



Board of Directors Meeting

Monday, September 25, 2023 @ 11:45 a.m.

**Irving Convention Center
Third Floor, Junior Ballroom C-D**

**500 W. Las Colinas Blvd.
Irving, Texas 75039**

(Lunch Served 11:15 a.m.)

IRVING CONVENTION AND VISITORS BUREAU

**BOARD OF DIRECTORS
MEETINGS/SPECIAL MEETINGS
OCTOBER 2022-SEPTEMBER 2023**

Place	Last	First	10/21/2022	11/11/2022	12/19/2022	1/24/2023	2/27/2023	3/27/2023	5/01/2023	5/22/2023	6/26/2023	7/24/2023	8/28/2023	9/02/2023
1	Cooperstein	Karen	P	P	*	P	P	P	P	*	*	P	P	
2	Basoco	Michael	*	P	P	#	P	P	P	P	P	P	P	
3	Gibson	Colvin	#	P	P	P	P	P	P	P	P	P	P	
4	Stewart, Jr	Richard	P	P	P	P	P	P	P	P	P	P	P	
5	Bourgeois	Robert	P	P	P	P	P	P	P	P	*	P	P	
6	Arafat	Yasir	#	#	#	P	P	P	P	P	P	P	P	
7	Reed	Sam	*	P	P	P	P	P	P	P	P	P	P	
8	Mahoney	William	P	P	P	P	P	P	*	P	P	P	P	
9	Gears	Herbert	P	#	P	P	#	P	P	P	P	P	P	
10	Hoskins	Nydia	*	P	#	P	*	P	#	P	*	*	P	
11	Kang	Julia	P	P	P	P	P	P	P	P	P	P	P	
12	Malcolm	Greg	P	P	P	P	P	P	P	P	#	P	P	
13	Cole	David	P	P	P	*	*	P	P	P	P	P	P	
	Bowman	Beth	P	P	P	P	P	P	P	P	P	P	P	
	Burke	Dallas	*	*	#	P	*	*	#	#	#	P	*	
	DeBeaudry	Tommy	#	#	#	#	*	P	P	*	P	P	P	
	Fenley-Garcia	Stephanie	*	#	P	P	P	P	P	P	P	P	#	
	Hawkins	Todd	*	P	P	P	P	P	P	*	P	P	P	
	Hillman	Chris	*	*	P	#	P	P	P	P	P	P	P	
	Limon	Kim	*	P	P	*	P	P	*	P	P	P	#	
	O'Briant	Kelly	#	#	P	P	P	P	P	#	#	P	P	
	Perelman	Janie	N/A	P	#	P	*	P	*	P	P	P	#	
	Perot	Hammond	*	P	P	P	P	P	*	P	P	P	P	
	Philipp	Joe	P	P	P	P	P	P	P	P	#	P	P	
	TIF	TBD												
Liaison	Taylor	Councilman Kyle	P	P	P	P	*	*	*	P	*	P	P	
	Venegas	Clare	#	#	#	#	#	#	#	#	#	#	#	

- P = Present**
- * = Business**
- # = Other**
- β = Represented**

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, September 25, 2023 at 11:45 AM
Irving Convention Center
Third Floor, Junior Ballroom C-D
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

2. Approving ICVB Board Meeting Minutes for August 25, 2023
3. Accepting the ICVB Financial Reports – August 2023
4. Reviewing the Hotel Occupancy Tax Collections
5. Accepting the ICC Financial Reports – July and August 2023

Board Reports

6. Board Chair Report
 - Board Nominating Committee Recommendations
 - Next Board Meeting – Special Board Meeting on Friday, October 20 at 9:00 a.m., Executive Director Performance Evaluation
7. Board Committee Reports
 - Board and Business Development – Herb Gears
 - Meeting Recap– September 8
 - Next Meeting – December 8
 - Community Engagement – Colvin Gibson
 - Next Meeting – October 17
 - Destination Development – Greg Malcolm
 - Next Meeting – November 7
8. City Reports
 - Council Liaison – Councilman Kyle Taylor
 - Mayor & Other Council Members
 - DART/Transportation and Infrastructure – Mayor Rick Stopfer
 - City Manager – Chris Hillman
 - Delinquent Hotel Occupancy Tax Collection Updates
 - Visitor Development Updates
 - Other City Updates

AGENDA - Continued

9. Bureau Monthly Management Reports

- Executive Director – Maura Gast
- Sales and Services – Lori Fojtasek
- Marketing and Communications – Diana Pfaff
- 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

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

12. Partner Organization & Stakeholder Reports

- DCURD and Irving Flood Control Districts – Dallas Burke
- Chamber of Commerce – Janie Perelman/Beth Bowman
- Irving Arts and Culture – Kelly O’Briant/Todd Hawkins
- The Las Colinas Association – Hammond Perot
- TIF – Dick Rogers
- 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.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

AGENDA ITEMS

MINUTES

**Irving Convention & Visitors Bureau Board of Directors
Monday, August 28, 2023 at 11:45 AM
Irving Convention Center – Exhibit Hall B
500 W. Las Colinas Blvd.
Irving, Texas 75039**

Attendance: Bob Bourgeois – Board Chair; Richard Stewart, Jr. – Board Vice Chair; Yasir Arafat, Michael Basoco, Beth Bowman, David Cole, Karen Cooperstein, Tommy DeBeaudry, Herb Gears, Colvin Gibson, City Manager Chris Hillman, Nydia Hoskins, Julia Kang, William Mahoney, Greg Malcolm, Kelly O’Briant, Hammond Perot, Joe Philipp, and Sam Reed – Board Members; Mayor Rick Stopfer, Assistant City Manager Phillip Sanders, Senior Assistant City Attorney Christina Weber, Finance Director Brad Duff, Councilman Mark Cronenwett and Board Liaison Councilman Kyle Taylor – City of Irving; General Manager Tom Meehan and Assistant General Manager Jeremy Pierce – ICC Staff; Lori Fojtasek, Maura Gast, Marianne Lauda, Brenda Lopez, Brice Petty, Diana Pfaff, Susan Rose and Monty White – ICVB.

Board Chair Bob Bourgeois called the meeting to order at 11:51 a.m. and inquired if there were any citizen comments; there were none.

CONSENT AGENDA

- Approving ICVB Board Meeting Minutes for July 24, 2023
- Accepting the ICVB Financial Reports – July 2023
- Reviewing the Hotel Occupancy Tax Collections
- Accepting the ICC Financial Reports – June 2023

Bourgeois called for a motion to approve the Consent Agenda. On a motion from Board member William Mahoney, and a second from Board member Herb Gears, the motion was unanimously approved.

INDIVIDUAL CONSIDERATION

Bourgeois asked for a motion to accept the following for individual consideration:

APPROVAL OF RESERVE FUND POLICY REVISING THE TECHNOLOGY FUND MINIMUM BALANCE TO \$1,000,000

With a motion from Board member Julia Kang and a second from Board member Karen Cooperstein, the motion was unanimously approved.

APPROVAL OF RESERVE FUND POLICY REVISING THE GENERAL FUND MINIMUM BALANCE TO \$3,000,000

With a motion from Board Vice Chair Richard Stewart, Jr. and a second from Board member Colvin Gibson, the motion was unanimously approved.

APPROVAL OF 2023-24 BUDGET CHANGES AS REQUIRED BY CHANGES IN CITY COSTS:

- INCREASE IN INTEREST INCOME – GENERAL FUND; RESERVE FUND; TECHNOLOGY FUND; ICC RESERVE/CIP FUND
- INCREASE IN PROPERTY AND CASUALTY INSURANCE
- INCREASE IN HEALTH SELF INSURANCE FUND (TO FUND INCREASE IN RETIREE HEALTH DISCOUNTS)

With a motion from Gibson and a second from Mahoney, the motion was unanimously approved.

APPROVAL OF SMG CONTRACT AMENDMENT TO AUTHORIZE MANAGEMENT AND MAINTENANCE OF NEW MONUMENT SIGN ON WEST IRVING CONVENTION CENTER AT LAS COLINAS PROPERTY

Executive Director Maura Gast added this is for the Convention Center sign in Las Colinas off the HWY 114 access road. The sign will be replaced with a much larger sign that matches the new Convention Center sign at the front of the building. A sign variance is required. The agreement with Provident, the hotel owner's representative, will be revised. The SMG agreement will also be revised to include the care, maintenance, and installation of the sign. Approval has been received from the Las Colinas Association. Items will be on the August 31 City Council agenda.

With a motion from Cooperstein and a second from Gibson, the motion was unanimously approved.

CHAIR REPORT

- Bourgeois reminded Board members to volunteer for the CVB Visitors Information kiosk and presented a slide with upcoming Convention Center events and dates. The information will be sent to the Board. Please reach out to ICVB Office Manager Carol Boyer if you are interested. Volunteers are still needed for DFW Fiber Fest and future events.
- Bourgeois congratulated Cindy Schamp and her team at Baylor Scott and White for being recognized by *U.S News & World Report* as one of the 10 best hospitals in DFW and one of the 25 best in Texas. Five of the Baylor campuses received national recognition for their specialties.
- He also made note of the *USAE News* "Wyndham Announces Development of Extended Stay Hotels" and *Hotel Business* "Waterwalk opens Live/Stay property in Tucson" articles in the meeting packet as examples of how the industry continues to evolve.
- Bourgeois requested Board members that are still interested and eligible to serve on the Board to please respond accordingly to the letter sent out by the City Secretary prior to the deadline.
- The next Board meeting will be on September 25 at the Irving Convention Center in Junior Ballroom C-D.

COMMITTEE REPORTS

Board and Business Development

Committee Chair Herb Gears reported:

- The next Committee meeting is scheduled for September 8 at the Convention Center in the office boardroom.

Community Engagement Committee

Committee Chair Colvin Gibson reported:

- Gibson reminded the Board of the 2023 High Spirited Citizen Awards Luncheon and ceremony on Tuesday, September 5 at 11:30 a.m. at the Irving Convention Center. The Mayor, Council and ICVB Board will be recognizing 12 to 13 honorees. There may be 2-3 honorees that will be unable to attend, and they will be recognized later.
- Gibson made a correction to the agenda, the next Committee meeting is scheduled for October 17, not October 10.

Destination Development Committee
Committee Chair Greg Malcolm reported:

- The next Committee meeting is scheduled for November 7 at 11:30 a.m.

CITY REPORTS

Councilman Kyle Taylor:

- Update on MacArthur Blvd. Construction project:
 - Phase 1 – Northgate to Byron Nelson Way: Concrete has been poured on a section of the roadway and along the southern portion of Byron Nelson Way. Work on the southernmost half of the northern driveway of the Tom Thumb parking lot is scheduled to start this week.
 - Phase 2 – Metker Street to Northgate Drive: Scheduled to start the first week of September. The Northgate project value is approximately \$28 million and is approximately 28% complete. Segment includes new storm drainage installation, wastewater and water facilities will be upgraded.
 - The MacArthur Blvd. project is slated to be completed by February 2025.

Finance Director Brad Duff:

- August Hotel Occupancy Tax, June collections update. Currently trailing budget in hotel occupancy tax collections by approximately \$2.8 million but about \$2.7 million ahead of budget year to date over the prior year. There is a budget of \$34.3 million, approximately \$28 million has been brought in year-to-date.

Councilman Mark Cronenwett reported:

- The City is currently in the budget process. The Budget Retreat was held on August 18. Council will be voting on the budget in the upcoming Council meeting.
- Looks forward to attending future ICVB Board meetings.

Mayor Rick Stopfer reported:

- DART Transportation is celebrating its 40th Anniversary.
- A cooperative group that includes City Manager Chris Hillman, other City Managers and Mayors will be working together with Michael Morris, North Central Texas Council of Governments, to conduct a study of the whole metro system to determine the future of transit in the area. This will include looking at the DART budget and financial plans and getting a better handle on how funds are spent.
- The City continues to see tremendous emphasis on new restaurants. There are approximately 625 restaurants in Irving.
- Many businesses are looking at moving to the metroplex. One of these new companies coming to Irving is a zero water, environmentally friendly, data center.
- The Police Department is working closely with Mothers Against Drunk Driving. They will be focusing and working diligently in promoting safety in school zones.
- The August “Clear the Shelter” event was a remarkable success with many animals adopted. The Animal Shelter has gone through a lot of challenges since COVID, including having less volunteers, more pet surrenders, and many long-time staff retirements.
- Mayor Stopfer attended the *Tigers Be Still* production in the downtown Irving venue, MainStage 222, and encouraged everyone to visit the location.

- The City will be keeping the same tax rate. Much of the budget will be allocated for moving employees to the 80th percentile and an increase in healthcare costs.

City Manager Chris Hillman reported:

- The proposed budget does recommend maintaining the property tax rate of \$0.5891 per \$100 valuation. The new growth plus the increase of assessed valuation based upon maintaining the tax rate will bring in an additional \$7.5 million to the General Fund.
- The cost of bringing employees to the 80th percentile will be approximately \$18 million. This will be covered by sales taxes, and not property taxes.
- Crews have demolished the pool at Lively Point Youth Center. Once the contract is awarded, Lee Pool will be demolished. It will take a year to construct the new pool which should be ready for the 2025 season.
- Small business owners are encouraged to apply for the City Grant Program. The program offers two grant opportunities: up to \$15,000 in direct financial assistance and training and technical assistance. All information and recorded webinars can be found on CityofIrving.org/SmallBizGrant.
- Trash collection will go back to twice-per-week and will be implemented on December 4. Doing this requires hiring an additional 21 solid waste collection employees. Residents' solid waste bill will go up \$2.71 per month.

Gears asked Hillman if the City plans to move to an automated trash system and if there would be cost savings. Hillman explained he would anticipate a cost savings, but unfortunately a study has not been conducted to finalize and assess how that system would be set up.

BUREAU MANAGEMENT AND STAFF REPORTS

Bureau Management

Executive Director Maura Gast reported:

- Discussion was held with the Executive Committee regarding the status of delinquent hotels. Of the three perennial delinquents, one has paid in full, the other two have not. City staff is monitoring as another is on the bubble of becoming delinquent. After City Council is briefed in Executive Session, the City Attorney's office and Finance will determine their next steps.
- Gast asked the Board to please RSVP if attending the High Spirited Citizen Luncheon on September 5.
- The ICVB will be hosting a Former Board Member Luncheon on November 14 at the Convention Center. It will be a chance to reconnect with former Board members and bring them up to speed on things happening with the organization.
- ICVB assisted with the DART 40th Anniversary Kick-off event at the North Lake station.
- The ICVB budget is following the same lead as the City regarding the 80th percentile and will make those adjustments in January. The compensation study is being finalized. There is a placeholder in next year's budget to accommodate any adjustments that are necessary.
- There will be a briefing at the Public Safety Committee meeting regarding off-duty or outside event staffing from Police and Fire.
 - One of the challenges that trickles down to ICC and ICVB customers is that it is usually the longer tenured staff members that understand the value of overtime and are willing to work various events. Even the smaller events require a large amount of personnel to run.

- Gast thanked Mayor Stopfer and City Manager Hillman for their work in keeping and retaining Police and Fire.
- Several members of the ICVB staff will be attending the Texas Association of Convention and Visitor Bureaus (TACVB) Conference in College Station on August 29-31.
- Susan Rose will be attending the City Council meeting on Thursday, August 31.

Discussion was held on Police and Fire overtime for outside events. Hillman added there have been difficulties trying to encourage Police and Fire to take overtime opportunities. If this continues it will be challenging to staff outside events. The City Council is discussing this concern and wants to find a solution.

Mayor Stopfer mentioned that the City is also using overtime to staff other departments' needs on a temporary basis. The City is trying to be strategic and keep up with other cities regarding hiring and is also furthering hiring incentives.

Assistant Executive Director Sales and Services Lori Fojtasek reported:

- The Sales team is at 109% of their goal for the year.
- Highlighted some of the larger groups hosted in the month of August: Texas Cornhole, North Texas Sewing and Quilt Expo and TexSom. The Bangladesh Association of North Texas event will be starting at the end of the week.
- Debbie Roberts, CVB Sports & Entertainment Sales Manager, is retiring on September 30. One position will be upgraded to a Director of Sales position.

Assistant Executive Director Marketing and Communications Diana Pfaff reported:

- Website traffic increase over 110,000 sessions for the Irvingtexas.com website, which is a 30 percent increase from July 2022
- July blogs have over 6,800 page views, with the top posts being "5 Ways to Have Fun in Lake Carolyn", "Uniquely Irving Eateries: Momo Spot" and "Top Martinis in Irving".
 - There was a complaint received from a Mexican restaurant that was not included in the *Top Martinis in Irving* blog. Contract writers are brought in for Round Up and Restaurant blogs. The writers can choose the location they would like to write about. This helps bring a different voice to the blogs.
- *Houstonian Magazine*, a high-end leisure magazine, was the top advertising performer for July, followed by TripAdvisor and Priceline. Paid search increased with nearly 14,000 site visits.
- The Staycations campaign generated over 12,000 hotel referrals in July and continues to perform well. Our Micro campaigns generated an additional 5,600 hotel referrals in July.
- DART reached out in July needing help with their 40th Anniversary celebration. They hosted block parties at several stations. ICVB assisted with contact information and hosted a cooling station at the kick-off event on August 1 at the North Lake station with cooling towels, water, and concert ticket giveaways.

Administration and Finance

Assistant Executive Director Finance and Administration Susan Rose reported:

- The AirDNA reports for July show:
 - There were 569 available listings, which is about a 6.2% increase in listing over last year's figure of 536.
 - The Average Daily Rate was \$225.59, which was an increase of 1.16% over last year.
 - Occupancy percentage of 61.2%, which was a decrease of 2.07% compared to last year.
 - Hotel comparable subset reports an Average Daily Rate for July of \$110.57, a decrease of 5.30% from last year, occupancy at 64.5% with an increase of 12.98% from last year.
- On August 22, Officer Hutson gave the ICVB staff a class in Active Attacker training, formerly called Active Shooter training. It was extremely informative and well received. Rose thanked the Irving Police department and Officer Hutson for having this resource available.
- City Hall engaged with Weaver and Associates to perform the internal review of our ARPA funds and its related activities. This is the City's effort to be proactive and ensure we have everything ready ahead of any questions that may be asked.

CONVENTION CENTER MANAGEMENT

General Manager Tom Meehan reported:

- The Convention Center is well ahead of budget for the year and has had record revenue and record expenses. The building is in great shape to end the fiscal year in September.
- For the year, there have been 166 events, compared to 155 events last year. Attendance for the year is approximately 200,000 compared to 150,000 last year. Attendance for June was 3,500.
- Currently, the Customer Service score for the year is 92.4%.
- There are 26 events happening in September, many of which are multi-day events. Swim Spa Blow Out, Body Building, DFW Fiber Fest, TPMA Southwest Foot and Ankle Conference, MDA Uncork a Cure Gala, Ultimate Women's Expo, just to name a few.
- Building projects include:
 - Starting on the new monument sign, if approved. The completion date is set for December.
 - Currently in the programming phase of the outside LED lighting project.
 - The walls in the pre-function area have been painted from orange to navy blue.
 - The carpet has been replaced and the walls have been painted navy blue in the office area.
 - Concrete joints and broken concrete have been repaired and replaced in the plaza area in front of the building.
 - Wood has been replaced on the upper terrace.
 - Concrete patches have been repaired on the top floor of the Westin garage.
 - A new crosswalk and additional fencing have been added near the ICC garage entrance.
 - The floor in the scullery room in the kitchen has been replaced.
 - Purchased additional equipment for Food and Beverage.

INDUSTRY PARTNERS

LIVE NATION UPDATES

Live Nation General Manager Tommy DeBeaudry

- On target for approximately 95 promoted events for 2023, which is similar to last year. December is closing strong with private events and continue to see booking for holiday parties and corporate events.
- There were 12 promoted shows in August, closing the month strong with three amphitheater shows in the last five days. The Counting Crows, Kidz Bop and Jodeci concerts had a total of approximately 20,000 tickets.
- Three cancellations in September due to low ticket sales. Official communication will be sent out for GERA MX on September 8, B Praak on September 9, and Edwing Luna on September 24.
- There are 16 promoted events in October and a few private events.
- Hozier is confirmed on October 10 and will be announced soon as an amphitheater show.

HOTEL INDUSTRY UPDATES

Board member Greg Malcolm:

- The STR report for July shows Occupancy for the City at 66.2%, up 6% compared to last year.
- The Average Daily Rate of \$114.15, up 1.6% from last year, RevPAR at \$75.52 up 2.2% from last year.
- Hotels on the south side of Irving off State Highway 183 and Valley View month to date for August Occupancy of 71.3%, Average Daily Rate of \$136.64, and RevPAR at \$97.40.

Board member Nydia Hoskins:

- Occupancy year-to-date through July 62.3% up 11 points, from last year at this time.
- The Average Daily Rate of \$214.86, up \$14 for last year, RevPAR at \$130.08, up \$28 from last year at this time.
- Transient business is softening but Group, Social and Catering are doing very well.
- Short-term is not so short-term as it has been, more future year business is starting to come back.
- The Omni model guest room for the upcoming renovation was approved by ownership. An invitation will be sent out for the first week in October. There will be two full days with Sales customer service events and a Sip and See throughout the day on October 4 and 5.

RESTAURANT INDUSTRY UPDATES

Board member David Cole:

- Fogo de Chão Brazilian Steakhouse is coming soon to Irving.
- Aunt Cissy's Kitchen and Catering has closed. There is a Thai restaurant sign at the former Aunt Cissy's location.
- Irving Police Athletic League opened at the old Armory location on O'Connor Blvd.

PARTNER ORGANIZATION AND STAKEHOLDER REPORTS

Irving-Las Colinas Chamber of Commerce:

Chamber President Beth Bowman reported:

- Thanked everyone for their patience with the Wells Fargo construction.
- *Inc Magazine* released the 5,000 fastest growing product companies in America. Eighteen of the companies recognized call Irving home.
- Common Desk, a flexible office space provider, opened at 400 E Las Colinas Blvd.

- *The Dallas Business Journal* "9th Annual Middle Market 500 List" recognized three companies from Irving.
- Irving's unemployment rate for June was slightly higher at 3.8%, up from 3.6% in May. Irving's rate is still below the State of Texas 4.5% but tied with the National unemployment rate.
- Bowman thanked Meehan, Gast, ICC and ICVB teams for their help with the North Texas Job Fair. The Irving Chamber had the opportunity to partner with Mayor Stopfer and Congresswoman Beth Van Duyne on the North Texas Job Fair held at the Irving Convention Center. Companies were looking to fill 15,000 jobs. There was a steady stream of job seekers throughout the day.
- On the economic development side, there is a healthy pipeline with over 300 projects, those projects represent just under 200,000 potential job opportunities in Irving.
- Bowman thanked the Mayor, City Manager, Council, and the Board for continuing to amplify the positive assets and tourism story within the City.

Mayor Stopfer thanked Bowman and her team for all their work bringing businesses to the City. Recently the Governor was in the Valley and mentioned Irving, Texas as an example of how regionalism works and how the City brings in big businesses that help the entire City.

Hillman added, last year Congressman Veasey was able to provide \$750,000 for the development of Southwest Park. This year he has identified \$500,000 as a proposal for work at Thomas Jefferson Park. City staff were able to secure \$44 million worth of assistance from the State for a large storm drain project, with a \$6 million grant and \$39 million as zero interest loan. This will be a \$30 million interest savings.

Irving Arts and Culture

Irving Arts Center:

Arts Board Chair Kelly O'Briant reported:

- Currently on display at the Irving Arts Center:
 - *Works* by Benjamin Muñoz in the Carpenter Lobby Gallery through October 28.
 - *Creating For Change* in the Courtyard Gallery through September 30.
- *Thank God It's Funny Comedy Nights*, featuring Eliot Chang on September 22.
- Coming Soon to the Irving Archives and Museums, September 2 through February 3, 2024:
 - *Popol Vuh* Illustrations by Jamie Arredondo.
 - *Ballet Folklorico/Fashion of Ballet Folklorico*: Expressing Mexican Culture through Dance
 - Artist reception featuring Jamie Arredondo and Avila Fleming on September 2.
- On September 8, the American Association for State and Local History (AASLH) will award the National Award of Excellence to Irving Archives & Museum and the Irving Black Arts Council for "The Local Green Book Project" at its annual convention in Boise, Idaho.

Las Colinas Association

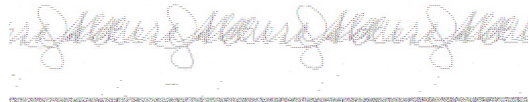
Las Colinas President Hammond Perot reported:

- The Las Colinas Association will hold a Special Meeting of Members on October 3 to consider use changes in following Supplementary Declarations:
 - Las Colinas Commons, West Walnut Hill, SD No. 8, has requested membership consideration allowing event and fitness centers as permitted uses on property.
 - Dallas Communications Complex, CCI, SD No. 26 has requested to add an indoor event center, fitness establishment, or sports facility.

- Las Colinas Village, Whitestone Las Colinas Village, SD No. 161 is seeking approval for a venue that combines a private club with a public restaurant, bar, and other entertainment uses.
- Blazing Hospitality, SD No. 163 is requesting a change in use and adding 22 single-family detached residences along with a private school.
- The Las Colinas Architecture Tour will be held on September 22. The tour stops include Verizon, Toyota Music Factory, Mandalay Canal, Pioneer Natural Resources, Williams Square and ExxonMobil. The Irving-Las Colinas Chamber of Commerce will be kicking off the tour with breakfast at William Square. Verizon will be hosting lunch, ExxonMobil, and Capital Commercial Investments will be hosting happy hour.
- Hammond congratulated the Las Colinas Security Dispatch team who earned the Five Diamond designation from The Monitoring Association.

With no further discussion, Bourgeois adjourned the meeting at 1:12 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME

Executive Director



ICVB
FINANCIAL STATEMENTS

For Period Ending
August 2023



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET

AUGUST 2023

Assets

Cash and equivalents 4,433,106.42
Investments 3,757,030.00

Total Assets 8,190,136.42

Liabilities

Accounts payables 394,929.72
Unearned revenue 5,466,722.31
Due to other funds 312.60

Total Liabilities 5,861,964.63

Fund Balance (Budgetary basis)

Reserve for encumbrances 272,654.15
Unreserved 2,055,517.64

Total Fund Balance 2,328,171.79

Total Liabilities and Fund Balance 8,190,136.42



IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
 MONTHLY FINANCIAL REPORT
 AUGUST 2023

Code	Account	MTD Actual	YTD Actual	Revised Budget	%	Encumbered	Available
REVENUE							
L3 - HOTEL/MOTEL TAX							
	CURRENT YEAR	748,857.62	6,304,618.91	8,000,000.00	78.8%	0.00	1,695,381.09
	PENALTY AND INTEREST	7,178.23	55,993.33	0.00	100.0%	0.00	(55,993.33)
	PRIOR YEAR	21,095.98	348,194.88	0.00	100.0%	0.00	(348,194.88)
	SHORT-TERM RENTALS	23,942.95	105,172.91	0.00	100.0%	0.00	(105,172.91)
	TOTAL HOTEL/MOTEL TAX	801,074.78	6,813,980.03	8,000,000.00	85.2%	0.00	1,186,019.97
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	3,832,067.63	7,324,375.00	52.3%	0.00	3,492,307.37
M4 - INVESTMENT INCOME							
		30,388.02	206,717.90	6,000.00	3445.3%	0.00	(200,717.90)
M5 - MISCELLANEOUS							
		430,601.00	486,501.52	11,000.00	4422.7%	0.00	(475,501.52)
TOTAL REVENUE		1,262,063.80	11,339,267.08	15,341,375.00	73.9%	0.00	4,002,107.92
EXPENDITURES							
N1 - SALARIES							
		210,549.81	2,241,616.94	3,009,995.00	74.5%	0.00	768,378.06
N2 - BENEFITS							
		43,106.64	441,044.06	612,013.00	72.1%	0.00	170,968.94
N4 - SUPPLIES							
		185.42	37,105.60	79,530.00	46.7%		42,424.40
O1 - UTILITIES (COMMUNICATIONS)							
		2,272.20	16,339.88	26,500.00	61.7%	0.00	10,160.12
O3 - OUTSIDE SERVICES							
	FREIGHT	187.85	1,884.21	3,300.00	57.1%	0.00	1,415.79
	MARKETING AND SALES RESOURCES	6,763.64	78,973.59	107,970.00	73.1%	0.00	28,996.41
	MEDIA ADVERTISING	101,073.26	494,338.62	602,540.84	82.0%	109,397.66	(1,195.44)
	POSTAGE EQUIPMENT RENTAL	0.00	1,986.48	2,650.00	75.0%	662.16	1.36
	PROFESSIONAL SERVICES	99,925.62	1,997,107.76	2,662,700.00	75.0%	142,594.33	522,997.91
	PROPERTY MANAGEMENT SERVICES	0.00	1,046,750.00	1,395,000.00	75.0%	0.00	348,250.00
	TOTAL OUTSIDE SERVICES	207,950.37	3,621,040.66	4,774,160.84	75.8%	252,654.15	900,466.03
O4 - TRAVEL - TRAINING - DUES							
	TRAVEL AND TRAINING	14,487.26	290,131.38	645,340.00	45.0%	0.00	355,208.62
	MILEAGE REIMBURSEMENT	263.52	1,746.73	3,500.00	49.9%	0.00	1,753.27
	MEMBERSHIP AND DUES	1,740.00	49,368.77	77,900.00	63.4%	0.00	28,531.23
	TOTAL TRAVEL - TRAINING - DUES	16,490.78	341,246.88	726,740.00	47.0%	0.00	385,493.12
O5 - CLAIMS AND INSURANCE							
		0.00	138,045.00	138,045.00	100.0%	0.00	0.00
O7 - MISCELLANEOUS EXPENSES							
	ADM COST REIMBURSEMENT	32,042.99	272,559.16	320,000.00	85.2%	0.00	47,440.84
	BUSINESS DEV INCENTIVE PROG	47,112.46	462,916.26	500,000.00	92.6%	0.00	37,083.74
	CONVENTION SERVICES MATERIALS	0.00	62,693.38	110,000.00	57.0%	0.00	47,306.62
	EVENT SPONSORSHIPS	0.00	85,782.75	152,679.00	56.2%	0.00	66,896.25
	ICVB VOLUNTEER PROGRAM	0.00	0.00	7,840.00	0.0%	0.00	7,840.00
	LOCAL PROGRAMS-PROMOTIONS	360,929.64	747,118.90	540,100.00	138.3%	20,000.00	(227,018.90)
	TOTAL MISCELLANEOUS EXPENSES	440,085.09	1,631,070.45	1,630,619.00	100.0%	20,000.00	(20,451.45)
P1 - CAPITAL EXPENDITURES							
		8,078.00	8,078.00	98,041.00	8.2%	0.00	89,963.00
P5 - TRANSFERS OUT							
	TRSF TO ICVB RESERVE FUND	4,497,790.00	4,497,790.00	4,497,790.00	100.0%	0.00	0.00
	TRSF TO ICVB TECHNOLOGY FUND	500,000.00	500,000.00	500,000.00	100.0%	0.00	0.00
	TRSF TO ICC RESERVE / CIP FUND	0.00	1,601,289.00	2,101,289.00	76.2%	0.00	500,000.00
	TRSF TO POB RISK MITIGATION	0.00	23,139.00	23,139.00	100.0%	0.00	0.00
	TRSF TO GENERAL DS FUND	0.00	90,306.00	90,306.00	100.0%	0.00	0.00
	TOTAL TRANSFERS OUT	4,997,790.00	6,712,524.00	7,212,524.00	0.0%	0.00	500,000.00
TOTAL EXPENDITURES		5,926,508.31	15,188,111.47	18,308,167.84	83.0%	272,654.15	2,847,402.22

Beginning Fund Balance	6,177,016.18
Revenues	11,339,267.08
Expenditures	(15,188,111.47)
Ending Fund Balance	2,328,171.79

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
AUGUST 2023

Assets

Cash and equivalents	3,337,427.14
Investments	2,103,000.00
Receivables	8,082,911.14

Liabilities

Unearned revenue	3,433,050.00
Deferred inflow	8,008,441.90
Total Liabilities	11,441,491.90

Fund Balance (Budgetary basis)

Reserve for encumbrances	0.00
Unreserved	2,081,846.38
Total Fund Balance	2,081,846.38

Total Assets

13,523,338.28

Total Liabilities and Fund Balance

13,523,338.28



IRVING CONVENTION AND VISITORS BUREAU - ICC RESERVE / CIP FUND
 MONTHLY FINANCIAL REPORT
 AUGUST 2023

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	1,412,794.46	2,880,000.00	49.1%	0.00	1,467,205.54
M4 - INVESTMENT INCOME							
		9,151.58	72,151.11	5,000.00	1443.0%	0.00	(67,151.11)
M5 - MISCELLANEOUS							
		25,043.71	280,161.26	764,000.00	36.7%	0.00	483,838.74
M6 - TRANSFER FROM ICVB GENERAL							
		0.00	1,601,289.00	2,101,289.00	76.2%	0.00	500,000.00
TOTAL REVENUE		34,195.29	3,366,395.83	5,750,289.00	58.5%	0.00	2,383,893.17

EXPENDITURES							
N4 - FURNITURE/FIXTURES LESS THAN \$5000							
		0.00	212,529.00	277,575.00	76.6%	0.00	65,046.00
N7 - STRUCTURE MAINTENANCE							
		226,264.10	947,555.26	964,000.00	98.3%	0.00	16,444.74
O3 - OUTSIDE SERVICES							
		0.00	17,558.00	17,558.00	100.0%	0.00	0.00
P1 - CAPITAL EXPENDITURES							
		0.00	865,851.18	2,384,867.00	36.3%	0.00	1,519,015.82
TOTAL EXPENDITURES		226,264.10	2,043,493.44	3,644,000.00	56.1%	0.00	1,600,506.56

Beginning Fund Balance	758,943.99
Revenues	3,366,395.83
Expenditures	(2,043,493.44)
Ending Fund Balance	<u>2,081,846.38</u>

NOTE:

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



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Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT Tax
80063305	8/1/2023	BOYER JAUDES, CAROL COMMUNICATIONS TRAVEL AND TRAINING	MAY 2023 - MAR/APR CELL	138.10		150.00
			CMP ADVANTAGE CONFERENCE 2023			(11.90)
80063306	8/1/2023	CUTTS, SUSAN PROFESSIONAL SERVICES	DATA ENTRY SERVICES - JUL 17 - 28, 2023	1,044.00	1,044.00	
80063307	8/1/2023	FEDERAL EXPRESS CORPORATION FREIGHT FREIGHT	SHIPPING	116.66		105.85
			SHIPPING			10.81
80063308	8/1/2023	FOJTASEK, LORI COMMUNICATIONS MILEAGE REIMBURSEMENT	JUN 2023 - CELL / MILEAGE	78.73		75.00
			JUN 2023 - CELL / MILEAGE			3.73
80063309	8/1/2023	GROVES, DONNA TRAVEL AND TRAINING COMMUNICATIONS	CMCA ANNUAL CONFERENCE 2023	348.75		283.75
			JUN 2023 - CELL			65.00
80063310	8/1/2023	HOPKINS, CHERYL TRAVEL AND TRAINING TRAVEL AND TRAINING COMMUNICATIONS LOCAL PROGRAMS-PROMOTIONS	HELMSBRISCOE ABC 2023	413.08		1.51
			SMARTMEETINGS 2023			313.27
			JUN 2023 - CELL / MISC			75.00
			JUN 2023 - CELL / MISC			23.30
80063311	8/1/2023	IPROMOTEU.COM, INC. SALES RESOURCES	ROUND RECTRACTABLE USB 3-IN-1 CABLE	2,999.83	2,999.83	
80063312	8/1/2023	LEVINE, KATHY COMMUNICATIONS	JUN 2023 - CELL	65.44		65.44
80063313	8/1/2023	LOPEZ, BRENDA COMMUNICATIONS MARKETING RESOURCES	JUN 2023 - CELL / MISC	88.98		75.00
			JUN 2023 - CELL / MISC			13.98
80063314	8/1/2023	MANSELL, LORI TRAVEL AND TRAINING COMMUNICATIONS TRAVEL AND TRAINING	AUSTIN CLIENT APPRECIATION LUNCHEON	145.00		55.00
			JUN 2023 - CELL			75.00
			MPI THCC 40TH ANNIVERSARY CELEBRATION			15.00
80063315	8/1/2023	ROSE, SUSAN COMMUNICATIONS	MAY & JUN 2023 - CELL	150.00		150.00
80063316	8/1/2023	SMG OFFICE MACHINERY LESS 5000 LOCAL PROGRAMS-PROMOTIONS PROFESSIONAL SERVICES PROFESSIONAL SERVICES	STEELCASE BRACKET/SMART CAMERA-WEBCAM	41,691.40		995.56
			CATERING			1,724.59
			NORLEM-ICC AEGIS NPOINT XDR PRO 1 YR			5,000.00
			INSIGHT- CORTEX XDR PRO/HOST 1 YR SUBSCRIPTION			33,971.25
80063317	8/1/2023	SMG BUILDINGS MAINT BUILDINGS MAINT BUILDINGS MAINT	IRRIGATION WATER CONTROL	67,739.94		17,478.00
			LOADING DOCK EAST & WEST GATES			36,395.48
			WATER HEATER REPLACEMENT			13,866.46
80063318	8/1/2023	THE BIG 12 CONFERENCE, INC BUSINESS DEV INCENTIVE PROG	CFO WEST SUMMER CLINIC/JULY 2023	2,615.00		2,615.00
80063319	8/1/2023	THE RITZ-CARLTON HOTEL COMPANY, L.L.C. BUSINESS DEV INCENTIVE PROG	LOS ANGELES DODGERS VS TX RANGERS/JULY 2023	1,830.00		1,830.00



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					ARPA	HOT Tax
80063320	8/1/2023	TUNGETT, MATT TRAVEL AND TRAINING COMMUNICATIONS	LAMONT & ASSOCIATES 2023	81.00		11.00
			JUN 2023 - CELL			70.00
80063321	8/8/2023	4600 W AIRPORT FREEWAY LLC BUSINESS DEV INCENTIVE PROG	STEWART TAYLOR REUNION/JULY 2023	615.00		615.00
80063322	8/8/2023	AJR MEDIA GROUP MEDIA ADVERTISING	ADVERTISING - TOURTEXAS.COM	495.00		495.00
80063323	8/8/2023	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC ACCOUNTS PAYABLE	JUL 2023 - RECEIPTS	22,250.80		22,250.80
80063324	8/8/2023	ASGN INCORPORATED PROFESSIONAL SERVICES	FREELANCE WORK - 23-24 MARKETING PLAN	1,600.00		1,600.00
80063325	8/8/2023	ASHFORD TRS CORPORATION BUSINESS DEV INCENTIVE PROG	CONVERGINT SLEDUCATION/JULY 2023	1,090.00		1,090.00
80063326	8/8/2023	BELIEVABLE BRANDS LLC PROFESSIONAL SERVICES	DESTINATION BRAND STRATEGY FORMULATION	25,000.00		25,000.00
80063327	8/8/2023	BH DFW PROPERTY LP BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG	JLM CREATIVE EVENTS / JULY 2023	2,385.00		1,535.00
			C-USA FOOTBALL OFFICIALS CLINIC/JULY 2023			850.00
80063328	8/8/2023	DESTINATION CONSULTANCY GROUP PROFESSIONAL SERVICES	DESTINATION BRAND RESEARCH ANALYSIS	18,000.00		18,000.00
80063329	8/8/2023	ESPINOZA, ANABEL COMMUNICATIONS MILEAGE REIMBURSEMENT TRAVEL AND TRAINING	APR 2023 - CELL / MILEAGE	438.17		75.00
			APR 2023 - CELL / MILEAGE			14.67
			SIMPLEVIEW SUMMIT 2023			348.50
80063330	8/8/2023	GREENSPRING MEDIA LLC MEDIA ADVERTISING	ADVERTISING	1,660.00		1,660.00
80063331	8/8/2023	HCD DALLAS CORPORATION BUSINESS DEV INCENTIVE PROG	SHERMCO MEETING/JULY 2023	244.00		244.00
80063332	8/8/2023	IMAGO MEDIA, INC. MEDIA ADVERTISING MEDIA ADVERTISING	ADVERTISING	916.50		595.00
			ADVERTISING			321.50
80063333	8/8/2023	MANUSAMA, DEBORA CHRISTY PROFESSIONAL SERVICES PROFESSIONAL SERVICES	DIGITAL CONTENT SPECIALIST	4,245.00		2,040.00
			DIGITAL CONTENT SPECIALIST			2,205.00
80063334	8/8/2023	NATIONAL CATHOLIC EDUCATIONAL ASSOCIATION BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG	NCEA CONTRACTED HOTELS/APR 2023	12,548.00		8,048.00
			NCEA OVERFLOW HOTELS/APR 2023			4,500.00
80063335	8/8/2023	PACKAGE EXPRESS LLC FREIGHT	LOCAL DELIVERY SERVICE	31.36		31.36
80063336	8/8/2023	PRICELINE.COM INTERNATIONAL LIMITED MEDIA ADVERTISING	ADVERTISING	7,471.26		7,471.26
80063337	8/8/2023	RENEE C SPEER BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG BUSINESS DEV INCENTIVE PROG	GASO BOYS BASKETBALL/APR 2023	1,440.00		555.00
			GASO BOYS BASKETBALL/APR 2023			525.00
			GASO BOYS BASKETBALL/MAY 2023			20.00
			GASO BOYS BASKETBALL/JULY 2023			235.00
			GASO BOYS BASKETBALL/MAR 2023			105.00



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		Object Description	Line Item Description		ARPA	HOT Tax
80063338	8/8/2023	STAMATS COMMUNICATIONS, INC.		5,300.00		
		MEDIA ADVERTISING	ADVERTISING		3,300.00	
		MEDIA ADVERTISING	ADVERTISING		2,000.00	
80063339	8/8/2023	THE RITZ-CARLTON HOTEL COMPANY, L.L.C.		1,150.00		
		BUSINESS DEV INCENTIVE PROG	CLEVELAND GUARDIANS VS TX RANGERS/JULY 2023		1,150.00	
80063340	8/8/2023	TOURISM ECONOMICS LLC		12,000.00		
		PROFESSIONAL SERVICES	SYMPHONY SERVICES - QTR 3		12,000.00	
80063341	8/8/2023	TRUCKSPY, INC.		2,520.00		
		BUSINESS DEV INCENTIVE PROG	TRUCKSPY LINEHAUL SUMMIT/JUNE 2023		2,520.00	
80063342	8/8/2023	TUCKER & ASSOCIATES, LLC		4,068.02		
		PROFESSIONAL SERVICES	MONTHLY RETAINER-AUG 2023/REIMBURSABLES-JUL		4,068.02	
80063343	8/15/2023	BH DFW PROPERTY LP		2,808.00		
		BUSINESS DEV INCENTIVE PROG	USMEPCOM MEPS/JULY 2023		2,808.00	
80063344	8/15/2023	BT HOTEL LAS COLINAS, LLC		380.00		
		BUSINESS DEV INCENTIVE PROG	USSSA DFW WORLD SERIES/JULY 2023		380.00	
80063345	8/15/2023	CELLCO PARTNERSHIP		481.58		
		COMMUNICATIONS	JULY 2023			159.47
		COMMUNICATIONS	JULY 2023			190.65
		COMMUNICATIONS	JULY 2023			131.46
80063346	8/15/2023	HOYTE, DON		15,000.00		
		PROFESSIONAL SERVICES	ECONOMIC IMPACT STUDY/2022 CLUB CORP GOLF		15,000.00	
80063347	8/15/2023	IRVING - LAS COLINAS ROTARY CLUB		40.00		
		MEMBERSHIPS, CERTS, & LICENSES	JULY 2023			40.00
80063348	8/15/2023	IRVING POLICE ATHLETIC LEAGUE		100.00		
		LOCAL PROGRAMS-PROMOTIONS	MEMORIAL DONATION - BENNY NEWMAN			100.00
80063349	8/15/2023	RICHARD MUHUNDE		120.00		
		BUSINESS DEV INCENTIVE PROG	UDCATE ANNUAL EXPO/JULY 2023		120.00	
80063350	8/15/2023	SMG		24,735.63		
		PROFESSIONAL SERVICES	FIRED UP CULTURE INV 2307-09		15,000.00	
		OFFICE MACHINERY	INSIGHT - MICROSOFT SURFACE HUB 2S 50"		8,078.00	
		LOCAL PROGRAMS-PROMOTIONS	CATERING			1,657.63
80063351	8/15/2023	SMG		25,043.70		
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - AUG 2023			25,043.70
80063352	8/15/2023	SMG		201,220.40		
		BUILDINGS MAINT	NEW CARPET FOR ADMINISTRATIVE OFFICES		185,401.40	
		BUILDINGS MAINT	INSTALLATION OF ONE VFD FOR AHU#11 (IT ROOM)		15,819.00	
80063353	8/15/2023	SPORTS CLUB LC OWNER LLC		1,100.00		
		MEMBERSHIPS, CERTS, & LICENSES	AUGUST 2023			1,100.00
80063354	8/15/2023	THE RITZ-CARLTON HOTEL COMPANY, L.L.C.		3,660.00		
		BUSINESS DEV INCENTIVE PROG	CHICAGO WHITE SOX VS TX RANGERS/AUG 2023		1,155.00	
		BUSINESS DEV INCENTIVE PROG	MIAMI MARLINS VS TX RANGERS/AUG 2023		1,415.00	
		BUSINESS DEV INCENTIVE PROG	TAMPA BAY RAYS VS TX RANGERS/JULY 2023		1,090.00	
80063355	8/22/2023	ASHFORD TRS CORPORATION		5,670.00		
		BUSINESS DEV INCENTIVE PROG	UMUADA IGBO SUMMER MEETING/JULY 2023		2,350.00	
		BUSINESS DEV INCENTIVE PROG	TEXAS CENTER FOR THE JUDICIARY/JULY 2023		3,320.00	
80063356	8/22/2023	AUTOMOBILE CLUB OF SOUTHERN CALIFORNIA		6,200.00		
		MEDIA ADVERTISING	ADVERTISING		6,200.00	



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		Object Description	Line Item Description		ARPA	HOT Tax
80063357	8/22/2023	BELIEVABLE BRANDS LLC		215.05		
		LOCAL PROGRAMS-PROMOTIONS	REIMBURSEMENT - HOTEL EXPENSE		215.05	
80063358	8/22/2023	BH DFW PROPERTY LP		595.00		
		BUSINESS DEV INCENTIVE PROG	TEXAS CLOWN ASSOCIATION ANNUAL		595.00	
80063359	8/22/2023	CUTTS, SUSAN		747.00		
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - JUL 31 - AUG 11, 2023		747.00	
80063360	8/22/2023	HR BUSINESS SOLUTIONS, INC		366.44		
		PROFESSIONAL SERVICES	ICVB COMPENSATION STUDY		366.44	
80063361	8/22/2023	LEO HOSPITALITY, LLC		760.00		
		BUSINESS DEV INCENTIVE PROG	USSSA DFW WORLD SERIES/JULY 2023		760.00	
80063362	8/22/2023	MALONEY STRATEGIC COMMUNICATION INC		1,019.20		
		PROFESSIONAL SERVICES	2023 INVENTORY STORAGE / MGMT - APR-JUL		1,019.20	
80063363	8/22/2023	NATIONAL ASSOCIATION OF CHURCH BUSINESS		5,084.00		
		BUSINESS DEV INCENTIVE PROG	THE CHURCH NETWORK ANNUAL MEETING/JULY 2023		5,084.00	
80063364	8/22/2023	NORTHSTAR TRAVEL MEDIA, LLC		6,000.00		
		MEDIA ADVERTISING	ADVERTISING		6,000.00	
80063365	8/22/2023	PRECAST CONCRETE MANUFACTURERS'		625.00		
		BUSINESS DEV INCENTIVE PROG	PCMA MEETING/JUNE 2023		625.00	
80063366	8/22/2023	PRICELINE.COM INTERNATIONAL LIMITED		8,467.55		
		MEDIA ADVERTISING	ADVERTISING		947.72	
		MEDIA ADVERTISING	ADVERTISING		7,519.83	
80063367	8/22/2023	SIRMEN, LORI		677.01		
		COMMUNICATIONS	JUL 2023 - CELL / MISC			75.00
		MARKETING RESOURCES	JUL 2023 - CELL / MISC			(18.33)
		TRAVEL AND TRAINING	PRSA TRAVEL & TOURISM 2023			252.40
		LOCAL PROGRAMS-PROMOTIONS	STE - SOUTHERN TRAVELERS EXPLORE 2023			(7.06)
		COMMUNICATIONS	JAN 2023 - CELL			75.00
		COMMUNICATIONS	FEB 2023 - CELL			75.00
		COMMUNICATIONS	APR 2023 - CELL			75.00
		COMMUNICATIONS	MAY 2023 - CELL			75.00
		COMMUNICATIONS	JUN 2023 - CELL			75.00
80063368	8/22/2023	SMG		7,504.00		
		BUSINESS DEV INCENTIVE PROG	HANDBELL MUSICIANS NAT'L SEMINAR/JULY 2023		7,504.00	
80063369	8/22/2023	TEXAS DEPARTMENT OF TRANSPORTATION		869.25		
		MEDIA ADVERTISING	ADVERTISING - TEXAS EVENTS CALENDAR		869.25	
80063370	8/22/2023	TRIPADVISOR, LLC		45,827.79		
		MEDIA ADVERTISING	ADVERTISING		20,495.06	
		MEDIA ADVERTISING	ADVERTISING		25,332.73	
80063371	8/22/2023	TURNER, ASHLEY DANIELLE		500.00		
		PROFESSIONAL SERVICES	BLOG POSTS- JULY 2023		400.00	
		PROFESSIONAL SERVICES	BLOG POSTS - AUG 2023		100.00	
80063372	8/22/2023	WFAA-TV INC		5,544.41		
		MEDIA ADVERTISING	ADVERTISING		5,544.41	



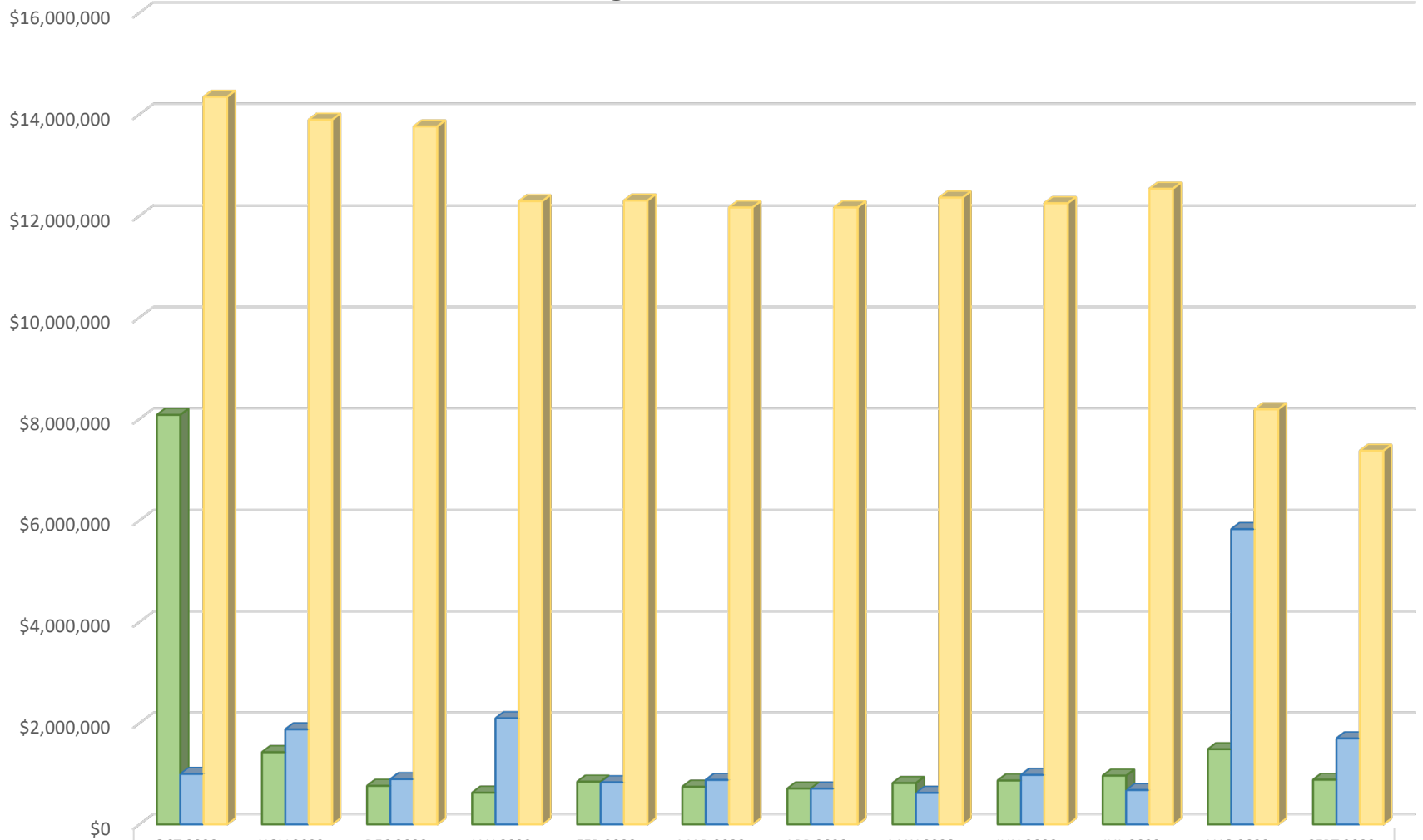
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Check Register

August 2023

Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT Tax
80063373	8/22/2023	WHITE, MONTY		441.04		
		TRAVEL AND TRAINING	SIMPLEVIEW SUMMIT 2023			9.25
		TRAVEL AND TRAINING	SXSW 2023			(181.11)
		TRAVEL AND TRAINING	DI MARKETING COMMUNICATIONS SUMMIT 2023			(134.25)
		COMMUNICATIONS	JAN 2023 - CELL			75.00
		COMMUNICATIONS	MAR 2023 - CELL			75.00
		COMMUNICATIONS	APR 2023 - CELL / MISC			75.00
		LOCAL PROGRAMS-PROMOTIONS	APR 2023 - CELL / MISC			(17.85)
		LOCAL PROGRAMS-PROMOTIONS	STE - SOUTHERN TRAVELERS EXPLORE 2023			530.00
		TRAVEL AND TRAINING	HSMIAI -ADRIAN AWARDS & CMO SUMMIT 2023			10.00
		Total Number of Checks	69	616,816.07		
		Total Number of Invoices	123		559,604.45	57,211.62

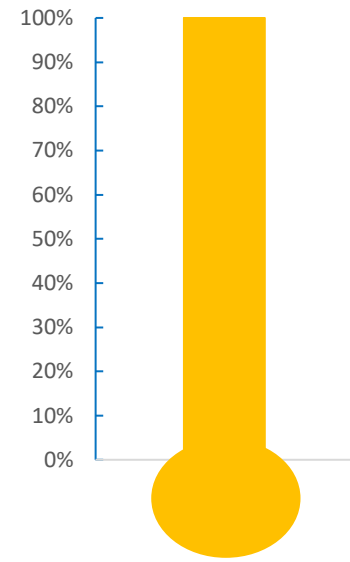
Irving Convention and Visitors Bureau
FY23 Cash Flow
August 2023



	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023	AUG 2023	SEPT 2023
REVENUE	\$8,081,479	\$1,428,426	\$762,507	\$626,966	\$844,550	\$744,328	\$709,317	\$817,700	\$868,162	\$963,493	\$1,485,783	\$882,758
EXPENSES	\$997,898	\$1,879,106	\$895,163	\$2,098,520	\$832,542	\$879,605	\$708,170	\$624,520	\$978,720	\$678,770	\$5,830,765	\$1,700,000
ENDING CASH	\$14,344,785	\$13,894,105	\$13,761,449	\$12,289,895	\$12,301,903	\$12,166,626	\$12,167,773	\$12,360,953	\$12,250,395	\$12,535,118	\$8,190,136	\$7,372,894

■ REVENUE
 ■ EXPENSES
 ■ ENDING CASH

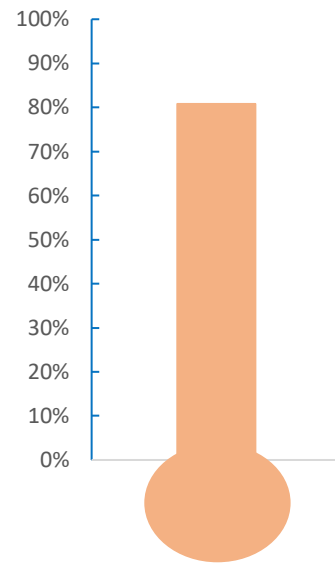
REPAYMENT OF FY21 LOAN FROM CITY



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

FY22 YEAR END GOAL
N/A

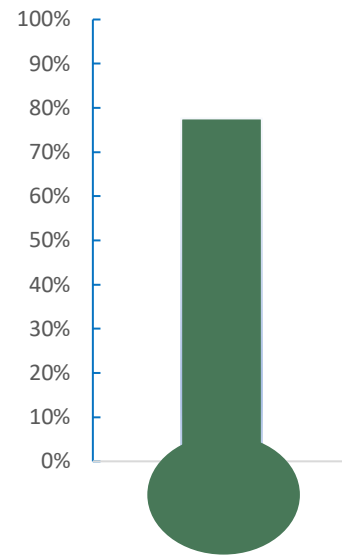
COMBINED FUNDS



GOAL: \$12,000,000
CURRENT: \$9,927,931

FY23 YEAR END GOAL
\$10,500,000

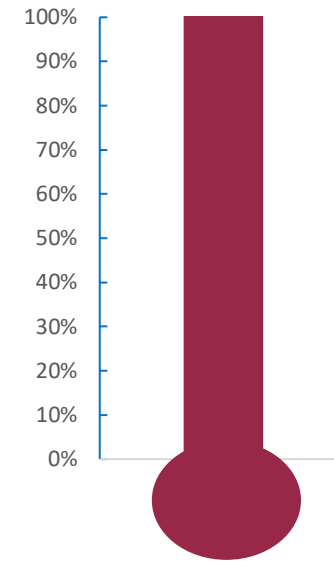
GENERAL FUND



GOAL: \$3,000,000
CURRENT: \$2,328,172

FY23 YEAR END GOAL
\$2,000,000

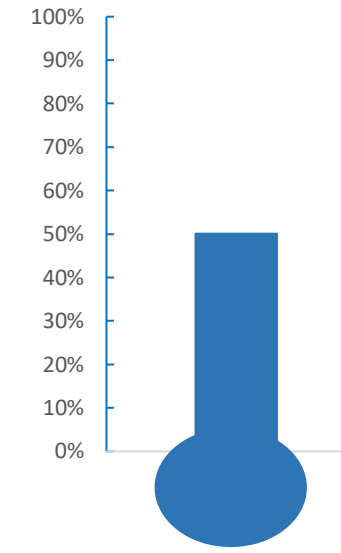
CATASTROPHIC RESERVE



GOAL: \$5,000,000
CURRENT: \$5,017,706

FY23 YEAR END GOAL
\$5,000,000

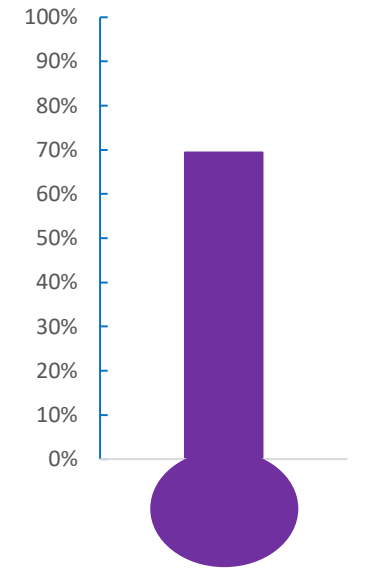
TECHNOLOGY FUND



GOAL: \$1,000,000
CURRENT: \$500,207

FY23 YEAR END GOAL
\$500,000

ICC RESERVE/CIP FUND



GOAL: \$3,000,000
CURRENT: \$2,081,846

FY23 YEAR END GOAL
\$3,000,000



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending
July 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
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	13,979.60
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
3	DFW Airport Hotel & Conference Center	closed	closed	closed	closed	closed	closed	closed	closed	closed	closed
4	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
5	Doubletree by Hilton DFW Airport North	18,435.17	15,321.61	363.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6	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
7	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
8	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
9	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
10	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
11	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
12	Sheraton DFW Airport Hotel	12,748.02	23,683.83	17,557.24	14,608.15	29,162.74	9,878.37	0.00	0.00	0.00	0.00
13	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
14	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
15	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
TOTAL LUXURY & FULL SERVICE		442,295.37	318,417.83	261,076.61	333,950.34	353,438.27	394,897.54	411,310.28	374,037.97	343,934.29	313,631.94
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

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 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
1	Candlewood Suites DFW Airport North	closed	closed	closed	closed	closed	closed	closed	5,228.88	7,085.38	6,042.75
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
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
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
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
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
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
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
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
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
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	2,083.94
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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	159,567.92

BUDGET SERVICE		OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
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
2	Best Western Irving Inn & Suites 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	0.00
3	Budget Inn & Suites	32.20	49.77	38.02	31.26	36.50	40.86	55.50	47.20	50.27	58.05
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
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
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
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
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
9	Delux Inn	705.02	752.10	779.97	725.35	594.20	819.49	759.38	733.38	775.19	760.25
10	Delux Suites Motel	67.78	112.14	0.00	48.45	118.96	107.68	75.10	86.44	114.49	0.00
11	Gateway Inn	617.71	422.20	469.77	381.47	408.06	542.27	507.56	469.51	451.44	455.40
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
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
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
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
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	1,089.80
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
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
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
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
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
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
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
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	46,806.01

LIMITED SERVICE		OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
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
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
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	14,866.03
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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
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	142,504.28

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
Number of locations		50	67	67	61	62	69	68	81	52	44

SUMMARY	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	JUL 2023
ACTUAL GRAND TOTAL	840,709.00	635,339.08	568,814.26	665,336.49	711,049.42	812,790.19	824,697.75	791,999.44	753,759.07	686,940.91
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
DIFFERENCE	(129,621.00)	(115,184.92)	(79,694.74)	(142,685.51)	(88,579.58)	(153,890.81)	(118,940.25)	(175,664.56)	(258,143.93)	(195,817.09)
	-13.4%	-15.3%	-12.3%	-17.7%	-11.1%	-15.9%	-12.6%	-18.2%	-25.5%	-22.2%
CUMULATIVE YEAR TO DATE										
ACTUAL	840,709.00	1,476,048.08	2,044,862.34	2,710,198.83	3,421,248.25	4,234,038.44	5,058,736.19	5,850,735.63	6,604,494.70	7,291,435.61
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
DIFFERENCE	(129,621.00)	(244,805.92)	(324,500.66)	(467,186.17)	(555,765.75)	(709,656.56)	(828,596.81)	(1,004,261.37)	(1,262,405.30)	(1,458,222.39)
	-13.4%	-14.2%	-13.7%	-14.7%	-14.0%	-14.4%	-14.1%	-14.7%	-16.0%	-16.7%
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



Date Distributed: August 28, 2023

Monthly Financial Summary

For Period Ending July 31, 2023

	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	247,250	109,865	100,292	112,900	105,118	166,803	207,450	159,850	164,600	135,600	163,650	183,410	1,856,787
Service Income	97,643	36,566	60,657	30,308	91,188	90,151	83,534	165,980	69,051	36,242	45,850	55,600	862,770
Service Expenses	(158,014)	(80,351)	(87,174)	(97,269)	(149,746)	(169,087)	(177,730)	(272,008)	(185,612)	(103,271)	(85,000)	(85,000)	(1,650,261)
Total Direct Event Income	186,879	66,080	73,775	45,939	46,560	87,867	113,254	53,822	48,039	68,571	124,500	154,010	1,069,295
Ancillary Income													
F & B Concessions	33,704	25,785	11,367	15,649	11,302	21,215	37,932	61,329	64,100	11,098	3,750	750	297,982
F & B Catering	479,931	212,032	171,372	503,470	326,612	231,759	371,875	418,811	432,438	97,306	164,160	381,791	3,791,558
Parking: Self Parking	67,551	66,091	23,139	17,165	37,445	43,653	64,903	65,005	41,388	13,009	10,660	8,200	458,210
Electrical Services	24,735	9,440	4,775	9,187	2,095	40,985	34,005	14,534	23,360	14,055	7,000	10,500	194,671
Audio Visual	(0)	126	(0)	0	242	4,375	(0)	(62)	(0)	(0)	-	-	4,680
Internet Services	6,600	989	(81)	2,096	350	3,855	5,862	4,786	60	3,225	1,250	1,250	30,242
Total Ancillary Income	612,521	314,465	210,572	547,567	378,046	345,842	514,577	564,403	561,346	138,693	186,820	402,491	4,777,344
Total Event Income	799,400	380,545	284,347	593,506	424,606	433,709	627,831	618,225	609,385	207,264	311,320	556,501	5,846,640
Other Operating Income	147,411	59,034	49,953	67,036	107,531	91,719	113,767	143,083	108,308	90,919	76,586	72,364	1,127,709
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	946,811	439,579	682,300	660,542	532,137	875,428	741,598	761,308	1,066,443	298,183	387,906	977,115	8,369,349
Operating Expenses													
Employee Salaries and Wages	214,234	230,370	228,275	230,128	220,078	247,772	203,201	227,907	245,616	222,472	259,907	272,889	2,802,848
Benefits	48,225	41,890	59,147	85,751	67,651	65,041	63,871	60,824	66,159	64,793	69,482	73,838	766,673
Less: Event Labor Allocations	(5,949)	(5,114)	(4,526)	(18,737)	(5,184)	(7,086)	(9,818)	(22,131)	(42,221)	(29,255)	(15,000)	(15,000)	(180,019)
Net Employee Wages and Benefits	256,510	267,146	282,896	297,142	282,545	305,727	257,254	266,601	269,554	258,010	314,389	331,727	3,389,503
Contracted Services	66,364	71,689	66,309	61,840	56,324	61,740	64,432	62,137	75,072	88,036	73,248	86,347	833,536
General and Administrative	90,724	33,624	45,149	47,309	41,376	35,257	26,731	50,046	92,036	79,597	66,605	142,056	750,510
Operations	53,493	59,493	36,500	39,441	30,088	46,103	41,743	50,535	83,224	54,471	69,446	74,932	639,468
Repair & Maintenance	38,235	47,240	36,651	37,170	29,098	50,752	42,391	24,815	83,322	76,405	70,558	93,410	630,045
Supplies	7,781	24,812	8,213	15,153	9,563	6,919	25,777	41,541	27,196	19,031	36,618	101,617	324,220
Insurance	4,130	4,593	37,406	7,420	5,296	3,890	4,986	4,320	(42)	10,993	5,417	5,417	93,826
Utilities	57,878	51,745	48,563	52,093	45,874	46,955	44,414	48,559	50,060	55,530	53,916	58,455	614,042
Other	788	1,658	32,592	500	1,718	72	79	233	178	451	1,483	11,105	50,855
ASM Global Management Fees	58,909	42,122	36,068	62,701	52,227	42,766	56,835	63,415	64,231	32,229	39,811	50,131	601,449
Total Operating Expenses	634,812	604,122	630,347	620,769	554,109	600,181	564,642	612,201	744,831	674,753	731,491	955,197	7,927,454
Net Income (Loss) From Operations	311,999	(164,543)	51,954	39,773	(21,972)	275,247	176,956	149,107	321,612	(376,570)	(343,585)	21,918	441,895

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

	Current Actual	Current Budget	Variance	Prior YTD Actual
Attendance	9,805	4,800	5,005	5,604
Events	12	5	7	11
Event Days	28	25	3	22
Direct Event Income	68,571	74,500	(5,929)	54,718
Ancillary Income	138,693	161,740	(23,047)	281,495
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	207,264	236,240	(28,976)	336,213
Other Operating Income	90,919	76,586	14,333	56,696
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	298,183	312,826	(14,643)	392,909
Indirect Expenses	(674,753)	(575,931)	(98,822)	(476,561)
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	<u>(376,570)</u>	<u>(263,105)</u>	<u>(113,465)</u>	<u>(83,652)</u>

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Ten Months Ending July 31, 2023

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	207,653	140,964	66,689	157,455
Events	178	132	46	166
Event Days	330	307	23	282
Direct Event Income	790,795	1,080,743	(289,948)	859,834
Ancillary Income	4,188,028	2,979,081	1,208,947	2,717,954
Total Event Income	4,978,823	4,059,824	918,999	3,577,788
Other Operating Income	978,766	741,940	236,826	624,218
Adjusted Gross Income	5,957,589	4,801,764	1,155,825	4,202,006
Indirect Expenses	(6,240,782)	(5,770,887)	(469,895)	(4,927,553)
Net Income (Loss) From Operations	(283,193)	(969,123)	685,930	(725,547)

ASM - Irving Convention Center
Balance Sheet
July 31, 2023

ASSETS

Current Assets

Cash	\$	1,585,402	
Accounts Receivable		1,421,093	
Prepaid Assets		45,104	
Inventory		84,961	
Total Current Assets			3,136,560

Total Assets	\$	3,136,560	
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	733,781	
Accrued Expenses		92,187	
Deferred Income		0	
Advance Ticket Sales/Deposits		1,547,035	
Other Current Liabilities		0	
Total Current Liabilities			2,373,003

Long-Term Liabilities

Long Term Liabilities		0	
Total Long-Term Liabilities			0

Total Liabilities			2,373,003
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Equity

Net Funds Received		16,794,600	
Retained Earnings		(15,747,850)	
Net Income (Loss)		(283,193)	
Total Equity			763,557

Total Liabilities & Equity	\$	3,136,560	
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ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 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	135,600	120,000	15,600	1,509,728	1,523,404	(13,676)	1,119,386
Service Revenue	36,242	39,500	(3,258)	761,318	480,353	280,965	401,777
Service Expenses	(103,271)	(85,000)	(18,271)	(1,480,251)	(923,014)	(557,237)	(661,329)
Total Direct Event In	68,571	74,500	(5,929)	790,795	1,080,743	(289,948)	859,834
Ancillary Income							
F & B Concessions	11,098	750	10,348	293,478	159,723	133,755	210,279
F & B Catering	97,306	144,400	(47,094)	3,245,610	2,447,020	798,590	2,080,390
Parking	13,009	9,840	3,169	439,347	260,253	179,094	333,588
Electrical Services	14,055	5,500	8,555	177,171	94,235	82,936	82,092
Audio Visual	0	0	0	4,681	0	4,681	(321)
Internet Services	3,225	1,250	1,975	27,741	17,850	9,891	11,926
Total Ancillary Inco	138,693	161,740	(23,047)	4,188,028	2,979,081	1,208,947	2,717,954
Total Event Income	207,264	236,240	(28,976)	4,978,823	4,059,824	918,999	3,577,788
OTHER OPERATING INCOME							
Other Income	90,919	76,586	14,333	978,766	741,940	236,826	624,218
Total Other Operatin	90,919	76,586	14,333	978,766	741,940	236,826	624,218
Adjusted Gross Inco	298,183	312,826	(14,643)	5,957,589	4,801,764	1,155,825	4,202,006
INDIRECT EXPENSES							
Salaries & Wages	222,472	256,029	33,557	2,270,053	2,512,662	242,609	1,808,900
Payroll Taxes & Ben	64,793	64,496	(297)	623,351	630,930	7,579	449,886
Labor Allocations to	(29,255)	(45,000)	(15,745)	(150,020)	(352,576)	(202,556)	(50,401)
Net Salaries and Ben	258,010	275,525	17,515	2,743,384	2,791,016	47,632	2,208,385
Contracted Services	88,036	67,415	(20,621)	673,943	676,897	2,954	629,013
General and Adminis	79,597	52,439	(27,158)	541,859	410,693	(131,166)	290,151
Operating	54,471	34,796	(19,675)	495,092	373,001	(122,091)	311,777
Repairs & Maintenan	76,405	44,808	(31,597)	466,080	432,450	(33,630)	429,264
Operational Supplies	19,031	17,610	(1,421)	185,988	162,560	(23,428)	127,084
Insurance	10,993	5,417	(5,576)	82,992	52,883	(30,109)	51,175
Utilities	55,530	45,000	(10,530)	501,672	462,878	(38,794)	479,909
Other	451	1,483	1,032	38,266	15,028	(23,238)	45,802
ASM Management F	32,229	31,438	(791)	511,506	393,481	(118,025)	354,993
Total Indirect Expens	674,753	575,931	(98,822)	6,240,782	5,770,887	(469,895)	4,927,553

ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 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>(376,570)</u>	<u>(263,105)</u>	<u>(113,465)</u>	<u>(283,193)</u>	<u>(969,123)</u>	<u>685,930</u>	<u>(725,547)</u>

July 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
25 Steubenville Lone Star... 23-06-470-556917 De finite	26 Pri-Med Access 2023 23-06-470-556624 De finite	27	28 Linehaul Summit, LLC 1514-65-65-25280 De finite	29 Kayla 000	30 Josette 000 Luke 000 Corey G. 000 Jeremy 000 Kayla 000	1 UDCATE Annual Expo 2... 1514-65-65-30079 De finite IMEP Conference 1514-65-65-28897 De finite Josette 000 Luke 000
2 UDCATE Annual Expo 2... 1514-65-65-30079 De finite Josette 000 Luke 000	3 Luke 000 Cori B. 000 Jeremy 000 Josette 000 Verenis 000 Eunice 000	4 Independence Day Holiday Cori B. 000	5 Luke 000 Fire System Inspection Cori B. 000 Jeremy 000 Josette 000 Amanda 000 KIM 000 Tom G. 000	6 Swim Spa Blow out Expo 1514-65-65-25887 De finite Luke 000 Fire System Inspection Cori B. 000 Jeremy 000 Josette 000 Amanda 000 Tom G. 000	7 Kidz Con 1514-65-65-25088 De finite Cori B. 000 Jeremy 000 Josette 000 Amanda 000 Tom G. 000	8 Cori B. 000 Tom G. 000
9 Kidz Con 1514-65-65-25088 De finite Swim Spa Blow out Expo 1514-65-65-25887 De finite Cori B. 000 Tom G. 000	10 Cori B. 000 Verenis 000 Amanda 000 Tom G. 000	11 Handbell National Seminar 1514-65-65-20609 De finite Cori B. 000 Verenis 000 Bess mtg w/Pepsi 10AM (3rd Fl ... Tom G. 000	12 Cori B. 000 Verenis 000 Tom G. 000	13 Cori B. 000 Verenis 000 Tom G. 000	14 Cori B. 000 Verenis 000 Tom G. 000	15 Dated Faded Worn Event 1514-65-65-28831 De finite Luke 000 Tom G. 000

July 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
The Church Network Annual Meeting 1514-65-65-20575 De finite						
Handbell National Se... 1514-65-65-20609 De finite Luke 000	Luke 000	Luke 000	Luke 000	Luke 000	Luke 000	Dallas Black Expo 1514-65-65-29407 De finite Luke 000
Tom G. 000	Verenis 000	Verenis 000	Verenis 000	Verenis 000	Verenis 000	
23	24	25	26	27	28	29
Building Professional Institute 1514-65-65-22435 De finite				Awakening Africa Expo 1514-65-65-27551 De finite		
	ICVB Board of Directo... 1514-65-65-27681 De finite	Super Lunch 2023 1514-65-65-28575 De finite				
Josette 000	Josette 000 Bess 000	Josette 000 Bess 000	Josette 000 Bess 000	KIM 000 Josette 000 Bess 000	KIM 000 Josette 000 Bess 000	KIM 000 Josette 000
30	31	1	2	3	4	5
KIM 000 Josette 000 Tony 000	KIM 000 Josette 000 Tony 000 Keyse-000 Angela 000	Tony 000 KIM 000 Angela 000	Tony 000	Tony 000 Air-wall Maintenance	TriplePlay Signage Test 1514-65-65-32544 De finite - Blackout Job Fair 1514-65-65-31135 De finite Tony 000 Air-wall Maintenance	Tony 000



Date Distributed: September 18, 2023

Monthly Financial Summary

For Period Ending August 31, 2023

	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	247,250	109,865	100,292	112,900	105,118	166,803	207,450	159,850	164,600	135,600	125,550	183,660	1,818,937
Service Income	97,643	36,566	60,657	30,308	91,188	90,151	83,534	165,980	69,051	36,242	45,005	58,850	865,175
Service Expenses	(158,014)	(80,351)	(87,174)	(97,269)	(149,746)	(169,087)	(177,730)	(272,008)	(185,612)	(103,271)	(140,434)	(85,000)	(1,705,695)
Total Direct Event Income	186,879	66,080	73,775	45,939	46,560	87,867	113,254	53,822	48,039	68,571	30,121	157,510	978,417
Ancillary Income													
F & B Concessions	33,704	25,785	11,367	15,649	11,302	21,215	37,932	61,329	64,100	11,098	1,565	750	295,797
F & B Catering	479,931	212,032	171,372	503,470	326,612	231,759	371,875	418,811	432,438	97,306	168,201	381,791	3,795,599
Parking: Self Parking	67,551	66,091	23,139	17,165	37,445	43,653	64,903	65,005	41,388	13,009	33,597	8,200	481,147
Electrical Services	24,735	9,440	4,775	9,187	2,095	40,985	34,005	14,534	23,360	14,055	11,210	10,500	198,881
Audio Visual	(0)	126	(0)	0	242	4,375	(0)	(62)	(0)	(0)	403	-	5,083
Internet Services	6,600	989	(81)	2,096	350	3,855	5,862	4,786	60	3,225	3,033	1,250	32,026
Total Ancillary Income	612,521	314,465	210,572	547,567	378,046	345,842	514,577	564,403	561,346	138,693	218,009	402,491	4,808,533
Total Event Income	799,400	380,545	284,347	593,506	424,606	433,709	627,831	618,225	609,385	207,264	248,130	560,001	5,786,950
Other Operating Income	147,411	59,034	49,953	67,036	107,531	91,719	113,767	143,083	108,308	90,919	109,766	77,460	1,165,985
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	946,811	439,579	682,300	660,542	532,137	875,428	741,598	761,308	1,066,443	298,183	357,896	985,710	8,347,935
Operating Expenses													
Employee Salaries and Wages	214,234	230,370	228,275	230,128	220,078	247,772	203,201	227,907	245,616	222,472	260,989	271,601	2,802,643
Benefits	48,225	41,890	59,147	85,751	67,651	65,041	63,871	60,824	66,159	64,793	28,136	86,549	738,039
Less: Event Labor Allocations	(5,949)	(5,114)	(4,526)	(18,737)	(5,184)	(7,086)	(9,818)	(22,131)	(42,221)	(29,255)	(51,847)	(15,000)	(216,866)
Net Employee Wages and Benefits	256,510	267,146	282,896	297,142	282,545	305,727	257,254	266,601	269,554	258,010	237,278	343,150	3,323,815
Contracted Services	66,364	71,689	66,309	61,840	56,324	61,740	64,432	62,137	75,072	88,036	75,293	82,950	832,184
General and Administrative	90,724	33,624	45,149	47,309	41,376	35,257	26,731	50,046	92,036	79,597	84,203	191,386	817,439
Operations	53,493	59,493	36,500	39,441	30,088	46,103	41,743	50,535	83,224	54,471	64,356	73,091	632,537
Repair & Maintenance	38,235	47,240	36,651	37,170	29,098	50,752	42,391	24,815	83,322	76,405	48,636	81,445	596,158
Supplies	7,781	24,812	8,213	15,153	9,563	6,919	25,777	41,541	27,196	19,031	18,259	88,114	292,358
Insurance	4,130	4,593	37,406	7,420	5,296	3,890	4,986	4,320	(42)	10,993	9,471	9,471	101,934
Utilities	57,878	51,745	48,563	52,093	45,874	46,955	44,414	48,559	50,060	55,530	53,266	63,315	618,252
Other	788	1,658	32,592	500	1,718	72	79	233	178	451	1,579	4,652	44,498
ASM Global Management Fees	58,909	42,122	36,068	62,701	52,227	42,766	56,835	63,415	64,231	32,229	41,130	50,131	602,768
Total Operating Expenses	634,812	604,122	630,347	620,769	554,109	600,181	564,642	612,201	744,831	674,753	633,471	987,705	7,861,943
Net Income (Loss) From Operations	311,999	(164,543)	51,954	39,773	(21,972)	275,247	176,956	149,107	321,612	(376,570)	(275,575)	(1,994)	485,993

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

	Current Actual	Current Budget	Variance	Prior YTD Actual
Attendance	11,356	3,630	7,726	14,464
Events	17	5	12	18
Event Days	37	19	18	44
Direct Event Income	30,121	75,800	(45,679)	154,056
Ancillary Income	218,009	213,420	4,589	342,150
Total Event Income	248,130	289,220	(41,090)	496,206
Other Operating Income	109,766	76,586	33,180	118,362
Adjusted Gross Income	357,896	365,806	(7,910)	614,568
Indirect Expenses	(633,471)	(563,213)	(70,258)	(690,191)
Net Income (Loss) From Operations	(275,575)	(197,407)	(78,168)	(75,623)

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Eleven Months Ending August 31, 2023

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	219,009	144,594	74,415	171,919
Events	195	137	58	184
Event Days	367	326	41	326
Direct Event Income	820,915	1,156,543	(335,628)	1,013,888
Ancillary Income	4,406,029	3,192,501	1,213,528	3,060,110
Total Event Income	5,226,944	4,349,044	877,900	4,073,998
Other Operating Income	1,088,532	818,526	270,006	742,581
Adjusted Gross Income	6,315,476	5,167,570	1,147,906	4,816,579
Indirect Expenses	(6,874,245)	(6,334,100)	(540,145)	(5,617,752)
Net Income (Loss) From Operations	(558,769)	(1,166,530)	607,761	(801,173)

ASM - Irving Convention Center
Balance Sheet
August 31, 2023

ASSETS

Current Assets

Cash	\$	1,699,163	
Accounts Receivable		1,578,037	
Prepaid Assets		34,654	
Inventory		98,458	
Total Current Assets			3,410,312

Total Assets			\$ 3,410,312
---------------------	--	--	---------------------

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	755,804	
Accrued Expenses		104,376	
Deferred Income		0	
Advance Ticket Sales/Deposits		2,062,150	
Other Current Liabilities		0	
Total Current Liabilities			2,922,330

Long-Term Liabilities

Long Term Liabilities		0	
Total Long-Term Liabilities			0

Total Liabilities			2,922,330
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Equity

Net Funds Received		16,794,600	
Retained Earnings		(15,747,850)	
Net Income (Loss)		(558,768)	
Total Equity			487,982

Total Liabilities & Equity			\$ 3,410,312
---------------------------------------	--	--	---------------------

ASM - Irving Convention Center
Income Statement
For the Eleven Months Ending August 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	125,550	117,300	8,250	1,635,278	1,640,704	(5,426)	1,301,611
Service Revenue	45,005	43,500	1,505	806,322	523,853	282,469	453,532
Service Expenses	(140,434)	(85,000)	(55,434)	(1,620,685)	(1,008,014)	(612,671)	(741,255)
Total Direct Event In	30,121	75,800	(45,679)	820,915	1,156,543	(335,628)	1,013,888
Ancillary Income							
F & B Concessions	1,565	3,750	(2,185)	295,037	163,473	131,564	219,758
F & B Catering	168,201	190,760	(22,559)	3,413,807	2,637,780	776,027	2,357,003
Parking	33,597	10,660	22,937	472,946	270,913	202,033	374,000
Electrical Services	11,210	7,000	4,210	188,381	101,235	87,146	95,578
Audio Visual	403	0	403	5,084	0	5,084	(320)
Internet Services	3,033	1,250	1,783	30,774	19,100	11,674	14,091
Total Ancillary Inco	218,009	213,420	4,589	4,406,029	3,192,501	1,213,528	3,060,110
Total Event Income	248,130	289,220	(41,090)	5,226,944	4,349,044	877,900	4,073,998
OTHER OPERATING INCOME							
Other Income	109,766	76,586	33,180	1,088,532	818,526	270,006	742,581
Total Other Operatin	109,766	76,586	33,180	1,088,532	818,526	270,006	742,581
Adjusted Gross Inco	357,896	365,806	(7,910)	6,315,476	5,167,570	1,147,906	4,816,579
INDIRECT EXPENSES							
Salaries & Wages	260,989	256,029	(4,960)	2,531,044	2,768,691	237,647	2,011,326
Payroll Taxes & Ben	28,136	64,496	36,360	651,484	695,426	43,942	517,443
Labor Allocations to	(51,847)	(45,000)	6,847	(201,866)	(397,576)	(195,710)	(57,891)
Net Salaries and Ben	237,278	275,525	38,247	2,980,662	3,066,541	85,879	2,470,878
Contracted Services	75,293	67,415	(7,878)	749,237	744,312	(4,925)	698,829
General and Adminis	84,203	35,939	(48,264)	626,053	446,631	(179,422)	396,880
Operating	64,356	34,796	(29,560)	559,450	407,797	(151,653)	352,775
Repairs & Maintenan	48,636	44,808	(3,828)	514,714	477,258	(37,456)	482,276
Operational Supplies	18,259	17,610	(649)	204,247	180,170	(24,077)	196,047
Insurance	9,471	5,417	(4,054)	92,463	58,300	(34,163)	59,399
Utilities	53,266	45,000	(8,266)	554,937	507,878	(47,059)	518,891
Other	1,579	1,483	(96)	39,845	16,511	(23,334)	46,744
ASM Management F	41,130	35,220	(5,910)	552,637	428,702	(123,935)	395,033
Total Indirect Expens	633,471	563,213	(70,258)	6,874,245	6,334,100	(540,145)	5,617,752

ASM - Irving Convention Center
Income Statement
For the Eleven Months Ending August 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>(275,575)</u>	<u>(197,407)</u>	<u>(78,168)</u>	<u>(558,769)</u>	<u>(1,166,530)</u>	<u>607,761</u>	<u>(801,173)</u>

August 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30 KIM 000 Josette 000 Tony 000	31 KIM 000 Josette 000 Tony 000 Keyse 000 Angela 000	1 Tony 000 KIM 000 Angela 000	2 Tony 000	3 Tony 000 Air-wall Maintenance	4 TriplePlay Signage Test 1514-65-65-32544 De finite - Blackout Job Fair 1514-65-65-31135 De finite Tony 000 Air-wall Maintenance	5 Tony 000
6 Sneaker Exit 1514-65-65-28959 De finite Tony 000	7 Job Fair 1514-65-65-31135 De finite Tony 000 Kayla 000 Eunice 000	8 Edmundo - BANT Mtg (...) 1514-65-65-32608 De finite - Blackout Irving ISD Parking 1514-65-65-31968 De finite U.S. Secret Service 1514-65-65-30016 De finite ICVB Destination Deve... 1514-65-65-27521 De finite Tony 000 Kayla 000 Eunice 000	9 Irving ISD Training 1514-65-65-30719 De finite CPR Class 1514-65-65-32704 De finite Irving Cares Tasting 1514-65-65-32193 De finite - Internal Tony 000 Kayla 000 Eunice 000	10 Texas Cornhole League Ryder Cup 1514-65-65-26303 De finite Tony 000 Kayla 000 Eunice 000	11 Tony 000 Kayla 000 Eunice 000	12 Tony 000 Kayla 000

August 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
13 Texas Cornhole League... 1514-65-65-26303 Definite	14	15	16	17	18	19
Original Sewing & Quilt Expo/North Texas Quilt Festival 1514-65-65-17698 Definite						
<ul style="list-style-type: none"> Tony 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	<ul style="list-style-type: none"> Rachel 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	CPR Class 1514-65-65-32736 Definite <ul style="list-style-type: none"> Rachel 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	ServiceNow Meeting 1514-65-65-31423 Definite ServiceNow Tasting 1514-65-65-31263 Definite - Internal <ul style="list-style-type: none"> Rachel 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	<ul style="list-style-type: none"> Rachel 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	Association of Certifi... 1514-65-65-28159 Definite CPR Class 1514-65-65-32768 Definite <ul style="list-style-type: none"> Rachel 000 Jeremy - ASM Conference Verenis - ASM Conference Eunice - ASM Conference 	
20 Texas Total Rewards Conference 2023 1514-65-65-25248 Definite	21	22	23 DynaTen Meeting 1514-65-65-31167 Definite TEXSOM Conference 1514-65-65-24196 Definite	24 ABAT 1514-65-65-25504 Definite	25	26 TEXSOM - JR (non-compete)
27 TEXSOM Conference 1514-65-65-24196 Definite ABAT 1514-65-65-25504 Definite	28 ICVB Board of Directo... 1514-65-65-27746 Definite	29	30 Edmundo BANT Meeting 1514-65-65-33217 Definite - Blackout PartyFest	31 BANT 1514-65-65-25122 Definite	1	2

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

BOARD REPORTS

**BOARD CHAIR,
BOARD COMMITTEES,
CITY OF IRVING**

From: [Bob Bourgeois](#)
To: [Maura Gast](#)
Subject: Nominating Task Force Report and Recommendations
Date: Wednesday, September 6, 2023 2:22:28 PM

Memorandum

To: Herb Gears, Chair, Board and Business Development Committee

From: Bob Bourgeois, Chair, Board of Directors

Date September 6, 2023

Subject Nominating Task Force Report and Recommendations

The Nominating Task Force comprised of Julia Kang, Richard Stewart and Bob Bourgeois met on August 28, 2023. The task force considered all individuals eligible to serve as Chair and Vice-Chair of the Board of Directors for the coming term. The Task Force is unanimous in recommending Richard Stewart serve as Chair and Herb Gears serve as Vice-Chair for the 2023-2024 term. The task force urges you to consider these nominations at your September 8, 2023 meeting and recommend same to the ICVB Board for approval at its September 25, 2023 board meeting.

Respectfully submitted, Bob Bourgeois



11830 Webb Chapel
Suite 1200
Dallas, TX
75234
(972) 671-4372

Mayor Rick Stopfer
Councilman Kyle Taylor – ICVB Liaison
Councilman Brad LaMorgese
825 W. Irving Boulevard
Irving, TX 75060

Dear Mayor and Councilmembers:

On behalf of the Greater Dallas Chapter of the Texas Restaurant Association (“GDTRA”), we respectfully request the reappointment of David Cole, i Fratelli Pizza, to the Restaurant Industry seat on the Irving Convention and Visitors Bureau (ICVB) Board of Directors. On August 15, 2023, the GDTRA Executive Committee unanimously approved this recommendation.

By way of background, your Irving restaurateurs are represented through our organization, which is a chapter of the Texas Restaurant Association (“TRA”). The TRA and the GDTRA work tirelessly to represent Texas’ \$95 billion foodservice industry and its workforce of 1.4 million – 11% of the state’s employment.

Whether it’s providing cutting-edge training and certification products for our members, navigating the complex waters of ever-changing regulations, or empowering our members to improve their bottom lines through relevant business solutions, the TRA serves as a one-stop resource for the wide-ranging foodservice industry. Our diverse network of members ranges from restaurant owners, operators, staff and suppliers, to educators, students, and local tourism offices such as the Irving CVB.

The GDTRA appreciates the opportunity to have a member on a board with an important focus and commitment to all elements of the industry it represents. With the tremendous investment the City of Irving has made in its entertainment district, as well as the strength of your individually-owned and extraordinarily diverse restaurants that have been part of the City for decades, it is important to our association that our representative is someone connected to and engaged with the Irving restaurant community and its civic leaders, as well as with the issues facing our industry on a local, state, and national level.

We recognize that David has previously served in this role and believe that his engagement with the Irving community and his peers, as well as his continued leadership in our association at all levels, renders him uniquely qualified to continue to be of service in this role.

We appreciate your support of this recommendation. Should you have any questions, please contact me Corey Mobley, Executive Director of this chapter, at cmobley@txrestaurant.com.

cc: Maura Gast, ICVB Executive Director



512 East Riverside Dr
Suite 250
Austin, TX
78704
(512) 457-4100

TXRestaurant.org



City Holiday/No Trash Collection

In observance of Labor Day, there will be no residential trash, curbside recycling or brush collection on Monday, Sept. 4. In addition, the following facilities will be closed:

- City Hall
- Hunter Ferrell Landfill
- Irving Arts Center
- Irving public libraries
- North Lake Natatorium
- Recreation centers

All offices and services will resume normal business hours Tuesday, Sept. 5. Visit CityofIrving.org for more information. ■



page 4

Road construction continues on Irving and MacArthur Boulevards. Check out the timelines and the project scopes.

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IRVING CITY Spectrum

SEPTEMBER 2023 / VOL 30 / NO 09

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IRVING Movies on MAIN

7:30 P.M.
HERITAGE PARK | 217 S. MAIN ST.
Come early and grab a bite to eat in the Irving Heritage District or from an on-site food vendor.

FREE ADMISSION
Bring blankets and lawn chairs Fridays in September for a family-friendly movie under the stars that will include Spanish subtitles.

SEPT. 1 E.T. 1982 (PG)	SEPT. 8 The Bad Guys 2022 (PG)	SEPT. 15 Super Mario Brothers 2023 (PG)	SEPT. 22 Vivo 2021 (PG)

IRVING TEXAS | IRVING HERITAGE DISTRICT | IRVINGEVENTS.ORG



MUSIC ON MAIN SERIES IN OCTOBER AT HERITAGE PARK

What is better than a perfect fall evening spent with family, food, good times and live entertainment? Bring a lawn chair and blanket to Heritage Park for an evening of live music!

Fridays in October | 7 p.m.
Heritage Park, 217 S. Main St.

Each Friday evening in October show off your best dance moves. Live music will begin at 7 p.m. on the Heritage Park stage. Grab dinner at a restaurant in downtown or from the on-site food vendors. These free evenings events have something for every member of the family.

Visit IrvingEvents.org or call (972) 721-2501 for more information on Irving events. ■

Trash Collection Goes Back to Twice Per Week Beginning Monday, Dec. 4

City leadership is working to balance the desires of residents with the wellness of the solid waste collection crew members, and as a result, developed a plan to go back to twice per week manual trash collection while keeping three-member teams on each trash truck to accommodate the heavy lifting required to throw trash.

Starting on Monday, Dec. 4, manual trash collection will be performed twice per week and recycling, brush and bulky materials will be collected once per week. Standardizing the collection model for solid waste remains the goal, and in the coming months, the city will be finalizing ordinance amendments to accommodate the twice-per-week model.

Going from once-per-week trash collection back to twice-per-week trash collection requires hiring an additional 21 solid waste collection employees, and a rate increase is needed to fund those additional

**DECEMBER 4
BACK TO
TWICE
PER WEEK
TRASH
COLLECTION**

employees, as well as increased wages for collection team members.

Additional information and updates are available at CityofIrving.org/SWS or call (972) 721-2232. ■

ULTRAFAST ELECTRIC VEHICLE CHARGING STATION IN IRVING

The City of Irving now offers an ultrafast electric vehicle (EV) charging station at the South Irving Library, 601 Schulze Drive. The station is the first city-owned fast charger in Texas.

The Boost Charger can fully charge an EV in about 30 minutes, compared with three to four hours on a standard Level 2 charger. The charger cost \$191,441 and was paid for with funds from a Federal Highway Administration program. The charger is located in the parking lot of the library, near the drive-thru. The easy-to-use touchscreen menu guides users through the process.

The installation was completed just as Volta presented the results of an EV charger assessment conducted in Irving. According to the findings, by 2027 the city will have more than 8,200 registered EVs on the road, up from 2,629 in 2023. The city currently has 74 EV charging ports at 34 locations throughout Irving.

To learn more about the new charger and the results of Volta's assessment, visit CityofIrving.org/BeGreen. ■

**CITY OF IRVING
HIRING
INCENTIVE!**

New Full-Time Employees Can Earn up to \$3-\$5K as a Hiring Incentive!

CityofIrving.org/Jobs

For more information, call (972) 721-2696 or visit CityofIrving.org/HR.

SCAN ME



2023 National Preparedness Month



CityofIrving.org/Emergency-Management | Ready.gov

Keep Irving Beautiful Invites Volunteers to Register for the Annual Trash Bash Sept. 23

Keep Irving Beautiful (KIB) will celebrate the 32nd annual Trash Bash on Saturday, Sept. 23 at T.W. Richardson Grove Park, 333 E. Interstate Highway 635, from 9 a.m. to noon. Volunteers will focus their efforts on the northern Campion Trail area, with the goal of keeping litter from reaching the Elm Fork of the Trinity River. The cleanup is held on National Public Lands Day, traditionally the nation's largest single-day volunteer event, and is part of Keep Texas Beautiful's "Fall Sweep."

KIB will provide litter pickers, gloves, and trash and recycle bags. In addition to the cleanup, volunteers will have the opportunity to visit a variety of educational and entertaining exhibits to learn about water conservation, participate in STEM activities, play disc golf or enjoy a puppet show. Lunch will be provided, with a vegetarian option, after the cleanup.

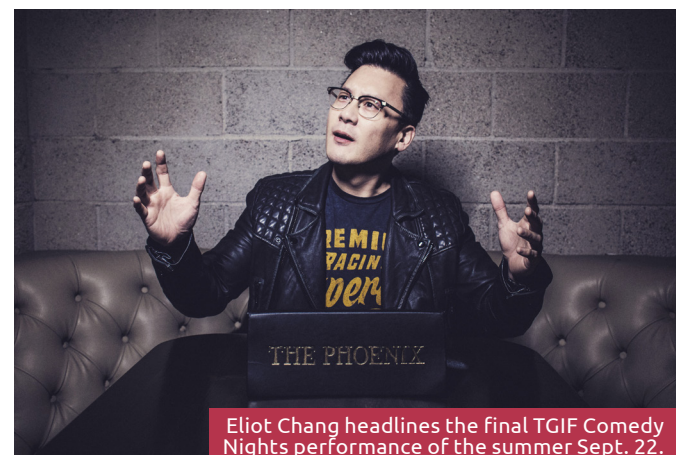
Volunteers are encouraged to bring canned or other nonperishable food items to the Trash Bash. Donations benefit Crisis Ministries of Irving Food Pantry. Those who



donate will receive a T-shirt, while supplies last.

KIB is also offering a "virtual" option. Volunteers can conduct cleanups at a safe Irving location of their choice. Report results to KIB by posting pictures and data to social media using the hashtag #IrvingTrashBash2023.

Register by Saturday, Sept. 16. For more information, visit CityofIrving.org/KIB or call (972) 721-2175. ■



Eliot Chang headlines the Final TGIF Comedy Nights performance of the summer Sept. 22.



Connect with Irving-based nonprofits on Sept. 30 for opportunities at the annual volunteer fair.

Irving Arts Center's Sizzling September

Sept. 2-3 | North America Bangladesh Convention
Presented by Bangladeshi American Community of Texas \$15 per day

A two-day showcase of Bangladeshi Heritage and Culture will be held over the Labor Day weekend. Visit TicketFios.com/NABC for tickets and information.

Sept. 7 | JumpstART Stories & Art: Alphabet Soup
10 a.m. | Free

Come for some morning fun with letters while reading stories, and participate in art projects inspired by the letters of the alphabet.

Sept. 10 | Second Sunday Funday: Paint it! + Teen Open Studio

1 to 4 p.m. | Free
Grab a paintbrush, and go with the flow to create colorful compositions inspired by nature and imagination. Fun for all ages!

Sept. 16 | Sandra Mbuyi Gospel Concert

Presented by The Oasis Group
4:30 p.m. | Ticket Price TBD
Renowned Congolese singer Sandra Mbuyi performs at Irving Arts Center.

Sept. 22 | TGIF Comedy Nights: Eliot Chang

Presented by Irving Arts Center
7:30 p.m. | \$22.50-\$27.50
Irving Arts Center is pleased to introduce a new standup comedy series: TGIF Comedy Nights. Thank goodness it's Friday. And thank goodness it's funny! The third of these comedy nights features the comedy of Eliot Chang. Chang has been seen on his own Comedy Central Half Hour Special, E!'s "Chelsea Lately," and Showtime, and has received millions of views on YouTube. Originally

from New York City and now based in Los Angeles, he has toured in almost every state in America and parts of Europe and Asia. This comedian is also an actor and improviser, studying improv in New York at the Upright Citizens Brigade and then with Armando Diaz at the Magnet Theater.

Sept. 29 | Vasantosav

Presented by Bangladeshi American Community of Texas
7:30 p.m. | Ticket Price: \$45-\$109
Vasantosav is a tribute to the musical legend, Pandit Vasant Rao Deshpande, rightfully graced by his grandson Rahul Deshpande, and the famous vocalist, Priyanka Barve. For tickets and more information, visit TheParashare.com

Sept. 30 | 4th Annual Volunteer Fair

Presented by Irving Arts Center
2 to 4 p.m. | Free
Looking for a way to get involved and give back to your community? Join Irving Arts Center to connect with local Irving-based nonprofits. Learn about the many great organizations, and the opportunities that they offer for community involvement by attending.

Sept. 30 | Im Hussein: My One and Only

Presented by NGM Entertainment
8 p.m. | \$82.50-\$127.50
Created by Najee Mondalek and the AJYAL Theatrical Group, the popular comedic character of Im Hussein returns to star in its newest production: "My One and Only."

For more information about all activities planned, visit IrvingArtsCenter.com.

IRVING LEGISLATIVE INSIDER

Stay Updated on State Legislative Activities & How They Impact Your Community

2024 IRVING LEGISLATIVE INSIDER

Texas Legislature Explained

Community leaders, partner organizations, residents and businesses can receive alerts and updates about proposed state legislation and the potential impact on local communities.



Visit CityofIrving.org/Legislative-Insider for more information and to subscribe to email updates. ■

IRVING ARTS CENTER IN THE GALLERIES

Free to view. Open Tuesday-Saturday, noon to 5 p.m. No advance reservation needed. Guided tours are offered the first Saturday and second Sunday of every month at 2 p.m.

Creating for Change

Through Sept. 30 | Courtyard Gallery
This exhibit features art created by Irving Arts Center Teen Ambassadors and Volunteers.



"Bright Future" by Benjamin Muñoz

Works by Benjamin Muñoz

Through Oct. 28 | Carpenter Lobby Gallery
Benjamin Muñoz is a Dallas-based multidisciplinary artist whose practice spans painting, installation and monumental printmaking. Muñoz grew up in the vibrant Chicano culture of Corpus Christi, Texas, where he found his voice by reflecting on his heritage, upbringing and surroundings. His work can be found in the public collections of The Mexican Art Museum; The National Museum of Mexican Art; The Bernard A. Zuckerman Museum of Art; and extensive private collections, including the largest collection of Latino art in the world belonging to Gilberto Cardenas.

Vaquero: Genesis of the Texas Cowboy (Photographs by Bill Wittliff)

Sept. 9-Nov. 4 | Dupree Lobby Gallery
In the early 1970s, noted Texas historian Joe Frantz offered Bill Wittliff a once-in-a-lifetime opportunity — to visit a ranch in northern Mexico where the vaqueros still worked cattle in traditional ways. Wittliff photographed the vaqueros as they went about daily chores that had changed little since the first Mexican cowherders learned to work cattle from a horse's back. Wittliff captured the muscle, sweat and drama behind a way of life that now exists only in memory and in the photographs.

Over, Beyond, Between: Landscape and the Transcendent (Paintings by Dawn Waters Baker)

Sept. 9-Nov. 25 | Focus Gallery
Reception/Meet the Artist: Sept. 16, 6 to 8 p.m.
Dawn Waters Baker was born and raised in the Philippines, moving to Dallas at the age of 19 to attend Dallas Baptist University. Through her art, Baker captures the emotional and spiritual landscape, translating the shared human story through the metaphor of nature.

Marking Space/Holding Time

Sept. 16-Nov. 11 | Main Gallery
Reception/Meet the Artist: Sept. 16, 6 to 8 p.m.
A group exhibition featuring women artists who are currently working in Texas and/or have deep Texas roots. Artists include Anne Allen, Daniela Maria Ferreira Cabeza-Vanegas, Lilian Garcia-Roig, Mayuko Ono Gray, Annette Lawrence, Mihee Nahm, Philana Oliphant, Kim Cadmus Owens, Sherry Owens, Beverly Penn, Tanya Synar and Ellen Frances Tuchman.

Stay Connected and Ready to Play

The Irving Parks and Recreation Department's Fall Activities Brochure is now available! It provides information on how to schedule, sign up and register for the upcoming camps, classes, programs and activities available through December. The guide includes schedules by age groups and information for all Irving recreation centers. Pick up the Fall 2023 Brochure at any recreation center or view online at CityofIrving.org/RecSchedules.



Search Facebook for [@IrvingParksandRec](https://www.facebook.com/IrvingParksandRec) and "Like" the page to stay up-to-date with what is going on in Irving Parks and Recreation — events, programs, schedules and more. Visit CityofIrving.org/Parks for more information. ■

Parks and Recreation Activities



AFTER-SCHOOL PROGRAM

Register for one of Irving's recreation center after-school programs. Elementary students participate in a variety of activities including homework time, games and crafts in a safe, supervised setting. The programs are offered on school days between the hours of 3:15 to 6 p.m. The cost is \$180 per six weeks. Space is limited. Visit CityofIrving.org/IrvingRec to register online.

Cimarron Park Recreation Center

201 Red River Trail | (972) 910-0702

● Sept. 22 | Home School Field Trip: Kayaking at Lake Grapevine

9 a.m. to 1 p.m. | Ages 11-15 | \$5
Adventure awaits to explore new activities, make friends and take learning to a whole new level.

● Sept. 22 | Senior Field Trip: Plano Balloon Festival

4 to 10 p.m. | Ages 50 and older | Free
Groove to the music and take in the sight of hot air balloons lighting up the sky.

Georgia Farrow Recreation Center

530 W. Davis Drive | (972) 721-2519

● Sept. 9 | Fall Neighborhood Garage Sale

8 a.m. to 1 p.m. | All ages | \$10
Informal event for the sale of used or unwanted goods. RSVP required by Sept. 7 for a booth space.

Heritage Senior Center

200 S. Jefferson St. | (972) 721-2496

● Sept. 11 | Photography Workshop

6 to 7 p.m. | Ages 50 and older | Free
Learn the fundamentals of photography and explore your personality through your own camera.

● Sept. 15 | Latin American Food Demo

10 to 11:15 a.m. | Ages 50 and older | Free
In celebration of Hispanic Heritage Month, the Heritage Senior Center will be demonstrating how to prepare popular Latin American dishes and desserts. Participants will have the opportunity to learn and sample recipes.

● Vendors Wanted for Heritage Craft Fair

Ages 18 and older | \$30
Register as a craft vendor by Oct. 20. The Heritage Craft Fair will take place Nov. 3-4.

Lee Park Recreation Center

3000 Pamela Drive | (972) 721-2508

● Sept. 16 | Candy Cane Live

10 a.m. to 2 p.m. | Ages 6 and older | \$2
Step into a live version of the classic board game and win prizes along the way. Children under 10 must be accompanied by a parent. RSVP required by Sept. 7.

Lively Pointe Youth Center

909 N. O'Connor Road | (972) 721-8090

● Saturdays in September | Fall Field Trips

Noon to 5 p.m. | Ages 13-17 | Free
Teens break free from the everyday routine and embark on epic adventures. Explore captivating destinations, hidden gems and breathtaking landscapes that make weekends extraordinary.

Mustang Park Recreation Center

2223 Kinwest Parkway | (972) 556-1334

● Wednesdays in September | Flag Football

4 to 5 p.m. | Ages 6-12 | Free
This program will teach speed, agility, awareness and the fundamentals of flag football.

● Sept. 15 | Home School Field Trip: SeaQuest

9 a.m. to 2 p.m. | Grades 1-8 | \$5
Take a trip to the aquarium and discover life under the sea.

● Sept. 30 | Pickleball Palooza

9 a.m. to 5 p.m. | Ages 18 and older | Free
This is a come-and-go event where players of all levels can come out and enjoy their Saturday. All players must bring their own paddles and balls.

Senter Recreation Center

901 S. Senter Road | (972) 721-2641

● Sept. 8 | After-School Game Day Event

4 to 6 p.m. | Grades K-5 | Free
A variety of gym and outdoor games for active children. Snacks will be provided.

IRVING INDOOR AQUATIC ACTIVITIES

Visit CityofIrving.org/IrvingRec to register online for any aquatic activities.

Power H2O | Saturdays

Sept. 2-30 | noon to 12:45 p.m. | 18+ | North Lake Natatorium (NLN)

Join Power H2O for a medium- to high-intensity water fitness class designed to improve cardio-conditioning, endurance and body-toning.

Senior EZ Water Aerobics | Mondays & Wednesdays

Sept. 5-27 | 7:30 to 8:15 a.m. | 18+ | \$2 | Heritage Aquatic Center (HAC)

This low-impact class is performed in shallow water and is designed to improve joint stability, coordination, heart health and strength.

Night Steppers Water Aerobics | Mondays & Wednesdays

Sept. 5-27 | 6:30 to 7:15 p.m. | 18+ | \$2 | HAC

Join this upbeat evening class to increase strength, endurance and flexibility.



Aqua Sunrise Aerobics | Tuesdays & Thursdays

Sept. 5-28 | 7 to 7:45 a.m. | 18+ | \$2 | NLN

Join this early class as the sun comes up over the pool. This low-impact class is performed in shallow water and is designed to improve joint stability, coordination, heart health and strength.

Deeply Fit Aerobics | Tuesdays & Thursdays

Sept. 5-28 | 8 to 8:45 p.m. | 18+ | \$2 | NLN

Challenge yourself in deep water or benefit from low-impact exercises with this class. Core strengthening, cardio and range of motion exercises will provide the benefits of a land-based program, but without the pounding and stress on the joints, tendons and ligaments.

Sept. 9 | AquaStars

11 a.m. to 1 p.m. | Under 18 | HAC

The AquaStars program is custom designed for children with special needs to experience the excitement of water play. Participants must be accompanied by an adult or guardian.

Sept. 15-17 | Lifeguard Training

8 a.m. to 6 p.m. | 15+ | \$125 | NLN

Become a certified lifeguard. Irving Parks and Recreation hires Red Cross-certified lifeguards, ages 15 and older for part- and full-time positions. Successful completion of the course will result in American Red Cross Lifeguard/First Aid, CPR-Professional Rescuer and AED certifications. Visit CityofIrving.org/Lifeguard for more information and availability of additional sessions.

Sept. 22 | Aqua Rock School Night

7 to 10 p.m. | All ages | HAC

Bring rock back into school! Enjoy a movie night at the pool featuring "School of Rock."

Library Programs, MiY Zone Classes & Book Clubs

BE GENTLE TO YOUR RENTAL

Library materials travel far and wide during the time they are in circulation and undergo wear and tear. Help extend their life cycles by following the Be Gentle to Your Rental tips, including keeping materials in a clean environment away from extreme temperatures. Also avoid folding page corners, bending book spines and refrain from using paper clips and sticky notes as bookmarks. Stop by any library location and receive an exclusive bookmark listing these reminders.



Discover With Me Series

South Irving Library offers a Discover with Me series for parents, caregivers and children ages 1-3 every Wednesday in September. These free programs include unstructured play time for kids and an opportunity for adults to talk to a child specialist about early literacy, child development, health, nutrition and more. Sessions are from 10:30 to 11:45 a.m. on Sept. 6, 13, 20 and 27.

New Stories at Valley Ranch

In September, the Valley Ranch Library introduces changes to its story time schedule:

- Choose from two family story time sessions on Tuesdays, 6:30 p.m. and 7:30 p.m. Space is limited. Tickets are required and free for pickup at the reference desk beginning 30 minutes prior to the program start time.
- A new bilingual English-Spanish preschool session at 10:30 a.m. will be held the last Thursday of the month. Visit CityofIrving.org/2950 for the story time calendar.

SEPTEMBER SCHEDULE AND PROGRAMS

Each library location offers free activities for all ages and interests. In addition, the online library is always open by visiting the website and social media. Call (972) 721-2440 for information about MiY Zone Makerspace program registration requirements.

Sept. 6 | Homebuying Seminar (Bilingual)

6 p.m. | South Irving Library | Adults

This English-Spanish program provides an overview of purchasing a home.

Sept. 9 | Chautauqua Presents Snake Discovery

2 p.m. | South Irving Library | All ages

Learn about reptiles during this live presentation.

Sept. 12 | Small Space, Big Impact

6 p.m. | West Irving Library | Adults

Explore environmental stewardship by attending a City of Irving Think Green ... Be Green class. For additional details visit CityofIrving.org/ThinkGreen.

Sept. 16 | Fiesta!

2:30 p.m. | South Irving Library | All ages

Celebrate Hispanic Heritage Month with a Ballet Folklorico De Dos Tierras performance, craft activities, snacks and more.

Sept. 30 | Book It! Superhero Party

2:30 p.m. | Valley Ranch Library | Kids

Participate in games and crafts featuring popular literature.

SPINE-CHILLING READING

Scare up some seasonal reading with this year's HallowReads title, "The Haunting of Hill House." This classic tale by Shirley Jackson is Irving Public Library's 2023 selection for the series held every October, and programs include book discussions, crafts and more. Beginning the last week of September, pick up a free copy of the book while supplies last, or check it out on the digital Libby app.

ON THE MENU: LIBRARY CARD SPECIALS

For the second year, Irving Public Library patrons may present their current library cards at participating local restaurants for special promotions and discounts during September's Library Card Sign-Up Month. This extra perk is in addition to the card's year-round advantages of free access to library services, as well as to a vast collection of materials in print, audio, visual and electronic formats. Visit the Outreach page at CityofIrving.org/3473 to view card types and details about the month's sign-up programs. ■



IRVING CELEBRATES NATIONAL HISPANIC HERITAGE MONTH

Signed into law in 1988 by President Ronald Reagan, National Hispanic Heritage Month honors the cultures, history and contributions of individuals whose heritage includes Spain, Mexico, the Caribbean, Central and South America. This celebration runs from Sept. 15 through Oct. 15, and coincides with the anniversaries of independence for Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. In addition, Mexico and Chile celebrate their independence days on Sept. 16 and Sept. 18, respectively.

The Irving Connection

According to the U.S. Census Bureau's 2021 American Community Survey, Irving's Hispanic and Latino population is 109,851, representing 43% of residents.

On Saturday, Sept. 16, the Irving Archives & Museum, 801 W. Irving Blvd., will open two special exhibitions presented in both English and Spanish, that run through Feb. 4:

- **"Popol Vuh: The Sacred Book of the Quiché Through Illustration"** features a series of illustrations by Jaime Arredondo, a graduate of MacArthur High School and the University of Dallas. Inspired by the Mayan sacred text "Popol Vuh" depicting the creation of the universe and all living things, this exhibit showcases 65 illustrations, and it is the artist's hope to generate a greater interest and defense of the art and culture of native and indigenous peoples.



- **"Vestuarios de Ballet Folklórico/Fashion of Ballet Folklórico: Expressing Mexican Culture through Dance"** will feature traditional outfits used for Ballet Folklórico, courtesy of Alegré Ballet Folklórico. Curated by longtime Folklórico dancer Dominique Avila Fleming, the exhibition will highlight several states of Mexico and the regalia used in the dances. Highly varied in style and dress, and based on geographic region, Ballet Folklórico is a tradition that tells stories of each region through dance.

RUNWAY REHAB PROJECT AT DFW AIRPORT

Heads up, Irving! Some residents may hear more air traffic because of a runway construction project at Dallas/Fort Worth International Airport (DFW). Crews will be working through the fall of 2024 to rehabilitate the airport's primary east side departure runway, which handles 50% of DFW's daily departures. During this time, airplane traffic will shift to other runways, which may cause increased noise for neighborhoods near Valley View Lane and West Walnut Hill Lane. The most significant change for the surrounding communities will be from late summer 2023 through early summer 2024.

Residents with questions or concerns about air traffic noise can call (972) 973-3192 or email DFWnoise@dfwairport.com. ■



Investing in Irving's Water Infrastructure

City Approves Rehabilitation Projects for Walnut Hill Elevated Storage Tank, and MacArthur and Hackberry Ground Storage Tanks.



The City of Irving is preparing to rehabilitate four of its 19 ground and elevated storage tanks that provide drinking water to residents and businesses.

The Walnut Hill Elevated Storage Tank, on Gateway Drive near Walnut Hill Road, holds 2.5 million gallons of water and serves west Irving. Built in 1979 and last rehabbed in 2006, the tank requires additional work to help extend its lifespan. On June 29, the Irving City Council unanimously approved a \$2.9 million contract for the Walnut Hill Elevated Storage Tank Rehabilitation Project.

The project begins in fall 2023 and includes blasting and recoating both the interior and exterior of the tank. Additionally, the project includes some structural repairs, replacement of a roof vent, overflow weir box and interior ladders, as well as electrical and communication improvements.

The City Council also approved a \$723,516 design contract for the rehabilitation of Ground Storage Tank Nos. 2 and 3 at the MacArthur Pump Station and Ground Storage Tank No. 4 at the Hackberry Pump Station. This project also includes design of a new 20-inch actuated valve near Rochelle Boulevard and Northgate Drive, which will improve water service to the Urban Center from the Northgate Pump Station.

Future MacArthur and Hackberry tank rehab projects include improvements to three, 5-million-gallon storage tanks. Both MacArthur tanks were rehabbed in 2006,



while Hackberry Tank No. 4 was updated in 2011. The projects include structural repairs, blasting and recoating of the interior and exterior of both MacArthur tanks, and repairing a pipe support in Hackberry Tank No. 4. The total estimated construction cost of these projects is \$8.8 million, but rehabilitation of the tanks will likely be completed in multiple construction projects over the next few years to spread out the cost and avoid taking multiple tanks out of service at the same time.

The Water Utilities Department continuously monitors and maintains the city's water tanks. Routine maintenance, along with occasional larger rehabilitation projects, help prolong the lifespan of water storage facilities, thereby reducing long-term costs and avoiding unplanned disruptions to the water system.

Visit CityofIrving.org/IrvingInvests for more information on the city's ongoing infrastructure initiatives. ■

Road Construction Continues on Irving, MacArthur Boulevards



Construction is expected to be completed by the end of this year on Irving Boulevard between Sowers Road and Strickland Plaza. The \$22.2 million project, which began in November 2021, will enhance the experience of motorists, pedestrians and cyclists in the historic Irving Heritage District.

With final construction on the project underway, the city is moving forward with its next major road construction project on MacArthur Boulevard.

Irving Boulevard

As of July, the mile-long Irving Boulevard Reconstruction Project was progressing swiftly and is now 75% complete. Demolition work is underway to construct new driveway approaches and parallel parking along the corridor from the project's east end and continuing west on the north side of Irving Boulevard. The Lee Street approach has been installed, and crews are now working between Strickland Plaza and Lee Street. Vehicles should be able to access Strickland Plaza from Lee Street.

Grading is taking place near Britain Road to prepare for paving, and crews have completed the four corner ramps at Main Street and Irving Boulevard. New sidewalks and ramps compliant with the Americans with Disabilities Act (ADA) will be installed throughout the corridor. Crews will add 45 trees along Irving Boulevard as part of beautification efforts in the area, and concrete totems will be installed at O'Connor Road and Irving Boulevard,



as well as brick pavers at O'Connor, Main Street and Britain Road.

MacArthur Boulevard

Construction is underway on the \$27.9 million MacArthur Boulevard project. Much of the construction for Segment 1, which runs from Northgate Drive to Byron Nelson Way, is now substantially complete. Currently, all traffic has been moved to new southbound traffic lanes. Crews have repaired a 24-inch storm drainage pipe at the northeast corner of Byron Nelson Way and MacArthur Boulevard.

Construction on Segment 2 of the project, from Metker Street to Northgate Drive, began in August with crews installing a new water main at the Rochelle intersection and stormwater and wastewater systems within MacArthur. The MacArthur Boulevard project is slated for completion in February 2025, weather permitting.

Visit CityofIrving.org/IrvingInvests for more information on the city's ongoing infrastructure initiatives. ■

ICTN's Game of the Week Returns

Irving Community Television Network's (ICTN) Game of the Week returns for a 43rd season, showcasing six Irving ISD varsity football games. The broadcasts also feature halftime performances from the bands and drill teams, as well as Homecoming festivities for Irving, MacArthur and Nimitz high schools. The games will be livestreamed on ICTN Now (Spectrum Communications cable channel 16, Frontier cable channel 30) and on the ICTN YouTube page.

Game Schedule

- Sept. 1 – Fort Worth Paschal at Nimitz*
 - Sept. 8 – Nimitz vs MacArthur
 - Sept. 29 – Richardson Pearce at MacArthur*
 - Oct. 6 – Nimitz vs Irving
 - Oct. 13 – Irving vs MacArthur
 - Oct. 20 – Richardson at Irving*
- *Homecoming games



All six games can be seen tape-delayed the following Tuesday on ICTN Now and on the ICTN YouTube page.

Scan the QR Code and subscribe to ICTN on YouTube.com/TheCityofIrving. ■





PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST September 2023

Legend	
Permit Pending	Plans are being reviewed
Permit Approved	Plans are approved, but the applicant has not paid all fees and picked up the permit
Permit Issued	Plan review is complete, and the applicant has paid all fees and picked up the permit
Permit Planned	Development project with an estimated application date
Verification	The date that the viability of the project was confirmed
C-FB	Carrollton-Farmers Branch ISD

MULTIFAMILY										
#	PROJECT	LOCATION	DESCRIPTION & TOTAL UNITS	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Amenity Center	7500 E. Valley Ranch	Amenity Ctr. - N/A	2,110 SF	\$633,000	Permit Issued	3/3/2020	B2002-0378	C-FB	Aug-23
2	Woodwind Apts. (3 Buildings)	3811-3831 Pleasant Run Rd.	Apts. - 66 units	91,856 SF	\$12,000,000	Permit Pending	10/24/2022	2022-10-7423	Irving	Dec-22
3	Rosewood Las Colinas	4955 Fuller Dr.	Apts. - 370 units	655,292 SF	\$68,000,000	Permit Approved	1/11/2023	2023-01-151	Irving	Jun-23
4	Villa Valencia Fourplex	311 Rolston Rd.	Apts. - 4 units	3,270 SF	\$400,000	Permit Approved	1/12/2023	2022-12-9654	Irving	May-23
5	Savannah Apts.	360 O' Connor Ridge Blvd.	Apts. - 8 units	37,758 SF	\$4,800,000	Permit Issued	4/28/2023	2023-04-3452	Irving	Sep-23

OFFICE										
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Frost Bank	7460 N. S H 161	Bank	5,370 SF	\$5,300,000	Permit Issued	12/2/2022	2022-12-8995	C-FB	Sep-23
2	Wells Fargo Parking Garage	451 Promenade Pkwy.	Parking Garage	1,257,208 SF	\$53,100,000	Permit Issued	12/13/2022	2022-12-9333	Irving	Jun-23
3	Shell Bldg.	2671 N. SH 161	Office	54,351 SF	\$7,000,000	Permit Pending	1/27/2023	2023-01-731	Irving	Feb-23
4	Shell Bldg.	610 N. Britain Rd.	Office	6236 SF	\$988,000	Permit Pending	2/13/2023	2022-12-9275	Irving	Mar-23
5	Liberty Demolition Addn.	6000 Valley View Ln.	Office	7132 SF	\$1,500,000	Permit Issued	3/2/2023	2023-02-1475	C-FB	Jun-23
6	Shell Bldg.	200 W. John Carpenter Fwy.	Office	15,276 SF	\$2,200,000	Permit Issued	4/21/2023	2023-04-3025	Irving	Sep-23
7	Shell Bldg.	230 W. John Carpenter Fwy.	Office	10,888 SF	\$1,600,000	Permit Issued	4/21/2023	2023-04-3026	Irving	Sep-23
8	Shell Bldg.	210 W. John Carpenter Fwy.	Office	5,994 SF	\$854,000	Permit Issued	4/21/2023	2023-04-3027	Irving	Sep-23
9	Shell Bldg.	220 W. John Carpenter Fwy.	Office	5,994 SF	\$854,000	Permit Issued	4/21/2023	2023-04-3028	Irving	Sep-23
10	Shell Bldg.	240 W. John Carpenter Fwy.	Office	5,994 SF	\$854,000	Permit Issued	4/21/2023	2023-04-3029	Irving	Sep-23
11	Shell Bldg.	260 W. John Carpenter Fwy.	Office	5,994 SF	\$854,000	Permit Issued	4/21/2023	2023-04-3030	Irving	Sep-23
12	Shell Bldg.	250 W. John Carpenter Fwy.	Office	7,751 SF	\$1,100,000	Permit Issued	4/21/2023	2023-04-3031	Irving	Sep-23

WAREHOUSING/INDUSTRIAL										
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Shell Bldg.	3615 Block Dr.	Warehouse	98,874 SF	\$6,000,000	Permit Pending	5/11/2022	2022-05-2764	Irving	Jun-22
2	Storage King Addn.	3450 Willow Creek	Warehouse	22,015 SF	\$1,400,000	Permit Approved	6/14/2022	2022-06-3813	Irving	Dec-22
3	Warehouse Addition	111 Customer Way	Warehouse	283,098 SF	\$28,000,000	Permit Issued	7/29/2022	2022-06-3932	C-FB/Irving	Jun-23
4	QTS	6340 Longhorn Dr.	Data Center	337,191 SF	\$185,000,000	Permit Pending	10/5/2022	2022-10-7332	C-FB	Dec-22

5	FedEx Addition	3215 Spur 482	Warehouse	1,835 SF	\$1,375,000	Permit Issued	12/5/2022	2022-11-8849	Irving	Jul-23
6	Shell Bldg.	4651 W. Northgate Dr.	Warehouse	100,500 SF	\$7,000,000	Permit Issued	2/2/2023	2023-02-848	Irving	Sep-23
7	Shell Bldg.	4831 W. Northgate Dr.	Warehouse	65,960 SF	\$7,000,000	Permit Pending	4/10/2023	2023-03-2326	Irving	May-23
8	Tire Wholesale Addn.	3321 W. Pioneer Dr.	Tire Shop	5,795 SF	\$330,000	Permit Pending	5/16/2023	2023-05-3920	Irving	Jun-23
9	Market Place Self Storage	2488 Market Place Blvd.	Self Storage	17,100 SF	\$1,500,000	Permit Pending	8/2/2023	2023-07-6679	Coppell	Sep-23
10	McCorvey Sheet Metal Dallas	7640 Esters Blvd.	Warehouse	26,450 SF	\$5,100,000	Permit Pending	8/11/2023	2023-08-7044	Coppell	Sep-23

RETAIL

#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Wildfork Meat + Seafood Market	7201 N. S. H. 161	Retail	4,500 SF	\$1,800,000	Permit Pending	8/16/2022	2022-08-5750	C-FB/Irving	Sep-22
2	Freeman Hyundai Addn	1800 E. Airport Fwy.	Retail	5,578 SF	\$2,200,000	Permit Pending	1/9/2023	2023-01-167	Irving	Jan-23
3	Shell Bldg.	642 E. Second St.	Retail	3,600 SF	\$450,000	Permit Pending	5/15/2023	2023-05-3939	Irving	Jun-23
4	Pioneer Laundromat	4401 W. Pioneer Dr.	Laundromat	6,207 SF	\$350,000	Permit Pending	6/22/2023	2023-06-5442	Irving	Jul-23
5	Shell Bldg.	3523 World Cup Way	Retail	3,000 SF	\$280,000	Permit Pending	7/7/2023	2023-07-5942	Irving	Aug-23

HOTEL

#	PROJECT	LOCATION	DESCRIPTION & TOTAL UNITS	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Radisson Hotel	8230 Esters Blvd.	Hotel - 180 Units	109,112 SF	\$5,500,000	Permit Approved	6/10/2020	B2006-0183	Coppell	Jul-23
2	Staybridge Suites	TBD N. S. H. 161	Hotel - 126 Units	97,654 SF	\$6,500,000	Permit Pending	4/29/2022	2022-04-1575	Irving	May-22
3	Hampton Inn + Suites	4500 Plaza Dr.	Hotel 130 Units	77,763 SF	\$9,000,000	Permit Pending	6/15/2023	2023-06-5194	Coppell	Jul-23

RESTAURANT

#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Popeyes	8305 N. Belt Line Rd.	Restaurant	2,465 SF	\$900,000	Permit Pending	1/30/2023	2023-01-744	Coppell	Feb-23
2	Irving Banquet Hall	1420 N. Westridge Cir.	Banquet Hall	18,585 SF	\$4,000,000	Permit Pending	4/19/2023	2023-04-2803	C-FB	May-23

INSTITUTIONAL

#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	PERMIT NUMBER	SCHOOL DISTRICT	VERIFICATION
1	Iglesia Evangelica	1306 N. Union Bower	Church	3,480 SF	\$180,000	Permit Pending	2/9/2022	B2202-0087	Irving	Mar-22
2	Irving ISD Wellness Center	4601 N. MacArthur Blvd.	Office/School	24,414 SF	\$12,500,000	Permit Issued	10/5/2022	2022-10-7383	Irving	Jun-23
3	COI VVMC Warehouse	333 Valley View Ln.	Warehouse	5,000 SF	\$1,300,000	Permit Approved	3/22/2023	2023-03-2183	Grand Prairie	Jul-23
4	COI Landfill Maintenance Bldg.	106 E. Hunter Ferrell	Maint. Building	4,985 SF	\$1,000,000	Permit Pending	6/1/2023	2023-06-4675	Irving	Jul-23
5	Barkaat UL Quran Masjid	2380 W. Northgate Dr.	Religious Fac.	13,488 SF	\$2,576,208	Permit Pending	6/22/2023	2023-05-4539	Irving	Jul-23
6	Yeti Plaza	3529 World Cup Way	Event Center	15,500 SF	\$2,511,000	Permit Pending	7/5/2023	2023-06-5823	Irving	Aug-23

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS/MOBILE HOMES

DATE	TOTAL UNITS ISSUED	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE	MOBILE HOMES	VALUE
Aug-23	11	\$5,040,084	4	\$2,240,084	7	\$2,800,000	0	\$0

Note: This list does not reflect projects that are confidential in nature. An increasing number of projects have asked for this confidentiality.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

**BUREAU MANAGEMENT
AND
STAFF REPORTS**

ICVB Memorandum



Date: September 18, 2023
To: Maura Gast, FCDME, Executive Director
From: Lori Fojtasek, Vice President, Sales & Services
RE: Sales & Services Department Board Report for August 2023

Convention Sales Activities

Leads Generated	August	YTD
Irving CVB – Hotel Leads	147	1570
Irving Convention Center Leads	30	290

August

Room Nights Generated	Monthly Goal	August 2023 Actuals	August 2022 Actuals	FY 2022-23 Annual Goal	FY 2022-23 YTD Actuals	FY 2021-22 YTD Actuals	August Convention Center	Convention Center YTD
Definite Room Nights	9012	11736	18139	130396	118460	97159	4679	34914
Lost Room Nights		46259	24590		428718	364816	28125	225526

Travel & Activity

August	Organization	Event	Location
7-11	Irving Convention & Visitors Bureau	Quarterly Luncheon & Sales Calls	Austin, TX
21-24	Collinson Publishing	Connect Marketplace	Minneapolis MN
28-31	Texas Association of Convention & Visitor Bureaus	Annual Conference	College Station, TX

Customer Services Activity August Servicing & Inventory

Groups Serviced	
August	11
YTD	292

Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	0	Mayoral/Council Appearance/Letter
Name Badge/Lanyard Services	7	4110 Badges/ 4560 Lanyards
Pens	8	2320
Bags	5	1830
Promotional Materials	9	180 Restaurant/1880 TMF/ 280 Water Street
Staffing Services	5	92 hours

Event Location: **Hotels: 5** **Irving Convention Center: 6** **Other: 0**

Proclamations/Welcomes/Flags:

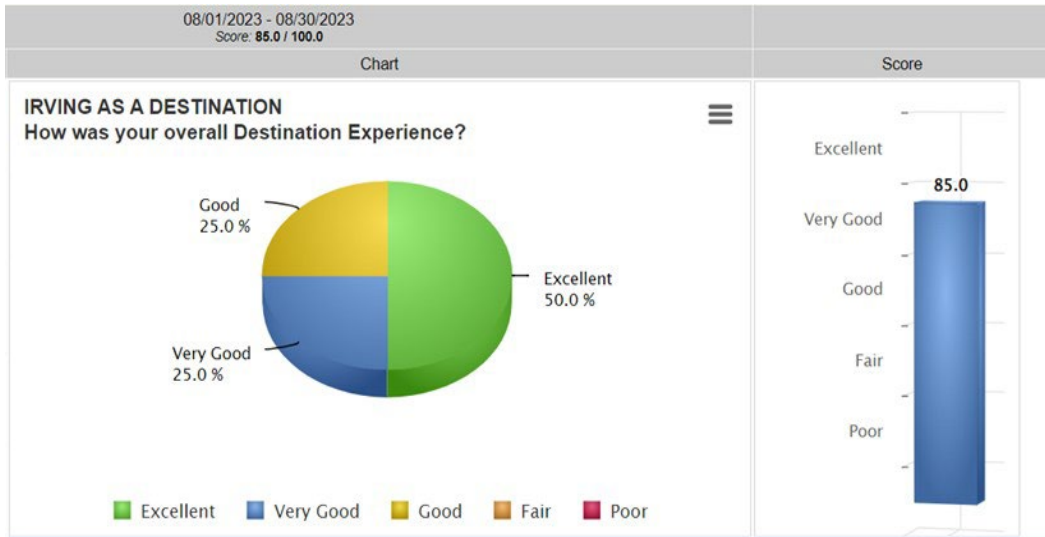
- Mayor/Elected Official Welcome - Pan American Golf Association, October 7, 2022, Mayor Stopfer
- Mayor/Elected Official Welcome - North Texas Teen Book Festival, March 4, 2023, Mayor Stopfer
- Mayor/Elected Official Welcome/Proclamation/Flag - National Guard Association of Texas, March 25, 2023, Mayor Pro-Tem Al Zapanta
- Mayor/Elected Official Welcome/Ribbon Cutting - Great American Franchise EXPO, March 25, 2023, Deputy Mayor Pro Tem, Phil Riddle
- Mayor/Elected Official Welcome/Ribbon Cutting - DFW Minority Supplier Showcase, April 20, 2023, Mayor Stopfer
- Mayor/Elected Official Welcome/Ribbon Cutting – North Texas Business Alliance, May 1, 2023
- Mayor/Elected Official Welcome - Camouflage to Corporate, May 4, 2023, Mayor Stopfer
- Mayor/Elected Official Welcome – Awakening Africa Magazine, July 29, 2023, Mayor Stopfer

Pending:

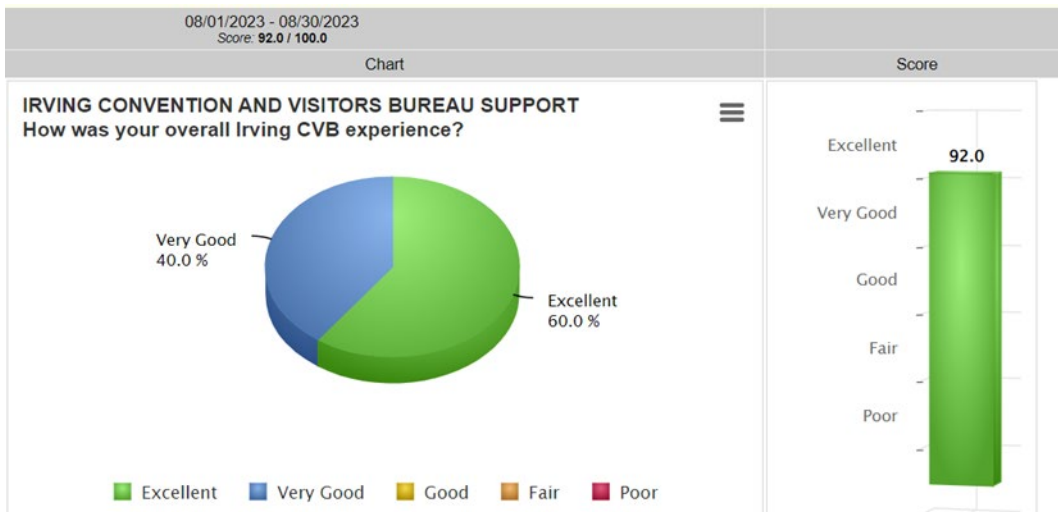
- Mayor/Proclamation- Marine Corps League/State Conference, Oct. 6, 2023, Mayor Stopfer

Customer Service Satisfaction Survey Results

1. How was your overall destination experience?



2. How was your overall Convention and Visitors Bureau Experience?



Definite Bookings September 2023 – November 2023

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
US Military Entrance Processing Command	MEPS September 2023	9/1/2023	9/30/2023	27	540
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	9/1/2023	9/2/2023	10	24
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	9/1/2023	9/2/2023	10	24
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	9/1/2023	9/3/2023	20	20
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	9/1/2023	9/3/2023	20	20
National Rifle Association of America NRA	NRA Board of Directors Meeting - Fall 2023	9/4/2023	9/10/2023	200	478
Fotona Lasers	Company Symposium 2023	9/5/2023	9/10/2023	300	995
McKesson Corporation	Texas Oncology Liaison Meeting	9/5/2023	9/7/2023	45	80
McKesson Corporation	Finance Forum	9/5/2023	9/7/2023	200	234
Dallas Security Traders Association	2023 DSTA Annual Convention	9/5/2023	9/8/2023	150	324
XTreme Hip Hop with Phil	XTreme Hip Hop with Phil	9/6/2023	9/9/2023	500	775
Oakland Athletics	Oakland A's vs Texas Rangers	9/6/2023	9/10/2023	200	256
Caterpillar	Caterpillar Inc. - D&I Conference	9/6/2023	9/7/2023	150	125
Heart of Texas Body Building	Heart of Texas Body Building Competition 2023	9/8/2023	9/10/2023	300	70
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	9/8/2023	9/9/2023	10	24
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	9/8/2023	9/9/2023	10	24
Lion Street	Lion Street Indaba 2023	9/9/2023	9/13/2023	285	675
McKesson Corporation	FY24 Accelerate High Potential Program - Module 4 - Capstone/ Graduation	9/10/2023	9/14/2023	32	115
Vizient, Inc.	Vizient, Inc. 2023 Q3 Finance All Hands Meeting RBO	9/12/2023	9/13/2023	20	40

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
American College of Emergency Physicians	CORD Board of Directors Strategic Planning Meeting 2023	9/12/2023	9/14/2023	16	48
P-Con	P-Con 2023	9/13/2023	9/18/2023	500	442
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	9/15/2023	9/16/2023	10	24
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	9/15/2023	9/17/2023	20	20
New York Jets Football Club	New York Jet vs Dallas Cowboys	9/16/2023	9/17/2023	220	220
Boston Red Sox	Boston Red Sox vs Texas Rangers	9/17/2023	9/20/2023	240	240
Brinker International	Brinker 2023 Supplier Partner Conference	9/18/2023	9/22/2023	325	352
McKesson Corporation	ID#16768 Combined Team Meeting Sept or Oct 2023	9/18/2023	9/21/2023	150	126
Safran USA	Safran Export-Import Conference Sep2023	9/18/2023	9/20/2023	90	210
McKesson Corporation	ID#16401 Ontada iKnowMed Summit 2023	9/18/2023	9/20/2023	100	50
Burlington Northern Santa Fe Railway Company	Industrial Products Summit	9/19/2023	9/22/2023	200	260
McKesson Corporation	ID#16401 Ontada Innovation & Technology - User Conference; Sept 18-22	9/19/2023	9/20/2023	100	200
Health Management Associates	HMA State of Reform - rooms only near Irving Convention Center- Sept 19-21	9/19/2023	9/22/2023	200	20
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers	9/20/2023	9/24/2023	240	240
Texas Podiatric Medical Association	2023 TPMA Southwest Foot and Ankle Conference	9/21/2023	9/23/2023	400	293
American Stewards of Liberty	American Stewards of Liberty & Land	9/21/2023	9/23/2023	400	325
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	9/22/2023	9/23/2023	10	24
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	9/22/2023	9/23/2023	10	24
Cocina Sabrosa	Cocina Sabrosa 2023	9/25/2023	9/28/2023	1500	254
McKesson Corporation	ID#15936 LabForce 2023	9/25/2023	9/28/2023	170	273
University of Arkansas Athletics	University of Arkansas Football Team Travel	9/28/2023	9/30/2023	150	145

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Collegiate Sports Travel	University of North Carolina Football Team Travel	9/28/2023	9/29/2023	140	113
Capital Group Companies Global	NACG SC POD Meeting September 2023	9/28/2023	9/28/2023	20	16
The Hispanic South Region Church of God	The Hispanic South Region Church of God	9/28/2023	9/30/2023	120	80
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	9/29/2023	9/30/2023	10	24
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	9/29/2023	10/1/2023	20	20
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	9/29/2023	10/1/2023	20	20
McKesson Corporation	ID#16699 Pharmacy Manager Meeting	9/29/2023	9/30/2023	100	60
New England Patriots	New England Patriots vs Dallas Cowboys	9/30/2023	10/1/2023	200	200
National Systems Contractors Association	2023 NSCA Pivot to Profit Fall Conference	10/1/2023	10/4/2023	250	282
Classical Conversations	October 2023 Classical Conversations Meeting	10/1/2023	10/5/2023	400	630
VidSummit	VidSummit 2023-Rooms Only	10/1/2023	10/6/2023	2500	796
VidSummit	VidSummit 2023-Rooms Only Overflow	10/1/2023	10/6/2023	4000	461
Parker University	Parker Seminar Dallas	10/1/2023	10/8/2023	80	227
United States Military Entrance Processing Command	MEPS October 2023	10/1/2023	10/31/2023	27	1044
Enterprise Holdings	Fall Officers Meeting-Moved to 2023	10/2/2023	10/6/2023	220	750
Europharma USA	Europharma USA Workshop Training	10/2/2023	10/5/2023	150	310
McKesson Corporation	ID#15812 2023 McKesson Technology Global Awards	10/2/2023	10/4/2023	60	41
First Business Bank	October 2023 - Specialty Finance Sales Summit	10/2/2023	10/5/2023	50	105
HomeBound	HomeBound October Meeting	10/2/2023	10/3/2023	180	360
The Jensen Project	2023 GrantTank Cohort	10/3/2023	10/6/2023	60	180
The Real Estate Guys Radio	Secrets of Successful Syndication	10/5/2023	10/7/2023	400	390
Marine Corps League	Marine Corps State Conference 2023	10/5/2023	10/7/2023	150	93
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	10/6/2023	10/7/2023	10	24

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
East African Chamber of Commerce	East African Chamber of Commerce 2023 Meeting	10/9/2023	10/15/2023	200	170
Texas Federation of Republican Women	2023 Biennial Convention - Westin ICC Room Block	10/10/2023	10/14/2023	1000	658
McKesson Corporation	ID#16731 Generic All-Team Meeting	10/10/2023	10/10/2023	125	35
Texas Federation of Republican Women	2023 Biennial Convention - Marriott LC Overflow Room Block	10/11/2023	10/14/2023	1000	340
Academy of Preferred Financial Advisors	Academy of Preferred Financial Advisors - October 2023	10/11/2023	10/12/2023	150	240
Supernus Pharmaceuticals	Supernus Pharmaceuticals ADHD and PD Plan of Action Meeting Q4	10/11/2023	10/13/2023	35	70
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	10/13/2023	10/14/2023	10	24
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	10/13/2023	10/15/2023	20	20
McKesson Corporation	ID#16384 SPMR Team Event - October 2023	10/16/2023	10/18/2023	100	90
Greystar Management Services LP	Oct-23	10/16/2023	10/19/2023	35	75
Texas Aggregates and Concrete Association	TACA 2023 Environmental Seminar/Emerging Leaders	10/17/2023	10/19/2023	100	155
McKesson Corporation	USON Physician Leadership Development (Tier 3) - Session 1	10/17/2023	10/19/2023	15	39
McKesson Corporation	ID#16750 The McKesson Experience- Las Colinas October 2023	10/17/2023	10/18/2023	120	240
UMB Bank	UMB Institutional Banking Leadership Team Meeting	10/18/2023	10/19/2023	19	40
Monster Vision Productions	15th Annual Dallas Bachata Festival 2023	10/19/2023	10/22/2023	500	495
Assemblies of God/Marriage	Marriage Encounters	10/20/2023	10/22/2023	80	80
The Association for Compensatory Educators of Texas	Annual Fall Conference	10/22/2023	10/27/2023	600	870
Flowserve Corporation	Flowserve Technology and Engineering Summit 2023	10/23/2023	10/27/2023	60	240
Texas Association of Counties	Leadership 254 Program: Module 3	10/24/2023	10/26/2023	31	93
Brotherhood of Men	Brotherhood of Men	10/26/2023	10/28/2023	400	166
Thaimuriyil Wedding	Wedding Reception - Thaimuriyil	10/27/2023	10/28/2023	500	60

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	10/27/2023	10/28/2023	10	24
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	10/27/2023	10/29/2023	20	20
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	10/27/2023	10/29/2023	20	20
Los Angeles Rams Football Club	Los Angeles Rams vs Dallas Cowboys	10/28/2023	10/29/2023	206	206
The Edge Group	Edge Marketing and Procurement Fall Conference	10/29/2023	11/2/2023	150	335
FamilyLife	Weekend to Remember	11/1/2023	11/5/2023	500	571
American College of Veterinary Dermatologists	2023 ACVD Testing Meeting	11/1/2023	11/4/2023	26	54
Dallas Dance Festival	Dallas Dance Festival 2023	11/2/2023	11/5/2023	200	479
Wedding Receptions	Pranav / Patel Wedding	11/2/2023	11/4/2023	100	126
Wedding Reception	Pranav Patel Wedding	11/2/2023	11/4/2023	150	126
The Navigators	The Navigators 2023 National Staff Conference	11/3/2023	11/14/2023	2000	4106
Credit Union National Association	2023 CUNA BSA/AML Certification Conference	11/3/2023	11/9/2023	250	1036
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	11/3/2023	11/4/2023	10	24
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	11/3/2023	11/5/2023	20	20
93rd Bomb Group Reunion	93rd Bomb Group Reunion 2023	11/8/2023	11/12/2023	80	175
New York Giants Football Club	New York Giants vs Cowboys	11/8/2023	11/12/2023	180	237
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	11/9/2023	11/11/2023	20	20
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	11/10/2023	11/11/2023	10	24
PAMM Expo, LLC	Model & Talent EXPO - NOV 2023	11/14/2023	11/19/2023	400	914
USA Judo	USA Judo President's Cup 2023	11/15/2023	11/19/2023	300	277
American Country Dance Association	ACDA American Country Dance Association 2023	11/16/2023	11/19/2023	300	333
Vizient, Inc.	Vizient, Inc. 2023 P2P All Hands Meeting	11/16/2023	11/17/2023	130	44
Collegiate Sports Travel	Big 12 Officials @ TCU Home games	11/17/2023	11/18/2023	10	24

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
US Naval Athletic Association	Navy Football Team Travel 2023	11/23/2023	11/25/2023	100	122
Washington Commanders	Washington Commanders vs Dallas Cowboys	11/23/2023	11/23/2023	200	160
Collegiate Sports Travel	Big 12 Officials @ Baylor Home Games	11/24/2023	11/25/2023	10	24
Collegiate Sports Travel	AACFOA @ SMU Football Officials Game Travel	11/24/2023	11/26/2023	20	20
Collegiate Sports Travel	AACFOA @ UNT Football Officials Game Travel	11/24/2023	11/26/2023	20	20
Seattle Seahawks Football Club	Seattle Seahawks vs Dallas Cowboys	11/26/2023	11/30/2023	200	390
Texas Cornhole League	Texas Cornhole League Signature Series #2	11/30/2023	12/3/2023	1000	504
DFW Church of Christ	DFW Church Climb Conference	11/30/2023	12/4/2023	450	325

**Highlighted items above are Target Industries for Irving



Marketing Communications

To: Maura Gast, Executive Director

From: Diana Pfaff, VP Marketing Communications | Monty White, Senior Director of Marketing

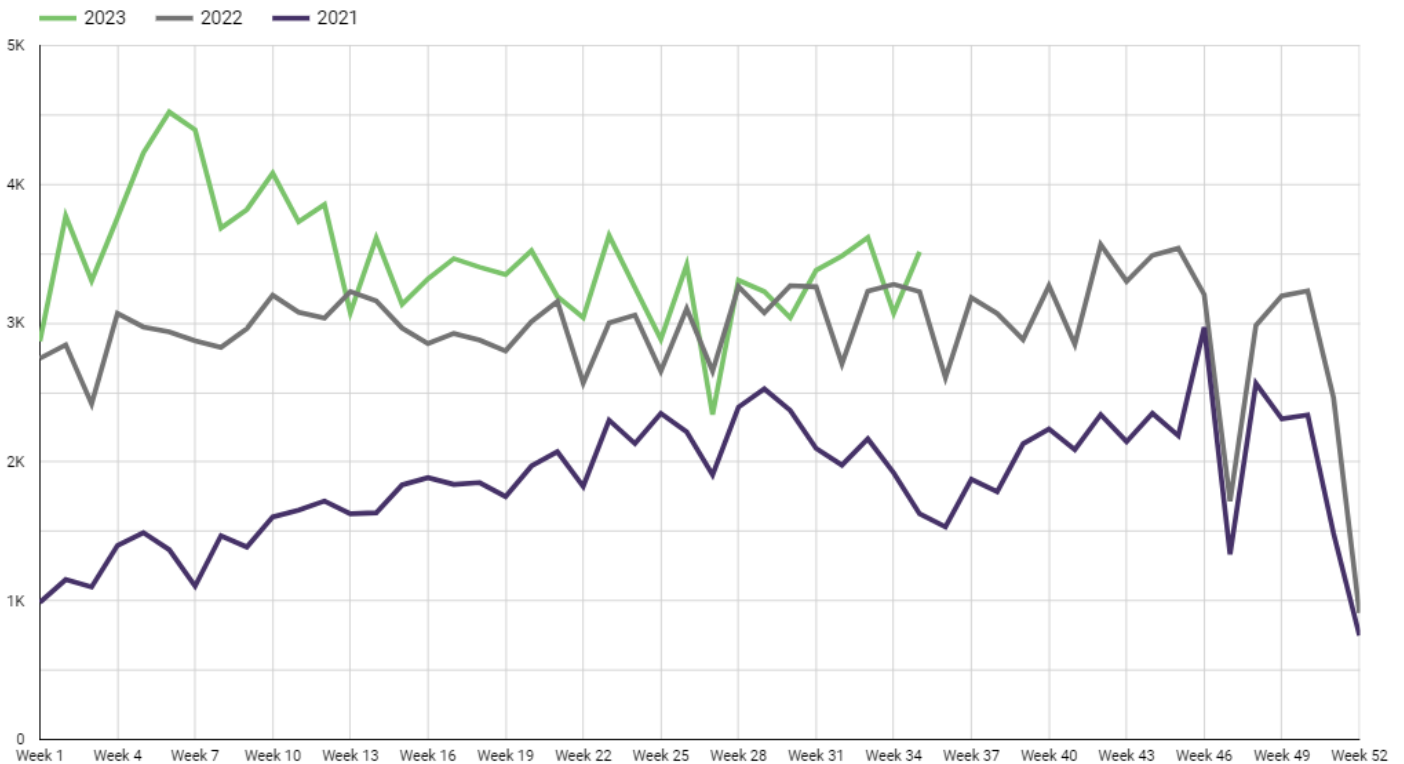
Date: September 18, 2023

Re: August 2023 Board Report

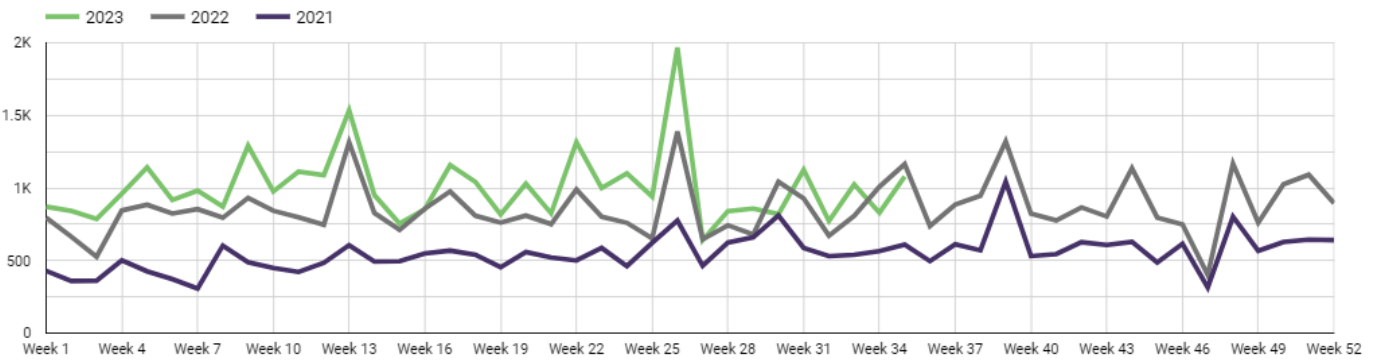
Meeting-Sales Lead Referrals

There were 210 total lead referrals in August. This included 142 Cvent submissions, 51 website submissions, five calls, and 12 email requests.

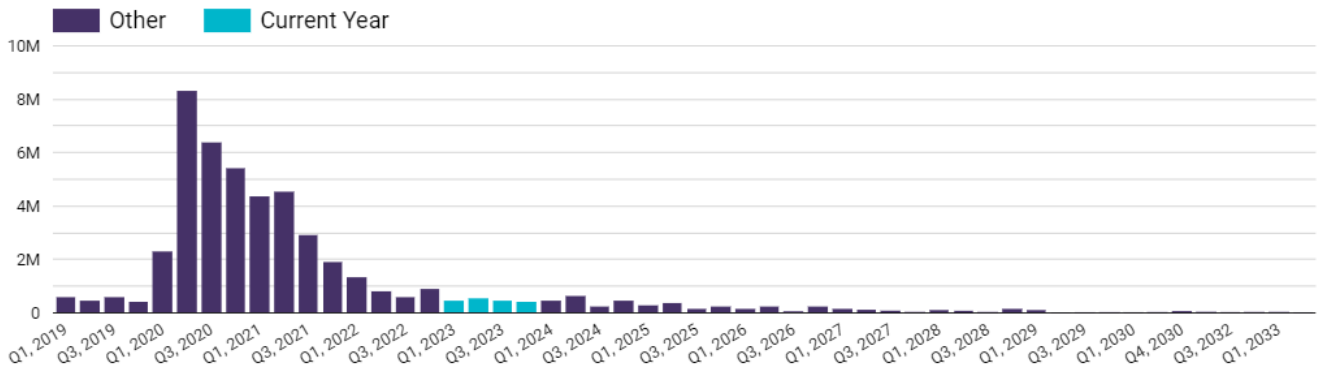
Aggregated Weekly Lead Volume of 200+ DMOs



Aggregated Weekly Definite Volume of 200+ DMOs



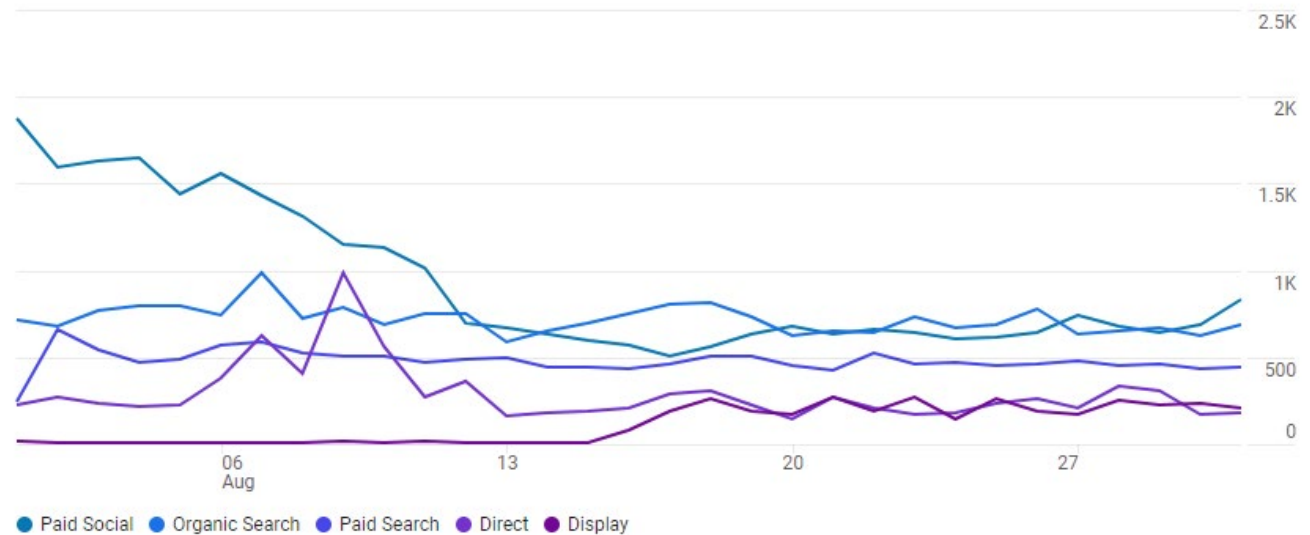
Aggregated Quarterly Cancellation Volume of 200+ DMOs



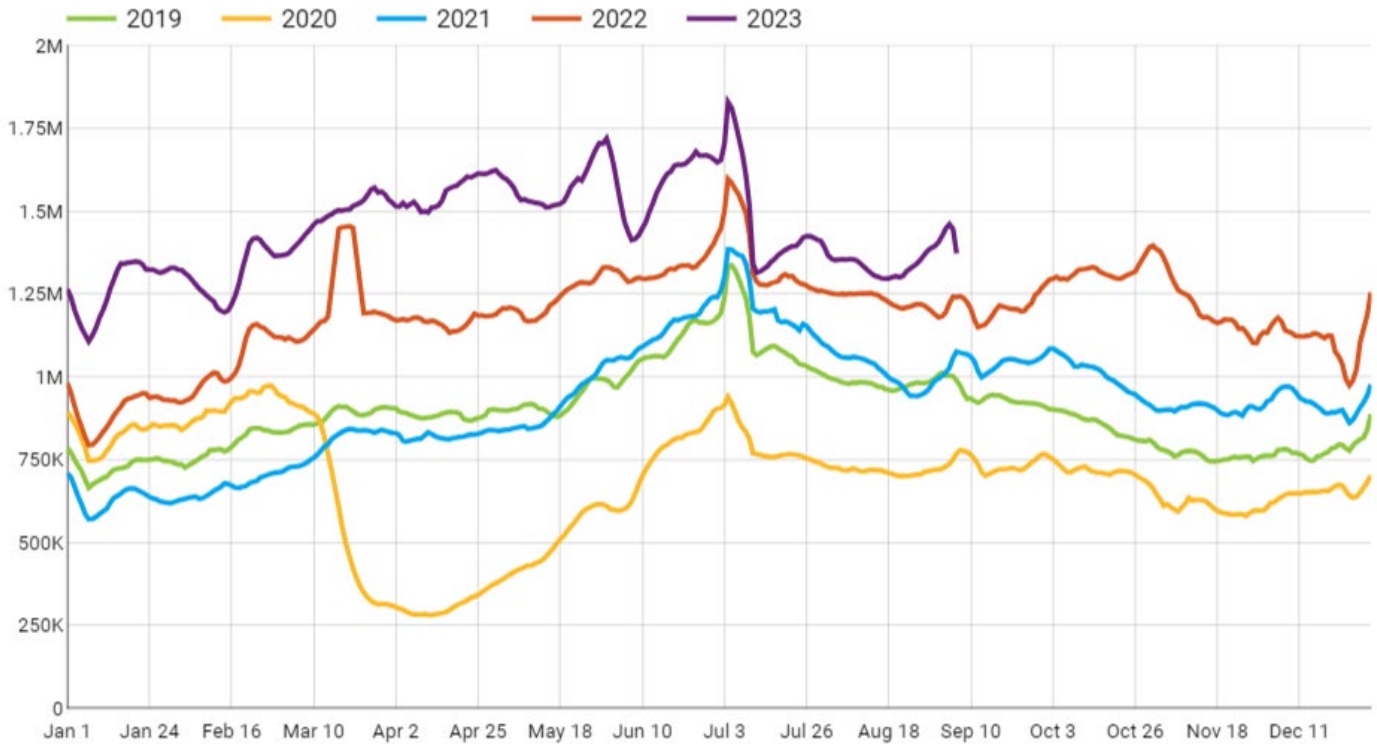
Website Traffic

There were 92,434 sessions to the Irvingtexas.com website from 77,523 users. Of those sessions, 54,435 were engaged sessions, which means those users stayed on the site longer than 10 seconds, had a conversion event, or viewed multiple pages on the site. When compared to the same time last year, users increased by 42%, sessions increased by 43% and engaged sessions increased by 24%.

Users by Session default channel group over time



Aggregated traffic of over 200 DMOs shows that website traffic remains high in 2023, outperforming the previous four years.



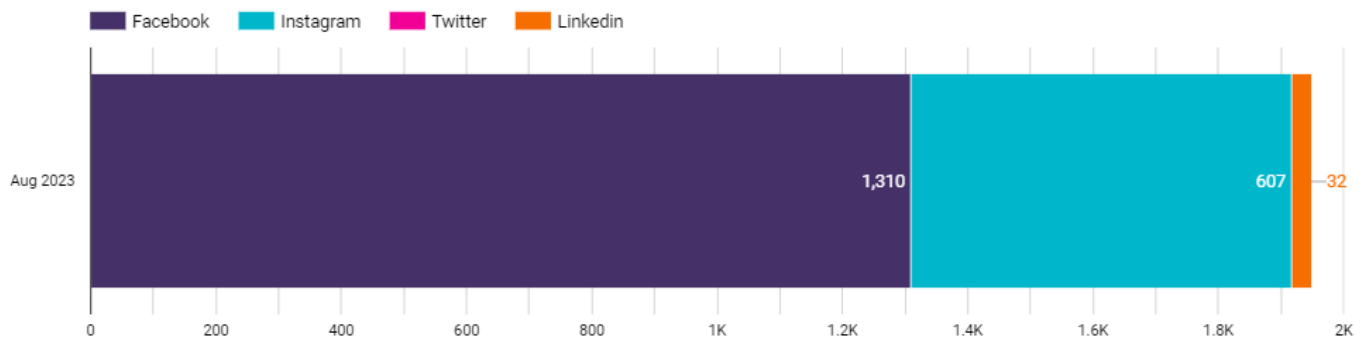
Blog Traffic

Blog traffic increased in August, with 7,065 pageviews. The top posts were “Sip and Savor at Copper Vine” with 914 pageviews, “Five Ways to Have Fun at Lake Carolyn,” with 677 pageviews, and “A Guide to DFW International Airport Restaurants” with 675 pageviews.

Social Media

1,949 additional followers and likes were added in August. Facebook had the most significant growth at 1,310 new likes, followed by Instagram with 607 and LinkedIn with 32.

Additional Social Media Followers



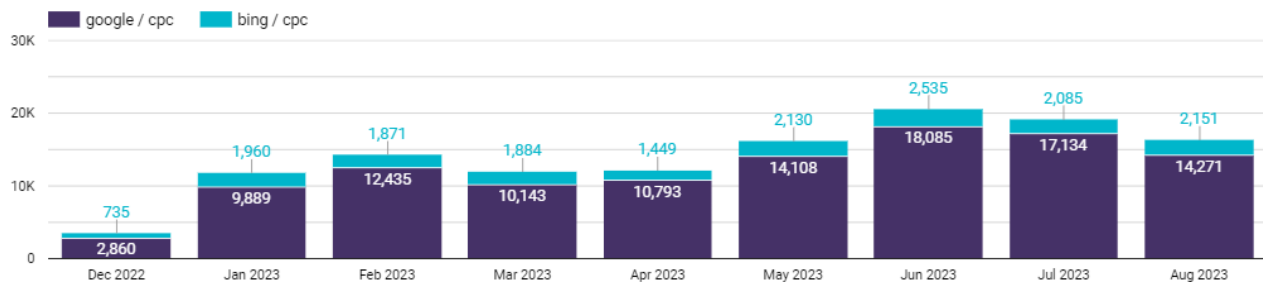
Advertising

MPI was the top performer for website visits in August, followed by Greenspring and Tegna. Paid search generated 16,422 site visits.

By Site (DCM)

Site (DCM)	Impressions	Clicks ▾
MPI (Multiview)	110,462	124
greenspring.com	113,088	101
Tegna	138,295	20
Northstar Meetings Group	71	5

Advertising Engagement - Clicks



Digital Campaigns

Staycations Campaign

In August, the Staycations campaign generated 6,285 hotel referrals. Year to date, the Staycations Campaign has generated 65,595 hotel referrals.

Micro-Campaigns

In August, the micro-campaigns generated 1,363 hotel referrals.

Promoted Content Campaign:

The Promoted Content Campaign, highlighting local businesses through the ICVB blog and social media, generated 8,388 post engagements and 1,041 blog visits.

Earned Media*

IRVING CVB IRVING CONVENTION CENTER COMBINED MEDIA VALUES	1 st Quarter	2 nd Quarter	3 rd Quarter**	4 th Quarter	TOTALS
MEDIA IMPRESSIONS**	88,832,652	108,316,264	368,846,335	14,458,751	565,995,251
ADVERTISING EQUIVALENCY ⁺	\$760,301	\$1,060,148	\$3,119,303	\$100,836	5,040,588
PUBLIC RELATIONS VALUE ⁺⁺	\$2,280,903	\$3,180,444	\$9,357,909	\$302,508	\$15,121,764






*Oct - July 2023

**The number of media impressions is based upon the readership or audience numbers for each media outlet, as supported by the published circulation or audience numbers.

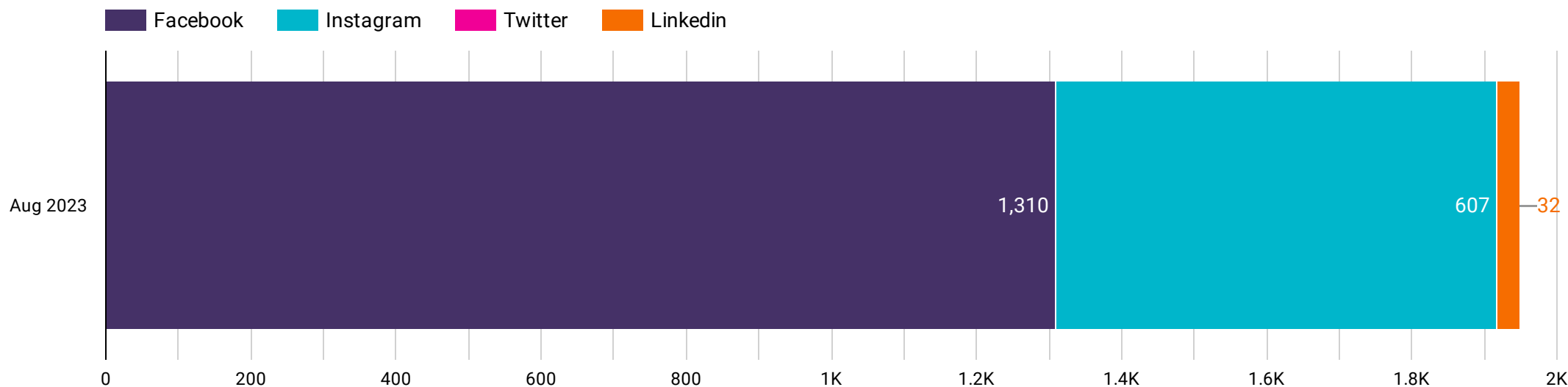
⁺Advertising equivalency is the dollar value of the editorial coverage if the same amount of space or airtime was purchased through traditional advertising.

⁺⁺From a measurement prospective, public relations value is traditionally estimated at three times (3x) the ad rate since it comes in the form of editorial coverage.

Attachments

-  August Social Media Overview
-  August Blog Performance Overview
-  August E-Newsletter Performance
-  August Visit Irving Social Stats
-  August Irving Convention Center Social Stats

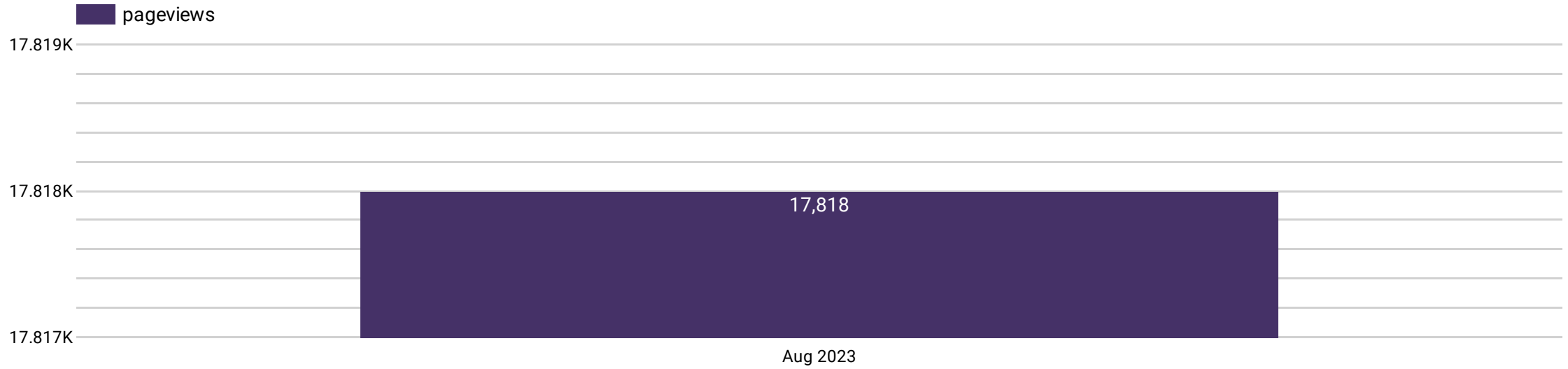
Additional Social Media Followers



Social Media Breakdown

Organization	Facebook Followers	Instagram Followers	Twitter Followers	Linkedin Followers	Total Followers
CVB	104,868	18,426	5,777	1,021	130,092
CC	19,812	2,957	2,418	521	25,708
Grand Total	124,680	21,383	8,195	1,542	155,800

Blog Pageviews



Blog Traffic Performance

	pages.path	Pageviews
1.	/blog/	1,801
2.	/blog/stories/post/five-ways-to-have-fun-at-lake-carolyn/	1,397
3.	/blog/stories/post/sip-and-savor-at-copper-vine/	1,307
4.	/blog/stories/post/7-days-a-week-a-happy-hour-run-down-in-irving/	926
5.	/blog/stories/post/a-guide-to-dfw-international-airport-restaurants/	837
6.	/blog/stories/post/best-places-to-dine-with-a-view-in-irving/	714
7.	/blog/stories/post/5-brunch-spots-in-irving-you-need-to-try-this-sunday/	672
8.	/blog/stories/post/where-to-get-pampered-in-irving/	594
9.	/blog/stories/category/things-to-do/5a7cc53910eb2c18a107d158/	378
10.	/blog/stories/post/summer-happenings-in-irving/	357

Email Performance Overview

Campaign Type: L... (1) ▾

Aug 1, 2023 - Aug 31, 2023 ▾

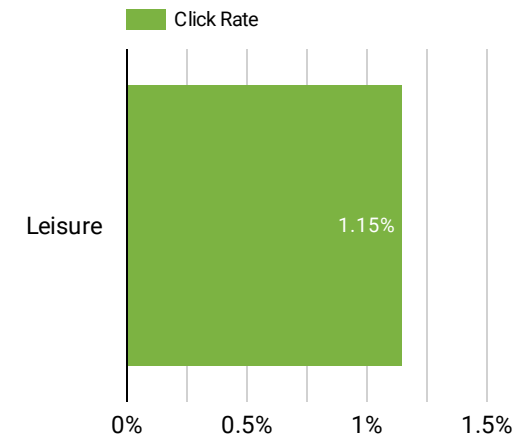
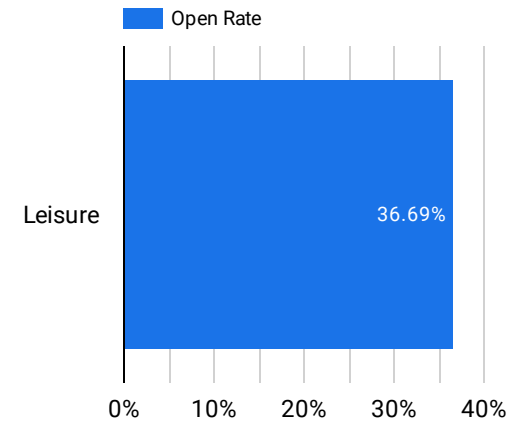
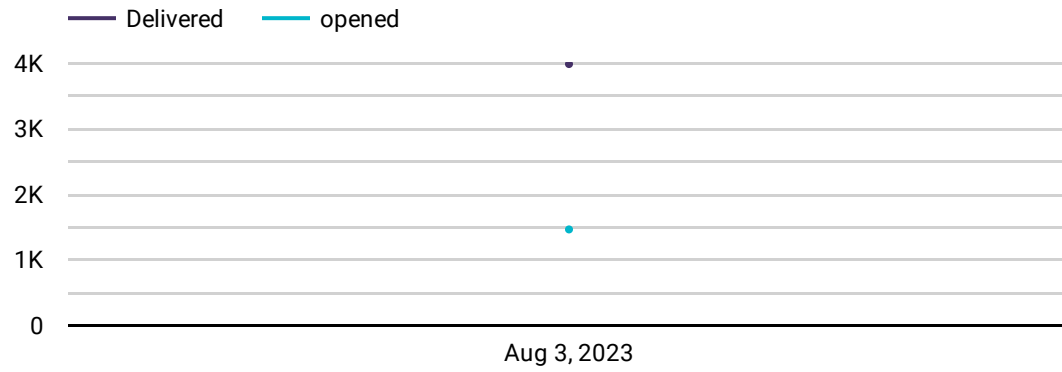
Newsletter Performance

Delivery Rate
97.86%

Open Rate
36.69%

Click Rate
1.15%

CTOR
3.14%



Email List

Date ▾	Campaign Type	Email Title	Sender Email	Sent	Delivered	Delivery Rate	Opened	Open Rate	Clicked	Click Rate	CTOR	Bounced
1... Aug 2023	Leisure	Leisure Newsletter - A...	info@irvingtexas.co...	4,074	3,987	97.86%	1,463	36.69%	46	1.15%	3.14%	88

Grand total **4,074** **3,987** **97.86%** **1,463** **36.69%** **46** **1.15%** **3.14%** **88**

Social Media Overview

Organization: CVB (1) ▾

Aug 1, 2023 - Aug 31, 2023 ▾

Total All Platforms

Total Followers

130,092

Facebook Instagram Twitter LinkedIn



Total Impressions

3,063,718

↓ -87,574

Facebook Instagram Twitter LinkedIn



Total Engagements

120,390

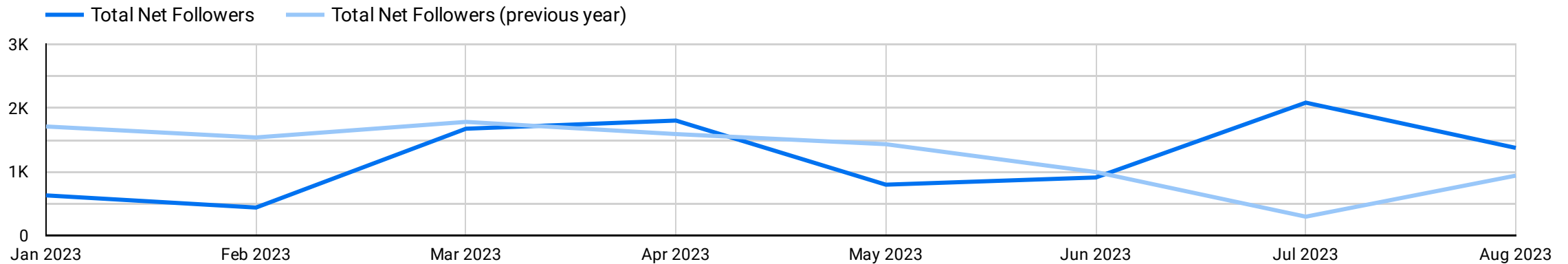
↑ 24,017

Facebook Instagram Twitter LinkedIn Engagement



By Platform

	Facebook	Δ	Instagram	Δ	Twitter	Δ	LinkedIn	Δ
Followers	104,868		18,426		5,777		1,021	
Impressions	2,199,638	-374,770 ↓	863,062	-34,588 ↓	49	41 ↑	969	189 ↑
Engagements	42,127	-2,598 ↓	78,181	2,497 ↑	3	-23 ↓	79	4 ↑
Net Followers	829	-497 ↓	544	-212 ↓	-8	4 ↑	10	-5 ↓



Social Media Overview

Organization: CC (1) ▾

Aug 1, 2023 - Aug 31, 2023 ▾

Total All Platforms

Total Followers
25,708



Total Impressions
617,639
↓ -920,068

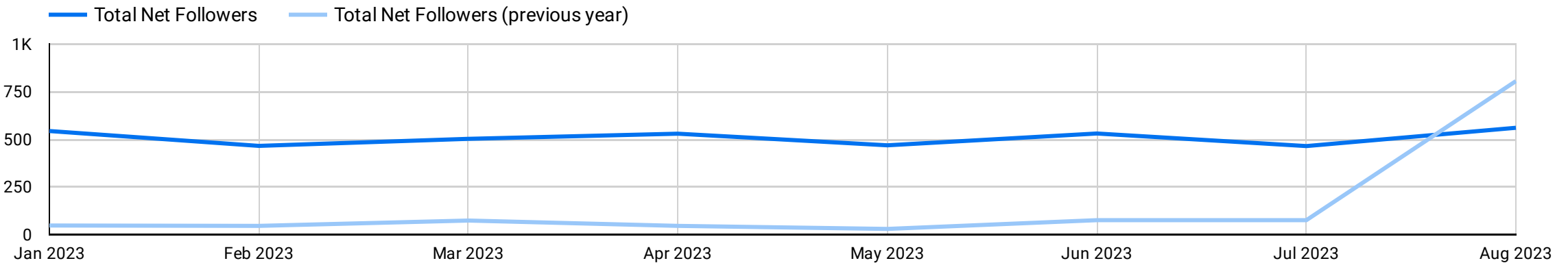


Total Engagements
41,961
↓ -66,923



By Platform

	Facebook	Δ	Instagram	Δ	Twitter	Δ	LinkedIn	Δ
Followers	19,812		2,957		2,418		521	
Impressions	501,131	233,606 ↑	115,741	14,884 ↑	1	1 ↑	766	571 ↑
Engagements	33,665	19,626 ↑	8,178	-122 ↓	0	-1 ↓	118	115 ↑
Net Followers	481	71 ↑	63	0	-5	8 ↑	22	17 ↑





DATE: September 19, 2023
TO: Maura Gast, Executive Director
FROM: Susan Rose, VP Finance & Administration
RE: STR and AirDNA Data Reports – August Data

STR

Irving's hotel occupancy rate for August was 63.9%. When comparing the current month's occupancy numbers to last year, Irving's occupancy slightly decreased 2.8%, while Texas figures also decreased 0.6% and the US figures decreased 0.3% for the month. Demand for the current period decreased 2.2% and YTD increased 3.2% over last year, while STR data reflects a 2.8% decrease for the current period and a 2.6% increase in YTD occupancy compared to 2022.

For the average daily rate, Irving was \$113.41, down 0.6% in August compared to last year, leaving Irving's YTD average daily rate at \$121.37, up 7.3% over last year.

As you review the current data, please remember that at this time last year, confidence in traveling had not yet completely returned. While the data may reflect an uptick from last year's lowest times, it should definitely not be mistaken for a complete recovery.

AirDNA

For the month of August, there were 622 available listings in Irving which was an 11.5% increase in listings over last year's figure of 558. The average daily rate for August was \$219.54, which was an increase of 0.63% over last year, with an occupancy percentage of 52.3%, which was a decrease of 6.53% compared to last year.

For the hotel comparable subset, the average daily rate for August was \$117.83, a decrease of 0.03% from last year, with occupancy at 53.2%, a decrease of 8.47% from last year.

All STR & AirDNA graphs are accessible via the board web portal and can be found at www.irvingtexas.com/board.

Tab 4 - Multi-Segment

Irving TX CVB

For the month of: August 2023

	Current Month - August 2023 vs August 2022												Year to Date - August 2023 vs August 2022											
	Occ %		ADR		RevPAR		Percent Change from August 2022						Occ %		ADR		RevPAR		Percent Change from YTD 2022					
	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	66.0	66.2	153.60	150.85	101.35	99.87	-0.3	1.8	1.5	1.8	0.3	-0.0	64.1	63.1	155.19	147.98	99.43	93.34	1.6	4.9	6.5	6.8	0.2	1.8
Texas	59.9	60.3	110.19	108.23	66.01	65.22	-0.6	1.8	1.2	2.2	1.0	0.4	63.6	62.3	117.83	112.17	74.93	69.86	2.1	5.1	7.3	8.2	0.8	3.0
Atlanta, GA	63.3	64.1	120.47	116.34	76.26	74.53	-1.2	3.6	2.3	3.6	1.3	0.1	66.5	65.4	126.53	117.21	84.14	76.69	1.6	8.0	9.7	10.9	1.1	2.7
Arlington, TX	65.5	69.2	114.25	107.74	74.81	74.58	-5.4	6.0	0.3	2.1	1.7	-3.7	69.0	68.1	109.13	103.33	75.24	70.40	1.2	5.6	6.9	8.7	1.7	3.0
Charlotte, NC	64.8	65.8	120.34	118.71	77.98	78.11	-1.5	1.4	-0.2	-0.2	-0.1	-1.6	66.0	63.6	123.83	116.85	81.73	74.34	3.7	6.0	9.9	9.1	-0.8	2.9
Fort Worth, TX+	61.2	63.6	117.86	114.82	72.17	72.99	-3.7	2.6	-1.1	-1.3	-0.2	-3.8	67.4	66.2	128.83	118.40	86.84	78.43	1.8	8.8	10.7	10.8	0.0	1.8
Frisco, TX+	57.8	58.3	152.07	132.87	87.86	77.50	-0.9	14.5	13.4	28.3	13.2	12.1	65.2	62.1	160.00	141.54	104.26	87.96	4.9	13.0	18.5	26.6	6.8	12.0
Grapevine, TX+	68.8	73.3	190.55	196.44	131.05	144.05	-6.2	-3.0	-9.0	-9.0	0.0	-6.2	75.8	72.1	204.32	198.80	154.91	143.34	5.2	2.8	8.1	8.1	0.0	5.2
Irving, TX+	63.9	65.7	113.41	114.12	72.42	74.95	-2.8	-0.6	-3.4	-2.7	0.7	-2.1	69.3	67.5	121.37	113.09	84.05	76.33	2.6	7.3	10.1	11.3	1.1	3.7
Nashville, TN	67.0	67.0	166.02	162.44	111.28	108.79	0.1	2.2	2.3	3.3	1.0	1.1	69.8	67.8	178.62	166.49	124.65	112.90	2.9	7.3	10.4	13.5	2.8	5.8
Phoenix, AZ	58.7	59.2	111.87	110.51	65.72	65.47	-0.8	1.2	0.4	0.5	0.2	-0.7	69.2	67.9	180.58	163.43	124.93	110.91	1.9	10.5	12.6	12.6	-0.0	1.9
San Jose, CA+	66.6	68.4	156.80	163.32	104.37	111.74	-2.7	-4.0	-6.6	-6.1	0.6	-2.1	62.6	61.8	157.48	149.65	98.61	92.47	1.3	5.2	6.6	12.7	5.7	7.1

Competitive Set Comparison													
	Actual Figures						Percent of Change from Last Year						
	Current Month			Year-To-Date			Current Month			Year-To-Date			
	OCC	ADR	RvPAR	OCC	ADR	RvPAR	OCC	ADR	RvPAR	OCC	ADR	RvPAR	
US	69.6	143.30	99.71	56.2	117.11	65.77	47.7	40.2	107.0	28.6	8.6	39.6	
Texas	65.7	105.97	69.67	59.2	92.24	54.60	49.7	38.6	107.5	30.3	6.3	38.4	
Irving	65.6	98.71	64.73	56.2	87.07	48.95	91.6	37.5	163.4	31.3	-7.6	21.3	
Best USA	Grpvine	Grpvine	Grpvine	Arlngtn	Grpvine	Grpvine	Grpvine	Nshville	Nshville	Frisco	Arlngtn	Arlngtn	
	78.7	210.08	165.27	64.9	179.71	94.20	145.5	69.0	227.7	43.4	13.8	42.5	
Best Texas	Grpvine	Grpvine	Grpvine	Arlngtn	Grpvine	Grpvine	Grpvine	Arlngtn	Grpvine	Frisco	Arlngtn	Arlngtn	
	78.7	210.08	165.27	64.9	179.71	94.20	145.5	51.9	189.4	43.4	13.8	42.5	
Worst USA	SanJose	Irving	SanJose	SanJose	Irving	SanJose	Phoenix	SanJose	SanJose	SanJose	SanJose	SanJose	
	54.5	98.71	63.05	43.6	87.07	46.34	40.9	11.7	79.6	10.6	-31.8	-24.6	
Worst Texas	Frisco	Irving	Irving	Frisco	Irving	Irving	Arlngtn	Grpvine	Arlngtn	Arlngtn	Irving	Irving	
	60.8	98.71	64.73	52.3	87.07	48.95	44.1	17.9	118.9	25.2	-7.6	21.3	

Note: "Best" and "Worst" notations above refer to destinations within this competitive set only

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Tab 6 - Multi-Segment Custom Sets+

Irving TX CVB

For the month of: August 2023

	Current Month - August 2023 vs August 2022												Year to Date - August 2023 vs August 2022											
	Occ %		ADR		RevPAR		Percent Change from August 2022						Occ %		ADR		RevPAR		Percent Change from YTD 2022					
	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2023	2022	2023	2022	2023	2022	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Irving, TX+	63.9	65.7	113.41	114.12	72.42	74.95	-2.8	-0.6	-3.4	-2.7	0.7	-2.1	69.3	67.5	121.37	113.09	84.05	76.33	2.6	7.3	10.1	11.3	1.1	3.7
Luxury/Full Service Irving+	58.0	63.0	157.36	158.62	91.21	99.86	-7.9	-0.8	-8.7	-8.7	-0.1	-8.0	68.0	64.6	166.15	156.28	113.03	101.03	5.2	6.3	11.9	11.8	-0.1	5.2
All Suite/Extended Stay Irving+	72.3	65.4	95.49	94.73	69.00	62.00	10.4	0.8	11.3	14.2	2.7	13.3	74.3	70.0	99.99	93.33	74.28	65.29	6.2	7.1	13.8	18.2	3.9	10.3
Limited Service Irving+	67.4	71.6	109.68	104.84	73.96	75.12	-5.9	4.6	-1.5	-1.5	0.0	-5.9	72.2	73.3	114.67	104.66	82.75	76.76	-1.6	9.6	7.8	7.8	0.0	-1.6
Budget Irving+	60.1	66.0	65.18	66.06	39.20	43.62	-8.9	-1.3	-10.1	-10.1	0.0	-8.9	61.5	64.6	67.87	65.71	41.73	42.43	-4.8	3.3	-1.6	-1.6	0.0	-4.7
Las Colinas+	63.3	61.6	127.06	130.64	80.38	80.50	2.7	-2.7	-0.1	-0.2	-0.1	2.6	67.8	64.1	138.20	131.00	93.75	84.03	5.8	5.5	11.6	15.0	3.1	9.0
DFW North+	65.6	72.9	111.46	111.64	73.08	81.35	-10.0	-0.2	-10.2	-7.9	2.5	-7.8	74.0	73.2	117.47	107.83	86.94	78.94	1.1	8.9	10.1	9.3	-0.7	0.4
DFW South+	62.9	64.2	94.32	92.49	59.31	59.39	-2.1	2.0	-0.1	-0.1	0.0	-2.0	66.2	66.3	99.34	93.34	65.80	61.84	-0.0	6.4	6.4	6.4	0.0	0.0
Full Service Las Colinas+	56.4	59.3	188.06	194.47	105.99	115.34	-5.0	-3.3	-8.1	-8.3	-0.2	-5.1	63.2	59.4	205.94	196.83	130.07	116.96	6.3	4.6	11.2	11.1	-0.1	6.2
Limited Service Las Colinas+	68.1	63.2	91.75	88.69	62.47	56.09	7.7	3.4	11.4	11.4	0.0	7.7	71.1	67.6	96.09	88.27	68.33	59.69	5.2	8.9	14.5	20.7	5.4	10.9
Full Service DFW North+	59.1	69.8	147.88	144.30	87.34	100.78	-15.4	2.5	-13.3	-13.3	0.0	-15.4	74.6	70.6	148.45	137.43	110.69	96.96	5.7	8.0	14.2	14.2	0.0	5.7
Limited Service DFW North+	69.8	74.9	91.52	91.12	63.86	68.26	-6.9	0.4	-6.4	-2.5	4.2	-2.9	73.6	74.9	96.88	89.75	71.35	67.25	-1.7	8.0	6.1	4.9	-1.2	-2.9
Full Service DFW South+																								
Limited Service DFW South+	64.2	65.7	88.41	86.48	56.77	56.82	-2.3	2.2	-0.1	-0.0	0.0	-2.2	65.1	65.8	91.76	86.78	59.71	57.12	-1.1	5.7	4.5	4.6	0.0	-1.1

AirBNB Data	Occ %		ADR		RevPAR		Percent Change from Prior Year						Occ %		ADR		RevPAR		Percent Change from Prior Year YTD					
	2023	2022	2023	2022	2023	2022	Occ	ADR	Rev PAR	Room Rev	Room Avail	Room Sold	2023	2022	2023	2022	2023	2022	Occ	ADR	Rev PAR	Room Rev	Room Avail	Room Sold
Entire Place	52.3	56.0	219.54	218.17	114.72	122.07	-6.53	0.63	-6.02	-12.6	2.7	-6.6	56.6	59.48	217.48	213.85	123.07	127.20	-4.86	1.70	-3.25	5.0	19.2	11.2
Hotel Comparable	53.2	58.12	117.83	117.87	62.66	68.50	-8.47	-0.03	-8.53	-27.9	-21.2	-27.9	58.9	62.14	112.15	113.63	66.03	70.61	-5.25	-1.30	-6.48	-16.9	-11.2	-15.8

Available Listings	2023	2022	% Chg
Entire Place	346	339	2.1
Private Room	200	155	29.0
Shared Room	76	64	18.8
Total Available Listings	622	558	11.5

	Participation			
	Properties		Rooms	
	Census	Sample	Census	Sample
Irving, TX+	87	77	12907	11479
Luxury/Full Service Irving+	16	14	4844	4244
All Suite/Extended Stay Irving+	32	31	3716	3609
Limited Service Irving+	14	14	1792	1792
Budget Irving+	24	17	2436	1715
Las Colinas+	32	31	5479	5143
DFW North+	25	25	3904	3904
DFW South+	30	21	3524	2432
Full Service Las Colinas+	8	8	2255	2255
Limited Service Las Colinas+	24	23	3224	2888
Full Service DFW North+	4	4	1533	1533
Limited Service DFW North+	21	21	2371	2371
Full Service DFW South+	4	2	1056	456
Limited Service DFW South+	26	19	2468	1976
ICC Comp Set No Boutiques+				

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Irving, Texas Room Demand

Source: Smith Travel Research

	2022			2023			Calculated Demand Change over prior year		STR Reported Change over prior year	
	Occ %	Current Month Demand	Year To Date Demand	Occ %	Current Month Demand	Year To Date Demand	Current Month	Year To Date	Current Month	Year To Date
January	54.0	213,194	213,194	62.4	248,857	248,857	16.7%	16.7%	15.6%	15.6%
February	64.5	232,046	445,240	70.7	254,724	503,581	9.8%	13.1%	9.7%	12.3%
March	71.0	282,761	728,001	74.1	295,894	799,475	4.6%	9.8%	5.0%	9.4%
April	74.5	286,896	1,014,897	73.5	285,997	1,085,472	-0.3%	7.0%	-0.4%	6.7%
May	71.2	280,494	1,295,391	71.1	284,376	1,369,848	1.4%	5.7%	0.1%	5.2%
June	74.3	283,046	1,578,437	72.8	281,951	1,651,799	-0.4%	4.6%	-1.5%	3.9%
July	66.3	265,307	1,843,744	66.2	264,729	1,916,528	-0.2%	3.9%	0.6%	3.4%
August	66.3	261,179	2,104,923	63.9	255,500	2,172,028	-2.2%	3.2%	-2.8%	2.6%
September	70.3	268,063	2,372,986							
October	75.0	299,270	2,672,256							
November	63.2	243,885	2,916,141							
December	57.9	231,094	3,147,235							

Irving, Texas & United States Comparison

August 2023

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	116.24	16.4%	116.24	16.4%	62.4%	15.6%	62.4%	15.6%	72.49	34.6%	72.49	34.6%
FEBRUARY	123.06	14.2%	119.84	15.3%	70.7%	9.7%	66.2%	12.3%	86.97	25.2%	79.31	29.5%
MAR	121.23	8.8%	120.46	12.7%	74.1%	5.0%	68.8%	9.4%	89.89	14.3%	82.90	23.3%
APRIL	127.59	7.5%	122.84	11.5%	73.5%	-0.4%	70.0%	6.7%	93.82	7.1%	86.00	18.9%
MAY	127.15	7.1%	123.80	10.5%	71.1%	0.1%	70.4%	5.2%	90.36	7.3%	87.20	16.3%
JUNE	122.74	4.3%	123.67	9.4%	72.8%	-1.5%	70.8%	3.9%	89.37	2.8%	87.56	13.7%
JULY	114.15	1.6%	122.39	8.4%	66.2%	0.6%	70.1%	3.4%	75.52	2.2%	85.78	12.1%
AUGUST	113.41	-0.6%	121.37	7.3%	63.9%	-2.8%	69.3%	2.6%	72.42	-3.4%	84.05	10.1%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages:		ADR	119.91	8.9%	Occupancy	68.4%	4.8%	RevPAR	81.99	14.1%		

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	110.03	14.5%	110.03	14.5%	56.3%	10.7%	56.3%	10.7%	61.93	26.8%	61.93	26.8%
FEBRUARY	117.08	11.7%	113.60	13.0%	63.7%	7.0%	59.8%	8.8%	74.58	19.6%	67.94	22.9%
MAR	126.44	7.0%	118.45	10.2%	69.0%	2.5%	63.0%	6.4%	87.29	9.6%	74.62	17.2%
APRIL	123.88	5.5%	119.95	8.9%	65.9%	0.0%	63.7%	4.6%	81.62	5.5%	76.43	13.9%
MAY	119.79	2.2%	119.94	7.4%	63.7%	0.0%	63.7%	3.7%	76.34	2.3%	76.40	11.3%
JUNE	117.86	1.0%	119.60	6.3%	66.4%	0.3%	64.1%	3.0%	78.28	1.3%	76.72	9.5%
JULY	114.71	0.9%	118.92	5.5%	64.1%	-0.6%	64.1%	2.5%	73.57	0.3%	76.28	8.1%
AUGUST	110.19	1.8%	117.83	5.1%	59.9%	-0.6%	63.6%	2.1%	66.01	1.2%	74.93	7.3%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

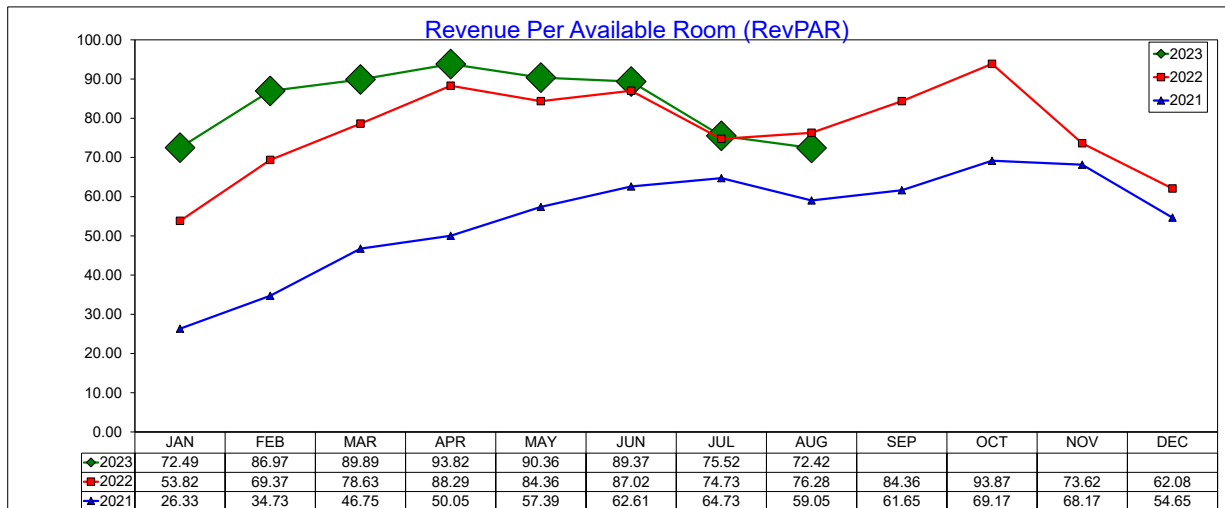
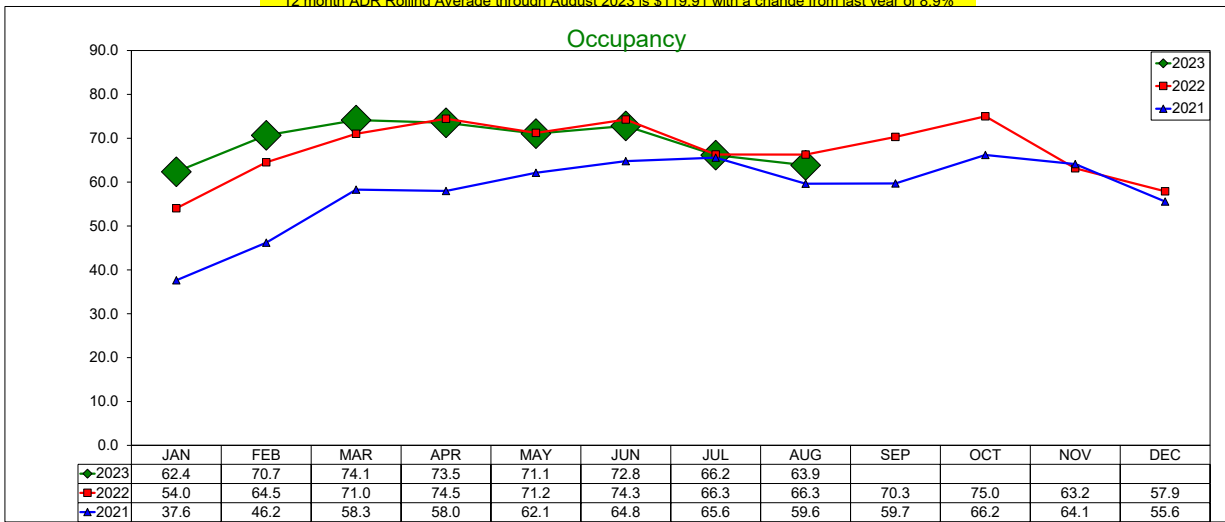
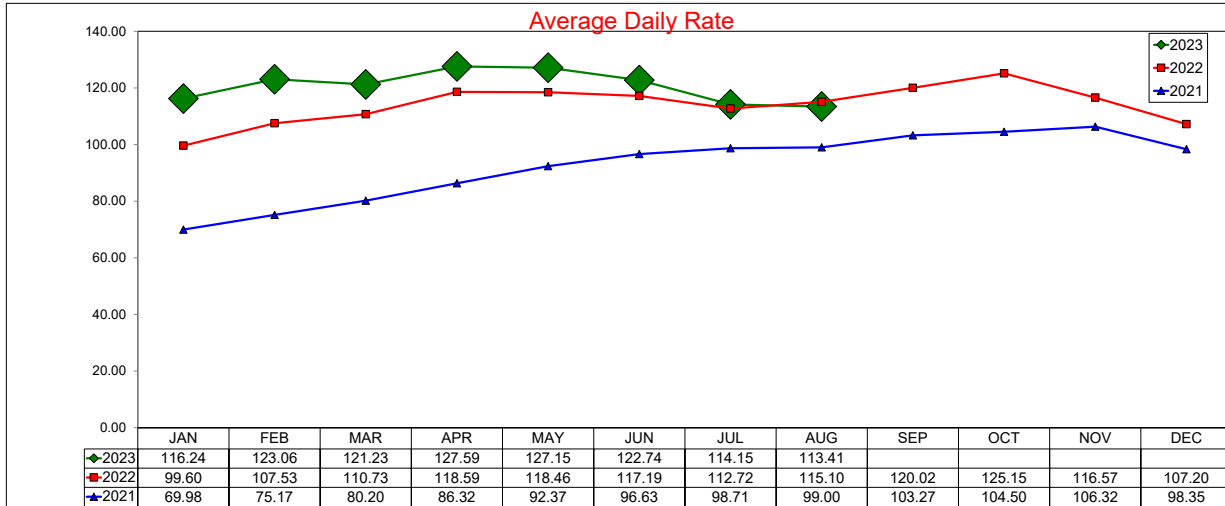
USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	142.14	14.8%	142.14	14.8%	52.8%	10.9%	52.8%	10.9%	75.01	27.3%	75.01	27.3%
FEBRUARY	152.01	10.3%	147.13	12.2%	60.0%	5.8%	56.2%	8.3%	91.22	16.6%	82.71	21.5%
MAR	158.17	7.8%	151.16	10.2%	65.3%	2.4%	59.3%	5.9%	103.35	10.4%	89.69	16.7%
APRIL	155.77	3.4%	152.68	8.3%	64.4%	-1.4%	60.6%	3.9%	100.39	1.9%	92.59	12.5%
MAY	156.25	3.8%	153.51	7.2%	64.8%	-0.2%	61.5%	3.0%	101.31	3.7%	94.40	10.4%
JUNE	158.40	2.3%	154.45	6.2%	69.7%	-0.4%	62.9%	2.3%	110.33	1.9%	97.08	8.7%
JULY	160.31	1.3%	155.41	5.3%	69.1%	-0.5%	63.8%	1.9%	110.80	0.8%	99.13	7.3%
AUGUST	153.60	1.8%	155.19	4.9%	66.0%	-0.3%	64.1%	1.6%	101.35	1.5%	99.43	6.5%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

Note: The "Change %" column refers to the change from the prior year's figure.

SOURCE: STR, INC. REPLICATION OR OTHER RE-USE OF THIS DATA WITHOUT THE EXPRESS WRITTEN PERMISSION OF STR IS STRICTLY PROHIBITED.

Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

August 2023



SOURCE: STR, INC. REPLICATION OR OTHER RE-USE OF THIS DATA WITHOUT THE EXPRESS WRITTEN PERMISSION OF STR IS STRICTLY PROHIBITED.

Monthly & YTD AirDNA Data

August 2023

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	202.11	-5.0%	202.11	-5.0%	46.5%	-5.5%	46.5%	-5.5%	94.06	-10.2%	94.06	-10.2%
FEBRUARY	207.01	-8.9%	204.60	-6.8%	47.7%	-13.1%	47.1%	-9.0%	98.78	-20.9%	96.43	-15.2%
MAR	221.25	0.1%	211.76	-3.8%	57.0%	-4.6%	50.9%	-6.8%	126.18	-4.5%	107.85	-10.3%
APRIL	219.02	5.8%	214.09	-0.9%	59.8%	-4.0%	53.5%	-5.9%	131.02	1.6%	114.50	-6.7%
MAY	213.80	9.6%	214.02	1.9%	61.5%	-5.3%	55.2%	-6.4%	131.41	3.7%	118.04	-4.6%
JUNE	225.10	6.9%	215.85	2.7%	64.8%	4.2%	56.5%	-5.1%	145.92	11.3%	122.05	-2.5%
JULY	225.59	-1.2%	217.23	1.9%	61.2%	-2.1%	57.2%	-4.8%	138.01	-3.2%	124.17	-3.0%
AUGUST	219.54	0.6%	217.48	1.7%	52.3%	-6.5%	56.6%	-4.9%	114.72	-6.0%	123.07	-3.2%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

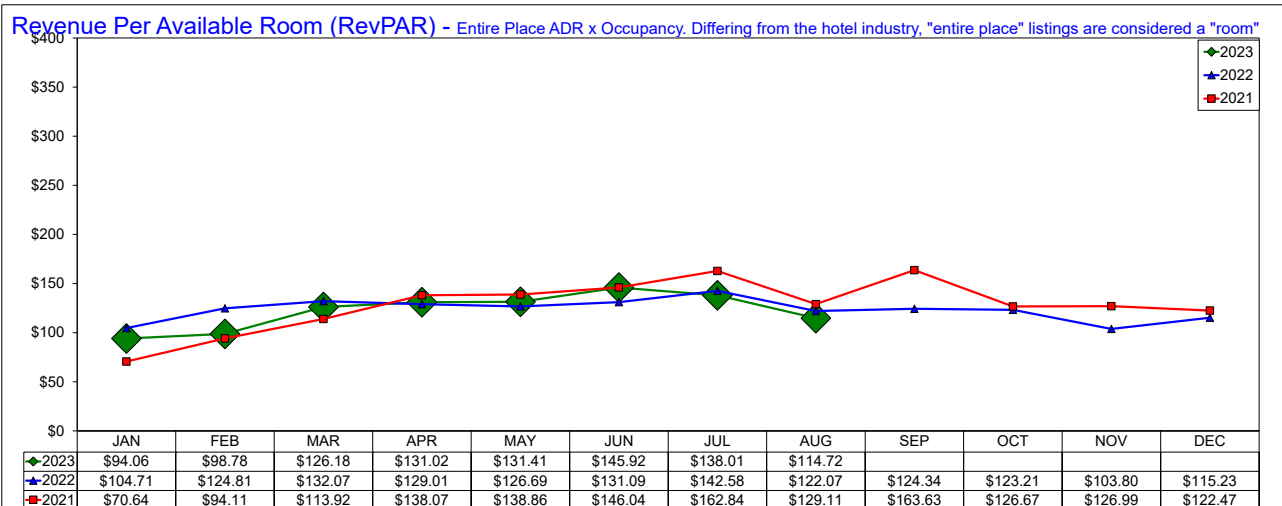
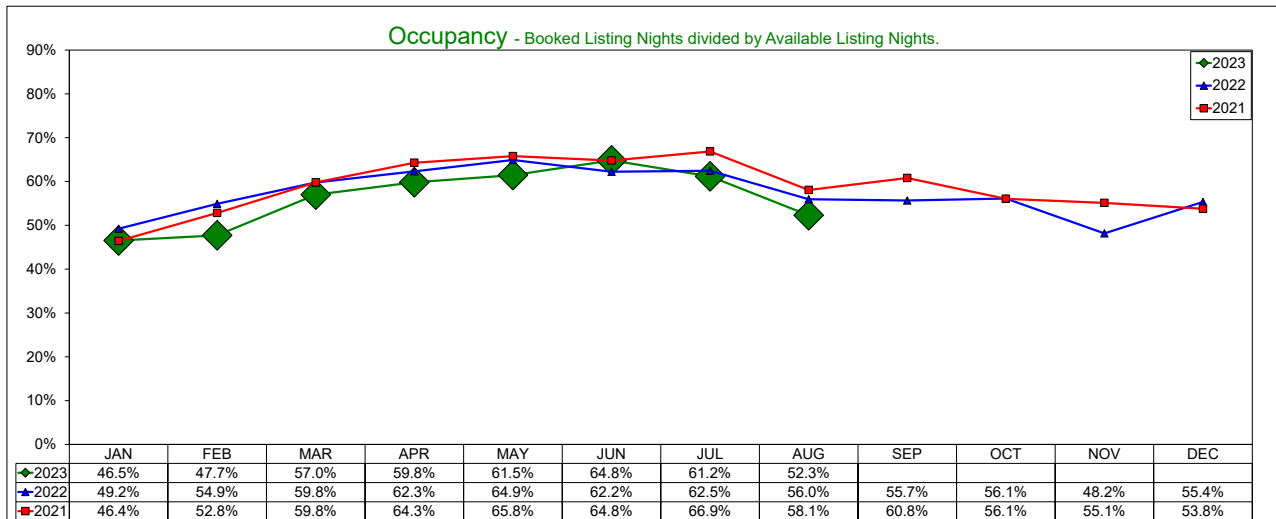
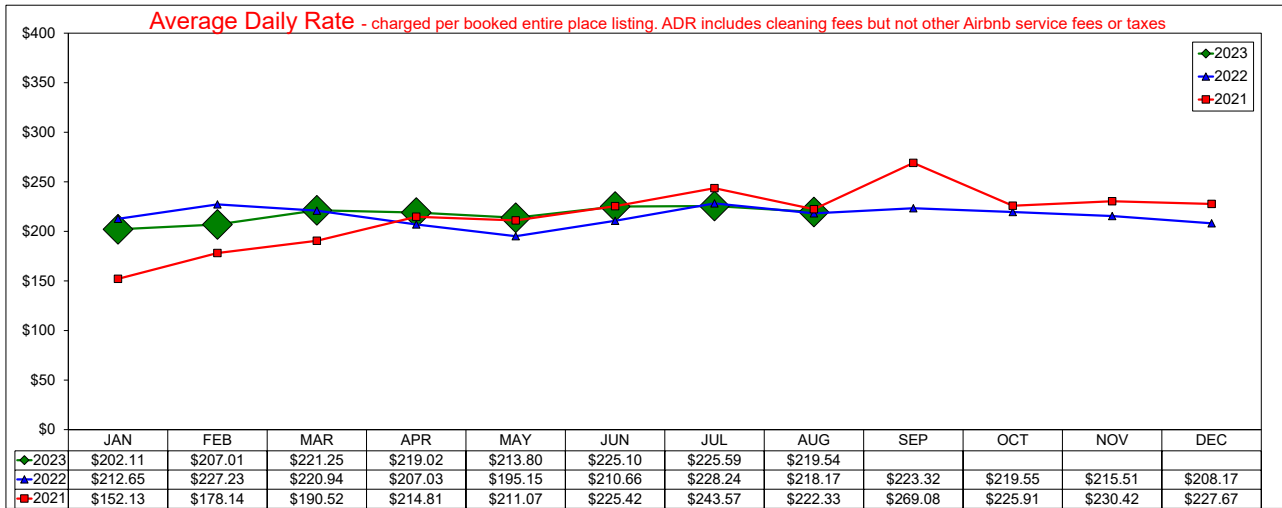
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	102.16	-0.2%	102.16	-0.2%	49.9%	-9.6%	49.9%	-9.6%	51.02	-9.7%	51.02	-9.7%
FEBRUARY	105.25	-3.9%	103.71	-1.9%	50.7%	-14.9%	50.3%	-12.0%	53.38	-18.3%	52.20	-13.7%
MAR	112.19	-0.2%	107.16	-1.2%	56.0%	-8.7%	52.5%	-10.8%	62.78	-9.0%	56.24	-11.9%
APRIL	114.53	2.3%	109.76	0.1%	62.9%	-0.3%	55.7%	-7.5%	72.02	2.0%	61.17	-7.5%
MAY	116.02	0.9%	111.24	-0.2%	65.4%	-8.4%	57.8%	-9.1%	75.88	-7.5%	64.24	-9.2%
JUNE	114.22	-1.6%	111.68	-0.7%	66.8%	3.2%	58.9%	-7.6%	76.31	1.5%	65.81	-8.2%
JULY	110.57	-5.3%	111.55	-1.4%	64.5%	13.0%	59.6%	-5.0%	71.31	7.0%	66.44	-6.3%
AUGUST	117.83	0.0%	112.15	-1.3%	53.2%	-8.5%	58.9%	-5.2%	62.66	-8.5%	66.03	-6.5%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

Note: The "Change %" column refers to the change from the prior year's figure.

AirDNA - Entire Place

August 2023

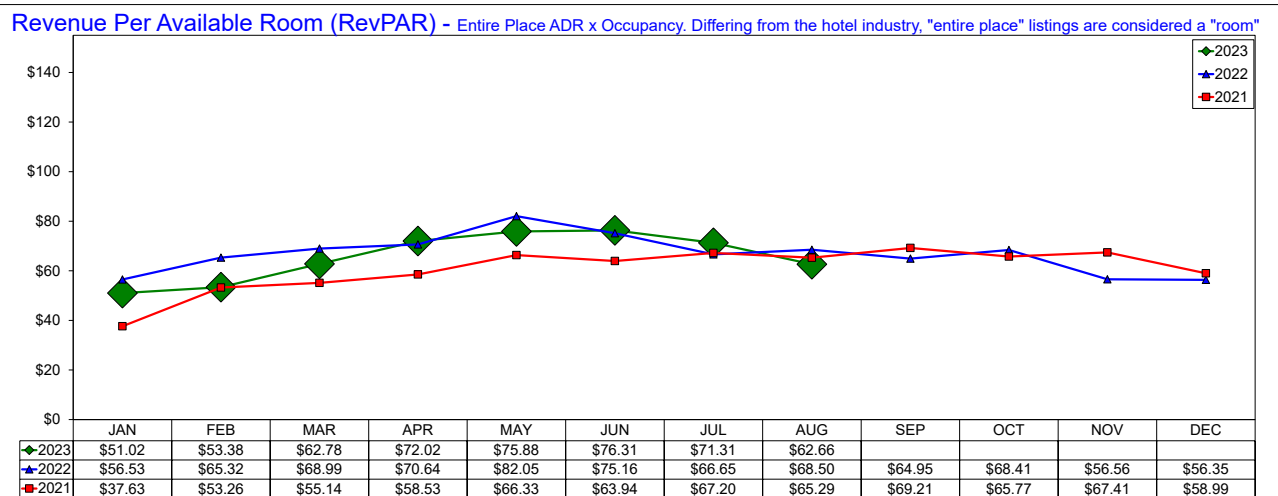
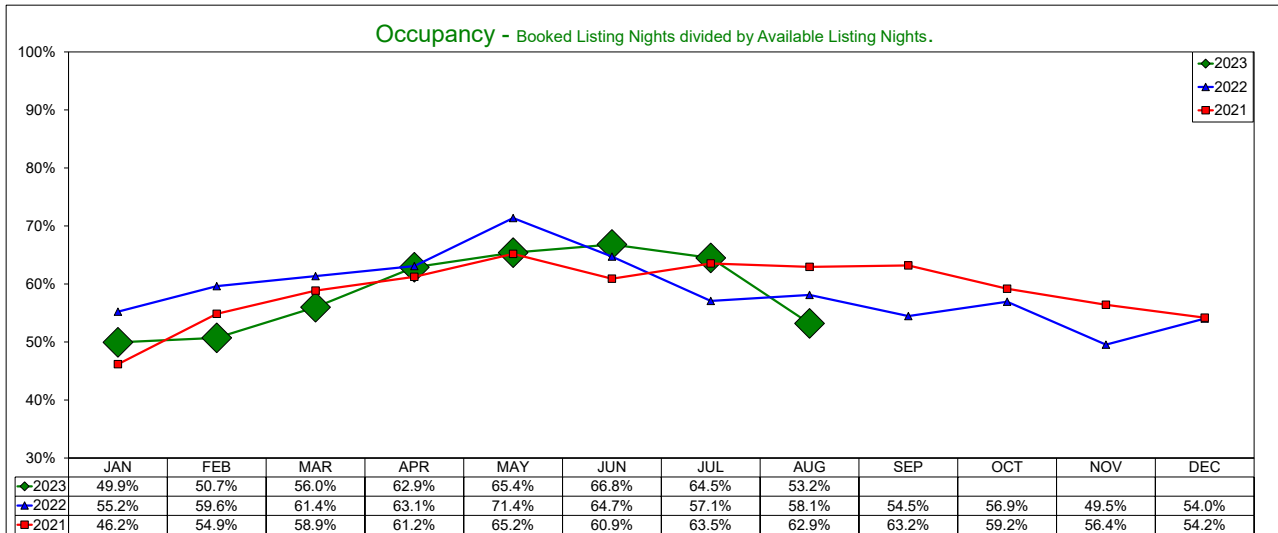
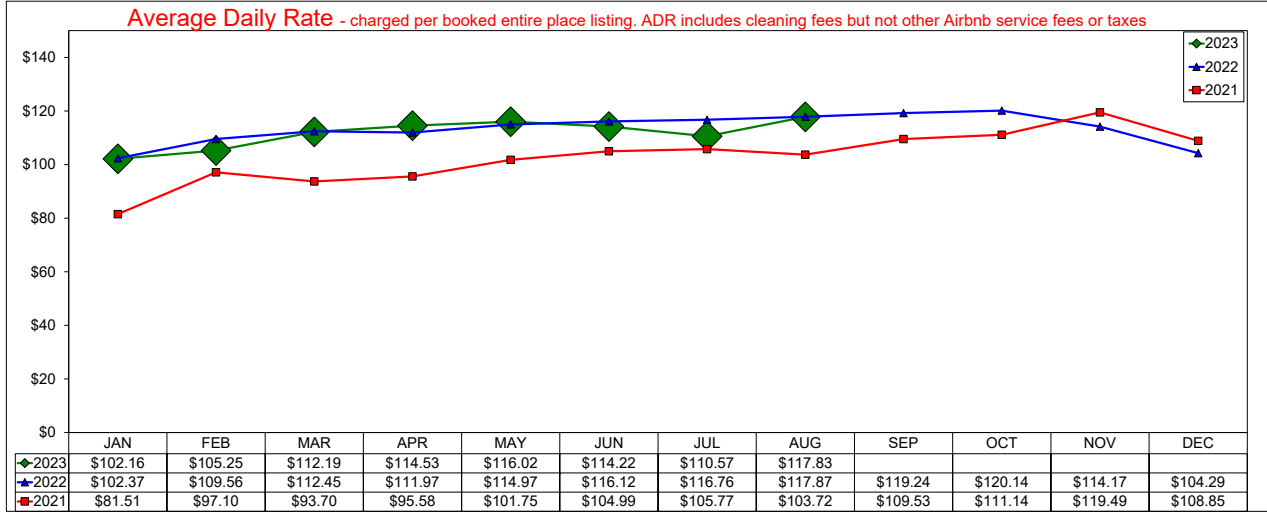
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms



AirDNA - Hotel Comparable Subset

August 2023

Studio and one bedroom entire place rentals only. AirDNA believes these are the type of listings most likely to compete directly with hotels



2023 - 2022 - 2021 COMPARISON
Occupancy/ADR/RevPAR

Month	Occ %			ADR			RevPAR		
	2023	2022	2021	2023	2022	2021	2023	2022	2021
January	62.40	54.00	37.62	\$116.24	\$99.60	\$69.98	\$72.49	\$53.82	\$26.33
February	70.70	64.50	46.20	\$123.06	\$107.53	\$75.17	\$86.97	\$69.37	\$34.73
March	74.10	71.00	58.30	\$121.23	\$110.73	\$80.20	\$89.89	\$78.63	\$46.75
April	73.50	74.50	58.00	\$127.59	\$118.59	\$86.32	\$93.82	\$88.29	\$50.05
May	71.10	71.20	62.10	\$127.15	\$118.46	\$92.37	\$90.36	\$84.36	\$57.39
June	72.80	74.30	65.60	\$122.74	\$117.19	\$98.71	\$89.37	\$87.02	\$64.73
July	66.20	66.30	65.60	\$114.15	\$112.72	\$98.71	\$75.52	\$74.73	\$64.73
August	63.90	66.30	59.60	\$113.41	\$115.10	\$99.00	\$72.42	\$76.28	\$59.05
September		70.30	59.60		\$120.02	\$103.46		\$84.36	\$61.66
October		75.00	66.20		\$125.15	\$104.50		\$93.87	\$69.17
November		63.20	64.10		\$116.57	\$106.32		\$73.62	\$68.17
December		57.90	55.60		\$107.20	\$98.35		\$62.08	\$54.65

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

**CONVENTION CENTER
MANAGEMENT REPORTS**



IRVING
CONVENTION CENTER
AT LAS COLINAS
 AN ASM GLOBAL MANAGED FACILITY

August 28, 2023

TO: Maura Gast, Executive Director ICVB
 FROM: Verenis Pedraza, ASM Global Director of Finance
 Casey Villaseñor, ASM Global Director of Sales
 SUBJECT: **Monthly Financial & Sales Report – July 2023**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	68,571	74,500	54,718	790,795	1,080,743	859,834
Ancillary Income	138,693	161,740	281,495	4,188,028	2,979,081	2,717,954
Total Event Income	207,264	236,240	336,213	4,978,823	4,059,824	3,577,788
Other Income	90,919	76,586	56,696	978,766	741,940	624,218
Adjusted Gross Income	298,183	312,826	392,909	5,957,589	4,801,764	4,202,006
Indirect Expenses	(674,753)	(575,931)	(476,561)	(6,240,782)	(5,770,887)	(4,927,553)
Net Income (Loss)	(376,570)	(263,105)	(83,652)	(283,193)	(969,123)	(725,547)

- We had twelve revenue-producing events for the month.
- Total event income was over budget, \$28,976, due to the increased labor needed to oversee each event.
- Other operating income includes July's Westin garage rent, Enterprise's rent, transient parking revenue, & various commissions.
- Indirect expenses were over budget by \$98,822. There was additional detailed cleaning, computer expenses, repairs, and modifications to the irrigation around the building, continued repairs, and higher utilities to maintain the building at a comfortable level.
- Overall, the ICC missed budget by \$113,465.

ASM Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	234,522	235,600	359,536	5,845,914	3,942,821	3,526,681
Net Income/(Loss)	97,306	156,400	260,976	3,245,610	2,470,247	2,080,390
Net Income/(Loss) %	41.49%	66.38%	72.59%	55.52%	62.65%	58.99%

ICC by the Numbers

EVENTS		VISITORS	
This month	To date	This month	To date
12	178	9,805	207,653
Current Year	Current Year	Current Year	Current Year
11	166	5,604	157,455
Prior Year	Prior Year	Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED		SURVEY RESULTS	
This month	To date	Returned	Score
3,991	30,235	3	93.3%
Current Year	Current Year	This Month	Current Month
5,498	26,424	32	92.5%
Prior Year	Prior Year	Year to Date	Year to Date

EXECUTED AGREEMENTS	
This month	To date
7	152
Current Year	Current Year
20	181
Prior Year	Prior Year

Target Industry Bookings

Informa: Network Next Convention – May 2024

August and September at a Glance

- August 6 Sneaker Exit
- August 7 Office of Congresswoman Beth Van Duyne Job Fair
- August 8 Irving ISD Parking
- August 9-10 Irving Independent School District Training
- August 10-13 Texas Cornhole League
- August 13-19 Original Sewing & Quilting Expo
- August 18 Association of Certified Fraud Examiners Conference
- August 20 Texas Total Rewards Conference
- August 23 DynaTen Meeting
- August 23-30 TEXSOM Conference
- August 24-27 Auto Body Association of Texas
- August 31-Sept. 4 Bangladesh Association of North Texas
- September 6-10 Fotona Ultra Performance Lasers Meeting
- September 7-11 Swim Spa Blowout
- September 8-9 Heart of Texas Body Building
- September 10 Sneaker Travelers
- September 11-12 Promotional Products Association of Southwest Expo
- September 13 HCA Medical Hiring Event
- September 13-17 Fiber Fest
- September 14 DFW RIMS Annual Conference
- September 15 Irving Cares Great Harvest
- September 19-20 Career College & Schools of Texas Annual Conference
- September 20-21 North Texas State of Reform Health Policy Conference
- September 20-23 Texas Podiatric Medical Association Conference
- September 24 Chick-Fil-A Event
- September 24 Quince Expo
- September 25-28 Cocina Sabrosa 2023
- September 26-27 QuikTrip
- September 28-29 Biontx Expo
- September 28-29 MDA Uncork A Cure Gala
- September 30 Down Syndrome Guild of Dallas Special Education & Law Advocacy Conference

cc: Tom Meehan, General Manager, ASM Global



IRVING
CONVENTION CENTER
AT LAS COLINAS
 AN ASM GLOBAL MANAGED FACILITY

September 18, 2023

TO: Maura Gast, Executive Director ICVB
 FROM: Verenis Pedraza, ASM Global Director of Finance
 Casey Villaseñor, ASM Global Director of Sales
 SUBJECT: **Monthly Financial & Sales Report – August 2023**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	30,121	75,800	154,056	820,915	1,156,543	1,013,888
Ancillary Income	218,009	213,420	342,150	4,406,029	3,192,501	3,060,110
Total Event Income	248,130	289,220	496,206	5,226,944	4,349,044	4,073,998
Other Income	109,766	76,586	118,362	1,088,532	818,526	742,581
Adjusted Gross Income	357,896	365,806	614,568	6,315,476	5,167,570	4,816,579
Indirect Expenses	(633,471)	(563,213)	(690,191)	(6,874,245)	(6,334,100)	(5,617,752)
Net Income (Loss)	(275,575)	(197,407)	(75,623)	(558,769)	(1,166,530)	(801,173)

- We had eighteen revenue-producing events for the month.
- Total event income was under budget, \$41,090, due to the increased labor needed to oversee each event.
- Other operating income includes August's Westin garage rent, Enterprise's rent, transient parking revenue, & various commissions.
- Indirect expenses were over budget by \$70,258. This number includes purchases of additional interactive whiteboards, software to manage our guest Wi-Fi platform, network intelligence and connectivity. Additionally, new inventory was purchased to replenish our current stock.
- Despite missing budget by \$78,168 for this month, the ICC is on track to ending the fiscal year under budget.

ASM Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	378,886	311,240	440,678	6,224,799	4,254,061	3,967,359
Net Income/(Loss)	168,201	208,760	276,609	3,413,807	2,679,007	2,357,003
Net Income/(Loss) %	44.39%	67.07%	62.77%	54.84%	62.98%	59.41%

ICC by the Numbers

EVENTS	
This month	To date
18	196
Current Year	Current Year
18	184
Prior Year	Prior Year

VISITORS	
This month	To date
11,356	219,009
Current Year	Current Year
14,464	171,919
Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED	
This month	To date
4,679	34,914
Current Year	Current Year
13,647	37,181
Prior Year	Prior Year

SURVEY RESULTS	
Returned	Score
3	80%
This Month	Current Month
35	91.4%
Year to Date	Year to Date

EXECUTED AGREEMENTS	
This month	To date
15	167
Current Year	Current Year
14	195
Prior Year	Prior Year

Target Industry Bookings

PepsiCo – October 2023

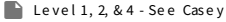
HCA Medical City Healthcare – September 2023

September & October at a Glance

- August 31-Sept. 4 Bangladesh Association of North Texas
- September 6-10 Fotona Ultra Performance Lasers Meeting
- September 7-11 Swim Spa Blowout
- September 8-9 Heart of Texas Body Building
- September 10 Sneaker Travelers
- September 11-12 Promotional Products Association of Southwest Expo
- September 13 HCA Medical Hiring Event
- September 13-17 Fiber Fest
- September 14 DFW RIMS Annual Conference
- September 15 Irving Cares Great Harvest
- September 19-20 Career College & Schools of Texas Annual Conference
- September 20-21 North Texas State of Reform Health Policy Conference
- September 20-23 Texas Podiatric Medical Association Conference
- September 24 Chick-Fil-A Event
- September 24 Quince Expo
- September 25-28 Cocina Sabrosa 2023
- September 26-27 QuikTrip
- September 28-29 Biontx Expo
- September 28-29 MDA Uncork A Cure Gala
- September 29-Oct 1 Ultimate Women's Expo
- September 30 Down Syndrome Guild of Dallas Special Education & Law Advocacy Conference
- October 2-5 VidSummit 2023
- October 6 Kubernetes Community Day Texas
- October 6-9 U. S. Pet Pro Classic 2023
- October 9-12 Direct Selling News
- October 10-14 Texas Federation of Republican Women 2023 Biennial Convention
- October 15-18 PepsiCo Fleet Event
- October 17-18 Texas Captive Insurance Association Event
- October 19-22 Fan Days 2023
- October 23-25 Service Now: World Forum
- October 26 American College of Healthcare Executives
- October 26-27 Technology Prayer Breakfast
- October 26-29 Signature EquipoVision Texas Regional Connection
- October 27 DFW Hospital Council Foundation Lunch
- October 27-29 She Is The Sign Women's Gathering
- October 27-29 Save-The-Date Expo

cc: Tom Meehan, General Manager, ASM Global

September 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30	31	1	2
			Edmundo BANT Meeting 1514-65-65-33217 De finite - Blackout	BANT 1514-65-65-25122 De finite		
TEXSOM Conference 1514-65-65-24196 De finite						
ABAT 1514-65-65-25504 De finite	ICVB Board of Directo... 1514-65-65-27746 De finite		PartyFest			
3	4 Labor Day	5	6	7	8	9
BANT 1514-65-65-25122 De finite		High Spirited Citizens ... 1514-65-65-31456 De finite	Fotona Ultra Performance Lasers 1514-65-65-26335 De finite			
			Fotona Meeting 1514-65-65-33248 De finite			
			GRACE Tasting 1514-65-65-33056 De finite - Internal	Swim Spa Blow out 1514-65-65-27647 De finite		
					Heart of Texas Body Building 1514-65-65-25919 De finite	
		Level 1, 2, & 4 - See Casey				
10	11	12	13	14	15	16
Fotona Ultra Perform... 1514-65-65-26335 De finite			Hiring Event Septemb... 1514-65-65-32064 De finite			
Swim Spa Blow out 1514-65-65-27647 De finite			Fiber Fest 1514-65-65-19655 De finite			
The Sneaker Travelers 1514-65-65-31007 De finite	PPAS Expo 1514-65-65-29664 De finite			DFW RIMS Annual Conf ... 1514-65-65-28095 De finite	Mahalo from Irving Ca... 1514-65-65-25855 De finite	
	Level 3 - See Casey	Irving 360 Civic Academy 1514-65-65-32001 De finite				

September 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
17 Fiber Fest 1514-65-65-19655 De finite	18 	19 CCST 2023 Annual Conference 1514-65-65-26656 De finite Meet the Bureau 1514-65-65-32833 De finite The Navigators - Colle... 23-11-470-573289 De finite	20 2023 TPMA Southwest Foot and Ankle Conference 1514-65-65-13844 De finite 2023 North Texas State of Reform Health Policy C... 1514-65-65-23585 De finite	21 2023 TPMA Southwest Foot and Ankle Conference 1514-65-65-13844 De finite 2023 North Texas State of Reform Health Policy C... 1514-65-65-23585 De finite	22 2023 TPMA Southwest Foot and Ankle Conference 1514-65-65-13844 De finite 2023 North Texas State of Reform Health Policy C... 1514-65-65-23585 De finite	23
24 Chick-Fil-A 1514-65-65-30111 De finite Quince Expo 1514-65-65-28863 De finite	25 Cocina Sabrosa 2023 1514-65-65-24991 De finite ICVB Board of Directo... 1514-65-65-27680 De finite	26 QuikT rip 23-09-470-547762 De finite	27 Biontx Event 1514-65-65-28832 De finite	28 MDA Uncork a Cure Gala 1514-65-65-28191 De finite	29 Ultimate Women's Expo 23-09-470-548113 De finite	30 CAFE - Open 1514-65-65-26911 De finite - Blackout Special Education and ... 1514-65-65-26975 De finite

October 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 Ultimate Women's Expo 23-09-470-548113 De finite	2 VidSummit 2023 1514-65-65-25663 De finite	3	4	5	6 U.S. Pet Pro Classic 2023 1514-65-65-25984 De finite	7
					Kubernetes Communit... 1514-65-65-29824 De finite	
8 U.S. Pet Pro Classic 2023 1514-65-65-25984 De finite	9 Columbus Day	10	11	12	13	14
	Direct Selling News 1514-65-65-24579 De finite	Texas Federation of Republican Women 2023 Biennial Convention 1514-65-65-16424 De finite				
15 2023 PepsiCo Fleet Event 1514-65-65-30207 De finite	16	17	18	19 Fan Days 2023 23-10-470-556934 De finite	20	21
		TxCIA 1514-65-65-29279 De finite			ICVB Executive Commi... 1514-65-65-27522 De finite	📄 Josette OOO

October 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
22	23	24	25	26	27	28
Fan Days 2023 23-10-470-556934 De finite	ServiceNow: World Fo rum 1514-65-65-16556 De finite			2023 Technology Prayer Breakfast 23-10-470-554570 De finite		
				ACHE Reception 1514-65-65-29567 De finite		
				Texas Regional Convention 1514-65-65-27873 De finite		
					DFW Hospital Council ... 1514-65-65-29696 De finite	
					She Is The Sign Women's Gathering 1514-65-65-29699 De finite	
					Save-The-Date Expo 1514-65-65-29439 De finite	
	📄 Service Now: Non-compete	📄 Service Now: Non-compete	📄 Service Now: Non-compete			
29	30	31	1	2	3	4
Texas Regional Conve... 1514-65-65-27873 De finite			Ford AV 1514-65-65-30751 De finite			
She Is The Sign Wome... 1514-65-65-29699 De finite				US Bank New Leaders 1514-65-65-33636 Tentative 1	GRACE 23-10-470-551898 De finite	
Save-The-Date Expo 1514-65-65-29439 De finite						The Navigators - Colle... 23-11-470-573289 De finite
						Bravo Spirit Events 1514-65-65-21410 De finite

November 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
29 Texas Regional Conve... 1514-65-65-27873 De finite She Is The Sign Wome... 1514-65-65-29699 De finite Save-The-Date Expo 1514-65-65-29439 De finite	30	31	1 Ford AV 1514-65-65-30751 De finite	2 US Bank New Leaders 1514-65-65-33636 Tentative 1	3 GRACE 23-10-470-551898 De finite	4 The Navigators - Colle... 23-11-470-573289 De finite Bravo Spirit Events 1514-65-65-21410 De finite
5 The Navigators - Collegiate Staff Conference 2023 23-11-470-573289 De finite GRACE 23-10-470-551898 De finite Bravo Spirit Events 1514-65-65-21410 De finite	6	7 ICVB Destination Deve... 1514-65-65-27615 De finite	8	9	10	11 Veterans Day
12 The Navigators - Collegiate Staff Conference 2023 23-11-470-573289 De finite	13 ICVB Board of Directo... 1514-65-65-27744 De finite Christmas Décor Install	14 Board Member Luncheon 1514-65-65-32512 De finite	15 DynaTen Meeting 1514-65-65-32096 De finite DFW Real Producers M... 1514-65-65-29471 De finite	16 USA Judo Dallas Invitational and National Presidents Cup 2023 1514-65-65-16471 De finite Preserve Halloween Festival 1514-65-65-24767 De finite	17	18
19 Preserve Halloween F... 1514-65-65-24767 De finite USA Judo Dallas Inventa... 1514-65-65-16471 De finite	20 EH A - See Casey (Bleacher Ins...	21 EH A - See Casey (Bleacher Ins...	22	23 Thanksgiving	24	25

November 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	1	2
Sneaker Exit 1514-65-65-28896 Tentative 1		DFW Business Group on Health 1514-65-65-16609 Definite		Texas Cornhole League Signature Series #2 1514-65-65-26241 Definite		
		ISS Education Roadshow 1514-65-65-32672 Tentative 1				

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

**INDUSTRY REPORTS /
BOARD PARTNERS**

You're invited!

GLOW

CANALSIDE CELEBRATION

VIP POOLSIDE LOUNGE

OMNI LAS COLINAS HOTEL

OCTOBER 20-21, 2023

5:00-7:00 P.M.



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 25, 2023**

**ACKNOWLEDGEMENTS
AND
MISCELLANEOUS ARTICLES**

BETH VAN DUYNÉ

24TH DISTRICT, TEXAS

COMMITTEE ON WAYS & MEANS

SUBCOMMITTEES

TAX

OVERSIGHT

COMMITTEE ON SMALL BUSINESS

SUBCOMMITTEES

OVERSIGHT, INVESTIGATIONS, AND REGULATIONS,

CHAIR

ECONOMIC GROWTH, TAX, AND CAPITAL ACCESS

Congress of the United States
House of Representatives
Washington, DC 20515-4324

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WASHINGTON, DC 20515
(202) 225-6605

DISTRICT OFFICE:
14951 DALLAS PKWY, SUITE 830
ADDISON, TX 75254
(972) 966-5500

August 7, 2023

Dear Visit Irving,

Thank you for joining me to put together the 2023 North Texas Job Fair! It is my sincere hope we were able to connect employers with job seekers and support the businesses that your team works with on a regular basis.

Visit Irving already does outstanding work to serve the local economy in the North Texas Region. Your partnership in the Job Fair helped secure 350 employers and thousands of individuals seeking employment. The success of this event could not have been possible without your help, and I look forward to continuing this partnership to help our communities.

Thank you again for working with me. It is an honor to serve as the TX-24 Representative in Congress. If I can ever be of assistance to you, please do not hesitate to contact me.

Thank you,



Rep. Beth Van Duyne
Congresswoman, TX24



CommercialEdge

National Office Report

September 2023

Return-to-Office Push Not Over Yet

- While remote and hybrid work have become entrenched and office utilization remains at a fraction of prepandemic levels, the return-to-office push has continued in 2023. With the health crisis officially declared over in May and three years of experience with remote work, many large firms are mandating employees return to the office this year.
- After saying last year that the company had no plans to mandate employees returning to the office, Amazon CEO Andy Jassy reversed course in May, announcing an in-office policy of three days a week. Black Rock and Disney are mandating four days a week in office. Google, which announced a three-days-per-week policy last year, told employees that attendance will be a metric in performance reviews. Meta is beginning to mandate three days a week in the office this month and is no longer mentioning hybrid work in job listings. One of the most impactful return-to-office mandates could soon arrive from the federal government. The White House is pushing to bring government workers back into the office this fall, with Chief of Staff Jeff Zients writing to cabinet officials that “this is a priority of the President—and I am looking to each of you to aggressively execute this shift in September and October.” Any federal government return-to-office mandate has the potential to boost the Washington, D.C., market, which consistently sees below-average office utilization in Kastle’s Back to Work Barometer.
- Office workers remain resistant to returning to the office for a variety of reasons, but commute times are perhaps the biggest drawback. Many people are simply unwilling to give up that extra time they have become accustomed to each day. A higher unemployment rate would potentially give firms leverage in return-to-office conversations, but ultimately remote work is here to stay.
- Open-office floor plans that dominated the pre-COVID workplace landscape are out of line with the current needs of office workers and are particularly ill suited for Zoom meetings, which are not going away. Organizations will need to adapt workspaces to the post-pandemic world if they want to entice workers to go in. Amenities may help, but designing workspaces to be a place where people feel they can be productive will be equally important. Since teams concentrate meetings on in-office days, a variety of different-size meeting rooms will be necessary. Offices will also need an increased amount of enclosed rooms for focus time or privacy for video calls.



Listing Rates and Vacancy: Manhattan Struggles but Leases Provide Hope

- The national average full-service equivalent listing rate in August was \$37.83, according to [CommercialEdge](#), a decrease of 2.2% over the year and six cents over the month.
- The national vacancy rate in August was 17.5%, an increase of 260 basis points year-over-year.
- The Manhattan outlook remains gloomy, with the vacancy rate increasing 330 basis points in the last year and more than doubling since

the onset of the pandemic. Recent newsworthy renewals and lease signings have provided slivers of hope for the beleaguered market. Davis Polk signed a 700,000-square-foot, 25-year lease extension at 450 Lexington Ave., including an additional 30,000 square feet of space. Amazon renewed a 210,000-square-foot lease at 1440 Broadway and signed a new one for 90,000 square feet at 75 Rockefeller Plaza. While tech firms Meta and Spotify have reduced space, Datadog and Indeed have expanded.

Listings by Metro

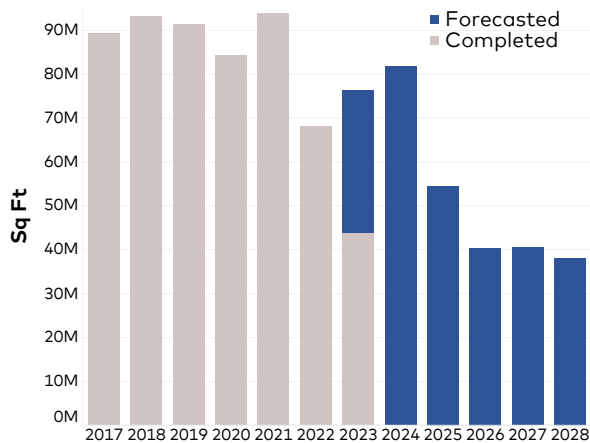
Market	Aug-23 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.83	-2.2%	17.5%	260 bps		
Boston	\$46.13	13.7%	10.6%	260 bps	Kendall Center-255 Main Street	\$126.34
Twin Cities	\$26.62	4.7%	15.9%	380 bps	Tractor Works Building, The	\$40.71
Bay Area	\$55.91	4.1%	19.2%	380 bps	325 Lytton Avenue	\$159.00
New Jersey	\$34.36	3.5%	17.1%	70 bps	10 Exchange Place	\$55.30
Orlando	\$24.31	3.3%	16.6%	150 bps	Heritage Park	\$42.00
Chicago	\$28.18	3.1%	17.8%	-40 bps	300 North LaSalle Drive	\$59.46
Atlanta	\$31.01	2.9%	18.7%	-70 bps	300 Colony Square	\$52.00
Houston	\$30.57	2.7%	25.3%	130 bps	Texas Tower	\$60.90
Seattle	\$37.96	2.6%	22.0%	590 bps	1208 Eastlake Avenue East	\$94.00
Austin	\$42.85	2.0%	21.2%	450 bps	Indeed Tower	\$82.77
Phoenix	\$27.81	1.9%	18.8%	480 bps	Camelback Collective	\$55.00
Denver	\$30.73	1.8%	20.8%	380 bps	1144 Fifteenth Street	\$63.50
Philadelphia	\$30.76	0.6%	14.2%	130 bps	Two Liberty Place	\$53.50
San Diego	\$43.85	0.5%	16.0%	320 bps	One La Jolla Center	\$70.20
Washington DC	\$40.38	-0.3%	15.3%	120 bps	455 Massachusetts Ave NW	\$76.00
Tampa	\$28.13	-0.8%	14.4%	-100 bps	Water Street Tampa-Thousand & One	\$61.50
San Francisco	\$65.45	-1.6%	23.2%	510 bps	Sand Hill Collection-The Quad	\$195.60
Manhattan	\$69.58	-1.9%	17.3%	330 bps	550 Madison Avenue	\$210.00
Nashville	\$29.95	-2.9%	16.2%	-260 bps	Three Thirty Three	\$44.38
Los Angeles	\$42.00	-3.0%	15.7%	310 bps	2000 Avenue of the Stars	\$118.20
Charlotte	\$32.57	-3.3%	15.5%	230 bps	Rotunda Building, The	\$44.42
Miami	\$46.14	-3.5%	11.6%	0 bps	830 Brickell	\$137.50
Dallas	\$27.39	-5.6%	18.5%	80 bps	17Seventeen McKinney	\$67.42
Portland	\$28.07	-6.3%	15.9%	290 bps	12th & Morrison	\$47.01
Brooklyn	\$45.97	-6.8%	16.4%	-10 bps	200 Kent Avenue	\$75.00

Source: CommercialEdge. Data as of August 2023. Listing rates are full-service or "full-service equivalent" rates for spaces available as of report period. National listing rate is an average of the top 50 markets.

Supply: Seattle Pipeline Remains Large

- Nationally, 108.4 million square feet of office space are currently under construction.
- The pipeline can represent past years' trends more than current demand. Roughly 40% of stock under construction today was started in 2020 or 2021, likely with planning phases that predated the pandemic.
- Seattle's new development pipeline reflects this trend, with 7.2 million square feet (5.2% of stock) under construction but only 266,000 square feet of starts in 2023. The market's standing as a tech hub, once a boon to the office sector, now provides numerous challenges. Not only has the tech sector been the most receptive to remote and hybrid work but the slowdown that began in the sector at the end of last year hit Seattle as hard as anywhere. Amazon, Microsoft and Zillow are just a few of the firms headquartered in the market that have announced major layoffs in the last 12 months. Despite layoffs, the market may benefit from Amazon's return-to-office push, evidenced by the company's commitment to occupy space at two downtown Bellevue properties, 555 Tower and West Main.

National New Supply Forecast



Source: Yardi Matrix. Data as of August 2023
Data in this chart includes owner-occupied properties

Supply Pipeline (by metro)

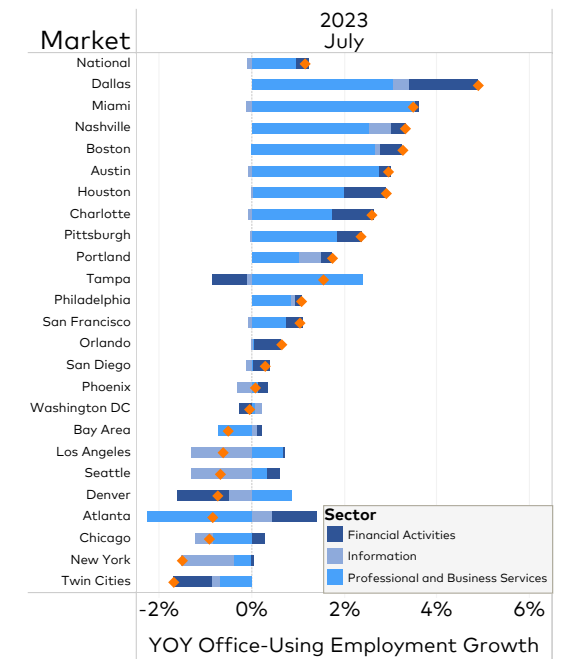
Market	Under Construction	Under Construction % Stock	Plus Planned % Stock
National	108,410,876	1.6%	5.3%
Boston	13,967,014	5.7%	11.3%
Seattle	7,165,613	5.2%	13.1%
San Francisco	6,741,332	4.3%	13.9%
Manhattan	6,526,789	1.4%	2.5%
Austin	6,063,723	6.7%	25.7%
San Diego	5,160,239	5.5%	9.4%
Washington DC	4,268,233	1.1%	3.4%
Dallas	4,037,460	1.5%	10.1%
Bay Area	3,860,326	1.9%	9.5%
Atlanta	3,318,355	1.7%	4.5%
Charlotte	3,040,880	3.9%	9.2%
Nashville	2,996,972	5.2%	14.9%
Philadelphia	2,995,544	1.7%	5.1%
Houston	2,852,289	1.2%	3.1%
Denver	2,727,883	1.7%	5.6%
Chicago	2,404,355	0.8%	4.3%
Miami	2,277,668	3.2%	10.8%
Los Angeles	2,247,398	0.8%	3.2%
New Jersey	1,818,898	0.9%	2.4%
Orlando	1,298,292	1.9%	6.4%
Brooklyn	1,162,428	3.2%	5.2%
Phoenix	880,368	0.6%	5.1%
Portland	554,164	1.0%	5.7%
Twin Cities	546,369	0.5%	2.3%
Tampa	445,154	0.6%	3.8%

Source: CommercialEdge. Data as of August 2023. Table does not include owner-occupied properties.

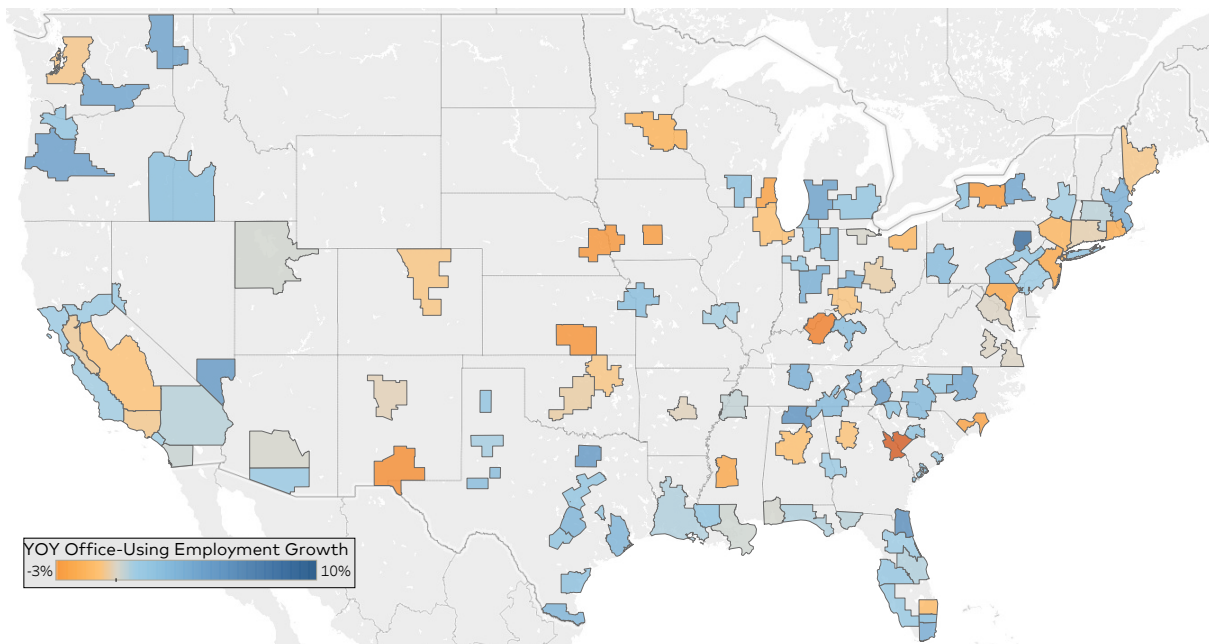
Office-Using Employment: Robust Growth in Dallas

- Office-using sectors of the labor market added 8,000 jobs in the month of August, the first month since April that the three sectors combined added workers.
- Dallas has led the nation in office-using employment growth for most of 2023. Dallas has been no lower than third among top markets covered by CommercialEdge for year-over-year growth every month and has lapped the field in absolute job gains. July data, which trails the national release, showed office-using sectors in Dallas growing 4.9% year-over-year, according to the Bureau of Labor Statistics. Moreover, Dallas has added nearly 60,000 office jobs in the last 12 months, double the amount added in second-place Boston (29,400), and has accounted for 15% of all office jobs added during that timeframe nationwide. While most of the growth has been in the professional and business service sector (37,600 jobs added in the last 12 months), financial activities (18,100) and information (4,200) have seen solid gains, as well.

Growth by Sector



Office-Using Employment Growth



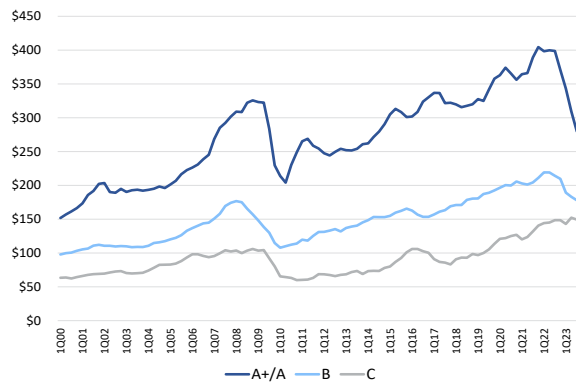
Sources: Bureau of Labor Statistics and Moody's Analytics

Transactions: Prices Fall for Top Properties

■ **CommercialEdge** recorded \$20.5 billion in office sales through the end of August, with properties trading at an average of \$193 per square foot.

■ Sale prices have fallen precipitously for the highest-quality properties. Buildings rated as either A+ or A traded for \$361 per square foot in 2022 but only \$233 per foot this year, a decrease of 35%. This decline is sharper than even the drop in prices for A+/A buildings that was seen between 2008 and 2009. By comparison, the average sale price of a Class B property has fallen just 9% this year.

Asset Class (price per sq. ft.)



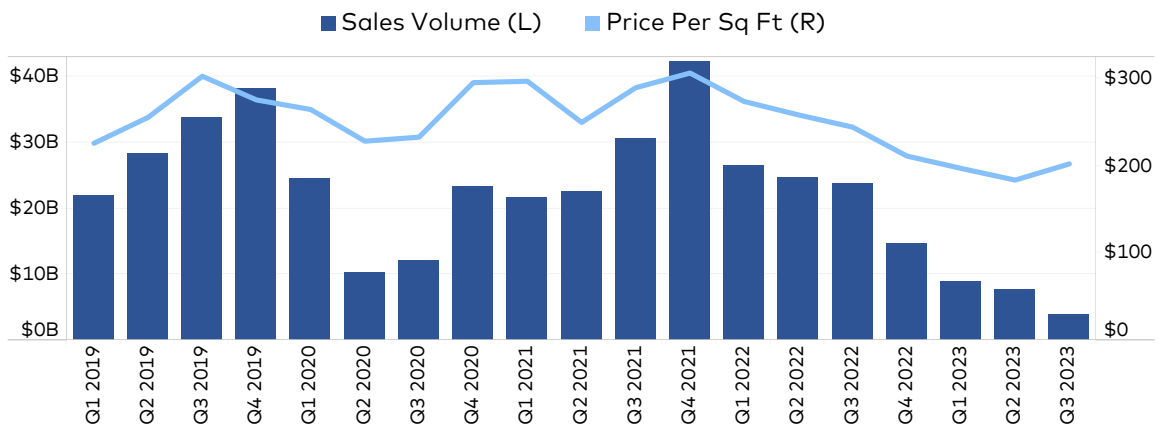
Source: CommercialEdge; 12-month moving average. Does not include unpublished and portfolio transactions.

Sales Activity

Market	YTD Sales Price PSF	YTD Sales (Mil, as of 8/31)
National	\$193	\$20,482
Atlanta	\$163	\$311
Austin	\$379	\$527
Bay Area	\$356	\$682
Boston	\$323	\$1,300
Charlotte	\$161	\$179
Chicago	\$106	\$686
Dallas	\$209	\$505
Denver	\$229	\$703
Houston	\$123	\$865
Los Angeles	\$231	\$1,208
Manhattan	\$586	\$1,596
Miami	\$251	\$408
Minneapolis	\$223	\$430
Nashville	\$248	\$161
New Jersey	\$148	\$1,015
Orlando	\$146	\$80
Philadelphia	\$179	\$565
Phoenix	\$227	\$770
Portland	\$184	\$107
San Diego	\$408	\$525
San Francisco	\$373	\$505
Seattle	\$278	\$93
Tampa	\$164	\$536
Washington, D.C.	\$206	\$940
Brooklyn	N/A	N/A

Source: CommercialEdge. Data as of August 2023. Sales data for unpublished and portfolio transactions is estimated using sales comps.

Quarterly Transactions



Source: CommercialEdge. Data as of August 2023

Definitions

This report covers office buildings 25,000 square feet and above. CommercialEdge subscribers have access to more than 14,000,000 property records and 300,000 listings for a continually growing list of markets.

CommercialEdge collects listing rate and occupancy data using proprietary methods.

- *Listing Rates*—Listing Rates are full-service rates or “full-service equivalent” for spaces that were available as of the report period. CommercialEdge uses aggregated and anonymized expense data to create full-service equivalent rates from triple-net and modified gross listings. Expense data is available to CommercialEdge subscribers. National average listing rate is for the top 50 markets covered by CommercialEdge.
- *Vacancy*—The total square feet vacant in a market, including subleases, divided by the total square feet of office space in that market. Owner-occupied buildings are not included in vacancy calculations.

A and A+/Trophy buildings have been combined for reporting purposes.

Stage of the supply pipeline:

- *Planned*—Buildings that are currently in the process of acquiring zoning approval and permits but have not yet begun construction.
- *Under Construction*—Buildings for which construction and excavation has begun.

Supply pipeline figures do not include owner-occupied properties unless otherwise noted.

Office-Using Employment is defined by the Bureau of Labor Statistics as including the sectors Information, Financial Activities, and Professional and Business Services. Employment numbers are representative of the Metropolitan Statistical Area and do not necessarily align exactly with CommercialEdge market boundaries.

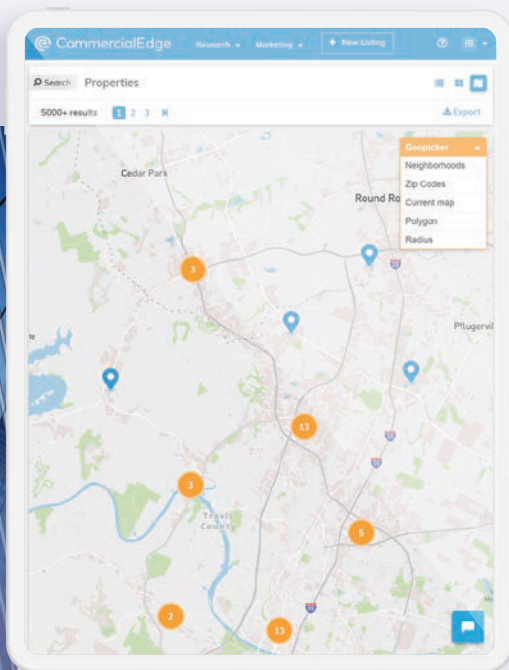
Sales volume and price-per-square-foot calculations for portfolio transactions or those with unpublished dollar values are estimated using sales comps based on similar sales in the market and submarket, use type, location and asset ratings, sale date and property size.



CommercialEdge

Reliable commercial real estate data, built up over more than a decade of extensive research. Powered by Yardi.

CommercialEdge provides the office segment's most comprehensive market intelligence service and listing management platform, sustaining data-driven decisions.



Key features:

- ✓ Continually growing nationwide coverage with 162 markets currently included
- ✓ Researched and verified data, powered by a team of 400 experienced property research specialists
- ✓ Exhaustive property reports featuring data points such as ownership, leases, sales, debt, taxes and more
- ✓ Building and portfolio performance overview with current average rents, vacancy rates and maturing leases
- ✓ Extensively researched tenant data with an accuracy rate two to three times higher than the industry average
- ✓ Real-time market trends based on actual transactional and leasing data with Yardi Market Insight
- ✓ Dedicated tools, including automated competitive building sets, broker tour books and dedicated property webpages
- ✓ Access to the CommercialEdge Listing Network — including CommercialCafe, PropertyShark, Point2 and CommercialSearch

Capitalize on comprehensive commercial real estate research
Nationwide property and listing data all in one place, specifically engineered for **CRE professionals**.

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