1,811,783 <hr/>
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$ 550,877
Accrued Expenses	192,712
Deferred Income	0
Advance Ticket Sales/Deposits	1,072,442
Other Current Liabilities	0
	<hr/>

Total Current Liabilities		1,816,031
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Long-Term Liabilities

Long Term Liabilites	0
	<hr/>

Total Long-Term Liabilities		0
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Total Liabilities		1,816,031
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Equity

Net Funds Received	15,652,139
Retained Earnings	(14,954,139)
Net Income (Loss)	(702,248)
	<hr/>

Total Equity		(4,248)
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		<hr/> \$ 1,811,783 <hr/>
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ASM - Irving Convention Center
Income Statement
For the Seven Months Ending April 30, 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	141,320	134,000	7,320	714,886	637,836	77,050	349,456
Service Revenue	33,636	22,500	11,136	270,837	175,619	95,218	73,061
Service Expenses	(70,999)	(29,750)	(41,249)	(401,936)	(208,250)	(193,686)	(52,054)
Total Direct Event In	103,957	126,750	(22,793)	583,787	605,205	(21,418)	370,463
Ancillary Income							
F & B Concessions	30,507	7,500	23,007	163,743	70,310	93,433	38,834
F & B Catering	197,441	200,260	(2,819)	1,163,613	950,377	213,236	115,553
Parking	33,834	17,835	15,999	240,074	131,569	108,505	81,034
Electrical Services	1,105	6,250	(5,145)	64,347	55,921	8,426	12,163
Audio Visual	0	0	0	(1,919)	0	(1,919)	0
Internet Services	6,900	0	6,900	8,470	0	8,470	975
Total Ancillary Inco	269,787	231,845	37,942	1,638,328	1,208,177	430,151	248,559
Total Event Income	373,744	358,595	15,149	2,222,115	1,813,382	408,733	619,022
OTHER OPERATING INCOME							
Other Income	81,952	66,421	15,531	394,883	464,947	(70,064)	185,784
Total Other Operatin	81,952	66,421	15,531	394,883	464,947	(70,064)	185,784
Adjusted Gross Inco	455,696	425,016	30,680	2,616,998	2,278,329	338,669	804,806
INDIRECT EXPENSES							
Salaries & Wages	195,520	210,155	14,635	1,255,566	1,471,085	215,519	985,350
Payroll Taxes & Ben	(28,541)	62,769	91,310	281,151	439,383	158,232	416,571
Labor Allocations to	(5,356)	(26,524)	(21,168)	(33,871)	(185,668)	(151,797)	(8,901)
Net Salaries and Ben	161,623	246,400	84,777	1,502,846	1,724,800	221,954	1,393,020
Contracted Services	61,491	51,732	(9,759)	448,566	362,124	(86,442)	253,275
General and Adminis	13,614	46,021	32,407	191,093	340,031	148,938	172,176
Operating	33,900	24,527	(9,373)	184,652	171,689	(12,963)	84,957
Repairs & Maintenan	30,583	32,042	1,459	293,330	224,294	(69,036)	170,913
Operational Supplies	10,968	9,041	(1,927)	75,420	64,037	(11,383)	42,345
Insurance	8,230	7,083	(1,147)	39,922	49,581	9,659	43,603
Utilities	42,854	43,333	479	312,662	303,331	(9,331)	262,996
Other	224	42	(182)	43,770	294	(43,476)	(9,097)
ASM Management F	37,031	32,438	(4,593)	226,984	198,912	(28,072)	109,647
Total Indirect Expens	400,518	492,659	92,141	3,319,245	3,439,093	119,848	2,523,835

ASM - Irving Convention Center
Income Statement
For the Seven Months Ending April 30, 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>55,178</u>	<u>(67,643)</u>	<u>122,821</u>	<u>(702,247)</u>	<u>(1,160,764)</u>	<u>458,517</u>	<u>(1,719,029)</u>

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the Seven Months Ending April 30, 2022

	Current Month Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	141,320	63,100	2,000	182,875	179,515	138,460
F & B Concessions	30,507	11,320	1,842	31,379	39,995	12,928
F & B Catering	197,441	1,870	(12,288)	201,074	246,994	232,992
Total Event Income	373,744	118,294	(14,155)	445,798	463,314	386,814
Total Indirect Expenses	400,518	366,247	372,444	489,722	528,406	453,183

	Year to Date Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	714,886	349,456	595,664	781,997	721,086	570,321
F & B Concessions	163,743	38,834	100,811	130,153	136,250	93,678
F & B Catering	1,163,613	115,553	2,377,440	2,021,341	2,179,164	1,886,002
Total Event Income	2,222,115	804,806	3,078,693	2,897,727	3,087,169	2,590,348
Total Indirect Expenses	3,319,245	2,523,842	3,893,418	3,756,878	3,909,354	3,416,051

ASM - Irving Convention Center
Monthly Event Income Statement: Banquets
For the Seven Months Ending April 30, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	2,121	2,250	9,308	8,785
Events	6	3	24	21
Event Days	6	5	30	29
Direct Event Income				
Rental Income	25,840	0	39,870	8,650
Service Revenue	1,120	500	14,787	2,500
Service Expenses	(6,715)	0	(46,138)	0
Total Direct Event Income	20,245	500	8,519	11,150
Ancillary Income				
F & B Concessions	64	0	913	0
F & B Catering	49,439	73,720	369,154	307,178
Parking	0	0	(262)	6,970
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	650	0	2,270	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	50,153	73,720	372,075	314,148
Total Event Income	70,398	74,220	380,594	325,298

ASM - Irving Convention Center
Monthly Event Income Statement: Meetings
For the Seven Months Ending April 30, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	11,627	5,415	25,479	19,315
Events	13	4	48	30
Event Days	15	4	81	53
Direct Event Income				
Rental Income	66,700	55,000	280,070	192,045
Service Revenue	11,613	0	58,829	2,700
Service Expenses	(32,404)	0	(112,453)	0
Total Direct Event Income	<u>45,909</u>	<u>55,000</u>	<u>226,446</u>	<u>194,745</u>
Ancillary Income				
F & B Concessions	4,958	0	15,653	4,620
F & B Catering	142,266	45,980	589,994	439,899
Parking	4,789	0	26,517	11,439
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	1,175	0	21,402	5,000
Audio Visual	0	0	(1,181)	0
Internet Services	2,344	0	(111)	0
Total Ancillary Income	<u>155,532</u>	<u>45,980</u>	<u>652,274</u>	<u>460,958</u>
Total Event Income	<u>201,441</u>	<u>100,980</u>	<u>878,720</u>	<u>655,703</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Sporting Event
For the Seven Months Ending April 30, 2022

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	12,000	3,500	30,550	9,400
Events	2	2	9	9
Event Days	6	8	23	33
Direct Event Income				
Rental Income	48,780	39,000	152,902	142,522
Service Revenue	20,903	0	59,063	2,294
Service Expenses	(30,230)	0	(77,052)	0
Total Direct Event Income	<u>39,453</u>	<u>39,000</u>	<u>134,913</u>	<u>144,816</u>
Ancillary Income				
F & B Concessions	25,454	7,500	105,230	44,120
F & B Catering	5,996	0	79,514	8,360
Parking	29,045	2,870	125,342	20,500
Parking: Valet	0	0	0	0
Booth Cleaning	0	0	0	0
Electrical Services	1,680	0	4,430	0
Audio Visual	0	0	162	0
Internet Services	4,556	0	5,761	0
Total Ancillary Income	<u>66,731</u>	<u>10,370</u>	<u>320,439</u>	<u>72,980</u>
Total Event Income	<u>106,184</u>	<u>49,370</u>	<u>455,352</u>	<u>217,796</u>

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, May 23, 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 committee meeting.

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

- 2.** Approving ICVB Board Meeting Minutes for April 25, 2022
- 3.** Accepting the ICVB Financial Report – April 2022
- 4.** Accepting the Irving Convention Center Financial Report – April 2022

Board Reports

- 5.** COVID-19/American Rescue Plan Act Update
- 6.** Board Chair Report
 - a. Service Award Recognitions:
 - b. Convention Services Associate – Beatriz Campos
 - c. Convention Services Associate - Kimberly Kresge
 - d. Convention Services Associate Linda Murray
 - e. Convention Services Associate Hubert Walsh
 - f. Convention Services Associate Barbara Miller
 - g. Next Board Meeting – June 27, 2022, Irving Convention Center
- 7.** Board Committee Reports
 - a. Board and Business Development – Richard Stewart, Jr.
 - Next Meeting – June 10, 9:00 a.m.
 - b. Community Engagement – Karen Cooperstein
 - Next Meeting – July 12, 9:00 a.m. –note new meeting time
 - c. Destination Development – Greg Malcolm
 - Recap of May 10 Meeting – Irving Golf Club
 - Next Meeting – August 9, 11:30 a.m.

AGENDA - Continued

8. City Reports

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

9. 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

10. Convention Center Management Report – Tom Meehan

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. Restaurant Industry Update – David Cole

12. 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.