



**Board of Directors Meeting**

**Monday, May 1, 2023 @ 11:45 a.m.**

**Hilton Garden Inn DFW South  
Orchid - Camelia**

**2001 Valley View Ln.  
Irving, Texas 75061**

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(Lunch Served 11:15 a.m.)

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

- P = Present
- \* = Absent - Company Business
- # = Absent - Other
- p = Represented
- ∞ = Budget Retreat

**AGENDA**  
**Irving Convention and Visitors Bureau Board of Directors**  
**Monday, May 1, 2023 at 11:45 AM**  
**Hilton Garden Inn DFW South - Orchid and Camelia**  
**2001 Valley View Ln.**  
**Irving, Texas 75061**

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

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1. Citizen Comments on Items Listed on the Agenda

**Consent Agenda**

2. Approving ICVB Board Meeting Minutes for March 27, 2023
3. Accepting the ICVB Financial Reports – March 2023
4. Reviewing the Hotel Occupancy Tax Collections
5. Accepting the ICC Financial Reports – March 2023

**Board Reports**

6. Board Chair Report
  - Next Board Meeting – May 22, Irving Convention Center
7. Board Committee Reports
  - Board and Business Development – Herb Gears
    - Next Meeting – June 9
  - Community Engagement – Colvin Gibson
    - Recap of April 11 Committee Meeting
    - Next Meeting – July 11
  - Destination Development – Greg Malcolm
    - Next Meeting – August 8

## AGENDA - Continued

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8. City Reports
  - Council Liaison – Councilman Kyle Taylor
  - Mayor & Other Council Members
    - DART/Transportation and Infrastructure – Mayor Rick Stopfer
  - City Manager – Chris Hillman
    - Visitor Development Updates
    - Other City Updates
  
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
  - a. DCURD and Irving Flood Control Districts – Dallas Burke
  - b. Chamber of Commerce – Janie Perelman/Beth Bowman
  - c. Irving Arts and Culture – Kelly O'Briant/Todd Hawkins
  - d. The Las Colinas Association – Hammond Perot
  - e. TIF – TBD
  - f. University of Dallas – Clare Venegas

### CERTIFICATION

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

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

\_\_\_\_\_  
Deputy Clerk, City Secretary's Office

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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, MAY 1, 2023**

## **AGENDA ITEMS**

**MINUTES**  
**Irving Convention and Visitors Bureau**  
**Board of Directors**  
**Irving Convention Center – Junior Ballroom C-D**  
**March 27, 2023**

Attendance: Bob Bourgeois – Board Chair; Richard Stewart, Jr. – Board Vice Chair, Yasir Arafat, Michael Basoco, Beth Bowman, David Cole, Karen Cooperstein, Tommy DeBeaudry, Stephanie Fenley-Garcia, Herb Gears, Colvin Gibson, Todd Hawkins, City Manager Chris Hillman, Nydia Hoskins, Julia Kang, Kim Limon, William Mahoney, Greg Malcolm, Kelly O’Briant, Janie Perelman, Hammond Perot, Joe Philipp, Sam Reed – Board members; Assistant City Manager Philip Sanders, Chief Financial Officer Bret Starr, City Attorney Kuruvilla Oommen, Councilman Oscar Ward, and Councilman Mark Zeske – City of Irving; Assistant General Manager Jeremy Pierce – ICC Staff; Carol Boyer, Lori Fojtasek, Maura Gast, Marianne Lauda, Brice Petty, Diana Pfaff, Susan Rose, and Monty White – ICVB.

Board Chair Bob Bourgeois called the meeting to order at 11:47 a.m. and inquired if there were any citizen comments; there were none.

**CONSENT AGENDA**

- Approve the ICVB Board meeting minutes from February 27, 2023
- Approve the ICVB Financial Reports from February 2023
- Review the Hotel Occupancy Tax Collections
- Accept the ICC Financial Reports from February 2023

Bourgeois called for a motion to approve the Consent Agenda as presented. On a motion from Board member Julia Kang, and a second from Board member Herb Gears, the motion was unanimously approved.

**IRVING HOTEL OUTLOOK PRESENTATION – TOURISM ECONOMICS QUARTERLY UPDATE**

Assistant Executive Director Finance/Administration Susan Rose gave an overview of the US and Irving Lodging Outlook. She noted that the full presentation was presented at the March 24<sup>th</sup> Executive Committee meeting.

- U.S. Context:
  - The unemployment rate is at one of the lowest levels in 50 years, however, job growth remains solid.
  - Consumers are feeling uneasy as prices are 6% higher than a year ago and inflation is eroding household income.
  - The recent turmoil in the banking industry reinforces the view there will be a mild recession and slow lending.
  - The Hotel Average Daily Rate has peaked, and room demand is slightly ahead of 2019.
  - “People are prioritizing travel over just about everything” – a quote from a February 2023 Expedia earnings call.
  - Spending continues to rise for services. Consumer spending on services is currently 66% of total consumption. It is normally closer to 70%.

- Business travel continues to normalize, and room demand is still below the economic trend.
- Irving Lodging Forecast:
  - Room revenue is expected to be 5.8% above 2019 levels in 2023, and Occupancy rates in 2023 at 69.7% are not to 2019 levels.
  - ADR in 2019 was \$110 and is \$118 in 2023. RevPAR in 2019 was \$79 and is \$82 in 2023.
  - DFW Airport passenger volumes helped recover lodging demands.
  - It may take until beyond 2024 for RevPAR to recover to its historical average.
  - Hotel performance in Irving continues to recover.
  - The uncertain economic outlook will play a role in recovery.

#### CHAIR REPORT

- Bourgeois thanked Irving Las Colinas Chamber of Commerce President Beth Bowman and her team for hosting the Irving Advocacy Day in Austin, Texas. The Chamber's focus for this legislative session includes economic development, education & workforce, healthcare, and infrastructure.
- He thanked everyone who participated in the Irving Marathon Series St. Patrick's Day 5k on March 18. The CVB team will be walking in next week's 5k, and it is also a qualifier for the Boston Marathon.
- Bourgeois thanked Assistant Executive Director Marketing/Communications Diana Pfaff for the invitation to attend SXSW in Austin, Texas. It was the first time to attend the event and Irving's presence was amazing. Irving was in excellent company with some of the biggest brands and companies in the world, and the team made Irving shine in the middle of it all.
- Attended the Italian Food and Heritage Festival on the Mandalay Canal last week. It was the kickoff of a two-day event. It is planned to be an annual event hosted in Irving.
- Bourgeois thanked the City staff and Council for Wi-Fi availability in the City. Irving parks will soon have free Wi-Fi, as well as Levy Event Plaza and the West Irving Aquatic Center. Williams Square Plaza already has Wi-Fi availability. It is fantastic to have this available for our residents and visitors.
- Bourgeois congratulated Executive Director Maura Gast for her interview in *"Meetings Today"* magazine. A copy of the article is included in the meeting packet. The article recognizes Gast as an impassioned leader. Gast references Irving's unbeatable location, and Bourgeois added that Gast and the CVB/ICC staff are unbeatable.
- He also congratulated Board Vice Chair Richard Stewart, Jr. who was awarded the AALS Outstanding Achievement Award. The award recognizes individuals who have upheld the ideas of the legal profession, promoted the interests of justice, and served as an exemplar to African American Lawyers in Texas.
- The next Board meeting is scheduled for May 1 at the Hilton Garden Inn DFW South.

#### COMMITTEE REPORTS:

##### Board and Business Development

Committee Vice Chair Sam Reed reported:

- The Committee met on March 10 and heard a legislative session update, reviewed the Committee's strategic plan items, and confirmed next steps.
- The next Committee meeting is scheduled for June 9.

##### Community Engagement Committee

Committee Chair Colvin Gibson reported:

- The next Committee meeting is scheduled for April 11.
- Gibson asked that Board members seriously consider joining this Committee for the Board to proceed with the ICVB Board Strategic Plan body of work for this year.

##### Destination Development Committee

Committee Chair Greg Malcolm reported:

- The next Committee meeting is scheduled for May 9.

#### CITY REPORTS

Councilman Oscar Ward:

- Thanked Bowman for arranging the Irving Advocacy Day in Austin, Texas. It was a very productive trip.
- There is a Council Work Session and Council meeting this week. An agenda item to be discussed is recognition for Marvin Randle for his years of service to the City. The item will go through the Work Session and comments from Council and then a future vote.
- Ward also attended the Italian Food Festival kickoff and noted Anthony Nussmeier, a professor from University of Dallas, gave a history of the early settlers in Texas. There are Community Holy Week services at Heritage Park with pastors from several churches speaking Monday through Friday this week from 12:00 – 1:00 p.m.

Councilman Mark Zeske reported:

- There is a meeting tomorrow at City Hall with input from citizens as DART moves forward with reorganizing routes, etc. He urged attendance to capture input.
- Thanked the Board for their support and service to the City. The CVB Board and staff are amazing.
- Election is on May 6 and there are Charter changes on the ballot for voting.

City Manager Chris Hillman reported:

- Thanked Bourgeois for mentioning the free Wi-Fi in Irving parks and all the upcoming locations. It is an improvement the City has been working on for several years and using ARPA funds has assisted in completion.
- Continuing to hold public hearings on the future of aquatics. Attendees were presented with information from a 2022 assessment of the facilities that determined it would cost between \$5-\$6 million to repair the pools – two of which are 50-60 years old. Final direction will come from City Council.
- The project to renovate Lively Pointe Youth Center has begun with an investment of \$745,000. There will be an expansion of the kitchen and café areas into a full teaching kitchen with cameras



to demonstrate cooking techniques. Hoping to help teens be engaged and proactive in pursuing careers. The project should be completed in September 2023.

- Music on Main series kicks off April 7 with concerts every week in April.
- Thanked ICC/ICVB staff, Library staff, and the other hundreds of volunteers who worked the North Texas Teen Book Festival. Nearly 9,000 people attended the two-day event.

A discussion was held on City Hall relocation. Hillman stated City Hall is 50 years old and still serves a great purpose but built for a City half the size that we are now. The building is deteriorating at an accelerated pace and the cost of maintenance is becoming an issue that needs to be addressed. City Council will focus on all the options. No decisions have been made. The next step is to evaluate how to pay for it, and that hasn't been addressed yet. Stewart thanked Hillman for his comments on the issues and noted the value of hearing a report from the City Manager.

## BUREAU MANAGEMENT AND STAFF REPORTS

### Bureau Management

Gast reported:

- Thanks to all the Board members who attended the Southern Travelers Explore reception at the Texican Hotel. It was a highly successful event with social media influencers and will yield economic value in promoting Irving.
- The CVB has three items on the next City Council agenda: Live Nation ticket contract renewal, USA Triathlon Multi-Sport Festival, and Invited Celebrity Classic event trust fund agreements.

### Sales and Services

Assistant Executive Director Sales and Services Lori Fojtasek reported:

- Travel season is ramping up for the sales team. As of today, the team is currently at 121% of their year-to-date goal, with six months left in the year.
- Last month Lifestyles Unlimited program yielded 2,000 room nights.
- This month the National Guard of Texas group has 850 rooms.
- In April, National Catholic Education Association has 2,800 rooms, Invited Celebrity Classic has 1,400 rooms and USA Triathlon Multi-Sport event has 1,000 room nights.
- Volunteers are needed for the USA Triathlon event.

### Marketing and Communications

Assistant Executive Director Marketing/Communications Diana Pfaff reported:

- The complete Marketing and Communications report is included in the packet.
- Sales leads increased significantly with 248 prospects in February.
- The advertising campaigns are performing successfully.
- The Marketing/Communications team worked at the Southern Travelers Explore event and exhibited in SXSW in Austin, soft-launched an app all while being short one staff position.
- The STE kick off event at the Texican Hotel hosted 30 social media influencers and had 50 total attendees. To date, there have been 255 social media posts, four articles and \$160,000 media value gained from that group.
- A video of the STE event was shown.
- A video of the SXSW event was shown.
- To date, collected over 1,200 emails, and 1,100 downloads for Irving on the Rocks app, and increased social media follower from the SXSW event.

- The Irving on the Rocks app was soft launched at STE and SXSW. Still working the kinks out of the app and will have a more formal launch at the end of April.

Board member Michael Basoco asked for Pfaff's thoughts on participating in TikTok. Pfaff stated the app is extremely popular and we do have a presence but do not measure it, as this is the first year. Right now, it is too popular an app in our space to ignore and will add measurement reporting going forward.

#### Administration and Finance

Assistant Executive Director Finance and Administration Susan Rose reported:

- The AirDNA reports for February shows:
  - There were 590 available listings, a 49.4% increase over last year's figure of 395.
  - The Average Daily Rate was \$207.01, a decrease of 8.9% over last year.
  - Occupancy percentage was about 47.7%, with a decrease of 13.13% compared to last year.
  - For the hotel comparable subset, Average Daily Rate for January was \$105.25, a decrease of 3.93% from last year, with Occupancy at 50.7% slight decrease 14.93%.
- The Administration and Finance team has been busy with the branding survey, which went out in early March with a deadline of April 7. The goal is to identify how Irving is perceived and use the information captured to identify brand development for the future. Rose thanked Hillman and the City Communications team for their help. Hard copies of the survey are available at City Hall for residents who may not have internet access. In order to be valid, the survey needs a minimum number of respondents. The goal is to have data collected by early summer and results will be shared with the Board as the process evolves.
- The team is busy with the FY2023-24 budget process.

#### CONVENTION CENTER MANAGEMENT

Assistant General Manager Jeremy Pierce reported:

- Total event attendance surpassed 12,000 visitors in February.
- Booked 1,760 future guestrooms this month and 14,391 for the year.
- Upcoming events include Express Cheer, Breakfast with the Stars, and the Texas Association of Student Councils.
  - Building project: new monument sign on Highway 114.

#### INDUSTRY PARTNERS

##### LIVE NATION UPDATES

Live Nation General Manager Tommy DeBeaudry:

- Hosted Toyota Music Factory General Manager meeting. It is the fourth time to host this event. The focus was on F&B concepts and sustainability. Working with Coca-Cola as a sponsor for non-plastic bottled water.
- Working with Brookfield Management on initiatives throughout the complex to fill empty spaces and working on potential venues in spaces to increase draw.
- Installing innovative technology with open gate magnetometers. This processes guests fast and increases time inside the venue. Also installing pedestal scanners for tickets.
- Working on the Guest Services area and artist merchandise areas.
- Improved VIP suites with three new VIP areas and have seen an increase in ROI.

- Bookings are confirmed down from 2022 but still seeing that trend industry-wide, down 10% from 2022.
- Latin talent bookings have proven to be strong from a revenue standpoint at The Pavilion and will continue.

#### HOTEL INDUSTRY UPDATES

Board member Greg Malcolm:

- STR Report for February:
  - Occupancy in Irving for hotels was 70.7%, up 9.7 %.
  - The average daily rate was \$123.06.
  - Revenue per available room was \$96.87.
  - South Irving area Occupancy is 78.8%, Average Daily Rate of \$131.32 and RevPAR is at \$111.35.
- Hilton Garden Inn DFW South reports Occupancy of 82.8%, Average Daily Rate of \$138.78 and RevPAR at \$114.90.

Board member Nydia Hoskins:

- Omni Las Colinas ended February with Occupancy of 65.4%, Average Daily Rate of \$211.63 and RevPAR at \$133.93.
- Strong start for Quarter 1 but comparing against Omicron cancellations. Quarter 2 will give a better look at comparisons.
- Business travel continues to return, and Group ADR is strong.
- The pool is open and had a great showing for opening weekend.
- The Las Colinas Ballroom carpet installation is complete, and renovations will be completed in October.

Board member Kim Limon:

- The Hampton Inn Las Colinas occupancy for February was 83%, the highest ever, up 17.4%.
- The ADR ended at \$113.97, down 4.7%.
- Weekends will take Occupancy over rate. RevPAR is \$94.62.
- Picked up 158 room nights over the weekend for the rest of the month.

#### PARTNER ORGANIZATION AND STAKEHOLDER REPORTS

Irving-Las Colinas Chamber of Commerce:

Chamber Chair Janie Perelman reported:

- Congratulations to the ICVB team on the success of STE and SXSW events.
- Irving Advocacy Day in Austin was very productive with meetings with legislators and an open exchange of information.
- Hosted Chamber's Business Connections, featuring Ron Duncan, Assistant VP of Contract Administration for DFW International Airport.
- Thanked the City for the free Wi-Fi project that includes Williams Square and Levy Event Plaza.
- Small Business Blitz is scheduled for May 8-12. Volunteers are needed to visit our small businesses and if interested, contact [economicdevelopment@irvingchamber.com](mailto:economicdevelopment@irvingchamber.com)
- The Irving International Affairs and Sister Cities team welcomed Consul General of Peru in Dallas. Hon. Liliana Trelles was in attendance and discussed areas for cultural and economic opportunities.

- Best in Irving 2023 voting is open. Voting extended to April 7.

#### Irving Arts and Culture

Irving Arts Board Chair Kelly O'Briant reported:

- Continuing with the Celebration Series:
  - *Soul of America – A Tribute to Aretha Franklin* on Friday, April 14.
- Broadway star Michael Cavanaugh will debut the new 9' Steinway Concert Grand Piano. He and his band will perform the songs of Billy Joel and Elton John on Thursday, May 18 at 7:30 p.m.
- *TGIF Comedy* series on Friday, June 23, July 28, and September 22.
  - Friday, June 23, headliner Kristen Key.
  - Friday, July 28, featuring Arvin Mitchell.
  - Friday, August 22, headliner Eliot Chang.
- Currently on display at the Irving Archives & Museum, *Fighting the Right Fight, African American Experiences in World War II*. The show runs until April 14.

#### Las Colinas Association

Board member Hammond Perot reported:

- The LCA Annual Meeting of Members on March 28 and will hold election of three Board members.
- With a quorum at the meeting will also vote on Fire Station #8 site at Riverside and NW Highway.
- Working on the 50<sup>th</sup> anniversary celebration items. The mobile history exhibit is completed and will start going out into the community. Perot asked to let him know if anyone would like to schedule the exhibit.

Bourgeois adjourned the meeting at 1:22 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME  
Executive Director



ICVB  
FINANCIAL STATEMENTS

For Period Ending  
March 2023



2201 - ICVB GENERAL  
MONTHLY BALANCE SHEET  
MARCH 2023

**Assets**

Cash and equivalents	6,176,596.41
Investments	5,990,030.00
Receivables	6,663.00

**Total Assets**

**12,173,289.41**

**Liabilities**

Accounts payables	94,255.00
Unearned revenue	6,796,679.92
Due to other funds	394.08

**Total Liabilities**

**6,891,329.00**

**Fund Balance (Budgetary basis)**

Reserve for encumbrances	840,110.44
Unreserved	4,441,849.97

**Total Fund Balance**

**5,281,960.41**

**Total Liabilities and Fund Balance**

**12,173,289.41**



IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND

MONTHLY FINANCIAL REPORT

MARCH 2023

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
<b>REVENUE</b>							
<b>L3 - HOTEL/MOTEL TAX</b>							
	CURRENT YEAR	546,294.83	2,402,617.04	8,000,000.00	30.0%	0.00	5,597,382.96
	PENALTY AND INTEREST	9,707.88	16,552.70	0.00	100.0%	0.00	(16,552.70)
	PRIOR YEAR	186,783.79	273,689.26	0.00	100.0%	0.00	(273,689.26)
	SHORT-TERM RENTALS	5,101.41	27,165.38	0.00	100.0%	0.00	(27,165.38)
	<b>TOTAL HOTEL/MOTEL TAX</b>	<b>747,887.91</b>	<b>2,720,024.38</b>	<b>8,000,000.00</b>	<b>34.0%</b>	<b>0.00</b>	<b>5,279,975.62</b>
<b>M1 - INTERGOVERNMENTAL</b>							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	1,076,536.03	2,504,451.02	7,324,375.00	34.2%	0.00	4,819,923.98
<b>M4 - INVESTMENT INCOME</b>							
		18,191.62	75,267.02	6,000.00	1254.5%	0.00	(69,267.02)
<b>M5 - MISCELLANEOUS</b>							
		0.00	27,333.92	11,000.00	248.5%	0.00	(16,333.92)
<b>TOTAL REVENUE</b>		<b>1,842,615.56</b>	<b>5,327,076.34</b>	<b>15,341,375.00</b>	<b>34.7%</b>	<b>0.00</b>	<b>10,014,298.66</b>
<b>EXPENDITURES</b>							
<b>N1 - SALARIES</b>							
		189,680.89	1,135,788.14	3,009,995.00	37.7%	0.00	1,874,206.86
<b>N2 - BENEFITS</b>							
		39,528.34	219,207.13	612,013.00	35.8%	0.00	392,805.87
<b>N4 - SUPPLIES</b>							
		929.68	15,806.43	76,500.00	20.7%		60,693.57
<b>O1 - UTILITIES (COMMUNICATIONS)</b>							
		926.59	6,856.07	26,500.00	25.9%	0.00	19,643.93
<b>O3 - OUTSIDE SERVICES</b>							
	FREIGHT	9.85	515.00	3,000.00	17.2%	0.00	2,485.00
	MARKETING AND SALES RESOURCES	1,097.94	38,729.32	161,000.00	24.1%	0.00	122,270.68
	MEDIA ADVERTISING	102,450.03	228,150.58	605,040.84	37.7%	319,234.50	57,655.76
	POSTAGE EQUIPMENT RENTAL	662.16	1,324.32	2,650.00	50.0%	1,324.32	1.36
	PROFESSIONAL SERVICES	115,739.02	1,488,560.75	2,553,000.00	58.3%	460,575.70	603,863.55
	PROPERTY MANAGEMENT SERVICES	350,000.00	698,000.00	1,395,000.00	50.0%	0.00	697,000.00
	<b>TOTAL OUTSIDE SERVICES</b>	<b>569,959.00</b>	<b>2,455,279.97</b>	<b>4,719,690.84</b>	<b>52.0%</b>	<b>781,134.52</b>	<b>1,483,276.35</b>
<b>O4 - TRAVEL - TRAINING - DUES</b>							
	TRAVEL AND TRAINING	38,397.21	146,932.56	665,340.00	22.1%	0.00	518,407.44
	MILEAGE REIMBURSEMENT	183.07	707.83	3,500.00	20.2%	0.00	2,792.17
	MEMBERSHIP AND DUES	1,020.00	32,055.00	77,900.00	41.1%	0.00	45,845.00
	<b>TOTAL TRAVEL - TRAINING - DUES</b>	<b>39,600.28</b>	<b>179,695.39</b>	<b>746,740.00</b>	<b>24.1%</b>	<b>0.00</b>	<b>567,044.61</b>
<b>O5 - CLAIMS AND INSURANCE</b>							
		34,511.25	69,022.50	138,045.00	50.0%	0.00	69,022.50
<b>O7 - MISCELLANEOUS EXPENSES</b>							
	ADM COST REIMBURSEMENT	29,915.51	108,800.95	320,000.00	34.0%	0.00	211,199.05
	BUSINESS DEV INCENTIVE PROG	4,305.00	137,345.00	500,000.00	27.5%	0.00	362,655.00
	CONVENTION SERVICES MATERIALS	1,247.10	3,137.68	110,000.00	2.9%	55,552.00	51,310.32
	EVENT SPONSORSHIPS	10,000.00	70,782.75	140,000.00	50.6%	0.00	69,217.25
	ICVB VOLUNTEER PROGRAM	0.00	0.00	7,840.00	0.0%	0.00	7,840.00
	LOCAL PROGRAMS-PROMOTIONS	12,436.85	105,676.10	530,100.00	19.9%	0.00	424,423.90
	<b>TOTAL MISCELLANEOUS EXPENSES</b>	<b>57,904.46</b>	<b>425,742.48</b>	<b>1,607,940.00</b>	<b>26.5%</b>	<b>55,552.00</b>	<b>1,126,645.52</b>
<b>P1 - CAPITAL EXPENDITURES</b>							
		0.00	0.00	160,720.00	0.0%	0.00	160,720.00
<b>P5 - TRANSFERS OUT</b>							
	TRSF TO ICVB RESERVE	0.00	0.00	4,497,790.00	0.0%	0.00	4,497,790.00
	TRSF TO ICVB COMPUTER REPL	0.00	0.00	500,000.00	0.0%	0.00	500,000.00
	TRSF TO ICVB CONV CENTER	0.00	1,601,289.00	1,601,289.00	100.0%	0.00	0.00
	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
	<b>TOTAL TRANSFERS OUT</b>	<b>0.00</b>	<b>1,714,734.00</b>	<b>6,712,524.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>4,997,790.00</b>
<b>TOTAL EXPENDITURES</b>		<b>933,040.49</b>	<b>6,222,132.11</b>	<b>17,810,667.84</b>	<b>34.9%</b>	<b>836,686.52</b>	<b>10,751,849.21</b>

Beginning Fund Balance	6,177,016.18
Revenues	5,327,076.34
Expenditures	(6,222,132.11)
Ending Fund Balance	5,281,960.41

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  
MARCH 2023

**Assets**

Cash and equivalents	3,886,403.64
Investments	2,103,000.00
Receivables	8,082,911.14

**Total Assets**

**14,072,314.78**

**Liabilities**

Unearned revenue	3,674,847.29
Deferred inflow	8,008,441.90
<b>Total Liabilities</b>	<b><u>11,683,289.19</u></b>

**Fund Balance (Budgetary basis)**

Reserve for encumbrances	0.00
Unreserved	2,389,025.59
<b>Total Fund Balance</b>	<b><u>2,389,025.59</u></b>

**Total Liabilities and Fund Balance**

**14,072,314.78**





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

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
<b>REVENUE</b>							
<b>M1 - INTERGOVERNMENTAL</b>							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	336,973.28	1,170,997.17	2,880,000.00	40.7%	0.00	1,709,002.83
<b>M4 - INVESTMENT INCOME</b>							
		7,259.90	28,792.54	5,000.00	575.9%	0.00	(23,792.54)
<b>M5 - MISCELLANEOUS</b>							
		23,919.49	143,516.94	764,000.00	18.8%	0.00	620,483.06
<b>M6 - TRANSFER FROM ICVB GENERAL</b>							
		0.00	1,601,289.00	1,601,289.00	100.0%	0.00	0.00
<b>TOTAL REVENUE</b>		<b>368,152.67</b>	<b>2,944,595.65</b>	<b>5,250,289.00</b>	<b>56.1%</b>	<b>0.00</b>	<b>2,305,693.35</b>
<b>EXPENDITURES</b>							
<b>N4 - FURNITURE/FIXTURES LESS THAN \$5000</b>							
		0.00	19,789.00	21,000.00	94.2%	0.00	1,211.00
<b>N7 - STRUCTURE MAINTENANCE</b>							
		88,463.03	486,773.16	964,000.00	50.5%	0.00	477,226.84
<b>P1 - CAPITAL EXPENDITURES</b>							
		77,438.49	807,951.89	2,159,000.00	37.4%	0.00	1,351,048.11
<b>TOTAL EXPENDITURES</b>		<b>165,901.52</b>	<b>1,314,514.05</b>	<b>3,144,000.00</b>	<b>41.8%</b>	<b>0.00</b>	<b>1,829,485.95</b>

Beginning Fund Balance	758,943.99
Revenues	2,944,595.65
Expenditures	(1,314,514.05)
Ending Fund Balance	2,389,025.59

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



Irving Convention and Visitors Bureau

Check Register

March 2023

Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT TAX
80062986	3/7/2023	AJR MEDIA GROUP MEDIA ADVERTISING	ADVERTISING - NATIVE TEXAN	5,150.00	5,150.00	
80062987	3/7/2023	BH DFW PROPERTY LP BUSINESS DEV INCENTIVE PROG	NSDPK SOUTHWEST REGION YOUTH CONF/FEB 2023	1,650.00	1,650.00	
80062988	3/7/2023	BOYER JAUDES, CAROL COMMUNICATIONS	JAN 2023 - CELL	75.00		75.00
80062989	3/7/2023	BRIGHTSPOT INCENTIVES & EVENTS, INC BUSINESS DEV INCENTIVE PROG	ECI2302 - IRVING CVB CREDIT	4,815.00	4,815.00	
80062990	3/7/2023	CSC HOLDINGS, LLC BUSINESS DEV INCENTIVE PROG	THUASNE TOWNSEND DESIGN NAT'L SALES MTG/FEB	1,224.00	1,224.00	
80062991	3/7/2023	CUTTS, SUSAN PROFESSIONAL SERVICES	DATA ENTRY SERVICES - FEB 13 - 21, 2023	581.25	581.25	
80062992	3/7/2023	FEDERAL EXPRESS CORPORATION FREIGHT	SHIPPING	22.37		6.82
			FREIGHT			15.55
80062993	3/7/2023	FIRED UP BRANDS, INC PROFESSIONAL SERVICES	ICVB STAFF TRAINING	5,763.30	5,763.30	
80062994	3/7/2023	FOJTASEK, LORI COMMUNICATIONS	JAN 2023 - CELL / MILEAGE	89.08		75.00
			MILEAGE REIMBURSEMENT			14.08
80062995	3/7/2023	GAST, MAURA MILEAGE REIMBURSEMENT	JAN 2023 - MILEAGE	201.99		168.99
			TRAVEL AND TRAINING			23.00
			TRAVEL AND TRAINING			10.00
80062996	3/7/2023	GOLDTOWER EVENTS, LLC LOCAL PROGRAMS-PROMOTIONS	LONG HORN PHOTOGRAPHY/STE EVENT	900.00	900.00	
80062997	3/7/2023	GROVES, DONNA COMMUNICATIONS	JAN 2023 - CELL	163.95		65.00
			TRAVEL AND TRAINING			98.95
80062998	3/7/2023	HCD DALLAS CORPORATION BUSINESS DEV INCENTIVE PROG	USTA/USPTA TEXAS JOINT ANNUAL MEETING/FEB	1,525.00	1,525.00	
80062999	3/7/2023	HOPKINS, CHERYL COMMUNICATIONS	JAN 2023 - CELL	75.00		75.00
80063000	3/7/2023	IMAGO MEDIA, INC. MEDIA ADVERTISING	ADVERTISING	321.50	321.50	
80063001	3/7/2023	LAUDA, MARIANNE COMMUNICATIONS	FEB 2023 - CELL	75.00		75.00
80063002	3/7/2023	LEVINE, KATHY COMMUNICATIONS	JAN 2023 - CELL	65.44		65.44
80063003	3/7/2023	LOPEZ, BRENDA COMMUNICATIONS	JAN 2023 - CELL	75.00		75.00
80063004	3/7/2023	MANSELL, LORI TRAVEL AND TRAINING	JINGLE & MINGLE RECEPTION - DEC 2022	183.00		8.00
			TRAVEL AND TRAINING			5.00
			TRAVEL AND TRAINING			170.00
80063005	3/7/2023	MANUSAMA, DEBORA CHRISTY PROFESSIONAL SERVICES	DIGITAL CONTENT SPECIALIST	8,981.64	8,722.50	
			PROFESSIONAL SERVICES		259.14	
80063006	3/7/2023	MEETING PROFESSIONALS INTERNATIONAL MEDIA ADVERTISING	ADVERTISING	3,000.00	3,000.00	



Irving Convention and Visitors Bureau

Check Register

March 2023

Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT TAX
80063007	3/7/2023	PETTY, BRICE		126.15		
		COMMUNICATIONS	NOV 2022 - CELL			60.00
		COMMUNICATIONS	JAN 2023 - CELL			66.15
80063008	3/7/2023	PROVIDENT RESOURCES GROUP, INC		1,032.00		
		BUSINESS DEV INCENTIVE PROG	WOMACK MACHINE SUPPLY SALES MEETING/FEB		1,032.00	
80063009	3/7/2023	ROBERTS, DEBBIE		75.00		
		COMMUNICATIONS	JAN 2023 -CELL			75.00
80063010	3/7/2023	ROSE, SUSAN		75.00		
		COMMUNICATIONS	FEB 2023 - CELL			75.00
80063011	3/7/2023	SMG		23,919.48		
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - MAR 2023			23,919.48
80063012	3/7/2023	SMG		350,000.00		
		PROPERTY MANAGEMENT SERVICES	SUBSIDY		350,000.00	
80063013	3/7/2023	SPORTS CLUB LC OWNER LLC		1,100.00		
		MEMBERSHIPS, CERTS, & LICENSES	MARCH 2023			1,100.00
80063014	3/7/2023	TUCKER & ASSOCIATES, LLC		4,068.02		
		PROFESSIONAL SERVICES	MONTHLY RETAINER & REIMBURSABLES		4,068.02	
80063015	3/7/2023	TUNGETT, MATT		70.00		
		COMMUNICATIONS	JAN 2023 - CELL			70.00
80063016	3/14/2023	AMERICAN COUNCIL FOR CONSTRUCTION EDUCATION, INC		2,400.00		
		BUSINESS DEV INCENTIVE PROG	ACCE/FEB 2023		2,400.00	
80063017	3/14/2023	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC		54,852.21		
		ACCOUNTS PAYABLE	FEB 2023 - RECEIPTS		45,476.94	9,375.27
80063018	3/14/2023	BH DFW PROPERTY LP		1,890.00		
		BUSINESS DEV INCENTIVE PROG	USMEPCOM MEPS/FEB 2023		1,890.00	
80063019	3/14/2023	DELL MARKETING LP		9,428.64		
		PROFESSIONAL SERVICES	VCENTER LICENSE - 3 YRS		9,428.64	
80063020	3/14/2023	HELMSBRISCOE PERFORMANCE GROUP, INC		10,500.00		
		TRAVEL AND TRAINING	CVB PARTNER/PARTNERSHIP FEE 2023 - 2024		10,500.00	
80063021	3/14/2023	IRVING - LAS COLINAS ROTARY CLUB		40.00		
		MEMBERSHIPS, CERTS, & LICENSES	FEBRUARY 2023			40.00
80063022	3/14/2023	MEETING PROFESSIONALS INTERNATIONAL,		1,000.00		
		TRAVEL AND TRAINING	ANNUAL GOLD THCC PARTNERSHIP		1,000.00	
80063023	3/14/2023	PROVIDENT RESOURCES GROUP, INC		1,200.00		
		BUSINESS DEV INCENTIVE PROG	BLACK BOX INTELLIGENCE/GLOBAL PRACTICES/FEB		1,200.00	
80063024	3/14/2023	SMG		141,982.04		
		OFFICE FURNITURE AND FIXTURES	DANCE FLOOR		53,168.55	
		MOTOR VEHICLES	BUILDING GOLF CART		18,268.00	
		BUILDINGS MAINT	POWER FOR MARQUEE SIGN		16,888.45	
		OFFICE MACHINERY	ENGINEERING EQUIPMENT		6,001.94	
		BUILDINGS MAINT	CHILLER #2 R-134 ADD		13,073.00	
		BUILDINGS MAINT	NEW WORK ROOM LIGHTING CREDIT (INV #2302-D)		(60.70)	
		BUILDINGS MAINT	INSTALL OF GRAND BALLROOM LED LIGHTING		34,642.80	
80063025	3/21/2023	CELLCO PARTNERSHIP		440.49		
		COMMUNICATIONS	FEBRUARY 2023			156.51
		COMMUNICATIONS	FEBRUARY 2023			114.39
		COMMUNICATIONS	FEBRUARY 2023			169.59
80063026	3/21/2023	CHRISTIAN MEETINGS & CONVENTIONS ASSOC, LLC		2,500.00		
		TRAVEL AND TRAINING	2023 CMCA SPRING SHOWCASE REGISTRATION		2,500.00	
80063027	3/21/2023	CSC HOLDINGS, LLC		1,325.00		
		BUSINESS DEV INCENTIVE PROG	HANS JOHNSEN/SECURITY HARDWARE MTG/MAR		1,325.00	



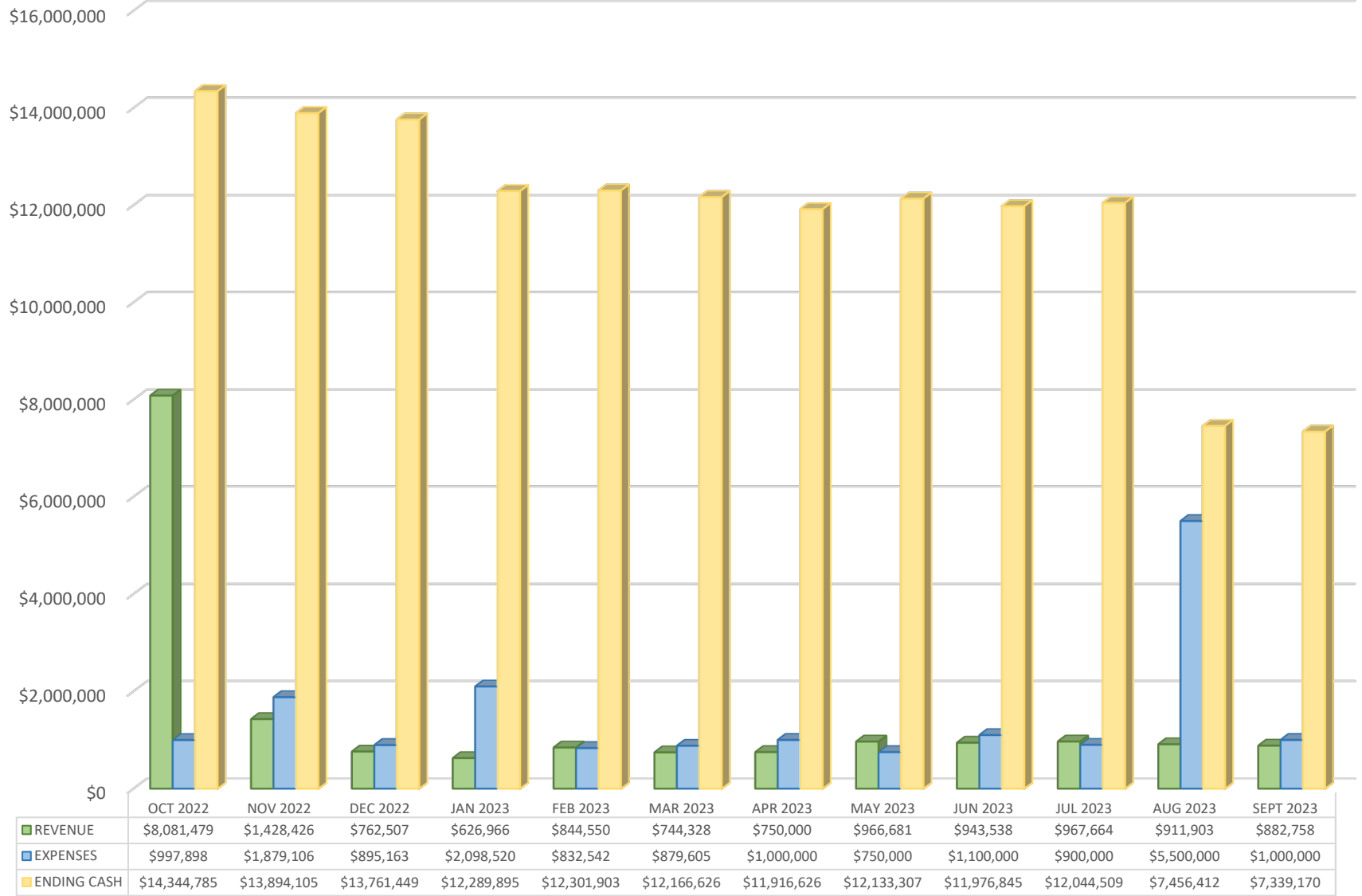
Irving Convention and Visitors Bureau

Check Register

March 2023

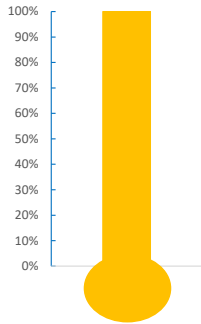
Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount		
					ARPA	HOT TAX	
80063028	3/21/2023	CUTTS, SUSAN		1,728.00			
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - FEB 22 - 24, 2023		423.00		
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - FEB 27 - MAR 10, 2023		1,305.00		
80063029	3/21/2023	DALLAS FORT WORTH ASSOCIATION EXECUTIVES		2,500.00			
		LOCAL PROGRAMS-PROMOTIONS	2023 A-DAY BRIDGE BUILDER SPONSORSHIP		2,500.00		
80063030	3/21/2023	HCD DALLAS CORPORATION		2,495.00			
		BUSINESS DEV INCENTIVE PROG	TEXAS & NEW MEXICO HOSPICE ORGANIZATION/FEB		2,495.00		
80063031	3/21/2023	IPROMOTEU.COM, INC.		3,178.08			
		MARKETING RESOURCES	SXSW - APRONS		179.78		
		MARKETING RESOURCES	SXSW - LANYARDS		2,998.30		
80063032	3/21/2023	IRVING MARATHON GROUP LLC		10,000.00			
		EVENT SPONSORSHIPS	2023 IRVING MARATHON SPONSORSHIP		10,000.00		
80063033	3/21/2023	JAMES M. KRUGER		1,160.00			
		BUSINESS DEV INCENTIVE PROG	OU VS TX FAN EXPERIENCE/OCT 2022		1,160.00		
80063034	3/21/2023	LIFESTYLES UNLIMITED, INC.		9,690.00			
		BUSINESS DEV INCENTIVE PROG	LIFESTYLES UNLIMITED/TEXICAN COURT/FEB 2023		1,780.00		
		BUSINESS DEV INCENTIVE PROG	LIFESTYLES UNLIMITED/WESTIN ICC/FEB 2023		4,380.00		
		BUSINESS DEV INCENTIVE PROG	LIFESTYLES UNLIMITED/MARRIOTT LC/FEB 2023		3,530.00		
80063035	3/21/2023	STAMATS COMMUNICATIONS, INC.		2,000.00			
		MEDIA ADVERTISING	ADVERTISING		2,000.00		
80063036	3/21/2023	SMG		450.00			
		LOCAL PROGRAMS-PROMOTIONS	CATERING			450.00	
80063037	3/28/2023	CONFERENCEDIRECT LLC		6,500.00			
		MEDIA ADVERTISING	ADVERTISING		6,500.00		
80063038	3/28/2023	CVENT INC		68,709.53			
		MEDIA ADVERTISING	ADVERTISING		68,709.53		
80063039	3/28/2023	GOODGAME, STEPHEN A		1,250.00			
		PROFESSIONAL SERVICES	SOUTHERN TRAVELERS EXPLORE - PHOTOGRAPHY		1,250.00		
80063040	3/28/2023	GREENSPRING MEDIA LLC		4,500.00			
		MEDIA ADVERTISING	ADVERTISING		4,500.00		
80063041	3/28/2023	IMAGO MEDIA, INC.		2,500.00			
		MEDIA ADVERTISING	ADVERTISING		2,500.00		
80063042	3/28/2023	IPROMOTEU.COM, INC.		15,264.73			
		MARKETING RESOURCES	SXSW - SAFETY MADE KITS		2,992.50		
		MARKETING RESOURCES	STE 2023 - TOTE BAGS		1,286.46		
		MARKETING RESOURCES	SXSW - 12 OZ PLASTIC STEMLESS WINE GLASS		2,611.27		
		MARKETING RESOURCES	SXSW - SHIRTS		2,999.41		
		MARKETING RESOURCES	SXSW - PURPLE WINE GLASS HOLDER		2,377.51		
		MARKETING RESOURCES	COCKTAIL TRAIL VENDING MACHINE-TRADESHOW KIT		2,997.58		
80063043	3/28/2023	MANUSAMA, DEBORA CHRISTY		2,655.72			
		PROFESSIONAL SERVICES	DIGITAL CONTENT SPECIALIST		2,655.72		
80063044	3/28/2023	PACKAGE EXPRESS LLC		26.96			
		FREIGHT	LOCAL DELIVERY SERVICE			26.96	
80063045	3/28/2023	PRINTING & PROMOTIONAL PARTNERS, INC		475.47			
		MARKETING RESOURCES	DFW GOLF SHOW-COLLAPSIBLE COOLIE/MARKERS		475.47		
80063046	3/28/2023	RICHARD G STEWART, JR		549.70			
		LOCAL PROGRAMS-PROMOTIONS	BOARD LEADERSHIP FOR CEOS			549.70	
80063047	3/28/2023	TEXAS DEPARTMENT OF TRANSPORTATION		2,679.00			
		MEDIA ADVERTISING	ADVERTISING - TEXAS HIGHWAYS		2,679.00		
		Total Number of Invoices	88	<b>TOTAL</b>	<b>781,273.74</b>	<b>743,999.86</b>	<b>37,273.88</b>
		Total Number of Checks	62				

Irving Convention and Visitors Bureau  
 FY23 Cash Flow  
 March 2023



■ REVENUE   
 ■ EXPENSES   
 ■ ENDING CASH

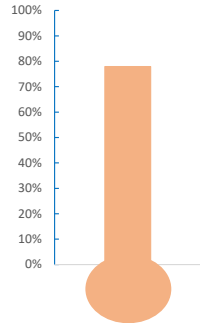
**REPAYMENT OF FY21 LOAN FROM CITY**



**GOAL: \$500,000**  
**ACHIEVED: \$500,000**  
**PERCENT: 100%**

**FY22 YEAR END GOAL**  
**N/A**

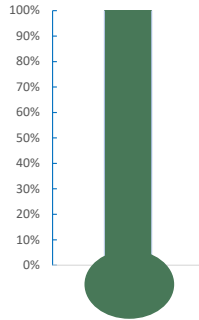
**COMBINED FUNDS**



**GOAL: \$10,500,000**  
**CURRENT: \$8,180,765**  
**PERCENT: 77.9%**

**FY23 YEAR END GOAL**  
**\$10,500,000**

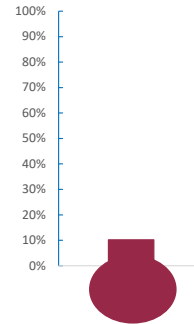
**GENERAL FUND**



**GOAL: \$2,000,000**  
**CURRENT: \$5,281,960**  
**PERCENT: 264.1%**

**FY23 YEAR END GOAL**  
**\$2,000,000**

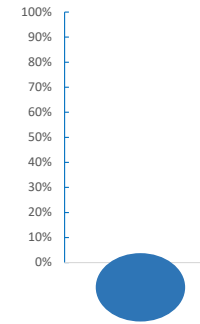
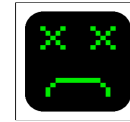
**CATASTROPHIC RESERVE**



**GOAL: \$5,000,000**  
**CURRENT: \$509,573**  
**PERCENT: 10.2%**

**FY23 YEAR END GOAL**  
**\$5,000,000**

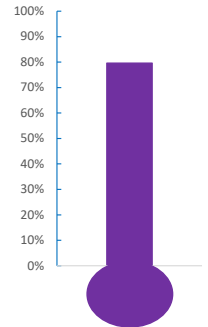
**COMPUTER FUND**



**GOAL: \$500,000**  
**CURRENT: \$207**  
**PERCENT: 0.04%**

**FY23 YEAR END GOAL**  
**\$500,000**

**ICC RESERVE/CIP FUND**



**GOAL: \$3,000,000**  
**CURRENT: \$2,389,025**  
**PERCENT: 79.6%**

**FY23 YEAR END GOAL**  
**\$3,000,000**



ICVB  
HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending  
January 2023

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

<b>LUXURY &amp; FULL SERVICE</b>		<b>OCT 2022</b>	<b>NOV 2022</b>	<b>DEC 2022</b>	<b>JAN 2023</b>
1	Atrium Hotel and Suites DFW Airport	5,146.86	5,535.06	6,904.59	6,242.62
2	Dallas Marriott Hotel Las Colinas	57,307.85	40,248.19	34,764.33	44,992.73
3	DFW Airport Hotel & Conference Center	closed	closed	closed	closed
4	DFW Airport Marriott	41,899.47	25,970.30	23,425.04	51,671.11
5	<b><i>Doubletree by Hilton DFW Airport North</i></b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
6	Embassy Suites DFW Airport South	31,122.91	21,795.06	20,442.92	24,295.92
7	Hilton Garden Inn DFW Airport South	15,867.32	11,835.98	9,615.35	11,694.28
8	Hilton Garden Inn Las Colinas	14,509.26	12,494.13	9,251.45	11,723.60
9	Holiday Inn Irving Las Colinas	10,993.05	6,299.62	5,906.85	6,505.81
10	NYLO Las Colinas Tapestry Collection by Hilton	20,986.69	14,622.71	13,098.40	16,453.01
11	Omni Las Colinas Hotel	61,002.82	41,286.98	32,243.91	39,801.67
12	<b><i>Sheraton DFW Airport Hotel</i></b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
13	Texican Court	17,319.93	11,488.90	9,838.56	13,536.44
14	The Las Colinas Resort Dallas	93,825.83	69,817.11	49,594.73	51,087.55
15	Westin DFW Airport	41,130.19	18,018.35	28,069.63	41,337.45
<b>TOTAL LUXURY &amp; FULL SERVICE</b>		<b>411,112.18</b>	<b>279,412.39</b>	<b>243,155.76</b>	<b>319,342.19</b>
16	Westin Irving Convention Center Las Colinas	56,124.21	44,402.80	31,221.89	43,731.47

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
1	Comfort Suites DFW Airport North	6,634.36	5,671.89	5,600.49	5,691.85
2	Comfort Suites Las Colinas	1,329.04	1,173.45	1,123.74	1,135.23
<b>3</b>	<b>Country Inn &amp; Suites by Carlson DFW Airport South</b>	<b>4,690.89</b>	<b>2,964.09</b>	<b>3,590.00</b>	<b>0.00</b>
4	Element Dallas Las Colinas	12,122.95	9,910.27	8,519.26	11,712.77
5	Element DFW Airport North	10,646.42	8,011.76	6,269.73	8,458.02
6	Extended Stay America Dallas DFW Airport North	1,395.23	1,101.57	758.59	1,084.51
7	Extended Stay America Dallas Las Colinas	1,586.76	1,504.35	1,531.41	2,139.74
8	Extended Stay Deluxe Green Park	2,190.97	1,511.78	1,282.65	1,176.12
9	Extended Stay Deluxe Las Colinas	1,421.68	1,740.19	1,260.38	562.96
10	Hawthorne Suites Irving DFW Airport South	2,159.09	1,597.13	2,121.02	1,724.53
11	Hawthorne Suites DFW Airport North	closed	closed	closed	closed
12	Holiday Inn Express Hotel & Suites DFW Airport North	14,083.67	10,887.21	11,128.75	11,160.07
<b>13</b>	<b>Holiday Inn Express Hotel &amp; Suites DFW Airport South</b>	<b>10,924.27</b>	<b>8,495.21</b>	<b>8,690.28</b>	<b>0.00</b>
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	9,689.88	6,600.91	6,056.40	5,438.50
15	Home Towne Studios Dallas Irving	2,364.54	2,415.27	1,524.41	1,966.57
16	Homewood Suites by Hilton DFW Airport North	8,185.49	7,057.83	6,326.11	7,754.31
<b>17</b>	<b>Homewood Suites by Hilton Las Colinas</b>	<b>6,235.03</b>	<b>6,642.15</b>	<b>0.00</b>	<b>0.00</b>
18	Hyatt House Dallas Las Colinas	11,897.76	9,174.92	9,640.58	12,031.23
19	Residence Inn Dallas DFW Airport North Irving	6,007.01	4,766.94	4,381.53	5,070.80
20	Residence Inn Dallas Las Colinas	8,813.15	6,415.97	6,592.79	7,705.11
21	Soka Suites Dallas Las Colinas	4,636.65	3,772.81	4,216.58	4,122.03
22	Sonesta ES Suites Dallas Las Colinas	5,680.90	3,187.01	2,709.65	3,783.77
23	Sonesta Simply Suites Dallas Las Colinas	2,446.23	1,944.50	1,791.04	1,586.83
24	Springhill Suites Dallas DFW Airport East Las Colinas	7,641.86	5,846.33	4,336.96	6,046.98
25	Staybridge Suites DFW Airport North	3,177.69	3,117.63	3,838.45	4,295.17
26	TownePlace Suites Dallas DFW Airport North Irving	8,474.26	7,411.88	6,453.83	6,876.90
27	TownePlace Suites Dallas Las Colinas	8,338.15	6,883.61	6,356.24	6,900.85
<b>28</b>	<b>Woodspring Suites Signature</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>TOTAL ALL SUITE / EXTENDED STAY</b>		<b>162,773.93</b>	<b>129,806.66</b>	<b>116,100.87</b>	<b>118,424.85</b>

BUDGET SERVICE		OCT 2022	NOV 2022	DEC 2022	JAN 2023
1	Arya Inn & Suites	986.51	963.32	1,184.61	974.24
2	Best Western Irving Inn & Suites DFW South	closed	closed	closed	closed
3	Budget Inn & Suites	32.20	49.77	38.02	31.26
<b>4</b>	<b><i>Budget Suites of America Las Colinas</i></b>	<b>428.31</b>	<b>1,249.18</b>	<b>1,202.56</b>	<b>0.00</b>
5	Clarion Inn & Suites	1,925.47	2,415.34	2,964.12	2,794.44
6	Crossroads Hotel & Suites	1,498.02	960.78	960.07	1,352.38
7	Days Inn	6,733.27	4,896.16	5,181.97	5,720.33
8	Days Inn DFW Airport North	4,886.34	3,316.87	3,797.89	3,414.97
9	Delux Inn	705.02	752.10	779.97	725.35
<b>10</b>	<b><i>Delux Suites Motel</i></b>	<b>67.78</b>	<b>112.14</b>	<b>0.00</b>	<b>48.45</b>
11	Gateway Inn	617.71	422.20	469.77	381.47
12	Magnuson Extended Stay & Suites Airport Hotel	2,164.56	1,429.45	1,299.23	1,212.96
13	Motel 6 Dallas DFW South	2,120.62	1,844.26	1,654.38	1,654.36
14	Motel 6 Dallas Irving	3,381.45	3,325.08	3,093.31	2,675.47
15	Motel 6 DFW North	3,687.66	2,581.71	2,557.15	3,528.81
16	Motel 6 Irving Loop 12	1,028.58	802.75	944.26	833.80
<b>17</b>	<b><i>OYO Hotel DFW Airport South</i></b>	<b>2,342.12</b>	<b>2.00</b>	<b>2,640.83</b>	<b>0.00</b>
18	OYO Hotel DFW Airport North	312.11	360.23	334.09	398.79
19	Quality Inn & Suites DFW Airport South	3,846.31	3,327.65	3,480.64	3,384.74
20	Red Roof Inn Dallas DFW Airport North	4,944.57	3,735.46	4,004.84	3,516.22
21	Studio 6 / Motel 6 DFW Airport East	2,730.11	1,910.64	2,451.46	2,492.40
22	Super 8 Hotel DFW South	3,372.72	2,512.70	2,570.35	2,541.31
23	Super 8 Motel DFW North	3,245.20	2,665.57	2,848.22	2,848.22
<b>TOTAL BUDGET SERVICE</b>		<b>51,056.64</b>	<b>39,635.36</b>	<b>44,457.74</b>	<b>40,529.97</b>

<b>LIMITED SERVICE</b>		<b>OCT 2022</b>	<b>NOV 2022</b>	<b>DEC 2022</b>	<b>JAN 2023</b>
1	aLoft Las Colinas	13,654.13	10,438.69	9,452.73	11,786.16
2	Best Western Plus DFW Airport Suites North	5,916.35	4,582.59	4,576.65	4,455.03
3	Courtyard Dallas DFW Airport North Irving	16,631.48	13,986.97	11,571.12	14,081.02
4	Courtyard Dallas DFW Airport South Irving	11,123.09	7,090.70	7,577.44	9,983.26
5	Courtyard Dallas Las Colinas	11,721.75	7,526.38	6,790.02	9,829.02
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	9,247.60	7,108.96	6,880.79	8,184.39
7	Fairfield Inn & Suites Dallas Las Colinas	5,112.01	4,265.17	5,009.19	5,212.07
8	Fairfield Inn Dallas DFW Airport North Irving	9,119.91	6,707.04	6,687.27	7,099.70
9	Hampton Inn Dallas Irving Las Colinas	10,491.05	7,792.67	6,563.57	8,110.47
10	Home2 Suites by Hilton DFW Airport North	10,563.39	9,084.65	9,136.13	8,717.45
11	Home2 Suites by Hilton DFW Airport South Irving	10,176.47	7,226.00	7,128.52	8,017.30
12	Hyatt Place Dallas Las Colinas	9,963.88	6,859.53	7,645.93	6,649.91
13	La Quinta Inn & Suites DFW Airport North	9,332.70	8,101.44	7,616.18	7,890.53
14	La Quinta Inn & Suites DFW Airport South	7,512.45	5,574.29	5,603.81	4,756.18
15	La Quinta Inn Hotel & Suites Las Colinas	5,767.74	3,879.07	3,298.19	3,417.96
16	Quality Inn & Suites DFW Airport	6,487.20	4,999.72	6,244.00	5,694.86
17	Residence Inn Dallas DFW Airport South Irving	12,281.89	7,568.58	6,750.23	9,779.09
18	Wingate Inn by Wyndham Dallas Las Colinas	5,261.64	3,974.10	3,762.31	4,064.51
19	Wingate Inn by Wyndham DFW Airport North	593.01	8,339.21	4,481.91	4,320.95
<b>TOTAL LIMITED SERVICE</b>		<b>170,957.74</b>	<b>135,105.76</b>	<b>126,775.99</b>	<b>142,049.86</b>

<b>TOTAL SHORT TERM RENTALS</b>		<b>6,647.19</b>	<b>6,898.21</b>	<b>8,518.57</b>	<b>5,101.41</b>
Number of locations		50	67	67	61

<b>SUMMARY</b>	<b>OCT 2022</b>	<b>NOV 2022</b>	<b>DEC 2022</b>	<b>JAN 2023</b>
<b>GRAND TOTAL</b>	<b>802,547.68</b>	<b>590,858.38</b>	<b>539,008.93</b>	<b>625,448.28</b>
<b>BUDGET</b>	<b>970,330.00</b>	<b>750,524.00</b>	<b>648,509.00</b>	<b>808,022.00</b>
<b>DIFFERENCE</b>	<b>(167,782.32)</b> <b>-17.3%</b>	<b>(159,665.62)</b> <b>-21.3%</b>	<b>(109,500.07)</b> <b>-16.9%</b>	<b>(182,573.72)</b> <b>-22.6%</b>
<b>CUMULATIVE YEAR TO DATE</b>				
<b>ACTUAL</b>	<b>802,547.68</b>	<b>1,393,406.06</b>	<b>1,932,414.99</b>	<b>2,557,863.27</b>
<b>BUDGET</b>	<b>970,330.00</b>	<b>1,720,854.00</b>	<b>2,369,363.00</b>	<b>3,177,385.00</b>
<b>DIFFERENCE</b>	<b>(167,782.32)</b>	<b>(327,447.94)</b>	<b>(436,948.01)</b>	<b>(619,521.73)</b>
<b>COLLECTED PRIOR YEAR</b>	<b>657,351.27</b>	<b>628,038.04</b>	<b>477,914.55</b>	<b>495,418.38</b>



Date Distributed: April 13, 2023

# Monthly Financial Summary

For Period Ending March 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	227,950	215,200	183,550	142,250	110,300	152,910	1,874,387
Service Income	97,643	36,566	60,657	30,308	91,188	90,151	43,250	44,600	44,750	42,500	42,100	49,350	673,062
Service Expenses	(158,014)	(80,351)	(87,174)	(97,269)	(149,746)	(169,087)	(85,000)	(85,000)	(85,000)	(85,000)	(85,000)	(85,000)	(1,251,640)
Total Direct Event Income	186,879	66,080	73,775	45,939	46,560	87,867	186,200	174,800	143,300	99,750	67,400	117,260	1,295,809
Ancillary Income													
F & B Concessions	33,704	25,785	11,367	15,649	11,302	21,215	29,500	750	31,520	750	3,750	750	186,043
F & B Catering	479,931	212,032	171,372	503,470	326,612	231,759	232,332	322,180	362,712	81,320	148,960	302,100	3,374,781
Parking: Self Parking	67,551	66,091	23,139	17,165	37,445	43,653	38,130	19,942	30,914	9,840	10,660	8,200	372,731
Electrical Services	24,735	9,440	4,775	9,187	2,095	40,985	5,500	5,500	5,500	5,500	7,000	10,500	130,717
Audio Visual	(0)	126	(0)	0	242	4,375	-	-	-	-	-	-	4,743
Internet Services	6,600	989	(81)	2,096	350	3,855	1,250	1,250	1,250	1,250	1,250	1,250	21,310
Total Ancillary Income	612,521	314,465	210,572	547,567	378,046	345,842	306,712	349,622	431,896	98,660	171,620	322,800	4,090,324
Total Event Income	799,400	380,545	284,347	593,506	424,606	433,709	492,912	524,422	575,196	198,410	239,020	440,060	5,386,134
Other Operating Income	147,411	59,034	49,953	67,036	107,531	91,719	76,586	76,586	76,586	76,586	76,586	76,916	982,530
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	569,498	601,008	1,000,532	274,996	315,606	865,226	7,763,663
Operating Expenses													
Employee Salaries and Wages	214,234	230,370	228,275	230,128	220,078	247,772	247,690	253,523	253,523	253,523	253,523	276,548	2,909,186
Benefits	48,225	41,890	59,147	85,751	67,651	65,041	67,111	67,111	67,111	67,111	67,111	67,728	770,989
Less: Event Labor Allocations	(5,949)	(5,114)	(4,526)	(18,737)	(5,184)	(7,086)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(136,595)
Net Employee Wages and Benefits	256,510	267,146	282,896	297,142	282,545	305,727	299,801	305,634	305,634	305,634	305,634	329,276	3,543,580
Contracted Services	66,364	71,689	66,309	61,840	56,324	61,740	70,748	70,748	70,748	70,748	70,748	92,835	830,840
General and Administrative	90,724	33,624	45,149	47,309	41,376	35,257	32,370	31,720	41,435	53,106	36,606	121,443	610,118
Operations	53,493	59,493	36,500	39,441	30,088	46,103	34,796	34,796	34,796	34,796	34,796	55,118	494,216
Repair & Maintenance	38,235	47,240	36,651	37,170	29,098	50,752	44,808	44,808	44,808	44,808	44,808	84,060	547,246
Supplies	7,781	24,812	8,213	15,153	9,563	6,919	17,610	17,610	18,360	17,610	17,610	65,749	226,989
Insurance	4,130	4,593	37,406	7,420	5,296	3,890	5,417	5,417	5,417	5,417	5,417	5,417	95,237
Utilities	57,878	51,745	48,563	52,093	45,874	46,955	53,916	53,916	53,916	53,916	53,916	58,997	631,684
Other	788	1,658	32,592	500	1,718	72	1,483	1,483	1,508	1,483	1,483	6,088	50,855
SMG Management Fees	58,909	42,122	36,068	62,701	52,227	42,766	41,486	46,144	52,331	26,292	32,110	44,303	537,463
Total Operating Expenses	634,812	604,122	630,347	620,769	554,109	600,181	602,435	612,276	628,953	613,810	603,128	863,286	7,568,227
Net Income (Loss) From Operations	311,999	(164,543)	51,954	39,773	(21,972)	275,247	(32,937)	(11,268)	371,579	(338,814)	(287,522)	1,940	195,436

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

	Current Actual	Current Budget	Variance	Prior YTD Actual
Attendance	20,416	25,005	(4,589)	17,365
Events	19	11	8	16
Event Days	31	30	1	38
Direct Event Income	87,867	130,403	(42,536)	124,237
Ancillary Income	345,842	194,112	151,730	317,883
Total Event Income	433,709	324,515	109,194	442,120
Other Operating Income	91,719	76,586	15,133	70,848
Adjusted Gross Income	525,428	401,101	124,327	512,968
Indirect Expenses	(600,181)	(568,133)	(32,048)	(495,649)
Net Income (Loss) From Operations	(74,753)	(167,032)	92,279	17,319

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

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	91,423	92,564	(1,141)	67,339
Events	104	91	13	96
Event Days	181	191	(10)	170
Direct Event Income	507,110	554,643	(47,533)	479,829
Ancillary Income	2,409,008	1,885,626	523,382	1,368,542
Total Event Income	2,916,118	2,440,269	475,849	1,848,371
Other Operating Income	522,692	435,596	87,096	312,930
Adjusted Gross Income	3,438,810	2,875,865	562,945	2,161,301
Indirect Expenses	(3,644,359)	(3,482,578)	(161,781)	(2,918,724)
Net Income (Loss) From Operations	(205,549)	(606,713)	401,164	(757,423)



ASM - Irving Convention Center  
Balance Sheet  
March 31, 2023

**ASSETS**

**Current Assets**

Cash	\$	1,745,599	
Accounts Receivable		1,130,252	
Prepaid Assets		12,755	
Inventory		83,782	
		<hr/>	
Total Current Assets			2,972,388

**Total Assets** **\$ 2,972,388**

**LIABILITIES AND EQUITY**

**Current Liabilities**

Accounts Payable	\$	944,699	
Accrued Expenses		105,958	
Deferred Income		0	
Advance Ticket Sales/Deposits		1,429,277	
Other Current Liabilities		0	
		<hr/>	
Total Current Liabilities			2,479,934

**Long-Term Liabilities**

Long Term Liabilities		0	
		<hr/>	
Total Long-Term Liabilities			0

Total Liabilities 2,479,934

**Equity**

Net Funds Received		16,445,850	
Retained Earnings		(15,747,850)	
Net Income (Loss)		(205,546)	
		<hr/>	
Total Equity			492,454

**Total Liabilities & Equity** **\$ 2,972,388**

ASM - Irving Convention Center  
Income Statement  
For the Six Months Ending March 31, 2023

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
<b>EVENT INCOME</b>							
Direct Event Income							
Rental Income	166,803	167,653	(850)	842,228	822,904	19,324	573,566
Service Revenue	90,151	47,750	42,401	406,512	314,753	91,759	237,201
Service Expenses	(169,087)	(85,000)	(84,087)	(741,630)	(583,014)	(158,616)	(330,938)
Total Direct Event In	87,867	130,403	(42,536)	507,110	554,643	(47,533)	479,829
Ancillary Income							
F & B Concessions	21,215	21,000	215	119,016	97,204	21,812	133,238
F & B Catering	231,759	126,160	105,599	1,925,178	1,541,910	383,268	966,171
Parking	43,653	20,202	23,451	255,045	161,427	93,618	206,240
Electrical Services	40,985	25,500	15,485	91,217	72,235	18,982	63,242
Audio Visual	4,375	0	4,375	4,742	0	4,742	(1,919)
Internet Services	3,855	1,250	2,605	13,810	12,850	960	1,570
Total Ancillary Inco	345,842	194,112	151,730	2,409,008	1,885,626	523,382	1,368,542
Total Event Income	433,709	324,515	109,194	2,916,118	2,440,269	475,849	1,848,371
<b>OTHER OPERATING INCOME</b>							
Other Income	91,719	76,586	15,133	522,692	435,596	87,096	312,930
Total Other Operatin	91,719	76,586	15,133	522,692	435,596	87,096	312,930
Adjusted Gross Inco	525,428	401,101	124,327	3,438,810	2,875,865	562,945	2,161,301
<b>INDIRECT EXPENSES</b>							
Salaries & Wages	247,772	256,029	8,257	1,370,858	1,488,546	117,688	1,060,045
Payroll Taxes & Ben	65,041	64,496	(545)	367,704	372,946	5,242	309,693
Labor Allocations to	(7,086)	(40,000)	(32,914)	(46,595)	(175,949)	(129,354)	(28,515)
Net Salaries and Ben	305,727	280,525	(25,202)	1,691,967	1,685,543	(6,424)	1,341,223
Contracted Services	61,740	67,415	5,675	384,266	407,237	22,971	387,077
General and Adminis	35,257	38,329	3,072	293,451	254,731	(38,720)	177,476
Operating	46,103	34,796	(11,307)	265,118	233,817	(31,301)	150,751
Repairs & Maintenan	50,752	44,808	(5,944)	239,148	253,218	14,070	262,748
Operational Supplies	6,919	18,360	11,441	72,442	91,370	18,928	64,452
Insurance	3,890	5,417	1,527	62,735	31,215	(31,520)	31,692
Utilities	46,955	45,000	(1,955)	303,111	282,878	(20,233)	269,807
Other	72	1,508	1,436	37,326	9,071	(28,255)	43,545
ASM Management F	42,766	31,975	(10,791)	294,795	233,498	(61,297)	189,953
Total Indirect Expens	600,181	568,133	(32,048)	3,644,359	3,482,578	(161,781)	2,918,724

ASM - Irving Convention Center  
Income Statement  
For the Six Months Ending March 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>(74,753)</u>	<u>(167,032)</u>	<u>92,279</u>	<u>(205,549)</u>	<u>(606,713)</u>	<u>401,164</u>	<u>(757,423)</u>

March 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	1	2	3	4
<b>Southern Baptists of Texas Evangelism Conference</b> Southern Baptists of Texas Convention Definite			<b>North Texas Teen Book Festival</b> City of Irving Definite			
5	6	7	8	9	10	11
<b>Delta Sigma Theta Br...</b> Delta Sigma Theta Sorority, Inc. S... Definite	<b>The NBM Show Graphics Pro Expo</b> National Business Media Definite					
	<b>IISD - State of the District</b> Irving Independent School District Definite		<b>USDOT and Small Busi...</b> USDOT and Small Business Admini... Definite			
12	13	14	15	16	17	18
		<b>Half Associates c/o T...</b> Half Associates Definite	<b>Scrapbook Expo 2023</b> Scrapbook Expo Inc Definite			
19	20	21	22	23	24	25
<b>The Sneaker Travelers</b> The Sneaker Travelers Definite			<b>National Guard Association of Texas</b> National Guard Association of Texas Definite			
					<b>Marriage Retreat 2023</b> North Point Church Definite	
					<b>Great American Franchise Expo</b> Great American Franchise Expo Definite	
26	27	28	29	30	31	1
<b>National Guard Associ...</b> National Guard Association of Texas Definite	<b>Connected America</b> Total Telecom/Terrapinn Definite		<b>IBAT Luncheon</b> Independent Bankers Association ... Definite			
<b>Great American Franch...</b> Great American Franchise Expo Definite	<b>Maven Meeting</b> Maven Definite	<b>SiFi Meeting</b> SiFi Networks Definite			<b>Express Cheer</b> Express Cheer Definite	
	<b>ICVB Board of Directo...</b> ICVB Definite	<b>ICVB Marketing Meeting</b> ICVB Definite			<b>Richardson High Scho ...</b> Richardson Independent School Di... Definite	
					<b>Hi-Line Meetings</b> HiLine Definite	

**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, MAY 1, 2023**

## **BOARD REPORTS**

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



**CITY OF HOUSTON**  
Legal Department

**Sylvester Turner**  
Mayor

Arturo G. Michel  
City Attorney  
Legal Department  
P.O. Box 368  
Houston, Texas 77001-0368  
City Hall Annex  
900 Bagby, 4th Floor  
Houston, Texas 77002

832.393.6491 - Telephone  
832.393.6259 - Facsimile  
[www.houstontx.gov](http://www.houstontx.gov)

March 22, 2023

The Honorable Bryan Hughes  
Senate Committee on State Affairs  
P.O. Box 12068  
Austin, Texas 78711

Dear Chairman Hughes and Members of the Committee:

On behalf of the City of Houston (“City”), I write in opposition to Senate Bill 12 and ask that this written testimony be included in the formal legislative record for S.B. 12. The City and I thank the Committee and chairman for the opportunity to comment regarding this proposed legislation.

My name is Damon A. Crenshaw. I am Chief of the Neighborhood Services Section of the City of Houston Legal Department. I testify with the City’s full authority to speak on its behalf as part of my assigned duties and responsibilities.

The City of Houston Oppose S.B. 12 for the following reasons:

- I. **AS WORDED, S.B. 12, IN PROPOSED SEC. 243.0031(C), PLACES UNDUE BURDEN ON THE CITY TO EXAMINE THE CONTENT OF PERFORMANCES AT MULTIPLE CITY OWNED VENUES**

Proposed Sec. 243.0031 (c) states, “A municipality or county may not authorize a sexually oriented performance: (1) on public property; ...”. At multiple City owned venues – Alley Theatre, Jones Hall, Wortham Center, Hobby Center, and the like – performances may include nudity or “cross-dressing” characters. Some examples including “cross-dressing” characters would be plays by Shakespeare or the recent play, “La Cage aux Folles”. These types of performances are generally accepted in most communities. As defined by this bill, a “sexually oriented performance” might occur in numerous other events and yet be generally acceptable to the public. To comply with this bill, the City would have to pre-screen every performance

The Honorable Bryan Hughes

March 24, 2023

Page 2

at its public venues to determine whether a violation could occur. Such is an undue burden and expense on the City.

II. S.B. 12 FORCES THE CITY TO PROHIBIT CONSTITUTIONALLY PROTECTED SPEECH

As noted above, artistic performances at City owned venues (public property) may include “sexually oriented performances”, as defined in this bill. Most performances of this nature, at these venues, likely would be protected by the First Amendment right to speech. This bill unfairly burdens the City by putting the City in the position of predetermining potential constitutional issues while trying to comply with the proposed statute.

III. S.B. 12 BURDENS COMMERCIAL ACTIVITY IN THE CITY WHICH IS GENERALLY ACCEPTED IN THE COMMUNITY

The bill aims to curtail commercial activity which is generally accepted in communities within the City. Many business which contribute to commercial activity and revenues for the City have events involving “cross-dressing” activities (non-sexual drag shows) which some may say this bill defines as “sexually oriented performance”. The performances in these events are of the nature commonly seen on television. For the most part, the performances are not sexual in nature. The bill fails to define “prurient interest in sex” and opens the door to undue efforts to suppress protected expression and costly litigation. All the while, the City’s commerce will suffer during misguided efforts to enforce the terms of this bill.

For these reasons, the City of Houston respectfully opposes S.B. 12.

Sincerely yours,

/s/Damon A. Crenshaw

Damon A. Crenshaw  
Chief, Neighborhood Services Section  
City of Houston Legal Department  
900 Bagby Street, 4th Floor  
Houston, Texas 77002  
Damon.Crenshaw@houstontx.gov  
832.393.6322



page 2

The spring season brings rain, warmer weather and sometimes, severe weather. Learn tips on how to stay safe when storms arrive in North Texas.



page 3

Irving voters can cast ballots for the City Council general election and the proposed charter amendments on May 6. Información en español en la página 3 y 4. Thông tin bằng tiếng Việt ở trang 3 và 4.



page 6

Free Wi-Fi is being installed at parks and recreation facilities across the city as part of the Smart Cities Initiative, "Irving Connects."

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# IRVING CITY Spectrum

APRIL 2023 / VOL 30 / NO 04

CityofIrving.org

**IRVING MUSIC on MAIN**

ENJOY LIVE MUSIC IN THE HEART OF DOWNTOWN IRVING!

Bring a lawn chair and blanket every Friday in April. Come early to eat dinner at a restaurant downtown or visit a food truck on-site.

HERITAGE PARK | 217 S. MAIN ST.

**FREE ADMISSION**

**FRIDAY NIGHTS AT 7 P.M.**

<b>APRIL 7</b> SQUEEZEBOX BANDITS Tejano and Country Mix	<b>APRIL 14</b> MIKE DONNELL Country	<b>APRIL 21</b> POO LIVE CREW '90s Cover Band	<b>APRIL 28</b> THE VINYL STRIPES Rock and Roll
--	--	---	---

IRVING TEXAS | IRVING HERITAGE DISTRICT | IRVINGEVENTS.ORG

**APPLY NOW FOR LIFEGUARD AND OTHER SEASONAL POSITIONS**

Calling all teens and young adults looking to earn extra cash this summer! The City of Irving is hiring lifeguards and other seasonal positions.

**Irving Parks and Recreation increased starting pay for a lifeguard to \$16.15 an hour.**

For those interested in a career in health care or emergency response, lifeguarding is perfect. Lifeguards are first aid, CPR and AED certified. There is a cost for certifications, but scholarships are available.

**IRVING LIFEGUARD HIRING EVENT**  
Saturday, April 15 | 11 a.m. to 1 p.m.  
North Lake Natatorium  
5001 N. MacArthur Blvd.

Now hiring ages 15 years and older. Certification fees will be waived during this event.

A position with the city is an excellent opportunity to learn and develop new skills and start building a professional resume. For more information, visit [CityofIrving.org/Lifeguard](http://CityofIrving.org/Lifeguard).

SCAN ME

## Save the Date: Fusion May 20

Celebrate the many cultures of Irving with music, dance and food. Take in a variety of eclectic live performances, enjoy a tasty treat from an array of food vendors, grab a beautiful henna tattoo or salsa around the Heritage Park stage at this event celebrating Irving's diverse community.

**Saturday, May 20 | Noon to 6 p.m.**  
Heritage Park | 217 S. Main St.



To learn more about events in Irving, visit [IrvingEvents.org](http://IrvingEvents.org).

## Is Your Roof Ready for Mother Nature?

Springtime in Texas — erratic weather is the norm and, if big storms hit, residents may find they need a new roof. Or maybe it is simply time to replace or upgrade the roof on your home. The City of Irving Inspections Department offers these tips when it is time for a new roof.

Research all contractors you are considering:

- Roofing contractors must register with the City of Irving. Call the Irving Inspections Department at (972) 721-2371 to confirm registration.
- Get multiple bids for the best quality and price.
- Check Better Business Bureau (BBB) ratings. Neighbor recommendations, insurance companies and online reviews also can provide good information.
- Get references from contractors and ask to see their work.
- Ask for proof of insurance or a surety bond. This may be required by your insurance company.
- Require detailed bids, including a time frame for completion, materials, haul-off costs, permits, etc.
- Make sure a company representative inspects your roof before providing a bid. A good roofing company should get up on the roof and check everything out



prior to giving you a bid, especially if storm damage is involved.

Do not forget to obtain a roofing permit, which will include a final inspection by City of Irving inspectors. The goal is to ensure the work is done properly and adheres to all local and state codes. This can save hassles later and may be required by your insurance company.

Residents can always ask Irving Inspections questions or request assistance. City of Irving's inspectors strive to provide great service for the community. Visit [CityofIrving.org/Inspections](http://CityofIrving.org/Inspections) for more information.

**FREE MULCH IN APRIL AT THE LANDFILL**

Irving residents can pick up free mulch at the Hunter Ferrell Landfill the entire month of April. Proof of residence is required; bring a driver's license or state ID card and water bill with a matching address.

**Tuesdays, Wednesdays & Thursdays**  
8 a.m. to 4 p.m.

**Saturdays**  
8 a.m. to noon  
Hunter Ferrell Landfill – Weigh Station  
110 E. Hunter Ferrell Road

Mulch is available in bulk, so transporting in pickup truck bed works well. Otherwise bring bags or containers to collect mulch. Staff will be on-site to assist if needed.

Call Solid Waste Services at (972) 721-8059 for any questions.





## Severe Thunderstorm Safety Tips

Did you know that severe thunderstorms can produce at least one-inch hail or wind gusts more than 58 miles per hour? Severe thunderstorms can occur any time of year, especially in the spring, and are common weather incidents in Irving.

### Watch vs. Warning

**Severe Thunderstorm Watch: Be Prepared**

- A severe thunderstorm is possible. Residents should stay weather aware and be ready to act if a severe thunderstorm warning is issued.

**Severe Thunderstorm Warning: Take Action**

- Severe storms are expected and may produce large hail. Additionally, damaging wind is occurring or will occur soon in and around the National Weather Service's warning boundaries.



### Actions of a Severe Storm: During and After

- If outdoors, immediately seek shelter and bring pets indoors.
- Listen to the local news or weather radio.
- Once the severe weather threat has ended, assess property for any damage.

### Prepare for Severe Weather

- Sign up for weather notifications and watch the local news for weather updates.
- Make a plan for the family that includes how to

communicate with each other, a shelter room/area of the home, evacuation route and emergency kit.

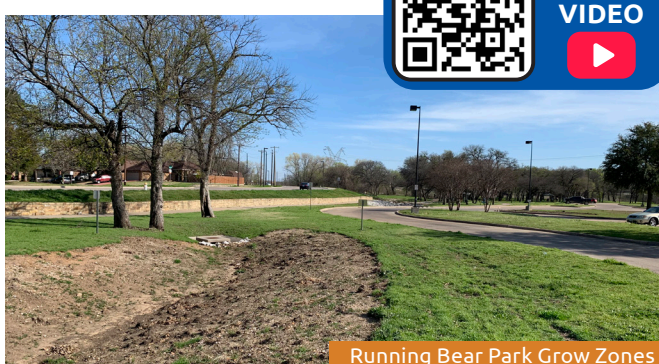
- Prepare the home by trimming trees and branches away from the house, close and place outdoor umbrellas under a sturdy structure, and check that windows and doors close properly.

The City of Irving's Office of Emergency Management encourages residents to be prepared and stay weather aware. For more weather preparedness resources, visit [Weather.gov/Safety](http://Weather.gov/Safety) or [Ready.Gov](http://Ready.Gov).

## City Launches Grow Zone Program

The City of Irving's Grow Zone program benefits the community and supports local wildlife habitats. Grow Zones are positioned near parks, streams, channels and drainage ways to help promote ecosystem services to both humans and urban wildlife, such as pollinators and migrating birds. Staff with Irving's Municipal Drainage Utility (MDU) and Parks and Recreation worked together to launch the program.

Staff designated 89 Grow Zones throughout the city. These areas will receive minimal mowing — only a few times a year, if at all. Allowing native plants and vegetation to grow freely encourages the infiltration of water into the ground and reduces erosion by better binding the soil together. Grow Zones also assist in improving air and water quality.



At Running Bear Park, seeded Grow Zones were created to restore the ecosystem. Residents are invited to visit the park to look at the Grow Zone and learn more about the many benefits of ecosystem restoration. For more information, visit [CityofIrving.org/Grow-Zones](http://CityofIrving.org/Grow-Zones).



Soul of America: A Tribute to Aretha Franklin April 14



The Irving Symphony Orchestra closes their season April 22 with Neil Diamond Tribute Act, Super Diamond

## Enjoy the Arts this April at Irving Arts Center

### UPCOMING PERFORMANCES

#### April 1 | A Midsummer's Night Dream

Presented by Ballet Ensemble of Texas  
2 p.m. | \$30-\$35

Under the artistic direction of Thom Clower, Ballet Ensemble of Texas performs the timeless tale of Shakespeare's "A Midsummer's Night Dream" with enchanting choreography.

#### April 2 | Brilliant Sunny Music

Presented by New Philharmonic Orchestra of Irving  
3:30 p.m. | \$10-\$20

It is sheer excitement with a stage full of Irving's best student musicians performing music that invokes brilliant, sunny spring days.

#### April 14 | Soul of America: A Tribute to Aretha Franklin

Presented by Irving Arts Center  
7:30 p.m. | \$27.50-\$42.50

This star-studded ensemble has performed and recorded with more than 40 Hall of Fame legends. Be transported back to a time when music made in the USA ruled the airwaves and dance floors worldwide.

#### April 14-16 | Wizard of Oz Youth Edition

Presented by The Highlands School  
\$18.50

Performance of the classical musical, "The Wizard of Oz."

#### April 15 | Jacob Cordover, Guitar

Presented by Las Colinas Symphony Orchestra  
7:30 p.m. | \$17-\$50

Guitarist Jacob Cordover performs with the orchestra.

#### April 20-22 | Alice in Wonderland

Presented by Momentum Dance Company  
7 p.m. | \$18.50-\$25

The ballet, under the artistic direction of Christina Pillion, presents "Alice in Wonderland."

#### April 22 | Super Diamond, The Music of Neil Diamond

Presented by Irving Symphony Orchestra  
7:30 p.m. | \$39-\$50

Sing along and dance the night away to Neil Diamond's greatest hits with Super Diamond. Do not miss the highly anticipated closing act to the Irving Symphony Orchestra's exceptional Diamond Anniversary season!

### YOUTH AND FAMILY PROGRAMS

#### April 6 | JumpstART Stories & Art: Clouds and Rainbows!

10 a.m. | Free

Hop into spring and slide down a rainbow. Colors, clouds and spring weather inspire this month's stories and art.

#### April 16 | Second Sunday Funday: Our Beautiful Earth + Teen Open Studio

1 to 4 p.m. | Free

Celebrate Earth Month with arts and crafts activities inspired by nature's beauty and learn about positive actions to protect the planet. Separate art studio time for teens will be held concurrently. Note: Set for the third Sunday of the month due to the Easter holiday.

#### April 1-May 6 | Saturday School: Printmaking

2 to 4 p.m. | Tuition: \$95 per 6-week session

This class for ages 6-10 offers a fun introduction to printmaking. Students will learn about the techniques, tools and materials used in printmaking, and create original designs to print on paper and cloth.

For more information about all activities planned, visit [IrvingArtsCenter.com](http://IrvingArtsCenter.com).

## IRVING'S ARBOR DAY CELEBRATION

Giveaway of free 3-gallon containerized trees, while supplies last.

The City of Irving is celebrating its 14th year as a Certified Tree City, USA. This year's Arbor Day celebration will be at Heritage Park.

Saturday, April 29 | 10 a.m. to 2 p.m.  
Heritage Park | 217 S. Main St.

The event will feature:

- Free Entertainment
- Tree Climbing
- Face Painting
- Food Vendors
- Photo Booth
- Commercial and Community Exhibits
- Tree Raffle

Learn why trees are so valuable to the community, and how healthy trees promote wellbeing and improve mental health. For more information, call (972) 721-2501. ■



## 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 of every month at 2 p.m.

#### Faces of the Southern Ocean: Wildlife Photography by J.J. L'Heureux Through April 29 | Courtyard Gallery

The work of photographer, painter, adventurer and naturalist J.J. L'Heureux is featured in this exhibition. Amazing photos from her travels in Antarctica reveal the penguins, seals and unique birds who make their home in the frozen landscape of the Southern Ocean.

#### Annual Exhibition of Irving ISD Student Artwork Through May 1 | Main and Focus Galleries

Middle School Exhibit through April 2  
High School artwork will be exhibited April 5-16  
Reception: April 11 | 6 to 7:30 p.m.  
High School Senior portfolio artwork will be exhibited April 21-May 1  
Reception: April 25 | 6 to 7:30 p.m.

#### Windows: Works by Mark Goad Through July 8 | Dupree Lobby Gallery

Mark Goad is an Irving native finding inspiration in the landscape of Texas, as well as a myriad of other subjects. He creates works of art through a most unique process — essentially painting with fiber pulp. The fiber literally becomes the medium and the canvas. In final form, the pieces are delicate, yet able to hold a weight of detail.

#### Jo Temming: Paintings Through July 29 | Carpenter Lobby Gallery

Jo Temming is an Asian-American artist that creates contemporary minimalist art ranging from small- to large-scale multipaneled works. Her objective is to eliminate the extraneous and reduce her art to the simplest form.

## Irving City Council General Election: May 6

The office of the Mayor and single-member district council places 3 and 5 are up for election. Early voting runs from April 24 - May 2, 2023. Irving voters will head to the polls on May 6, 2023. Any resident who is a registered voter may vote for office of the Mayor. Only registered voters living in the single-member district places 3 and 5 may vote for the candidate in their respective district. This year's candidates are listed below in ballot order.

### Office of the Mayor

Richard H. Stopfer (Unopposed – Elected)



Richard H. Stopfer

### Single-Member District Place 5 Candidates

Anthony Stanford  
Heather A. Stroup  
Jesse Koehler  
Matt Varble  
Mark Cronenwett

### Single-Member District Place 3 Candidates

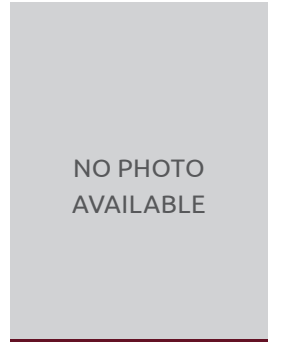
Mark Zeske  
Abdul Khabeer  
Paul Bertanzetti



Mark Zeske



Abdul Khabeer



NO PHOTO AVAILABLE

Paul Bertanzetti

### Early Voting Schedule

- April 24-29 | Monday-Saturday | 8 a.m. to 5 p.m.
- April 30 | Sunday | Noon to 6 p.m.
- May 1-2 | Monday & Tuesday | 7 a.m. to 7 p.m.

### Election Day Schedule

- May 6 | Saturday | 7 a.m. to 7 p.m.

### Early Voting and Election Day Polling Locations in Irving

- Irving City Hall | 825 W. Irving Blvd.
- Irving Arts Center | 3333 N. MacArthur Blvd.
- Valley Ranch Library | 401 Cimarron Trail

Residents of Dallas County may vote at any Dallas County Voting Polling location during Early Voting and on Election Day. A list of polling locations is available at [CityofIrving.org/Elections](http://CityofIrving.org/Elections).



Anthony Stanford



Heather A. Stroup



Jesse Koehler



Matt Varble



Mark Cronenwett

A district map, candidate information and other details are at [CityofIrving.org/Elections](http://CityofIrving.org/Elections). For more information, contact the City Secretary's Office at (972) 721-2493. ■

## Elecciones Generales del Concejo Municipal de la Ciudad de Irving: 6 de mayo

La oficina del Alcalde y Los Lugares 3 y 5 de los Distritos uninominales del Concejo Municipal están disponibles para las Elecciones Generales. La votación temprana se llevará a cabo desde el 24 de abril al 2 de mayo de 2023. Los votantes de la ciudad de Irving se dirigirán a las urnas de votación el 6 de mayo de 2023. Cualquier residente que este registrado como votante, puede elegir a su candidato para Alcalde. Solamente aquellos votantes inscritos/registrados y que vivan en los Distritos uninominales de la ciudad de Irving pueden votar por los Lugares 3 y 5, además pueden votar por un candidato en su Distrito Respective. Este año los candidatos postulados están listados en orden según la boleta de votación.

### Oficina del Alcalde

Richard H. Stopfer (Sin oposición – Elejido)

### Candidatos para el Lugar 3 del Distrito Uninomial

Mark Zeske  
Abdul Khabeer  
Paul Bertanzetti

### Candidatos para el Lugar 7 del Distrito Uninomial

Anthony Stanford  
Heather A. Stroup  
Jesse Koehler  
Matt Varble  
Mark Cronenwett

### Horario de la Votación Anticipada

- Del 24 al 29 de abril | De lunes a sábado | de 8 a.m. a 5 p.m.
- 30 de abril | sábado | de 12 p.m. a 6 p.m.
- 1 y 2 de mayo | lunes y martes | 7 a.m. a 7 p.m.

### Horario del día de Elecciones

- 6 de mayo | sábado | de 7 a.m a 7 p.m.

### Lugares de Votación Anticipada y Elecciones Regulares en Irving

- Irving City Hall, 825 W. Irving Blvd.
- Irving Arts Center, 3333 N. MacArthur Blvd.
- Valley Ranch Library, 401 Cimarron Trail

Los residentes del Condado de Dallas pueden votar en cualquier centro de votación localizado en el condado de Dallas durante la votación anticipada y en el día de las elecciones regulares. Una lista de centros de votación está disponible en la página web de la ciudad de Irving en: [CityofIrving.org/Elections](http://CityofIrving.org/Elections).

Un mapa del distrito, información de los candidatos y otros detalles se encuentran listados en la página web en [CityofIrving.org/Elections](http://CityofIrving.org/Elections). Para obtener más información, comuníquese con la oficina de la Secretaria Municipal al (972) 721-2493. ■

## Cuộc Tổng Tuyển Cử cho Nghị Viên Hội Đồng Thành Phố Irving: Ngày 6 Tháng 5

Văn phòng Thị Trường và các nghị viên vị trí số 3 và số 5 của khu vực một thành viên sẽ được bầu cử. Thời gian bỏ phiếu sớm diễn ra từ ngày 24 tháng 4 đến ngày 2 tháng 5 năm 2023. Các Cử Tri của Irving sẽ đi bỏ phiếu vào ngày 6 tháng 5 năm 2023. Bất kỳ cư dân nào là cử tri đã ghi danh đều có thể bỏ phiếu cho chức vụ Thị Trường. Chỉ những cử tri đã ghi danh hiện đang cư ngụ trong khu bầu cử cho một nghị viên vị trí số 3 và số 5 mới có thể bỏ phiếu cho ứng cử viên tương ứng trong khu vực của họ. Các ứng cử viên năm nay được liệt kê dưới đây theo thứ tự bỏ phiếu.

### Văn Phòng Thị Trường

Richard H. Stopfer (Ứng cử viên duy nhất – Được ứng cử)

### Các Ứng Cử Viên cho vị trí số 3 của khu vực một thành viên

Mark Zeske  
Abdul Khabeer  
Paul Bertanzetti

### Các Ứng Cử Viên cho vị trí số 5 của khu vực một thành viên

Anthony Stanford  
Heather A. Stroup  
Jesse Koehler  
Matt Varble  
Mark Cronenwett

### Lịch trình bỏ phiếu sớm

- Tháng Tư ngày 24-29 | Thứ Hai – Thứ Bảy | 8 giờ sáng – 5 giờ chiều
- Tháng Tư Ngày 30 | Chủ Nhật | 12 giờ trưa - 6 giờ chiều.
- Tháng Năm ngày 1-2 | Thứ Hai – Thứ Ba | 7 giờ sáng – 7 giờ tối.

### Lịch trình cho ngày bầu cử

- Tháng Năm ngày 6 | Thứ Bảy | 7 giờ sáng – 7 giờ tối.

### Địa điểm Bỏ Phiếu Sớm và Ngày Bầu Cử ở Irving

- Irving City Hall, 825 W. Irving Blvd.
- Irving Arts Center, 3333 N. MacArthur Blvd.
- Valley Ranch Library, 401 Cimarron Trail

Các cư dân của Quận Dallas có thể bỏ phiếu tại bất kỳ địa điểm bỏ phiếu nào của Quận Dallas trong thời hạn Bỏ Phiếu Sớm và vào Ngày Bầu Cử. Danh sách các địa điểm bỏ phiếu có tại [CityofIrving.org/Elections](http://CityofIrving.org/Elections).

Bản đồ khu vực, thông tin ứng cử viên và các chi tiết khác có tại [CityofIrving.org/Elections](http://CityofIrving.org/Elections). Để biết thêm chi tiết, hãy liên lạc với Văn Phòng Thư Ký Thành Phố theo số (972) 721-2493. ■

# Special Election Set for Proposed Home Rule Charter Amendments May 6

The City’s Charter establishes policies and procedures by which the city governs itself in accordance with state and federal laws. The City Council ordered the May charter election for voters to decide on the following proposed changes. The ballot language is listed below. For more information, call the City Secretary’s Office at (972) 721-2493.

**City of Irving Proposition A**

Shall Art. III, Sec. 18 and Art. IV, Sec. 18 of the Irving City Charter be amended to clarify and update the process for conveyances of real property owned by the city and franchises authorized by the city including allowing a franchise ordinance to be read and voted on at one (1) council meeting rather than at three (3) council meetings?

**City of Irving Proposition B**

Shall Art. IV, Sec. 3 of the Irving City Charter be amended to require the placement of a candidate for city council on the official ballot upon the filing of an application and a petition signed by qualified voters eligible to vote for the candidate equal to the minimum number of signatures required by state law and to clarify that a candidate shall not be placed on the official ballot if the candidate is term limited or otherwise ineligible pursuant to the Charter or state law?

**City of Irving Proposition C**

Shall Art. IV, Sec. 3 of the Irving City Charter be amended to require the city council, after the release of the federal decennial census, to review and, if appropriate, rearrange single member council districts to make all districts to be reasonably equal in population?

**City of Irving Proposition D**

Shall Art. IV, Sec. 8 of the Irving City Charter be amended to define a term of office and change term limits for members of the city council as being elected to three (3) full consecutive terms in the same position, and prohibiting a term-limited council member from being eligible to become a candidate for another position on the city council, except for mayor, for three and one-half (3 ½) years after being elected to a third full consecutive term?

**City of Irving Proposition E**

Shall Art. IV, Sec. 12 and Art. VIII, Sec. 3 of the Irving City Charter be amended to authorize the city manager, as the city’s chief executive, to sign contracts and other legal instruments on behalf of the city instead of the mayor when authorized by the city council and approved as to form by the city attorney?

**City of Irving Proposition F**

Shall Art. IV, Sec. 15-A of the Irving City Charter be amended to require the city council to set forth appropriate standards for lobbyists and review the code of ethics at least once every five (5) years after adoption of this amendment?

**City of Irving Proposition G**

Shall Art. VII, Sec. 1 of the Irving City Charter be amended to provide authority to issue economic development bonds for any purpose so long as not prohibited by state law?

**City of Irving Proposition H**

Shall Art. XI, Sec. 4 of the Irving City Charter be amended to increase the city secretary’s time for reviewing a voter-submitted petition relating to an initiative or referendum from ten (10) working days to twenty (20) working days?

**City of Irving Proposition I**

Shall the following provisions of Art. IV of the Irving City Charter be amended to delete and update election-related provisions preempted by state law and to remove unconstitutional and unlawful provisions:

- Art. IV, Sec. 3(a)** removes “shall not be in arrears in the payment of taxes or other liabilities due the city” which has been deemed to be unconstitutional.
- Art. IV, Sec. 5** deletes language that is preempted by state law and updates when the city council can call a meeting to canvass an election to be consistent with state law.
- Art. IV, Sec. 8(b)** removes “immediate forfeit” and replaces with “create a vacancy” for consistency with state law.
- Art. IV, Sec. 8-A** relating to a council member becoming a candidate for another office is deleted in its entirety because it is preempted by state law.
- Art. IV, Sec. 8-B** deletes “employee, etc.” in heading and “a city employee” and “employment” in section because it is preempted by state law and deemed unlawful.
- Art. IV, Sec. 9(a)** removes “mayor” and replaces with “city council” to be consistent with state law.
- Art. IV, Sec. 9(c)** relating to the procedure for conducting an election to fill a vacant office is deleted in its entirety because it is preempted by state law.
- Art. IV, Sec. 11-A** removes “automatically resign from the [office]” and replaces with “create a vacancy in that [office]” to be consistent with state law; and deletes other language preempted by state law.

**City of Irving Proposition J**

Shall the following provisions of Art. IV of the Irving City Charter be amended to correct non-substantive errors, such as misspellings and grammatical errors; to update language to be gender-neutral and for consistency with other Charter provisions; and to remove obsolete provisions:

- Art. IV, Sec. 1** removes “law making” and replaces with “lawmaking” to correct a typographical error.
- Art. IV, Sec. 2(a)** clarifies that mayor and at-large members of council are elected by the qualified voters of the entire city while council members in single-member districts are elected by the qualified voters in their respective districts, with other provisions of the Charter.
- Art. IV, Sec. 3(c)** referencing a superseded redistricting ordinance is deleted in its entirety because it is obsolete.
- Art. IV, Sec. 8(b)** removes “[member] of the city council” and replaces with “council [member]” for consistency with other provisions of the Charter.
- Art. IV, Sec. 9(a)** removes “exit” and replaces with “are created” to correct a typographical error; and adds “then” to clarify the grammar of the sentence.
- Art. IV, Sec. 9(b)** removes “[members] of the city council” and replaces with “council [member]” for consistency with other provision of the Charter.
- Art. IV, Sec. 11-A** removes “but” and replaces with “and” to clarify the grammar of the sentence.
- Art. IV, Sec. 15** is a gender-neutral change that removes “councilmen” from heading and replaces with “council members.”
- Art. IV, Sec. 17** removes “and” and replaces with a period and “Proposed ordinances or resolutions” to clarify the grammar of the sentence.
- Art. IV, Sec. 18** deletes language relating to emergency measures because it is obsolete.

## Elecciones Especiales para las Propuestas de Enmiendas a los Estatutos de la Ciudad de Irving el 6 de mayo

Los Estatutos de La Ciudad establecen políticas y procedimientos mediante los cuales la ciudad se gobierna a sí misma de acuerdo con las leyes estatales y federales. El Concejo Municipal ordenó la elección de Estatutos en mayo para que los votantes decidan sobre los siguientes cambios propuestos. El language de la boleta está listado a continuación. Para obtener más información, llame a la Oficina de la Secretaría Municipal al número (972) 721-2493.

**Ciudad de Irving Proposición A**

¿Deberá ser enmendado el Artículo III, Sección 18 y artículo IV, Sección 18 del Estatuto de la Ciudad de Irving para aclarar y actualizar el proceso para la transacción de bienes raíces y franquicias autorizadas que son propiedad de la de la ciudad de Irving, incluyendo permitir que una ordenanza de franquicia sea leída y votada en una (1) reunión del concejo en lugar de en tres (3) reuniones del concejo?

**Ciudad de Irving Proposición B**

¿Deberá ser enmendado el Artículo IV, Sección 3 del Estatuto de la Ciudad de Irving para requerir la colocación de un candidato para el concejo municipal en la boleta oficial tras la presentación de una solicitud y una petición firmada por votantes calificados elegibles para votar por el candidato, igual al número mínimo de firmas requeridas por la ley estatal y para aclarar que un candidato no será colocado en la boleta oficial si el candidato tiene un mandato limitado, o de otra manera no está elegible de acuerdo a la conformidad con el Estatuto de la Ciudad o la ley estatal?

**Ciudad de Irving Proposición C**

¿Deberá ser enmendado el Artículo IV, Sección 3 del Estatuto de la Ciudad de Irving para requerir que el concejo de la ciudad, después de la publicación del censo decenal federal, revise y, si corresponde, reorganice los distritos del concejo de un solo miembro para que todos los distritos sean razonablemente iguales en población.

**Ciudad de Irving Proposición D**

¿Deberá ser enmendado el Artículo IV, Sección 8 del Estatuto de la Ciudad de Irving para definir un término de mandato y cambiar los límites de mandato para los miembros del concejo de la ciudad como miembros electos para tres (3) términos consecutivos completos en la misma posición, y prohibir que un miembro del concejo de mandato limitado sea elegible para convertirse en candidato para otro puesto en el concejo de la ciudad, excepto para alcalde, por tres años y medio (3 1/2) después de ser elegido para un tercer mandato consecutivo completo?

**Ciudad de Irving Proposición E**

¿Deberá ser enmendado el Artículo IV, Sección 12 y Artículo VIII, Sección 3 del Estatuto de la Ciudad de Irving a autorizar al administrador de la ciudad, como jefe ejecutivo de la ciudad, a firmar contratos y otros instrumentos legales en nombre municipal en lugar del alcalde cuando lo autorice el concejo de la ciudad y lo apruebe el abogado de la ciudad?

**Ciudad de Irving Proposición F**

¿Deberá ser enmendado el Artículo IV, Sección 15-A del Estatuto de la Ciudad de Irving para exigir que el ayuntamiento establezca estándares apropiados para los cabilderos y revise el código de ética al menos una vez cada cinco (5) años después de la adopción de esta enmienda?

**Ciudad de Irving Proposición G**

¿Deberá ser enmendado el Artículo VII, Sección 1 del Estatuto de la Ciudad de Irving para proporcionar autoridad para emitir bonos de desarrollo económico para cualquier propósito, siempre y cuando no esté prohibido por la ley estatal?

**Ciudad de Irving Proposición H**

¿Deberá ser enmendado el Artículo XI, Sección 4 del Estatuto de la Ciudad de Irving para aumentar el tiempo de la Secretaria de la ciudad para revisar una petición presentada por el votante relacionada con una iniciativa o referéndum de diez (10) días hábiles a veinte (20) días hábiles?

**Proposición I de la Ciudad de Irving**

¿Deberán ser enmendadas las siguientes cláusulas del Artículo IV del Estatuto de la Ciudad de Irving para eliminar y actualizar las cláusulas relacionadas con las elecciones que prevalecen sobre la ley estatal y para eliminar las cláusulas inconstitucionales e ilegales:

- Artículo IV, Sección 3(a)** eliminar "no estará atrasado en el pago de impuestos u otras obligaciones de la ciudad" que se ha considerado inconstitucional.
- Artículo IV, Sección 5** eliminar el lenguaje que es reemplazado por la ley estatal y actualiza cuándo el concejo municipal puede convocar una reunión para solicitar una elección que sea consistente con la ley estatal.
- Artículo IV, Sección 8(b)** elimina la "pérdida inmediata" y la reemplaza con "crear una vacante" par ser consistente con la ley estatal.
- Artículo IV, Sección 8-A** relacionada con un miembro del concejo que se convierte en candidato para otro cargo oficial se elimina en su totalidad porque está precedido por la ley estatal.
- Artículo IV, Sección 8-B** elimina "empleado, etc." en el encabezado y "un empleado de la ciudad" y "empleo" en la sección porque está precedido por la ley estatal y se considera ilegal.
- Artículo IV, Sección 9(a)** elimina "alcalde" y reemplaza con "concejo municipal" para ser consistente con la ley estatal.
- Artículo IV, Sección 9(c)** relacionada con el procedimiento para llevar a cabo una elección para llenar un cargo vacante se elimina en su totalidad porque está precedida por la ley estatal.
- Artículo IV, Sección 11-A** elimina "renunciar automáticamente al [cargo oficial]" y reemplaza con "crear una vacante en ese [cargo oficial]" para ser consistente con la ley estatal; y elimina otro lenguaje que prevalece sobre la ley estatal.

**Ciudad de Irving Proposición J**

¿Deberán ser enmendadas las siguientes cláusulas del Artíclo IV del Estatuto de la Ciudad de Irving para corregir errores no sustantivos, como faltas de ortografía y errores gramaticales; actualizar el lenguaje para que sea neutral en cuanto al género y para que sea coherente con otras cláusulas de la Carta; y eliminar cláusulas obsoletas:

- Artículo IV, Sección 1** elimina "elaboración de leyes" y reemplaza por "elaboración de leyes" para corregir un error mecanográfico.
- Artículo IV, Sección 2(a)** aclara que el alcalde y los miembros generales del concejo son elegidos por los votantes calificados de toda la ciudad, mientras que los miembros del concejo en distritos uninominales son elegidos por los votantes calificados en sus respectivos distritos, de conformidad con otras cláusulas del Estatuto de la Ciudad.
- Artículo IV, Sección 3(c)** hace referencia a una ordenanza reemplazada de redistribución de distritos se elimina en su totalidad porque es obsoleta.
- Artículo IV, Sección 8(b)** elimina "[miembro] del concejo de la ciudad" y lo reemplaza con "concejo [miembro]" por consistencia con otras cláusulas del Estatuto de la Ciudad.
- Artículo IV, Sección 9(a)** elimina "salir" y reemplaza por "se crean" para corregir un error mecanográfico; y agrega "entonces" para aclarar la gramática de la oración.
- Artículo IV, Sección 9(b)** elimina "[miembros] del concejo de la ciudad" y lo reemplaza por "concejo [miembro]" por consistencia con otra cláusula del Estatuto de la Ciudad.
- Artículo IV, Sección 11-A** elimina "pero" y reemplaza con "y" para aclarar la gramática de la oración.
- Artículo IV, Sección 15** es un cambio neutral en cuanto al género que elimina a los "concejales" del encabezado y los reemplaza por "miembros del concejo".
- Artículo IV, Sección 17** elimina "y" y lo reemplaza con un punto y "Propuestas de Ordenanzas o resoluciones" para aclarar la gramática de la oración.
- Artículo IV, Sección 18**, elimina el texto relativo a las medidas de emergencia porque es obsoleto.

## Bầu Cử Đặc Biệt Dành Cho Nội Quy Để Sửa Đổi Quy Tắc Của Các Điều Lệ Ngày 6 Tháng 5

Điều Lệ Thành Phố đặt ra các chính sách và thủ tục theo đó Thành Phố sẽ tự quản lý theo luật của tiểu bang và liên bang. Các Nghị Viên Hội Đồng Thành Phố đã ra lệnh tổ chức cuộc bầu cử hiến chương tháng 5 để các cử tri quyết định về những thay đổi được đề xuất sau đây. Ngôn ngữ trên lá phiếu sẽ được liệt kê sau đây. Để biết thêm thông tin, xin vui lòng gọi cho Văn Phòng Thư Ký Thành Phố theo số (972) 721-2493.

**Dự Luật A của Thành Phố Irving**

Điều lệ III, phần 18 và Điều lệ III, phần 18 trong Điều lệ của Thành Phố Irving sẽ được sửa đổi để làm rõ và cập nhật quy trình chuyển nhượng tài sản thực do thành phố và nhượng quyền thương mại ủy quyền cho phép một sắc lệnh nhượng quyền được đọc và bỏ phiếu tại một (1) cuộc họp hội đồng thay vì tại ba (3) cuộc họp hội đồng?

**Dự Luật B của Thành Phố Irving**

Điều lệ IV, phần 3 của Hiến Chương Thành Phố Irving sẽ được sửa đổi để yêu cầu đặt một ứng cử viên cho Hội Đồng Thành Phố về lá phiếu chính thức khi nộp đơn đăng ký và một bản kiến nghị được ký bởi các cử tri đủ điều kiện để bỏ phiếu cho ứng cử viên bằng với số lượng chữ ký tối thiểu theo yêu cầu của luật pháp tiểu bang và để làm rõ rằng một ứng cử viên sẽ không được đưa vào lá phiếu chính thức nếu ứng cử viên bị hạn chế hoặc không đủ điều kiện theo điều lệ hoặc luật pháp tiểu bang?

**Dự Luật C của Thành Phố Irving**

Điều lệ IV, phần 3 của Hiến Chương Thành Phố Irving sẽ được sửa đổi để yêu cầu Hội Đồng Thành Phố, sau khi phát hành điều tra dân số liên bang, để xem xét và, nếu thích hợp, sắp xếp lại các quận cơ duy nhất một thành viên Hội Đồng để làm cho tất cả các quận trở nên quân bình hợp lý với số dân cư?

**Dự Luật D của Thành Phố Irving**

Điều lệ IV, phần 8 trong Điều lệ của Thành Phố Irving sẽ được sửa đổi để xác định thời hạn và thay đổi giới hạn thời hạn đối với các thành viên của Hội Đồng Thành Phố là được đưa vào ba (3) nhiệm kỳ liên tiếp ở cùng một vị trí, và cấm một thành viên hội đồng hạn chế hạn đủ điều kiện để trở thành ứng cử viên cho một vị trí khác trong Hội Đồng Thành Phố, ngoại trừ chức vụ Thị Trưởng, trong ba năm rưỡi (3 ½) năm sau khi được bầu vào một nhiệm kỳ thứ ba liên tiếp?

**Dự Luật E của Thành Phố Irving**

Điều lệ IV, phần 12 và Điều lệ VIII, phần 3 của Hiến Chương Thành Phố Irving sẽ được sửa đổi để ủy quyền cho người quản lý thành phố, với tư cách là giám đốc điều hành của thành phố, để ký hợp đồng và các công cụ pháp lý khác thay mặt cho thành phố thay vì thị trưởng khi được Hội Đồng Thành Phố ủy quyền và được thành phố phê duyệt để hình thành bởi Luật Sư của thành phố?

**Dự Luật F của Thành Phố Irving**

Điều lệ IV, phần 15-A của Hiến Chương Thành Phố Irving sẽ được sửa đổi để yêu cầu Hội Đồng Thành Phố đưa ra các tiêu chuẩn phù hợp cho người vận động hành lang và xem xét các Quy Tắc Đạo Đức ít nhất một lần mỗi năm (5) năm sau khi áp dụng sửa đổi này?

**Dự Luật G của Thành Phố Irving**

Điều lệ VII, phần 1 của Hiến Chương Thành Phố Irving sẽ được sửa đổi để cung cấp thẩm quyền để ban hành trái phiếu phát triển kinh tế cho bất kỳ mục đích nào miễn là không bị cấm bởi luật pháp tiểu bang?

**Dự Luật H của Thành Phố Irving**

Điều lệ XI, phần 4 của Hiến Chương Thành Phố Irving sẽ được sửa đổi để tăng thời gian của Bí Thư Thành Phố để xem xét một bản kiến nghị do cử tri cung cấp liên quan đến một sáng kiến hoặc trưng cầu dân ý từ mười (10) ngày làm việc lên hai mươi (20) ngày làm việc?

**Dự Luật I của Thành Phố Irving**

Các quy định sau đây của Điều lệ IV trong Hiến Chương Thành Phố Irving sẽ được sửa đổi để xóa và cập nhật các điều khoản liên quan đến bầu cử được luật pháp tiểu bang ưu tiên và loại bỏ các điều khoản vi hiến và bất hợp pháp:

- Điều lệ IV, phần 3(a)** loại bỏ “các khoản nợ sẽ không bị truy thu trong việc thanh toán thuế hoặc khoản phí nợ khác mà thành phố” đã được coi là vi hiến.
- Điều lệ IV, phần 5** xóa ngôn ngữ được luật pháp tiểu bang ưu tiên và cập nhật khi Hội Đồng Thành Phố có thể gọi một cuộc họp để thảo luận một cuộc bầu cử để phù hợp với luật pháp tiểu bang.
- Điều lệ IV, phần 8 (b)** loại bỏ “lập tức bị tịch thu” và thay thế bằng “tạo ra một vị trí tuyển dụng” để phù hợp với luật pháp tiểu bang.
- Điều lệ IV, phần 8-A** liên quan đến một thành viên hội đồng trở thành ứng cử viên cho một văn phòng khác bị xóa toàn bộ vì nó được luật pháp tiểu bang ưu tiên.
- Điều lệ IV, phần 8-B** xóa “nhân viên, v.v.” trong tiêu đề và “một nhân viên thành phố” và “việc làm” trong phần vì nó được luật pháp tiểu bang ưu tiên và được coi là bất hợp pháp.
- Điều lệ IV, phần 9(a)**, phần 9(a) loại bỏ “thị trưởng” và thay thế với “Hội Đồng Thành Phố” để phù hợp với luật pháp tiểu bang.
- Điều lệ IV, phần 9(c)** liên quan đến thủ tục tiến hành một cuộc bầu cử để bỏ nhiệm một văn phòng bỏ trống bị xóa toàn bộ vì nó được luật pháp tiểu bang ưu tiên.
- Điều lệ IV, phần 11-A** loại bỏ “tự động từ chức khỏi [văn phòng]” và thay với “tạo ra một vị trí tuyển dụng trong [văn phòng]” để phù hợp với luật pháp tiểu bang; và xóa ngôn ngữ khác được luật pháp tiểu bang ưu tiên.

**Dự Luật J của Thành Phố Irving**

Các quy định sau đây của Điều lệ IV trong Hiến Chương Thành Phố Irving sẽ được sửa đổi để sửa lỗi không trực tiếp, chẳng hạn như lỗi chính tả và lỗi ngữ pháp; để cập nhật ngôn ngữ cho trung lập về giới tính và để thống nhất với các điều khoản điều lệ khác; và để loại bỏ các điều khoản lỗi thời:

- Điều lệ IV, phần 1** loại bỏ “người làm luật” và thay thế bằng “luật lập pháp” để khắc phục lỗi đánh máy.
- Điều lệ IV, phần 2(a)** làm rõ rằng Thị Trưởng và các Nghị Viên khu tự do của Hội Đồng được bầu bởi các phiếu bầu đủ điều kiện của toàn thành phố trong khi các Nghị Viên ở các quận với một thành viên được bầu bởi các cử tri đủ điều kiện trong cả quận tương ứng của họ, phù hợp với các điều khoản khác của điều lệ.
- Điều lệ IV, phần 3(c)** tham chiếu một sắc lệnh tái phân phối thay thế bị xóa toàn bộ vì nó lỗi thời.
- Điều lệ IV, phần 8(b)** loại bỏ “[Nghị viên] của hội đồng thành phố” và thay thế bằng “Hội Đồng [Nghị Viên], vì sự nhất quán với các điều khoản khác của Hiến Chương.
- Điều lệ IV, phần 9(a)** loại bỏ “lời ra” và thay thế bằng “cách được tạo ra” để sửa lỗi cho lỗi đánh máy; và thêm vào đó, “sau đó”, để làm rõ ngữ pháp của câu.
- Điều lệ IV, phần 9(b)** loại bỏ “[Nghị viên] của hội đồng thành phố” và thay thế bằng “Hội Đồng [Nghị Viên], vì sự nhất quán với các điều khoản khác của Hiến Chương.
- Điều lệ IV, phần 11-A** xóa bỏ “nhưng” và thay thế với “và” để làm rõ ngữ pháp của câu.
- Điều lệ IV, phần 15** là một sự thay đổi trung lập về giới tính giúp loại bỏ “nghị viên” trong tiêu đề và thay thế với “các nghị viên”.
- Điều lệ IV, phần 17** xóa bỏ “và” và thay thế với dấu chấm và “Đề xuất cho điều lệ hoặc quy tắc” để làm rõ ngữ pháp của câu.
- Điều lệ IV, phần 18** xóa ngôn ngữ liên quan đến các biện pháp khẩn cấp vì nó đã lỗi thời.

# Parks and Recreation Activities

## Cimarron Park Recreation Center

201 Red River Trail | (972) 910-0702

- **April 7 | Irving Teen Summit**  
6:30 to 8:30 p.m. | Ages 12-17 | Free  
Teens will enjoy different games, educational seminars and more.
- **Thursdays | Tennis Skills**  
4 to 5:15 p.m. | Ages 12-15 | \$25  
Players will learn the fundamentals through various drills and games.

## Georgia Farrow Recreation Center

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

- **April 7 | TYE DYE Eggstravaganza**  
6:30 to 8 p.m. | All Ages | \$5  
Learn new ways to decorate and design an assortment of colored eggs for Easter.

## Heritage Senior Center

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

- **April 22 | Parking Lot Sale**  
8 a.m. to 1 p.m. | Ages 18+ | Free  
Celebrate Earth Day by shopping at the annual parking lot sale and help promote reduce, reuse and recycle.
- **April 27 | Choctaw Casino Trip**  
7 a.m. to 6 p.m. | Ages 50+ | \$20 members  
Join this trip to Choctaw Casino. Transportation is provided. Participant is responsible for all spending money while on the trip including meals.

## Mustang Park Recreation Center

2223 Kinwest Parkway | (972) 556-1334

- **April 26 | Homeschool Karaoke**  
10 to 11:30 a.m. | Grades 1-8 | IPAR Card  
Homeschool students can register for some karaoke fun to sing along to favorite hits.



- **Wednesdays | Volunteer Program**  
6:30 to 8 p.m. | Ages 13-18 | IPAR Card  
Irving Gives Back is a teen program providing various opportunities to give back to the community and earn volunteer credit hours. This is a two-day program; participants must attend Wednesday's class in order to participate in Saturday's activity.
- **Fridays | E-Sports**  
4 to 5 p.m. | Ages 6-14 | IPAR Card  
There is only one way to become a CHAMP in the video game e-sports program to - sign up and compete! Members will compete in a variety of video games across all gaming platforms.

## Northwest Park Recreation Center

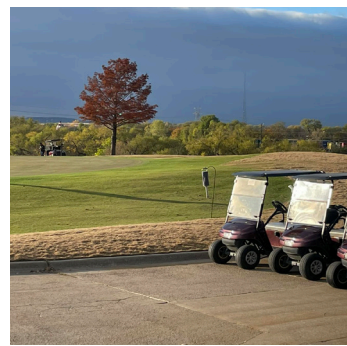
2800 Cheyenne St. | (972) 721-2529

- **Fridays | Homeschool Basic Fishing**  
1 to 2:30 p.m. | Ages 6-14 | \$5  
This class gives students a chance to learn basic fishing skills and enjoy a great outdoor hobby.
- **April 21 | Pottery Painting**  
5:30 to 8:30 p.m. | All ages | \$5+  
Paint pottery for a friend or yourself. Children ages 8 years and younger must be accompanied by an adult. Staff will glaze and fire the pottery.

# Irving Golf Club Ready for Spring

Located off the West Fork of the Trinity River and overlooking the Dallas Skyline, the Irving Golf Club at 2000 E. Shady Grove Road features:

- 18 Hole, Par 71 course
- The Hideout Bar & Grill and a golf shop
- Special Irving resident rates

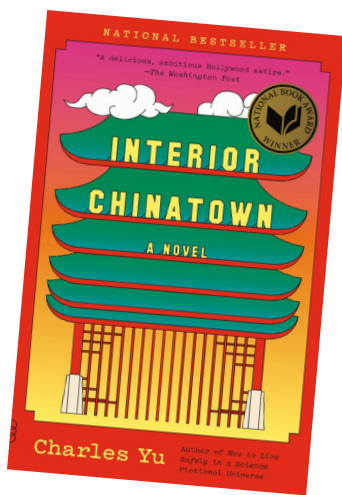


Follow @IrvingGolfClub on Facebook or visit [IrvingGolfClub.org](http://IrvingGolfClub.org) for more information. ■

# NEA Big Read, MiY Zones & Library Programs

## NEA BIG READ PROGRAM SERIES

This year's National Endowment for the Arts (NEA) Big Read selection for Irving Public Library is "Interior Chinatown" by Charles Yu, with events planned at all locations from April 10-May 13. The program series in Irving is sponsored by the Friends of Irving Public Library.



**NATIONAL ENDOWMENT for the ARTS BIG READ**  
NEA Big Read is a program of the National Endowment for the Arts in partnership with Arts Midwest.

Visit [CityofIrving.org/Library](http://CityofIrving.org/Library) for additional information and a complete schedule of programs, including the events below:

- **April 10 | Chinese Lion Dance** | All ages  
4:30 p.m. | Valley Ranch Library  
This performance by the J.K. Wong Academy features traditional arts.
- **April 15 | Exterior Chinatown Program Kickoff** | All ages  
11 a.m. to 2 p.m. | Heritage Park | 217 S. Main St.  
This party sets the scene for the NEA Big Read 2023, and includes cultural performances, crafts, free copies of the book and more.

## Family Story Time and Crafts | All ages

- **April 20** | 7 p.m. | West Irving Library
- **April 21** | 11 a.m. | West Irving Library  
Families are invited to themed story time sessions, followed by a paper plate dragon mask craft.
- **April 22 | Little Chinatown** | Adults  
2 p.m. | South Irving Library  
Learn about tea ceremonies and watch a calligraphy presentation.
- **April 29 | Little Chinatown** | Adults  
10 a.m. | West Irving Library  
Watch a Kung Fu demonstration and learn about screenwriting.

## APRIL SCHEDULE AND PROGRAMS

Each library location offers free programs and activities for all ages and interests. Visit the online calendar at [CityofIrving.org/Library](http://CityofIrving.org/Library) for more information. In addition, the online library is always open by visiting the website and social media.

Contact (972) 721-2440 for information about MiY Zone Makerspace program registration requirements. This project is made possible by a grant from the U.S. Institute of Museum and Library Services (Texas State Library and Archives Commission, Grant #LS-249990-OLS-21)\* (2021)

- **April 1-30 | A Poem a Day** | Adults  
During National Poetry Month, South Irving Library features poets and poems. Pick up an entry form at the service desk, share a favorite or original poem.
- **Adulting 101** | Teens  
6 p.m. | Valley Ranch Library
- **April 25** | Personal Finance
- **April 11** | Automotive Smarts  
In this multipart program series, teens learn practical skills to build positive habits for daily life.
- **April 12 | MiY West: Make it New** | Adults  
2 p.m. | West Irving Library  
Learn how to convert VHS tapes, cassettes, floppy disks and other technology from previous eras to new formats in this MiY Digitizing Lab program.
- **April 29 | El Día de los Niños Celebration** | All ages  
2 p.m. | South Irving Library  
Celebrate World Children's Day with live music by the Travis Middle School Mariachi Band, face painting, balloon art, crafts and refreshments.



## IRVING INDOOR AQUATIC ACTIVITIES

### Indoor Pool Open Swim Hours

#### Heritage Aquatic Center (HAC)

200 S. Jefferson St., (972) 721-7310

- Monday, Wednesday, Friday | 7:30 a.m. to 12:15 p.m.
- Tuesday, Wednesday, Thursday | 5 to 8:30 p.m.
- Saturday | 1 to 5 p.m.

#### North Lake Natatorium (NLN)

5001 N. MacArthur Blvd., (972) 756-0860

- Monday, Wednesday, Friday | 5 to 9 p.m.
- Tuesday, Thursday | 11:30 a.m. to 2 p.m.
- Saturday | noon to 4 p.m.

Register online at [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec) for any of the following aquatic activities and others.

### Aqua Sunrise Aerobics | Tuesday & Thursday

**April 4-27** | 7 to 7:45 a.m. | 18+ | \$2 | NLN

An early morning aerobics class as the sun comes up over the pool. A low-impact class performed in shallow water designed to improve joint stability, coordination, heart health and strength.



### Night Steppers Water Aerobics | Tuesday, Wednesday & Thursday

**April 1-30** | 6:30 to 7:15 p.m. | 18+ | \$2 | HAC

This upbeat evening class increases strength, endurance and flexibility.

### Power H2O

**April 1, 8, 15, 22, 29** | 10 to 10:45 a.m. | 18+ | \$2 | NLN

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

### Guard Ready

**April 1, 8, 15, 22, 29** | noon to 2 p.m. | 14+ | Free | NLN

Get lifeguard ready by working with an instructor to improve swimming skills. All participants are eligible to attend an Irving Lifeguard Certification class once they have passed the pretests.

### Senior Pep Water Aerobics | Monday, Wednesday & Friday

**April 3-28** | 8:30 to 9:15 a.m. | 18+ | \$2 | HAC

Add a little pep to a workout routine by joining this upbeat morning class to increase strength, endurance and flexibility.

### Women Only Swim

**April 4** | 5 to 8 p.m. | 18 & older | \$3 | NLN

Mothers, daughters, aunts and grandmothers of all ages can enjoy an evening of swimming.

### AquaStars

**April 8** | 11 a.m. to 1 p.m. | Under 18 | HAC

This program is custom-designed for children with special needs, ages 18 and under. Participants must be accompanied by an adult. AquaStars provides special needs children with an opportunity to experience water play.



## MANGO LANGUAGES

Mango offers online instruction and progress tracking for 71 languages through video, audio, flash card formats and more.



Language is an Adventure

MANGO

Visit [CityofIrving.org/2119/Languages](http://CityofIrving.org/2119/Languages) to get started. ■

### SMALL BUSINESS BLITZ RETURNS MAY 8-12

The Irving Economic Development Partnership (IEDP) will host the Fourth Annual Small Business Blitz during Small Business Week May 8-12. This year's week-long event kicks off at Irving City Hall, 825 W. Irving Blvd., and culminates with a resource fair at the Toyota Music Factory, 316 W. Las Colinas Blvd.

Anyone interested in volunteering or businesses who would like to receive a visit should contact [economicdevelopment@irvingchamber.com](mailto:economicdevelopment@irvingchamber.com) or (214) 217-8484. ■



### KIDS ROCK THE BLOCK SHARE COMMUNITY RESOURCES

The Irving Police Department (IPD), Family Advocacy Center and Irving Police Athletic League (PAL) will host the second annual Kids Rock the Block event Friday, April 28, from 5 to 7 p.m. at the Irving PAL, 1007 N. O'Connor Road.



The annual block party is free and showcases the technology and tools the Police Department uses to keep Irving kids and the community safe. This year, guests can tour IPD's tactical vehicle and watch a drone in action.

Kids are invited to try out their Nerf skills against IPD detectives and walk through the new PAL facility, as well as watch a demo of PAL's boxing program.

The event will have bounce houses, face painting and a petting zoo. Additionally, families can learn about city summer programs at the Irving Public Library, Parks and Recreation and local nonprofits.

Follow @IrvingPD on social media for event details or visit [CityofIrving.org](http://CityofIrving.org).

Scan to learn more about PAL's new building. ■



## Citywide Wi-Fi Installation Project Now Underway



By the end of 2023, free Wi-Fi will be available at Levy Event Plaza, Williams Square, West Park, Lively Pointe Youth Center and Senter Park Recreation Center. The city has future plans to extend Wi-Fi capability at additional facilities

overtime. The Wi-Fi Installation Project is a joint effort of the City of Irving Parks and Recreation and Information Technology departments with assistance from Capital Improvements and is part of the city's Smart Cities Initiative, "Irving Connects."

Fast, accessible connectivity has been growing in demand, and the new Wi-Fi locations are an additional service for residents and visitors at parks and recreation facilities in Irving. Wi-Fi availability benefits everyone, including public safety officials during times of high-volume use. The Irving Police and Fire Departments will be better equipped to monitor large citywide special events without competing for network bandwidth with residents and visitors who are trying to share their experience on social media using a cellphone or tablet.

The project kicked off last year with Williams Square, which is now fully activated. Levy Event Plaza's Wi-Fi is nearing completion while West Park/Georgia Farrow, West Irving Aquatic Center, Lively Pointe Youth Center and Senter Park recreation centers will be completed later this year. Heritage Park is expected to come online



Installation at West Irving Aquatic Center

later this year once funding is secured.

Both Williams Square and Levy Event Plaza were funded through Tax Increment Financing, while the remainder of the parks were funded through Community Development Block Grants and American Rescue Plan Act funds.

The added Wi-Fi will enhance the user experience during special events and for those visiting city facilities.



Visit [CityofIrving.org/IrvingInvests](http://CityofIrving.org/IrvingInvests) for more information on the city's ongoing infrastructure initiatives. ■

## Conserve Water Today, For Tomorrow



In 2022, Irving residents used 13.5 billion gallons of water, the highest annual consumption ever, according to Irving Water Utilities. On average, one Irving resident uses about 84 gallons of water per day. It is critically important for residents to conserve water in any way they can.

Water Utilities recommends residents check irrigation systems and schedules to fix any issues and prevent overwatering. Also, residents can practice water conservation every day by creating simple habits, including shutting off the faucet while brushing teeth or taking shorter showers. To learn more about water conservation, visit [CityofIrving.org/SaveWater](http://CityofIrving.org/SaveWater). ■



## Let Solid Waste Services Help with Spring Cleaning

**May 5 | Household Document Shredding, Electronics & Recycling | 10 a.m. to 2 p.m.**  
Las Colinas Service Center | 5964 Riverside Drive

Document shredding has a two-box limit. This event is for Irving residents only, and proof of residency is required. Materials from businesses will not be accepted. Note, CRT monitors or televisions are no longer accepted.



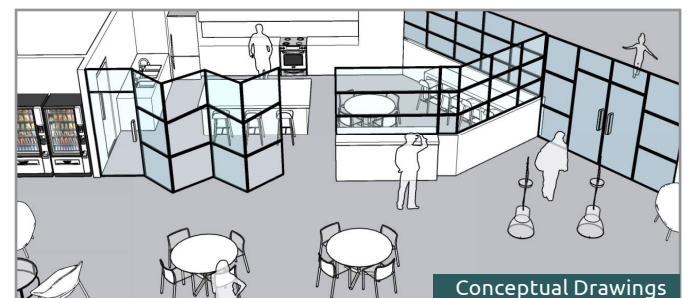
The event is scheduled from 10 a.m. to 2 p.m., or until the truck reaches capacity.

**May 6 | Free Landfill Saturday | 7 a.m. to 5 p.m.**  
Hunter Ferrell Landfill | 110 E. Hunter Ferrell Road

Irving residents have access to free drop off of limited items at the landfill. To access the landfill for free, residents must provide identification (driver's license, state identification card, etc.) and a water bill with a matching address.

Items accepted free of charge are household trash and bulky items, including appliances and furniture. Items accepted free of charge, if not contaminated, include loose leaves and grass clippings, clean brush, recyclable materials, dirt, brick, gravel, etc. Standard landfill fees apply for construction and demolition debris.

For more information, call Solid Waste Services at (972) 721-2232. ■



Conceptual Drawings

## Teens to Get Updated Youth Center

On Feb. 23, the Irving City Council approved a \$764,993 renovation project that will add new amenities for teens using Lively Pointe Youth Center, 909 N. O'Connor Road. The project is funded from park bonds approved by residents in the 2006 bond election and federal Community Development Block Grant (CDBG) funds.

Currently, Lively Pointe is closed for renovations and is expected to reopen in the fall.

### Teaching Kitchen

The kitchen and café area of the center will be transformed into a full teaching kitchen, including cameras to demonstrate cooking techniques. The expansion of the kitchen means staff can serve a bigger audience and large groups.

Pantry space will be expanded, and the kitchen will receive commercial-grade appliances, such as a stove, dishwasher and microwave.

### Sound Studio

The sound studio will give the community's teens a place to create recorded works, such as music and podcasts, in a professional soundproof studio. The studio installation is funded through the CDBG program.

In addition to the new kitchen and sound studio, an additional office will be constructed for staff to continue serving the city's middle and high school students, as well as special needs residents, with specialized programs. ■



## PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST April 2023

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

MULTIFAMILY									
#	PROJECT	LOCATION	DESCRIPTION & TOTAL UNITS	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Amenity Center	7500 E. Valley Ranch	Amenity Ctr - N/A	2,110 SF	\$633,000	Permit Pending	3/3/2020	C-FB	Mar-20
2	4-Plex	818-824 Bluebird Dr.	Apts - 4 units	5,436 SF	\$640,000	Permit Pending	2/7/2022	Irving	Mar-22
3	Woodwind Apts. (3 Bldgs)	3811-3831 Pleasant Run Rd.	Apts - 66 units	91,856 SF	\$12,000,000	Permit Pending	10/24/2022	Irving	Dec-22
4	Rosewood Las Colinas	4955 Fuller Dr.	Apts - 370 units	655,292 SF	\$68,000,000	Permit Pending	1/11/2023	Irving	Feb-23
5	Villa Valencia 4plex	311 Rolston Rd.	Apts - 4 units	3,270 SF	\$400,000	Permit Pending	1/12/2023	Irving	Feb-23
6	Brownstones Bldg. 10	101 Decker Dr.	Apts - 2 units	6,637 SF	\$597,000	Permit Pending	1/23/2023	Irving	Feb-23

OFFICE									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	2 Office Bldgs	1307 N. Belt Line Rd	Office	2,400 SF 4,000	\$1,400,000	Permit Pending	8/3/2021	Irving	Oct-21
2	Frost Bank	7460 N. S H 161	Bank	5,370 SF	\$5,300,000	Permit Pending	12/2/2022	C-FB	Jan-23
3	Wells Fargo Office	401 W Las Colinas Blvd	Office	858,204 SF	\$239,000,000	Permit Issued	12/13/2022	Irving	Mar-23
4	Wells Fargo Parking Garage	451 Promenade Pkwy	Parking Garage	1,257,208 SF	\$53,100,000	Permit Pending	12/13/2022	Irving	Jan-23
5	Shell Bldg.	2671 N. SH 161	Office	54,351 SF	\$7,000,000	Permit Pending	1/27/2023	Irving	Feb-23
6	Shell Bldg.	610 N. Britain Rd.	Office	6236 SF	\$988,000	Permit Pending	2/13/2023	Irving	Mar-23
7	Liberty Demolition Addn.	6000 Valley View Ln.	Office	7132 SF	\$1,500,000	Permit Pending	3/2/2023	C-FB	Mar-23

WAREHOUSING/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Ofc/warehouse Shell Bldg	1717 W Walnut Hill Ln	Warehouse	20,523 SF	\$1,500,000	Permit Approved	4/7/2021	C-FB	May-22
2	Real Network Services	4951 Valley Ridge	Warehouse	45,448 SF	\$2,500,000	Permit Pending	8/31/2021	Irving	Sep-21
3	Shell Bldg.	4600 W. Royal Ln.	Warehouse	75,596 SF	\$5,700,000	Permit Issued	12/29/2021	Irving	Apr-23
4	SafStor	3451 N. Country Club	Self Storage	102,075 SF	\$8,715,680	Permit Pending	3/14/2022	Irving	Apr-22
5	Shell Bldg.	3615 Block Dr.	Warehouse	98,874 SF	\$6,000,000	Permit Pending	5/11/2022	Irving	Jun-22
6	Storage King Addn.	3450 Willow Creek	Warehouse	22,015 SF	\$1,400,000	Permit Approved	6/14/2022	Irving	Dec-22
7	Warehouse Addition	111 Customer Way	Warehouse	283,098 SF	\$28,000,000	Permit Pending	7/29/2022	C-FB/Irving	Sep-22
8	Shell Bldg	4310 N. Belt Line Rd	Warehouse	60,000 SF	\$3,400,000	Permit Issued	8/15/2022	Irving	Jan-23
9	OTS	6340 Longhorn Dr.	Data Center	337,191 SF	\$185,000,000	Permit Pending	10/5/2022	C-FB	Dec-22
10	FedEx Addition	3215 Spur 482	Warehouse	1,835 SF	\$1,375,000	Permit Pending	12/5/2022	Irving	Jan-23
11	Classic Leasing	2101 Gateway Dr.	Warehouse	16,219 SF	\$7,400,000	Permit Issued	12/27/2022	C-FB	Apr-23
12	Shell Bldg.	4651 W. Northgate Dr.	Warehouse	100,500 SF	\$7,000,000	Permit Pending	2/2/2023	Irving	Feb-23

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	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	C-FB/Irving	Sep-22
2	Dallas Indian Motorcycles	2865 W. Airport Fwy.	Retail	15,533 SF	\$2,500,000	Permit Issued	8/25/2022	Irving	Apr-23
3	Freenom Hyundai Addn	1800 E. Airport Fwy.	Retail	5,578 SF	\$2,200,000	Permit Pending	1/9/2023	Irving	Jan-23

HOTEL									
#	PROJECT	LOCATION	DESCRIPTION & TOTAL UNITS	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Radisson Hotel	8230 Esters Blvd.	Hotel - 180 Units	109,112 SF	\$5,500,000	Permit Pending	6/10/2020	Coppell	Jul-20
2	TRU Hotel	2100 Valley View Ln.	Hotel - 120 Units	53,490 SF	\$6,400,000	Permit Issued	9/29/2020	Irving	Feb-23
3	Staybridge Suites	TBD N. S. H. 161	Hotel - 126 Units	97,654 SF	\$6,500,000	Permit Pending	4/29/2022	Irving	May-22

RESTAURANT									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Shell Bldg	2203 W. Irving Blvd.	Restaurant	10,922 SF	\$1,500,000	Permit Issued	10/25/2021	Irving	Jan-23
2	Fogo De Chao	3080 Ranch Trail	Restaurant	9,705 SF	\$2,000,000	Permit Issued	12/20/2022	Coppell	Apr-23
3	Popeyes	8305 N. Belt Line Rd.	Restaurant	2,465 SF	\$900,000	Permit Pending	1/30/2023	Coppell	Feb-23

INSTITUTIONAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Barkaat Ul Quran	2380 W. Northgate Dr.	Church	13,488 SF	\$1,300,000	Permit Pending	9/28/2021	Irving	Oct-21
2	Iglesia Evangelica	1306 N. Union Bower Rd.	Church	3,480 SF	\$180,000	Permit Pending	2/9/2022	Irving	Mar-22
3	Irving ISD Wellness Center	4601 N. MacArthur Blvd.	Office/school	24,414 SF	\$12,500,000	Permit Pending	10/5/2022	Irving	Dec-22
4	COI Fire Station	135 S. Jefferson St.	Fire Station	10,200 SF	\$7,500,000	Permit Issued	12/27/2022	Irving	Mar-23
5	COI VVMC Warehouse	333 Valley View Ln.	Warehouse	5,000 SF	\$1,300,000	Permit Pending	3/22/2023	Grand Prairie	Apr-23

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS/MOBILE HOMES									
DATE	TOTAL UNITS ISSUED	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE	MOBILE HOMES	VALUE	
Mar-23	14	\$6,249,486	14	\$6,249,486	0	\$0	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, MAY 1, 2023**

**BUREAU MANAGEMENT  
AND  
STAFF REPORTS**



## ICVB Memorandum

Date: April 20, 2023  
 To: Maura Gast, FCDME, Executive Director  
 From: Lori Fojtasek, Vice President, Sales & Services  
 RE: Sales & Services Department Board Report for March 2023

### Convention Sales Activities

Leads Generated	March	YTD
Irving CVB – Hotel Leads	185	898
Irving Convention Center Leads	25	157

### March

Room Nights Generated	Monthly Goal	March 2023 Actuals	March 2022 Actuals	FY 2022-23 Annual Goal	FY 2022-23 YTD Actuals	FY 2021-22 YTD Actuals	March Convention Center	Convention Center YTD
Definite Room Nights	9012	9868	7153	108143	64142	58859	2187	16578
Lost Room Nights		43760	47644		222270	268977	32299	120306

### Travel & Activity

March	Organization	Event	Location
26-28	National Football League	Travel Directors Tradeshow	New Orleans, LA
26-30	Conference Direct	Annual Partners Meeting	Louisville, KY

## Customer Services Activity March Servicing & Inventory

Groups Served	
March	17
YTD	220

Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	2	2 Mayoral/Council Appearance/ 1 Letter/ 1 Flag Presentation
Name Badge/Lanyard Services	11	2300 Badges/ 3344 Lanyards
Pens	6	1830
Bags	6	1950
Promotional Materials	8	1500 Restaurant Maps/1875 TMF maps/ 675 Water Street
Staffing Services	4	56 Event Hours

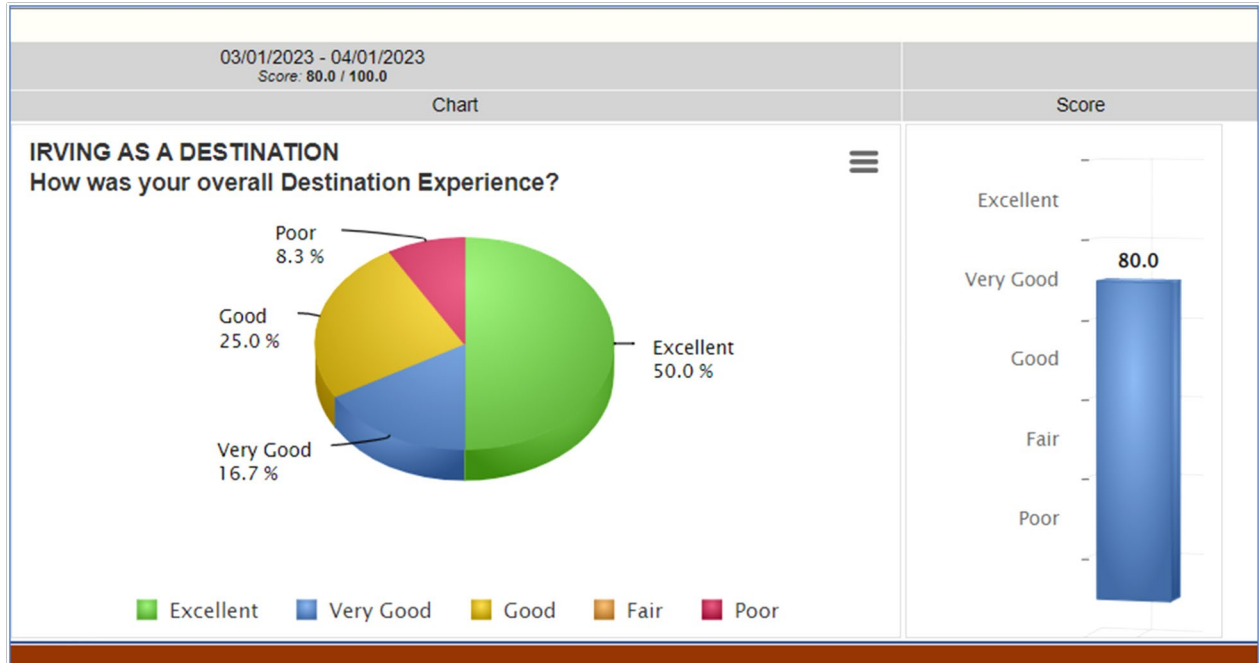
**Event Location:**                      **Hotels: 14**      **Irving Convention Center: 3**                      **Other: 0**

### Proclamations/Welcomes/Flags:

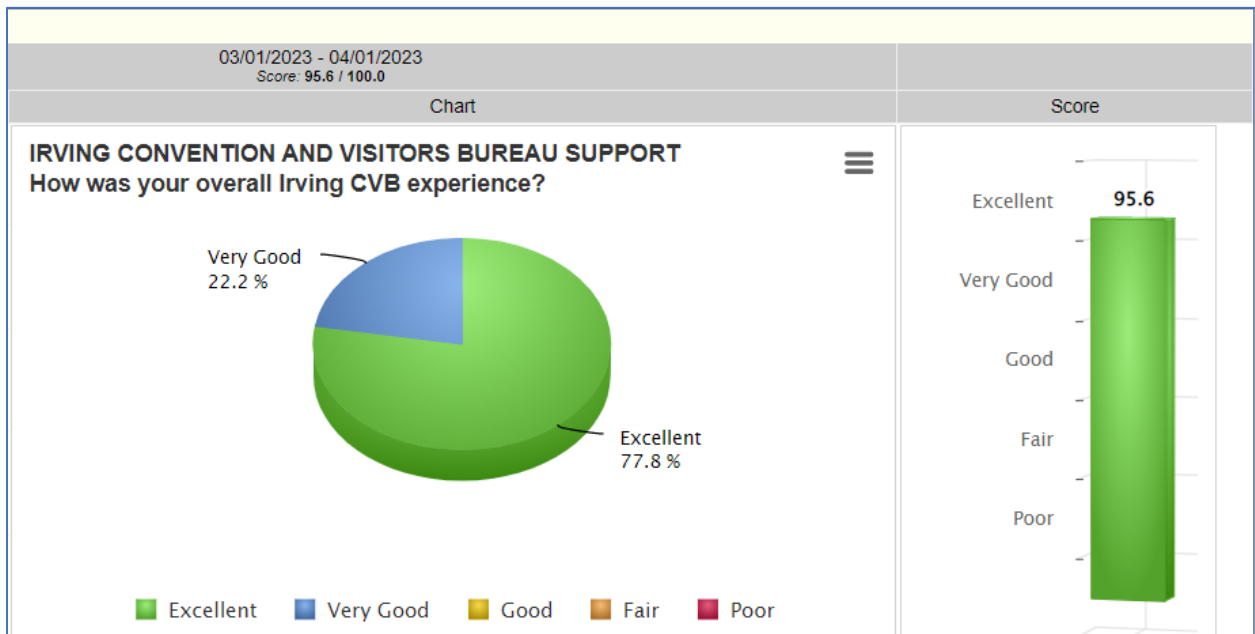
- Mayor/Elected Official Welcome - Pan American Golf Association, October 7, 2022, Mayor Stopfer
- Mayor/Elected Official Welcome – North Texas Teen Book Festival, March 4, 2023, Mayor Stopfer
- Mayor/Elected Official Welcome/Proclamation/Flag - National Guard Association of Texas, March 25, 2023, Mayor Pro-Tem Al Zapanta

# Customer Service Satisfaction Survey Results

## 1. How was your overall destination experience?



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



## Definite Bookings April - June 2023

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
US Military Entrance Processing Command	MEPS April 2023	4/1/2023	4/30/2023	27	567
Inter-Continental Cigar Corporation	Inter-Continental Cigar Corporation - Board Meeting - April 2023	4/2/2023	4/5/2023	11	31
Thermal Edge, Inc.	Thermal Edge 2023	4/2/2023	4/4/2023	40	81
Baltimore Orioles	Baltimore Orioles vs Texas Rangers	4/2/2023	4/5/2023	100	219
Parent and Family Engagement Statewide Initiative	Region 16 Education Service Center - 2023 North Summit	4/3/2023	4/5/2023	250	159
McKesson Corporation	ID#1555 Senior Leaders Meeting - April 2023	4/4/2023	4/6/2023	115	220
National Interstate Insurance	National Interstate - Risk Management Safety Workshop	4/8/2023	4/12/2023	250	465
National Catholic Educational Association	National Catholic Educational Association Contracted hotels only	4/8/2023	4/14/2023	4000	2852
Union Home Mortgage	Union Home Mortgage April 2023	4/10/2023	4/10/2023	140	106
Alpha Eta Rho	Alpha Eta Rho National Conference 2023	4/12/2023	4/18/2023	250	180
McKesson Corporation	2023 GREAT 14th Annual Steering Committee Meeting	4/12/2023	4/14/2023	25	45
American College of Emergency Physicians	ACEP - EMBRS Course II	4/13/2023	4/15/2023	15	30
Assemblies of God/Marriage	Marriage Encounters	4/14/2023	4/16/2023	80	80

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
INVITED	INVITED Golf Classic 2023 - Media/Spectators/Guests	4/15/2023	4/23/2023	30	250
PMAE Admissions Dallas	PMAE Admissions Dallas Apr2023	4/15/2023	4/18/2023	150	185
Texas Center for the Judiciary	2023 Regional A	4/16/2023	4/17/2023	250	534
INVITED	INVITED Golf Classic 2023 Tier One	4/16/2023	4/23/2023	50	262
INVITED	INVITED Golf Classic 2023 2nd Tier	4/16/2023	4/23/2023	300	655
USA Triathlon	USAT Multisport National Championships Festival 2023 - STAFF ROOMS	4/16/2023	4/23/2023	100	235
EF Johnson Technologies	Sales Leadership Meeting	4/16/2023	4/21/2023	100	235
RTM Consulting, Inc.	2023 Resource Management Global Symposium	4/16/2023	4/20/2023	200	300
INVITED	PGA Entertainment for Golf Channel for INVITED Classic 2023	4/17/2023	4/23/2023	125	285
McKesson Corporation	ID#15956 PSaS Senior Leadership Meeting	4/17/2023	4/19/2023	176	280
US Bank	I1625 - US Bank DS Central Credit Meeting	4/18/2023	4/20/2023	25	29
Sober Sis	Sober Sis 2023 Retreat	4/20/2023	4/22/2023	500	300
Hillsdale College	Hillsdale College - National Leadership Seminar (NLS)	4/22/2023	4/26/2023	800	450
Pioneer Natural Resources	Pioneer Natural Resources Dallas Casa 2023	4/23/2023	4/24/2023	100	100
McKesson Corporation	#14858-Board & Committee Meeting April 2023	4/23/2023	4/26/2023	20	91
Southwest Drycleaners Association	Cleaners Showcase for 2023	4/24/2023	4/30/2023	400	528
McKesson Corporation	ID# 16098 CSBD Development Workshop	4/25/2023	4/27/2023	65	150
IDLife, LLC	Revolution Meeting	4/26/2023	4/30/2023	800	460
McKesson Corporation	ID#15355 - 2023 Texas Oncology APP Conference	4/26/2023	4/28/2023	250	412
TexSom	TEXSOM 2023 International Wine Awards	4/29/2023	5/3/2023	300	400

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Owens Corning	Roofing Site Leaders Meeting-Vegas	5/1/2023	5/4/2023	50	150
Vizient, Inc.	Vizient, Inc. 2023 PA Forum RBO	5/1/2023	5/3/2023	35	50
Dr. Fabrizio Mancini D.C., P.C	Mentorship - TX - Chicago	5/3/2023	5/6/2023	80	136
Texas Cornhole League	Texas Cornhole League Signature Series #4	5/4/2023	5/7/2023	1000	385
The Association of Buffalo Soldiers and Troopers Motorcycle Club	Buffalo Soldiers Motorcycle Club	5/4/2023	5/6/2023	200	150
Populus Financial Group	Populus Financial Leadership Program	5/8/2023	5/18/2023	70	320
USA Gymnastics	T&T Elite Challenge 2023	5/9/2023	5/15/2023	1000	396
National Ovarian Cancer Coalition	NOCC 2023 Fall Meeting	5/10/2023	5/13/2023	400	816
Big 12 Conference	NCAA National Referee Conference 2023	5/10/2023	5/13/2023	100	171
McKesson Corporation	Advanced Practice Provider Leadership Academy 2023	5/15/2023	5/17/2023	15	32
McKesson Corporation	Ontada Commercial LT Meeting	5/15/2023	5/17/2023	28	34
Southwest Benefits Association	SWBA 2023 Conference - Westin ICC Room Block	5/16/2023	5/18/2023	200	215
Southwest Benefits Association	SWBA 2023 Conference - Texican Court Room Block	5/16/2023	5/18/2023	200	115
United States Armwrestling and Wristwrestling Association	2023 IFA U.S. Nation Championship Armwrestling	5/19/2023	5/20/2023	500	100
Texas Center for the Judiciary	2023 Regional B	5/21/2023	5/22/2023	250	550
Carnegie Learning	CL Professional Development	5/21/2023	5/25/2023	100	427
McKesson Corporation	#14859-Board & Committee Meeting May 2023	5/21/2023	5/24/2023	20	91

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Texas Frightmare	Texas Frightmare	5/25/2023	5/30/2023	8000	2325
Texas State Foosball Network	Texas State Foosball 2023	5/25/2023	5/29/2023	300	260
A-Kon LLC	A-Kon 32 Anime Convention	5/30/2023	6/5/2023	16000	2563
North Texas RPG-Con	North Texas RPG-Con 2023	5/31/2023	6/4/2023	500	547
The Petroleum Alliance of Oklahoma	OIPA Annual Meeting 2023	6/6/2023	6/10/2023	300	688
Axogen	Axogen Mid-Year Sales Meeting Jun23	6/8/2023	6/10/2023	200	394
Texas Funeral Directors Association	TFDA 2023 Annual Convention and Expo	6/11/2023	6/14/2023	300	720
PAMM Expo, LLC	Model & Talent Expo 2023	6/20/2023	6/25/2023	800	1546
Steubenville	Steubenville / Life Teen	6/21/2023	6/25/2023	5000	3050
Texas Hearing Aid Association	THAA 2023 Annual Conference	6/22/2023	6/24/2023	200	280
McKesson Corporation	PSaS Legal Team Meeting	6/26/2023	6/28/2023	70	149
TruckSpy	Linehaul Summit	6/28/2023	6/30/2023	1000	702

\*\*Highlighted items above are Target Industries for Irving



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

### **STR**

Irving's hotel occupancy rate for March was 74.1% which is higher than the US. When comparing current month's occupancy numbers to last year, Irving's occupancy was up 5.0%, while Texas figures increased 2.5% and the US figures increased 2.4% for the month. Demand for the current period increased 4.6%, and YTD has increased 9.8% over last year, while STR data reflects a 5.0% increase for the current period and a 9.4% increase in YTD occupancy compared to 2022.

For the average daily rate, Irving was \$121.23, up 8.8% in March compared to last year, leaving Irving's YTD average daily rate at \$89.89, up 14.3% over last year.

As you review the current data, please remember that 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 March, there were 621 available listings in Irving which was a 43.4% increase in listings over last year's figure of 433. The average daily rate for March was \$221.25, which was an increase of .14% over last year, with an occupancy percentage of 57.0%, which was a decrease of 4.64% compared to last year.

For the hotel comparable subset, the average daily rate for March was \$112.19, a decrease of .23% from last year, with occupancy at 56.0%, a decrease of 8.72% from last year.

All STR & AirDNA graphs are accessible via the board web portal and can be found at [www.irvingtexas.com/board](http://www.irvingtexas.com/board).



# Tab 4 - Multi-Segment

Irving TX CVB

For the month of: March 2023

	Current Month - March 2023 vs March 2022												Year to Date - March 2023 vs March 2022											
	Occ %		ADR		RevPAR		Percent Change from March 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	65.3	63.8	158.17	146.79	103.35	93.61	2.4	7.8	10.4	10.8	0.4	2.8	59.3	56.0	151.16	137.17	89.69	76.82	5.9	10.2	16.7	17.2	0.4	6.4
Texas	69.0	67.4	126.44	118.19	87.29	79.62	2.5	7.0	9.6	10.6	0.9	3.4	63.0	59.2	118.45	107.51	74.62	63.68	6.4	10.2	17.2	18.2	0.9	7.3
Atlanta, GA	69.4	68.1	125.80	114.51	87.35	77.98	2.0	9.9	12.0	13.7	1.5	3.5	65.6	60.2	125.33	108.96	82.24	65.60	9.0	15.0	25.4	27.1	1.4	10.5
Arlington, TX	74.9	71.2	113.72	97.94	85.19	69.73	5.2	16.1	22.2	24.3	1.7	7.0	68.2	63.6	104.42	97.42	71.18	61.95	7.2	7.2	14.9	16.9	1.7	9.0
Charlotte, NC	69.5	65.3	124.88	113.52	86.85	74.18	6.4	10.0	17.1	16.1	-0.9	5.5	62.9	56.2	121.26	106.93	76.31	60.13	11.9	13.4	26.9	26.0	-0.7	11.1
Fort Worth, TX+	73.6	70.5	133.96	122.04	98.55	86.09	4.3	9.8	14.5	15.9	1.2	5.6	68.6	64.5	131.79	117.44	90.40	75.72	6.4	12.2	19.4	19.0	-0.4	6.0
Frisco, TX+	70.5	66.4	157.34	142.42	110.92	94.51	6.2	10.5	17.4	17.7	0.3	6.5	66.0	55.8	155.85	137.71	102.86	76.83	18.3	13.2	33.9	34.2	0.3	18.6
Grapevine, TX+	82.3	78.2	218.97	210.66	180.11	164.77	5.2	3.9	9.3	9.3	0.0	5.2	76.0	64.6	201.62	190.81	153.14	123.34	17.5	5.7	24.2	24.2	0.0	17.5
Irving, TX+	74.1	70.6	121.23	111.39	89.89	78.63	5.0	8.8	14.3	15.4	1.0	6.0	68.8	62.9	120.46	106.84	82.90	67.23	9.4	12.7	23.3	24.5	1.0	10.4
Nashville, TN	75.9	72.7	183.04	166.47	138.89	120.98	4.4	10.0	14.8	18.3	3.1	7.6	65.5	59.4	166.19	149.92	108.92	89.11	10.3	10.9	22.2	26.8	3.7	14.4
Phoenix, AZ	84.5	81.2	245.32	224.43	207.21	182.32	4.0	9.3	13.7	13.4	-0.2	3.8	78.1	73.4	235.95	197.44	184.26	144.86	6.4	19.5	27.2	26.9	-0.3	6.2
San Jose, CA+	63.8	60.5	159.19	130.80	101.53	79.18	5.4	21.7	28.2	45.5	13.4	19.5	59.8	53.0	157.57	124.51	94.30	66.03	12.8	26.5	42.8	62.0	13.4	28.0

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	US	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	Texas	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	Irving	91.6	37.5	163.4	31.3	-7.6	21.3
Best USA	Grpvine	Grpvine	Grpvine	Arlngtn	Grpvine	Grpvine	Best USA	Grpvine	Nshvle	Nshvle	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	Best Texas	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	Worst USA	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	Worst Texas	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

A blank row indicates insufficient data.

# Tab 6 - Multi-Segment Custom Sets+

Irving TX CVB

For the month of: March 2023

	Current Month - March 2023 vs March 2022												Year to Date - March 2023 vs March 2022												
	Occ %		ADR		RevPAR		Percent Change from March 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+	74.1	70.6	121.23	111.39	89.89	78.63	5.0	8.8	14.3	15.4	1.0	6.0	68.8	62.9	120.46	106.84	82.90	67.23	9.4	12.7	23.3	24.5	1.0	10.4	
Luxury/Full Service Irving+	73.5	67.7	163.72	153.18	120.32	103.71	8.6	6.9	16.0	16.0	0.0	8.6	68.0	58.6	165.07	147.54	112.31	86.42	16.2	11.9	30.0	30.0	0.0	16.2	
All Suite/Extended Stay Irving+	77.4	74.6	100.92	91.56	78.07	68.33	3.7	10.2	14.3	18.2	3.5	7.3	72.2	67.2	98.55	89.02	71.16	59.81	7.5	10.7	19.0	23.1	3.5	11.2	
Limited Service Irving+	78.5	77.0	114.21	102.58	89.62	79.01	1.9	11.3	13.4	13.4	0.0	1.9	73.6	68.3	112.88	99.71	83.02	68.06	7.8	13.2	22.0	22.0	0.0	7.8	
Budget Irving+	66.9	65.4	68.44	64.59	45.82	42.25	2.4	6.0	8.5	8.5	0.0	2.4	61.4	60.8	66.18	62.59	40.62	38.07	0.9	5.7	6.7	6.8	0.0	1.0	
Las Colinas+	72.0	67.4	136.09	127.77	98.00	86.17	6.8	6.5	13.7	18.6	4.2	11.3	66.7	58.5	136.14	122.04	90.85	71.35	14.1	11.6	27.3	32.7	4.2	19.0	
DFW North+	78.7	76.5	119.77	107.39	94.29	82.20	2.9	11.5	14.7	11.8	-2.5	0.2	74.1	69.7	118.35	103.18	87.67	71.87	6.4	14.7	22.0	18.9	-2.5	3.6	
DFW South+	72.4	68.6	99.99	92.34	72.44	63.35	5.6	8.3	14.3	14.4	0.0	5.6	66.3	62.0	98.48	90.06	65.30	55.85	6.9	9.3	16.9	17.0	0.0	7.0	
Full Service Las Colinas+	67.7	61.8	198.72	191.82	134.62	118.51	9.6	3.6	13.6	13.6	0.0	9.6	61.6	50.4	204.38	187.29	125.80	94.40	22.1	9.1	33.3	33.3	0.0	22.1	
Limited Service Las Colinas+	75.0	71.7	96.48	86.25	72.37	61.84	4.6	11.9	17.0	25.7	7.4	12.4	70.4	64.5	94.34	83.70	66.37	54.02	9.0	12.7	22.9	32.0	7.4	17.1	
Full Service DFW North+	79.8	72.9	150.47	137.12	120.11	99.98	9.5	9.7	20.1	20.1	0.0	9.5	75.5	66.6	149.63	132.18	112.94	88.01	13.4	13.2	28.3	28.3	0.0	13.4	
Limited Service DFW North+	78.0	79.0	97.82	89.03	76.27	70.31	-1.3	9.9	8.5	3.9	-4.3	-5.5	73.1	71.7	95.79	85.17	70.02	61.07	1.9	12.5	14.6	9.8	-4.3	-2.4	
Full Service DFW South+																									
Limited Service DFW South+	70.8	66.9	91.65	85.51	64.90	57.23	5.8	7.2	13.4	13.5	0.0	5.8	64.4	61.2	89.93	83.54	57.94	51.10	5.3	7.7	13.4	13.4	0.0	5.4	

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	57.0	59.8	221.25	220.94	126.18	132.07	-4.64	0.14	-4.46	34.5	52.3	43.2	50.9	54.63	211.76	220.11	107.85	120.25	-6.77	-3.80	-10.31	17.0	35.5	25.6
Hotel Comparable	56.0	62.45	112.19	106.55	62.78	66.54	-8.72	-0.23	-9.00	8.1	18.8	8.4	52.5	65.07	107.16	104.44	56.24	67.96	-10.79	-1.21	-11.88	7.7	22.2	9.0

Available Listings	2023	2022	% Chg
Entire Place	397	276	43.8
Private Room	158	109	45.0
Shared Room	66	48	37.5
Total Available Listings	621	433	43.4

	Participation			
	Properties		Rooms	
	Census	Sample	Census	Sample
Irving, TX+	86	76	12873	11445
Luxury/Full Service Irving+	16	14	4904	4304
All Suite/Extended Stay Irving+	31	30	3620	3513
Limited Service Irving+	14	14	1794	1794
Budget Irving+	24	17	2436	1715
Las Colinas+	32	31	5485	5149
DFW North+	24	24	3864	3864
DFW South+	30	21	3524	2432
Full Service Las Colinas+	8	8	2259	2259
Limited Service Las Colinas+	24	23	3226	2890
Full Service DFW North+	4	4	1589	1589
Limited Service DFW North+	20	20	2275	2275
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							
May	71.2	280,494	1,295,391							
June	74.3	283,046	1,578,437							
July	66.3	265,307	1,843,744							
August	66.3	261,179	2,104,923							
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

## March 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												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages: ADR 117.86 17.1%   Occupancy 68.8% 11.2%   RevPAR 81.08 30.3%												

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												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

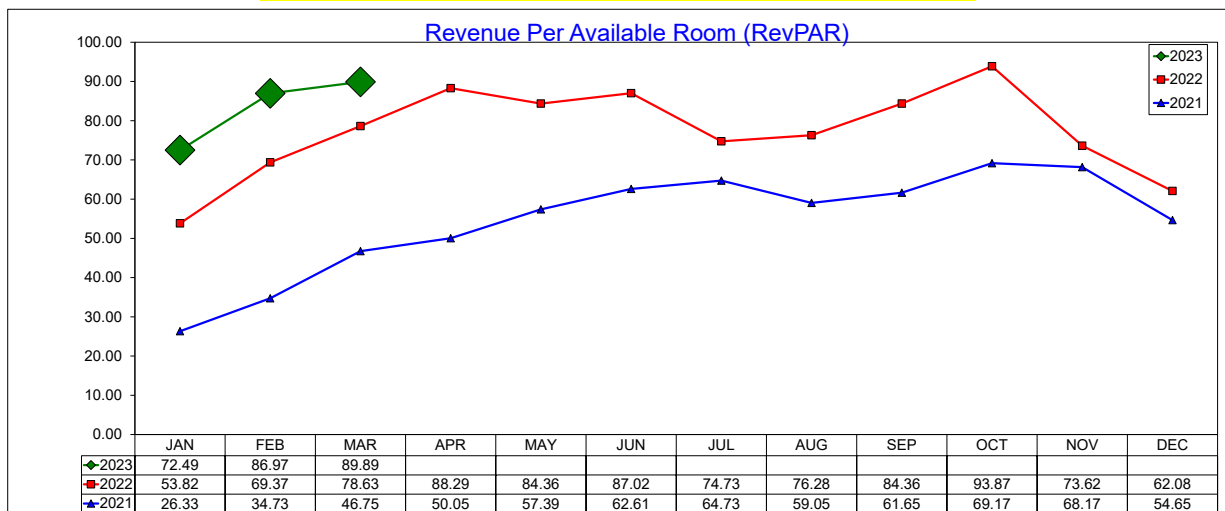
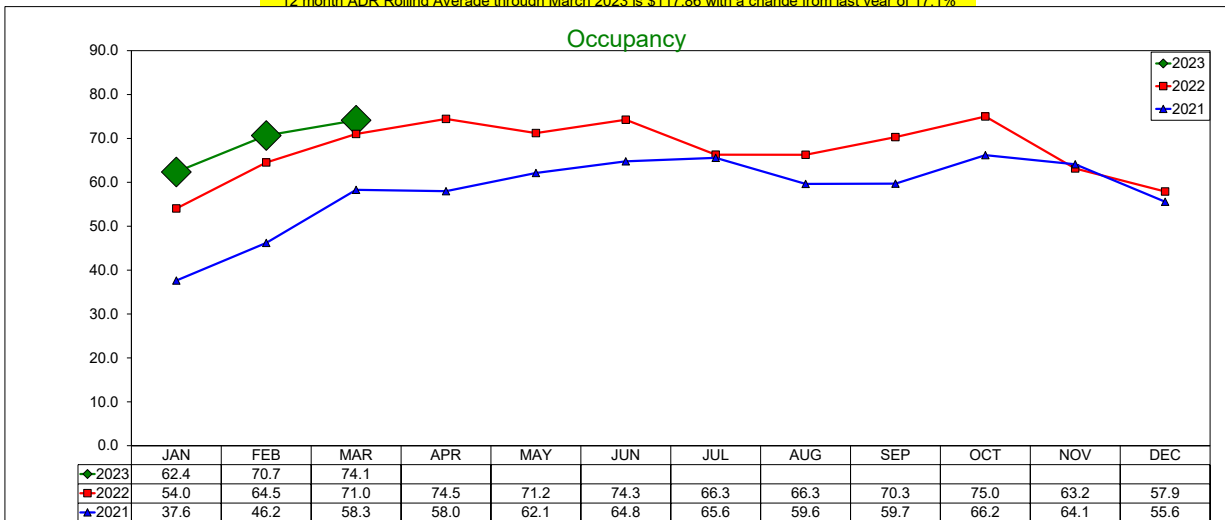
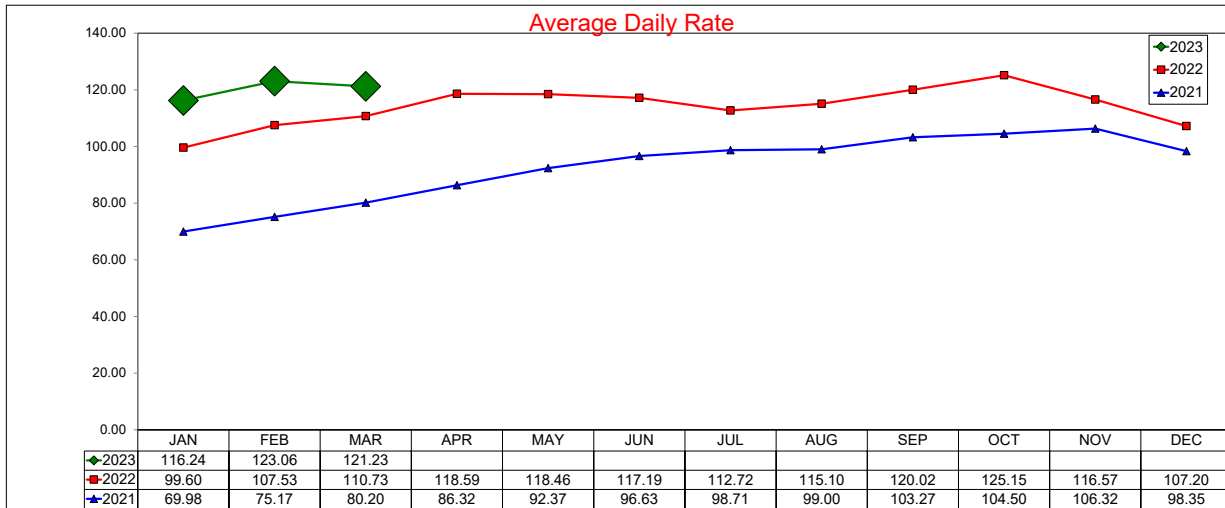
USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	142.14	14.8%	142.14	14.8%	52.8%	10.9%	52.8%	10.9%	75.01	27.3%	75.01	27.3%
FEBRUARY	152.01	10.3%	147.13	12.2%	60.0%	5.8%	56.2%	8.3%	91.22	16.6%	82.71	21.5%
MAR	158.17	7.8%	151.16	10.2%	65.3%	2.4%	59.3%	5.9%	103.35	10.4%	89.69	16.7%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
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

## March 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

## March 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												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

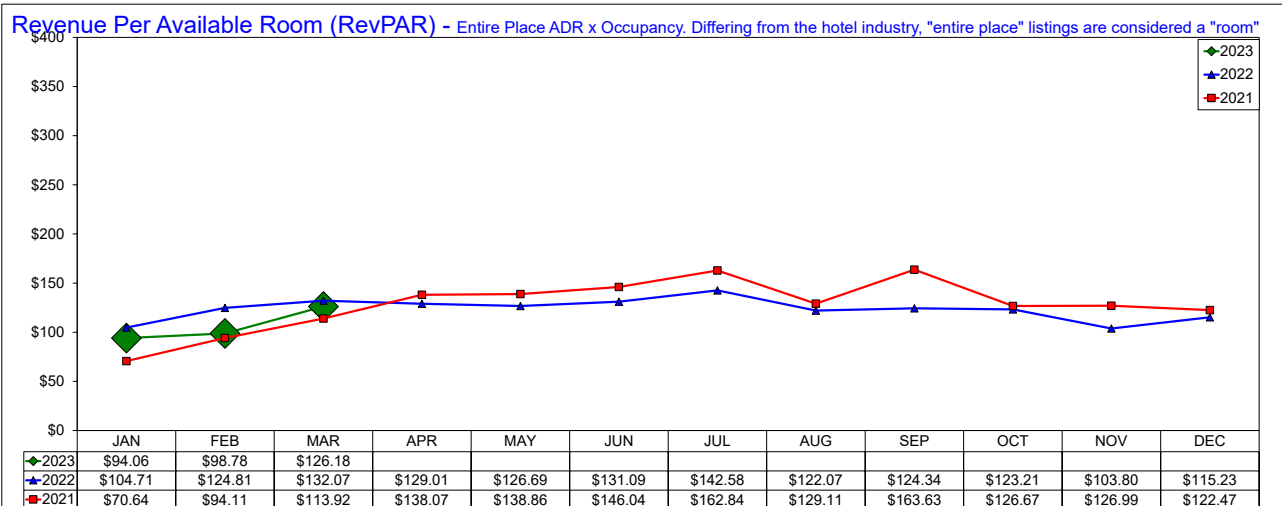
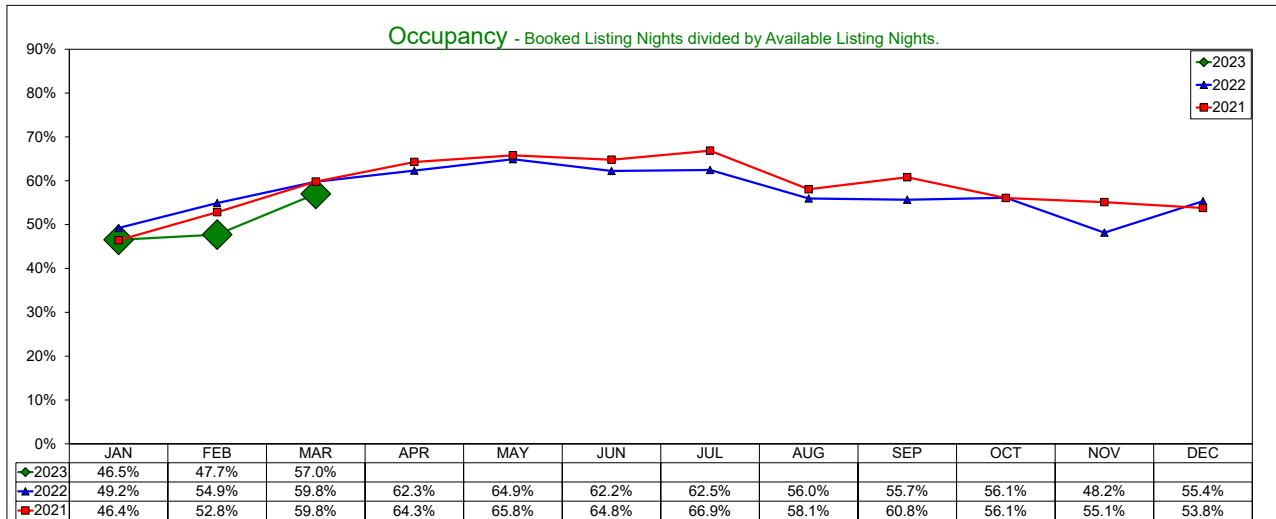
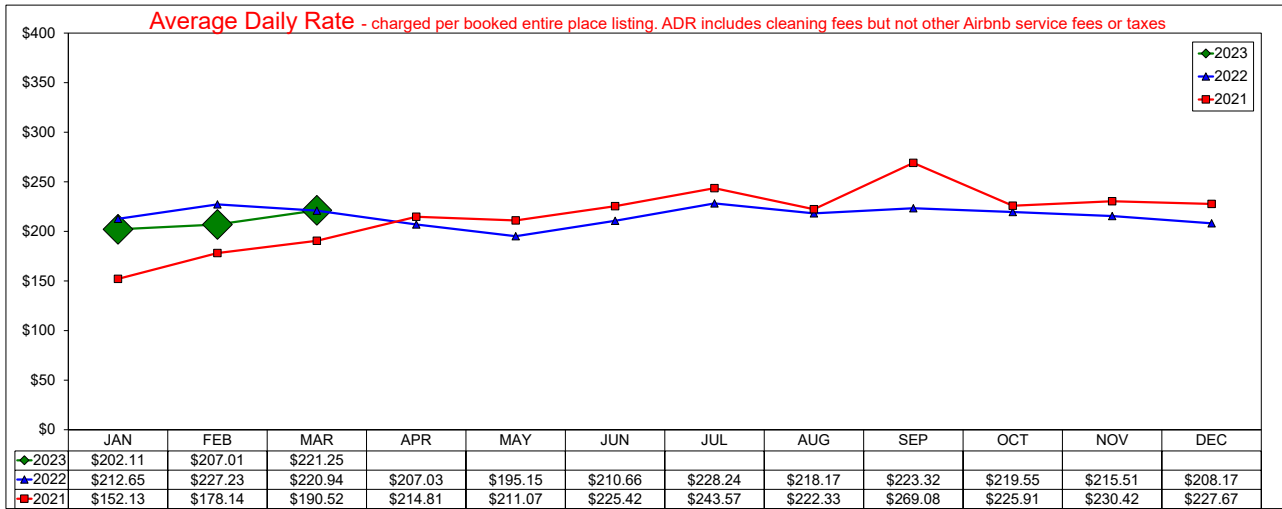
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	102.16	-0.2%	102.16	-0.2%	49.9%	-9.6%	49.9%	-9.6%	51.02	-9.7%	51.02	-9.7%
FEBRUARY	105.25	-3.9%	103.71	-1.9%	50.7%	-14.9%	50.3%	-12.0%	53.38	-18.3%	52.20	-13.7%
MAR	112.19	-0.2%	107.16	-1.2%	56.0%	-8.7%	52.5%	-10.8%	62.78	-9.0%	56.24	-11.9%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

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

# AirDNA - Entire Place

## March 2023

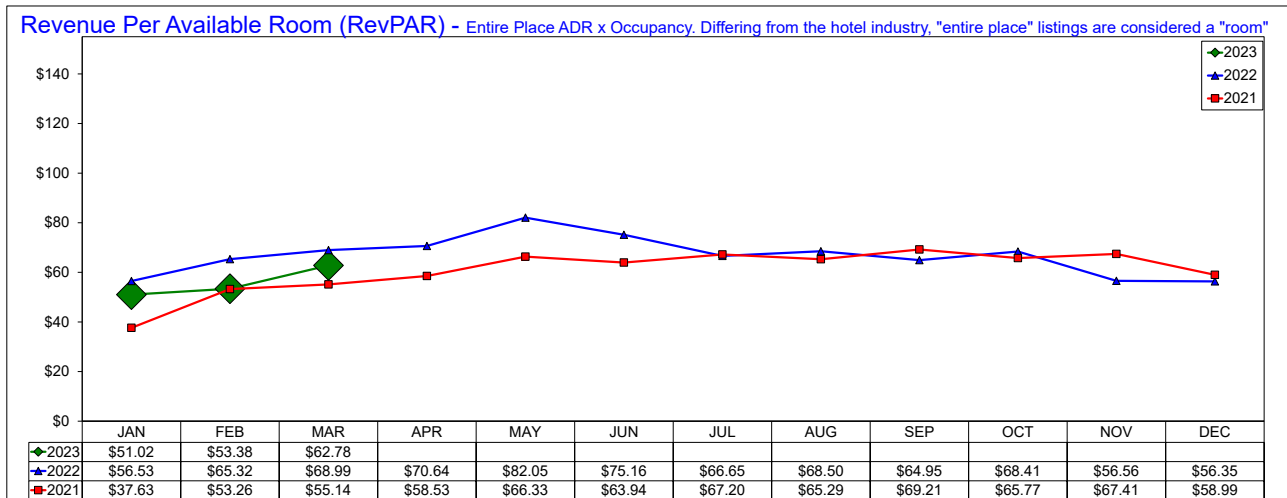
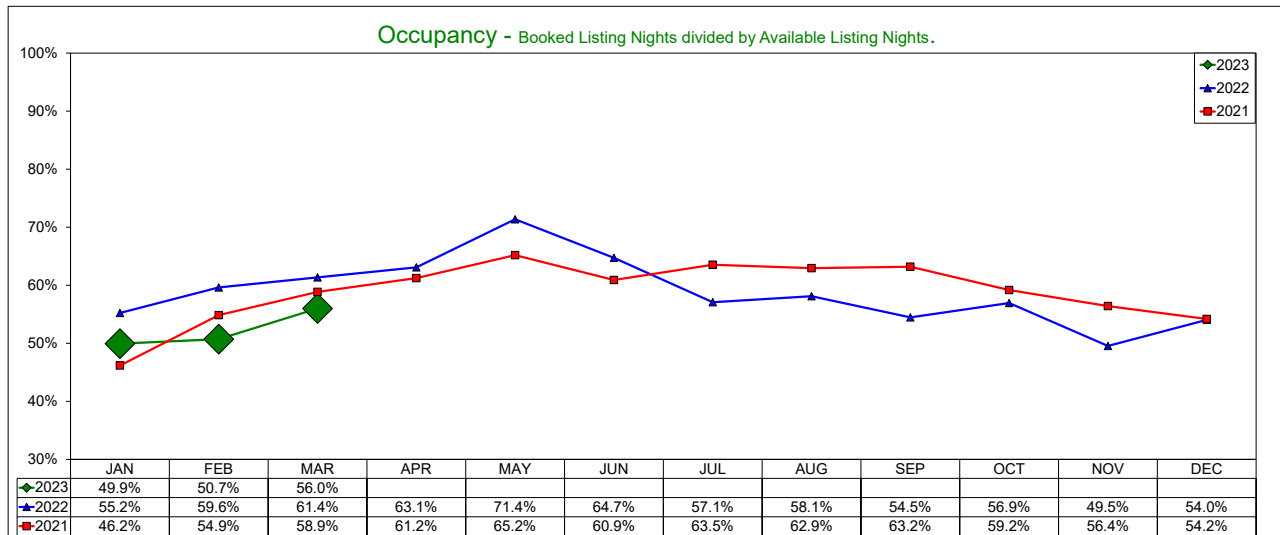
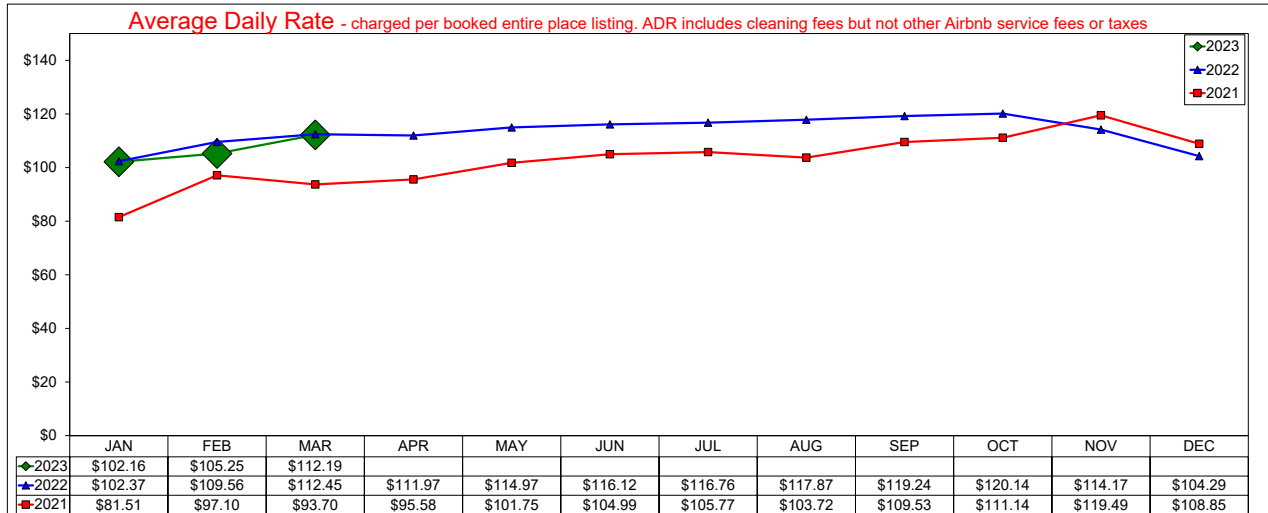
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms



# AirDNA - Hotel Comparable Subset

## March 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		74.50	58.00		\$118.59	\$86.32		\$88.29	\$50.05
May		71.20	62.10		\$118.46	\$92.37		\$84.36	\$57.39
June		74.30	65.60		\$117.19	\$98.71		\$87.02	\$64.73
July		66.30	65.60		\$112.72	\$98.71		\$74.73	\$64.73
August		66.30	59.60		\$115.10	\$99.00		\$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, MAY 1, 2023**

**CONVENTION CENTER  
MANAGEMENT REPORTS**



**IRVING**  
**CONVENTION CENTER**  
**AT LAS COLINAS**  
 AN ASM GLOBAL MANAGED FACILITY

April 13, 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 – March 2023**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	<b>87,867</b>	<b>130,403</b>	<b>124,237</b>	<b>507,110</b>	<b>554,643</b>	<b>479,829</b>
Ancillary Income	<b>345,842</b>	<b>194,112</b>	<b>317,883</b>	<b>2,409,008</b>	<b>1,885,626</b>	<b>1,368,542</b>
Total Event Income	<b>433,709</b>	<b>324,515</b>	<b>442,120</b>	<b>2,916,118</b>	<b>2,440,269</b>	<b>1,848,371</b>
Other Income	<b>91,719</b>	<b>76,586</b>	<b>70,848</b>	<b>522,692</b>	<b>435,596</b>	<b>312,930</b>
Adjusted Gross Income	<b>525,428</b>	<b>401,101</b>	<b>512,968</b>	<b>3,438,810</b>	<b>2,875,865</b>	<b>2,161,301</b>
Indirect Expenses	<b>(600,181)</b>	<b>(568,133)</b>	<b>(495,649)</b>	<b>(3,644,359)</b>	<b>(3,482,578)</b>	<b>(2,918,724)</b>
Net Income (Loss)	<b>(74,753)</b>	<b>(167,032)</b>	<b>17,319</b>	<b>(205,549)</b>	<b>(606,713)</b>	<b>(757,423)</b>

- Total direct event income consisted of rental and service revenue from the eighteen revenue-producing events we had for the month.
- Total event income surpassed budget thanks to a strong showing from Southern Baptist, N TX Teen Book Festival, Graphics Pro Expo, and Connected America.
- Other operating income includes March's Westin garage rent, Enterprise's rent, transient parking revenue, & various commissions.
- Despite being over budget in indirect expenses, overall, the ICC came in under budget by \$92,279.

ASM Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	<b>420,226</b>	<b>205,840</b>	<b>374,189</b>	<b>3,293,320</b>	<b>2,461,879</b>	<b>1,662,354</b>
Net Income/(Loss)	<b>231,759</b>	<b>126,160</b>	<b>233,529</b>	<b>1,925,178</b>	<b>1,541,910</b>	<b>966,171</b>
Net Income/(Loss) %	<b>55.15%</b>	<b>61.29%</b>	<b>62.41%</b>	<b>58.46%</b>	<b>62.63%</b>	<b>58.12%</b>

## ICC by the Numbers

EVENTS	
This month	To date
<b>19</b>	<b>104</b>
Current Year	Current Year
<b>16</b>	<b>96</b>
Prior Year	Prior Year

VISITORS	
This month	To date
<b>20,416</b>	<b>91,423</b>
Current Year	Current Year
<b>17,365</b>	<b>67,339</b>
Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED	
This month	To date
<b>2,187</b>	<b>16,578</b>
Current Year	Current Year
<b>297</b>	<b>14,451</b>
Prior Year	Prior Year

SURVEY RESULTS	
Returned	Score
<b>3</b>	<b>86.7%</b>
This Month	Current Month
<b>20</b>	<b>92.0%</b>
Year to Date	Year to Date

EXECUTED AGREEMENTS	
This month	To date
<b>18</b>	<b>84</b>
Current Year	Current Year
<b>15</b>	<b>113</b>
Prior Year	Prior Year

## **Target Industry Bookings**

Association of Certified Fraud Examiners – August 2023

### **April and May at a Glance**

- March 31-April 1 Hi-Line Meeting
- March 31-April 2 Express Cheer
- April 3-6 Parent & Family Engagement Statewide Initiative
- April 4 Women's Business Council Southwest
- April 5-6 Breakfast with the Stars
- April 8-13 National Catholic Education Association Conference
- April 14 HCA Medical City Healthcare
- April 14-16 Legacy Dance Championship
- April 16-18 Texas Center for the Judiciary
- April 18-19 TechStrong
- April 19-23 Texas Association of Student Councils
- April 23-25 Hillsdale College
- April 26-29 Southwest Drycleaners Association
- April 26-30 ID Life
- April 30-May 3 TEXSOM International Wine Awards
- May 1-2 Mastery Partners Business Transition Summit
- May 1-3 North Texas Business Alliance
- May 4-7 Texas Cornhole Signature Series #4
- May 9 DFW Airport Meeting
- May 10 U.S. Department of Treasury Hiring Event
- May 10 Weaver CPE Day
- May 10-14 Trampoline & Tumbling Elite Challenge
- May 11 Brown & Brown Meeting
- May 11 Irving ISD Salute to Service
- May 12 DFW Hospital Council Foundation
- May 15 Neighborly Meeting
- May 17-19 Southwest Benefits Association Conference
- May 18-21 Hall of Fame Dance Competition
- May 21-23 Texas Center for Judiciary
- May 23-24 DFW Minority Suppliers Development Council
- May 25-28 Texas Nightmare Weekend
- May 30-31 Integrative Emergency Services Meeting

cc: Tom Meehan, General Manager, ASM Global

April 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	31	1
<b>National Guard Associ...</b> National Guard Association of Texas Definite	<b>Connected America</b> Total Telecom/Terrapinn Definite			<b>IBAT Luncheon</b> Independent Bankers Association ... Definite	<b>Express Cheer</b> Express Cheer Definite	
<b>Great American Franch...</b> Great American Franchise Expo Definite	<b>Maven Meeting</b> Maven Definite	<b>SiFi Meeting</b> SiFi Networks Definite			<b>Richardson High Scho ...</b> Richardson Independent School Di... Definite	
	<b>ICVB Board of Directo...</b> ICVB Definite	<b>ICVB Marketing Meeting</b> ICVB Definite			<b>Hi-Line Meetings</b> Hi-Line Definite	
2	3	4	5	6	7	8
<b>Express Cheer</b> Express Cheer Definite	<b>Region 16 Education Service Center 2023 North Summit</b> Parent and Family Engagement Statewide Initiative Definite					<b>National Catholic Edu...</b> The National Catholic Education As... Definite
		<b>Women's Business Cou...</b> Women's Business Council Southw... Definite	<b>Breakfast with the Stars</b> Irving Schools Foundation Definite			
9	10	11	12	13	14	15
<b>National Catholic Education Association Conf</b> The National Catholic Education Association Definite					<b>HCA Medical City Healt...</b> HCA Medical City Healthcare Definite	
					<b>Legacy Dance</b> Legacy Dance Championship Definite	
						<b>Irving High School Pro...</b> Irving Independent School District Definite

April 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
16 <b>Legacy Dance</b> Legacy Dance Championship Definite	17 <b>2023 Regional A</b> Texas Center for the Judiciary Definite	18 <b>USAT All-City</b> USA Triathlon of Colorado Definite <b>Inno tech</b> Prospera Events Definite	19 <b>TASC Annual Conference</b> Texas Association of Student Councils Definite	20	21	22
23 <b>Hillsdale College NLS</b> Hillsdale College Definite <b>TASC Annual Conference</b> Texas Association of Student Cou... Definite	24	25	26 <b>ID Life</b> Selective Meetings and Incentives Definite <b>Southwest Drycleaners Association Cleaners Showcase</b> Southwest Drycleaners Association Definite	27 <b>7x24 Exchange Confer...</b> 7x24 Exchange Lone Star Chapter Definite	28 <b>A4 LE</b> A4LE Definite	29
30 <b>ID Life</b> Selective Meetings and Incentives Definite <b>2023 TEXSOM International Wine Awards</b> Wine Comp, LLC dba TEXSOM Awards Definite <b>Southwest Drycleaner...</b> Southwest Drycleaners Association Definite	1 <b>Mastery Partners Business Transition Summit</b> Mastery Partners Definite <b>NTBA</b> North Texas Business Alliance Co-op. Definite	2	3 <b>DynaTen Meeting</b> DYNATEN Definite	4 <b>Texas Cornhole Signature Series #4</b> Texas Cornhole League Definite <b>FMI - Camouflage to C...</b> Forward March Inc (FMI) Definite	5	6

May 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1	2	3	4	5	6
<b>ID Life</b> Selective Meetings and Incentives Definite	<b>2023 TEXSOM International Wine Awards</b> Wine Comp, LLC dba TEXSOM Awards Definite			<b>Texas Cornhole Signature Series #4</b> Texas Cornhole League Definite		
<b>Southwest Drycleaner...</b> Southwest Drycleaners Association Definite	<b>Mastery Partners Business Transition Summit</b> Mastery Partners Definite			<b>FMI - Camouflage to C...</b> Forward March Inc (FMI) Definite		
	<b>NTBA</b> North Texas Business Alliance Co-op. Definite					
			<b>DynaTen Meeting</b> DYNATEN Definite			
7	8	9	10	11	12	13
<b>Texas Cornhole Signat...</b> Texas Cornhole League Definite	<b>DFW Airport</b> DFW Airport Definite			<b>Trampoline &amp; Tumbling 2023 Elite Challenge</b> USA Gymnastics Definite		
		<b>ICVB Destination Deve...</b> ICVB Definite	<b>U.S. Department of Tr...</b> U.S. Department of Treasury Definite	<b>Brown &amp; Brown</b> Brown & Brown Definite	<b>DFWHC Board Meeting</b> DFW Hospital Council Foundation Definite	<b>Sam Houston Prom</b> Sam Houston High School Definite
			<b>Weaver CPE Day</b> Weaver Definite	<b>IISD - Salute to Service</b> Irving Independent School District Definite	<b>The City of Irving's In ...</b> City of Irving Tentative 1	
14	15	16	17	18	19	20
<b>Trampoline &amp; Tumbli...</b> USA Gymnastics Definite	<b>Neighborhoodly Meeting</b> Neighborhoodly Definite			<b>SouthWest Benefits Association Conference</b> SouthWest Benefits Association Definite		
				<b>Hall of Fame Dance Competition</b> Hall of Fame Dance Challenge Definite		
					<b>Hiring Event May 2023</b> HCA Medical City Healthcare Tentative 1	<b>Arlington Prom</b> Arlington High School Definite



May 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
21	22	23	24	25	26	27
<b>Hall of Fame Dance Co...</b> Hall of Fame Dance Challenge Definite	<b>2023 Regional B</b> Texas Center for the Judiciary Definite		<b>Texas Frightmare Weekend</b> Texas Frightmare Weekend, LLC Definite			
	<b>ICVB Board of Directo...</b> ICVB Definite	<b>DFW Minority Supplier Showcase</b> Dallas/Fort Worth Minority Supplier Development Council Definite				
			<b>Destination Forum</b> ICVB Definite			
28	29 Memorial Day	30	31	1	2	3
<b>Texas Frightmare Wee...</b> Texas Frightmare Weekend, LLC Definite	<b>IES 2023 Quality Summit</b> Integrative Emergency Services Definite		<b>A-Kon 2023</b> A-KON, LLC Definite			

June 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28 <b>Texas Frightmare Wee...</b> Texas Frightmare Weekend, LLC Definite	29 Memorial Day	30 <b>IES 2023 Quality Summit</b> Integrative Emergency Services Definite	31 <b>A-Kon 2023</b> A-KON, LLC Definite	1	2	3
4 <b>A-Kon 2023</b> A-KON, LLC Definite	5	6 <b>Elevate IT</b> Elevate Events LLC Definite	7 <b>All Industry Day 2023 IIAD</b> Independent Insurance Agents of Dallas Definite	8	9 <b>Express Cheer Camp</b> Express Cheer Definite	10 <b>Lambda Phi Epsilon International Fraternity Netw...</b> Lambda Phi Epsilon International Fraternity, Inc. Definite
		<b>New Western Meeting</b> New Western Tentative 1				<b>Texas USAG Annual Aw...</b> Texas USA Gymnastics Definite
						<b>Sneaker Exit</b> The Sneaker Exit Tentative 6
11 <b>Texas Funeral Directors TFDA 2023 Annual Convention &amp; Expo</b> Texas Funeral Directors Association Definite	12	13	14	15	16	17
<b>Express Cheer Camp</b> Express Cheer Definite			<b>Synergy Dance Competition</b> Synergy Performing Arts, LLC Definite			
<b>Lambda Phi Epsilon Int...</b> Lambda Phi Epsilon International F... Definite				<b>AFP 2023 DFW Philanthropy in Action</b> Association of Fundraising Professionals Definite		<b>UTSW Radiology Grad...</b> UTSW Radiology Tentative 6
18 <b>Synergy Dance Compe...</b> Synergy Performing Arts, LLC Definite	19 June teenth	20	21	22	23	24
	<b>Learning Forward Texas 2023</b> Learning Forward Texas Definite		<b>Steubenville Lone Star 2023</b> Conference Direct Definite			

June 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
25	26	27	28	29	30	1
<b>Steubenville Lone Star...</b> Conference Direct Definite	<b>Pri-Med Access 2023</b> DBC Pri-Med, LLC Definite		<b>Linehaul Summit, LLC</b> Linehaul Summit, LLC Definite			<b>IMEP Conference</b> IMEP Definite
	<b>ICVB Board of Directo...</b> ICVB Definite					<b>UDCATE Annual Expo 2...</b> Ugandan Diaspora Culture and Touri... Tentative 1

July 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
25 <b>Steubenville Lone Star...</b> Conference Direct Definite	26 <b>Pri-Med Access 2023</b> DBC Pri-Med, LLC Definite	27	28	29	30	1 <b>IMEP Conference</b> IMEP Definite
	<b>ICVB Board of Directo...</b> ICVB Definite		<b>Linehaul Summit, LLC</b> Linehaul Summit, LLC Definite			<b>UDCATE Annual Expo 2...</b> Ugandan Diaspora Culture and Touri... Tentative 1
2	3	4 Independence Day	5	6 <b>Swim Spa Blowout Expo</b> Atlas Spas Definite	7	8 <b>Kidz Con</b> Kidz Con Definite
9 <b>Kidz Con</b> Kidz Con Definite	10	11 <b>Handbell National Seminar</b> Handbell Musicians of America Definite	12	13	14	15 <b>Dated Faded Worn Event</b> Dated Faded Worn Tentative 6
16 <b>The Church Network Annual Meeting</b> The Church Network Definite	17	18	19	20	21	22 <b>Dallas Black Expo</b> Dallas Black Expo Tentative 1
23 <b>Building Professional Institute</b> Building Officials Association of Texas Definite	24 <b>ICVB Board of Directo...</b> ICVB Definite	25	26	27 <b>Awakening Africa Expo</b> Awakening Africa Magazine Definite	28	29
	<b>Super Lunch 2023</b> Irving Salvation Army Definite					

July 2023						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	31	1	2	3	4	5
	<b>TX Board of Pardons and Paroles Conference 2023</b> Texas Board of Pardons and Paroles Prospect			<b>Wellness By Choice Expo</b> Wellness By Choice Tentative 6		

**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, MAY 1, 2023**

**INDUSTRY REPORTS /  
BOARD PARTNERS**



# Rising Costs, Lack of Financing Could Deter Hotel Development

Owners Finding Superior Markets To Absorb Costs



From left: DJ Rama of Auro Hotels and Mehul Patel of NewcrestImage discuss construction financing during the "Main Street Talks" panel at the 2023 Hunter Hotel Investment Conference. (Stephanie Ricca)

By [Dana Miller](#)  
Hotel News Now

March 29, 2023 | 8:07 AM

ATLANTA — Leaders of privately held companies in the hospitality industry say it's become necessary to step back from regional banks as a solution for funding hotel development projects.

Navin Dimond, chairman and CEO of Stonebridge Companies, which owns and operates 64 hotels in the U.S., said during the "Main Street Talks" panel at the 2023 Hunter Hotel Investment Conference that his

company typically looks to regional banks when in need of construction financing that's \$20 million or below.

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RELATED CONTENT

[Hotel Executives See Both Challenge and Opportunity in Banking Crisis >>](#)

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"I think that's out of the question for [now]," he said in response to how the [banking crisis](#) is affecting the ability to get construction financing. "I think it's going to be harder. If you're a good sponsor, good project, I think it can happen, but I think we have to take a pause pill right now for ground-up" construction financing.

OTO Development, which develops, buys and manages hotels, has long-term relationships with a dozen banks. CEO Todd Turner said, and some of those banks are putting a pause on financing until things settle.

Turner's company is selective with new-construction deals, he said. OTO currently has two hotels under construction — an AC Hotel by Marriott International in Naples, Florida, and an AC Hotel in Jacksonville. Another hotel is in the pipeline, with a scheduled start date in two years.

"We have a little while for the dust to settle, but we'll see," he said. "Right now, I don't think you could get a ground-up loan."

OTO obtained a construction loan for a Residence Inn project on Long Island in New York seven years ago when the cost to build was \$275 a foot. For a new one today, it would be \$450 per foot, Turner said.

"You'd better be in a damn good market that can absorb that type of increase in cost. I think that effect is also going to keep the new supply really down," Turner said.

Over the past two years of doing the due diligence and entitlements for the Naples hotel project, he said costs have gone up \$1,100.

"Fortunately, it's Naples and that market is killing it," he added. "Some of that is hard to stomach. If you go into underwriting very reasonable costs, and costs go up 37% in two years, that's rough."

DJ Rama, president and CEO of Auro Hotels, a privately held owner, developer and manager of upscale hotels, said he's heard that block-and-plank construction costs are at about \$220 per square foot in the Southeast U.S.

Stick-frame construction, he said, is only \$11 cheaper than block and plank.



“I think [the] cost of construction will keep rising,” Rama said, adding his company built its first Hampton Inn in Augusta, Georgia, in 1986 for \$30,000 to \$45,000 per room. Today, his company is building select-service hotels at \$330,000 per room.

On top of inflation and the banking crisis, there’s still supply-chain disruption, Rama said.

“I feel, when I hear these stories, I don’t want to take on any project [new construction] now ... keep kicking down the road,” he said.

Turner said he, too, is dealing with supply-chain hurdles, particularly in finding lighting fixtures. He said most of those fixtures are coming from China. On renovation projects, he said, it’s taking double the amount of time it should take to procure furniture, fixtures and equipment, but the situation is better than it was 18 months ago.

“So far we’ve been OK; we’ve had to find a few replacement items for some things that were supposed to be delivered ... and we’ve had to build in backups in the very beginning — if this order doesn’t come [in] from China, what are we going to do domestically that’s more reliable?” he said.

## Buying Opportunities

Mehul Patel, managing partner and CEO at NewcrestImage, a family-office investment firm based in Dallas, said there won’t be much in terms of distressed pricing for hotels in 2023, but there will be “a number of opportunities” available to acquisitive.

This is due in part to owners not having the capital to execute renovations, Patel said. Costs for property-improvement plants “are probably double what it was pre-pandemic,” he added.

“If you have 15 hotels and you have to invest capital in 10 ... where do you get the capital?” he said. “[Banks] are not providing capital today, and so the question is what do you do? The owner would be [forced] to sell some assets. That’s where I see opportunities.”

Other opportunities could come from loan maturities, Patel said.

[Return to the Hotel News Now homepage.](#)



# VISTRA EXECUTIVE BRAD WATSON NAMED CHAIRMAN-ELECT FOR THE GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

- **April 24, 2023**

Brad Watson, Senior Director of Community Affairs at Vistra, a Fortune 500 retail electricity and power generation company, has been chosen to lead the 5-Star Greater Irving-Las Colinas Chamber of Commerce as Chairman of the Board of Directors for Fiscal Year 2023-2024, beginning October 1, 2023. Watson has served on the chamber's Board for four years and is Chairman of the Economic Development Advisory Board, which advises the Irving Economic Development Partnership on corporate recruitment and strategic planning.

Watson oversees Vistra's community relations with local governments, chambers of commerce, and community groups, and Vistra's Corporate Giving program. Prior to his joining Vistra, Watson was a well known television journalist with WFAA-TV in the Dallas-Fort Worth market for 34 years, and news anchor for the ABC-affiliated station's top-rated newscast for eight years.

"Brad brings deep talent and experience to the chairmanship, which will be an invaluable resource for us, particularly this coming fiscal year as we inaugurate a new five-year strategic plan for the chamber and collaborate with the city to refresh the Irving Economic Development Strategic Plan," said Beth A. Bowman, President and CEO of the Greater Irving-Las Colinas Chamber of Commerce and Irving Economic Development Partnership. "These are major initiatives, and Brad is the right person at the right time to lead us through this ambitious transitional phase. We're glad to have him at the helm of our 5-Star chamber."

“I’m pleased and grateful for the Board’s confidence in me. There are about 10,000 businesses in Irving – from Fortune 500 corporate headquarters to entrepreneurial start-ups – and the chamber’s mission is to help these businesses thrive and succeed,” said Watson. “Moreover, the chamber has an obligation to support the City of Irving and its residents, workers, and employers with thoughtful, sustainable economic growth that creates good paying jobs and supports our tax base. I’m looking forward to the challenge.”



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The experience's first stop is this Saturday, April 1st at the [@toyotamusicfactory!](#) The exhibit will be open from 8 a.m. to 2 p.m. and 6 p.m. to 9 p.m. for the public to visit.



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THIS IS MEMBER-EXCLUSIVE CONTENT

BUSINESS > REAL ESTATE

# In 50 years, Las Colinas goes from family ranch to bigger jobs hub than downtown Dallas

More than 150,000 people work in the 12,000-acre Irving development that's one of country's top business addresses.



Irving's Las Colinas development started out with about 7,000 acres and grew to 12,000 acres with later land acquisitions. (Eliás Valverde II / Staff Photographer)



By [Steve Brown](#)

5:00 AM on Mar 24, 2023



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Fifty years ago, when developers launched a huge mixed-use community northwest of Dallas, they promised to build something that could someday rival downtown.

Ambitious plans for the river bottom development in Irving at first drew plenty of skeptics.

But a half-century later, [Las Colinas](#) has more workers than Dallas' downtown. At last count, more than 150,000 people worked in Las Colinas for around 7,500 businesses. (Downtown Dallas Inc. estimates about 120,000 people now work downtown.)

As Las Colinas celebrates its 50th birthday this year, the project has recently landed other major corporate citizens including [Wells Fargo](#) and [Caterpillar](#).

"We are the epicenter of D-FW's college-educated workforce," said Hammond Perot, president of the Las Colinas Association.

Perot said most of Las Colinas' sprawling site has been built out for projects including offices, apartments, single-family homes, retail space and hotels.

"We've probably around 400 to 450 acres total that are left," Perot said.



A 1980s concept plan for Las Colinas shows dozens of high-rises around the centerpiece lake. (Contributed / Las Colinas Association)

Las Colinas started out with about 7,000 acres and grew to 12,000 acres with later land acquisitions.

The once rural property was a family ranch for [Dallas businessman Ben Carpenter](#), who grew his fortune in the insurance industry and property development.

Carpenter's Hackberry Creek Ranch on State Highway 114 wound up being just miles from where Dallas and Fort Worth would build their new airport in the 1970s.

"It was the ranch me and my sisters grew up on," said Ben's son John Carpenter III. "He said we couldn't keep it as it was because they were going to build this airport on the other side of us. We were all disappointed. We would have loved it to stay our family ranch."

**Related:** [Las Colinas' Urban Center was planned to rival downtown Dallas in the 1970s](#)

The project was formally announced in September 1973, about the same time that DFW International Airport was opening its doors.

Ben Carpenter originally expected that his development — which was renamed El Ranchito de Las Colinas (the little ranch of the hills) — would take about 20 years to complete. He looked at developments around the U.S. and abroad for inspiration. Nothing like Las Colinas had ever been built before in North Texas.

"Even though he didn't have an architectural degree, he loved to plan things," John Carpenter said.



Allstate Insurance was the first company to open its doors in Las Colinas while the project was still under construction in 1976. (Las Colinas Corp. / Digital File\_EMAIL)



Las Colinas' plans were grand.

First construction crews had to tame the Elm Fork of the Trinity River and bring land out of the floodplain. Then they built a 125-acre centerpiece lake and miles of canals that would be lined with planned buildings. Almost 200 acres of parkland and greenbelts were set aside.

Tim Glass, director of strategic planning at the Las Colinas Association, said he's seen estimates that the upfront investment in 1974 was more than \$200 million. "Today, that would be close to \$1 billion," he said.

Glass estimates that all the properties built over the decades in Las Colinas have a current tax value of more than \$13 billion.

**Related:** [12-story Las Colinas tower sells to investors](#)

Even with the sizable initial investment, Las Colinas was slow to start. By 1975, less than 700 acres had been developed.

But with the new airport and expansion of North Texas' economy, it began to attract businesses.

By 1976, the first two corporations — [Allstate Insurance](#) and the Associates Corp. — had landed in Las Colinas. Others followed during a building boom in the 1980s.

John Carpenter said his father “always talked about an urban density he was trying to create, which is being achieved out there.

“I think he’d be pleased with it.”



The Mustang apartments in Las Colinas will bring 275 more residential units to the project. (Elías Valverde II / Staff Photographer)

[Dallas-based developer KDC](#) has built more than 5 million square feet of offices in Las Colinas for companies including Associates, Citigroup, Nokia, Fluor, [Pioneer Natural Resources](#) and more.

“Las Colinas became one of the greatest corporate neighborhoods in the U.S.A.,” said KDC CEO Steve Van Amburgh.

He estimates KDC has developed projects there valued at more than \$3 billion. It’s currently working on an 840,000-square-foot office campus for Wells Fargo, [a \\$400 million project where more than 3,000 workers are expected to be housed in 2025](#).

“It will be a beautiful campus, situated fronting on Lake Carolyn and across the street from many hotels and walkable amenities, restaurants and the new convention center,” Van Amburgh said.

**Related:** [Irving’s Music Factory entertainment center gets new operator with lease deal](#)

Van Amburgh’s history with Las Colinas stretches back to the 1960s when he spent summers working on Carpenter’s ranch.

“We painted fences, hauled hay, drove tractors and did all kinds of manual labor,” he said. “We did lots of work. Yet even more, we all created memories and lifelong experiences.

“Many of those 20 guys are still great and close friends today.”

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The latest architectural rendering of Wells Fargo's more than 800,000-square-foot office campus planned in Las Colinas. (Contributed / KDC)



[Steve Brown](#), Real Estate Editor. Steve covers commercial and residential real estate in Dallas-Fort Worth.

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**IRVING CONVENTION AND VISITORS BUREAU  
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**ACKNOWLEDGEMENTS  
AND  
MISCELLANEOUS ARTICLES**

## DFW International remains second busiest airport in the world

Hartsfield-Jackson Atlanta International Airport with 93.7 million passengers is at the top of the 2022 rankings.



Passengers walk around Terminal D at Dallas/Fort Worth International Airport on Wednesday, March 8, 2023. DFW Airport was selected for the 2022 Airport Service Quality (ASQ) award for Best Airport. (Juan Figueroa / Staff Photographer)

The Dallas Morning News

By [Alexandra Skores](#)

1:48 PM on Apr 5, 2023 CDT

[DFW International Airport](#) is the second busiest airport in the world, [according to Airports Council International](#).

Hartsfield-Jackson Atlanta International Airport with 93.6 million passengers is at the top of the 2022 rankings. DFW Airport trailed behind with 73.36 million passengers in 2022 and Denver Airport reported 69.2 million passengers for the year. The top four airport rankings were the same as 2021.

“DFW is proud to be recognized as the world’s second busiest airport for the second year in a row,” said Francisco Rodriguez, a spokesperson for DFW Airport. “Supporting this growth through opening new gates in Terminal C that offer the latest in customer amenities and expanding our network to provide customers with more choices, we make every decision with our customers in mind.”

Rodriguez said that looking to 2023, DFW Airport is working with all of its partners to continue providing an elevated customer experience.

“The new top 10 busiest airports for passenger traffic reflects the resilience of the airport and aviation industry, and the eagerness of passengers to travel by air,” said Luis Felipe de Oliveira, ACI World Director General in a release. “While U.S. airport hubs were able to recover quicker due to their strong domestic market, we are now witnessing global hubs joining upper ranks — including Dubai, Istanbul, and London Heathrow airport.”

Dubai Airport came in at 5th with 66.06 million passengers and Istanbul Airport reached 7th with 64.2 million passengers, followed by London Heathrow Airport at 8th with 61.6 million passengers.

Last month, [DFW Airport was also named North America’s best large airport](#) by the same group. DFW and San Francisco International Airport, [both serving over 40 million passengers a year](#), were recognized for their customer experience based on data collected from passengers in departure and arrival surveys.

The ten largest airports in the world in 2022, according to Airport Councils International World:

1. Hartsfield-Jackson Atlanta International Airport, 93.6 million passengers
2. DFW International Airport, 73.3 million passengers
3. Denver International Airport, 69.2 million passengers
4. O’Hare International Airport, 68.3 million passengers
5. Dubai International Airport, 66 million passengers
6. Los Angeles International Airport, 65.9 million passengers
7. Istanbul Airport, 64.2 million passengers
8. London Heathrow Airport, 61.6 million passengers
9. Indira Gandhi International Airport, 59.4 million passengers
10. Paris Charles de Gaulle Airport, 57.4 million passengers

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16 MAR 2023 RESEARCH & IDEAS

# Why Business Travel Still Matters in a Zoom World

by Kara Baskin

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Meeting in person can make all the difference for colleagues from different time zones or cultural backgrounds. A study by **Prithwiraj Choudhury** traces flight patterns among 5,000 airports around the world to show how business travel propels innovation.

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Nonstop flights generally make traveling more pleasant—but can they lead to innovation, too, especially in the global context? Research suggests that they can, with important takeaways for managers reinstating business travel in a world emerging from the pandemic.

In a [recent study](#), Harvard Business School Associate Professor Prithwiraj Choudhury examined how, when, and whether nonstop flights could spark an increase in new ideas. In a broad examination of flight and patent data, Choudhury and co-authors found that a 10 percent increase in nonstop flights between two locations led to a 1.4 percent increase in new patents between firms in those places.

**“EVEN IN A HYBRID WORLD, EVEN IN A WORLD OF WORK-FROM-ANYWHERE, WE STILL NEED TO OCCASIONALLY MEET COLLEAGUES IN PERSON FOR SOCIAL PURPOSES.”**

Choudhury and colleagues teased out an additional wrinkle. Meeting face-to-face—made easier with nonstop flights—matters most when collaborators are in different time zones or overcoming cultural distance.

“It seems that, if the two locations are in the same time zone and are culturally similar, then Zoom is good enough. It’s fine to meet colleagues on Zoom and have productive conversations with them. But, if you’re working with a colleague who lives in a faraway time zone or is culturally different from you, you have to get on a flight and meet that person in person. That’s a big takeaway,” Choudhury says.

In a business world emerging from Zoom boxes, that’s an important wrinkle to consider. “Business travel is still required,” says Choudhury, who wrote the study with Dany Bahar, an associate professor at Brown University; Do Yoon Kim, an assistant professor at Boston College; and Wesley Koo, an assistant professor at INSEAD. “Even in a hybrid world, even in a world of work-from-anywhere, we still need to *occasionally* meet colleagues in person for social purposes.”



## Marrying flight and patent data

Choudhury and colleagues examined flights from every airport worldwide—5,015 in all—between 2005 and 2015. Then, they matched those flights to global patent data filed by firms whenever they knew the address of each patent’s inventor and used cutting-edge empirical methods to determine causality.

In addition to the 1.4 percent uptick in patents, the authors found that new applications cited other patents 3.4 percent more often—evidence of innovation as measured by the US Patent and Trademark Office—when nonstop flights increase by 10 percent. The firms that benefitted most from nonstop flights tended to be bigger innovators overall, with more inventor stock and higher R&D spending. Many of these companies were also located within 50 miles of innovation hubs or in countries that were known as tech leaders.

The researchers also found that the effect of nonstop flights on innovation outcomes was stronger for routes with shorter north-south distances, which cross over less longitudinal distance.

## Some business travel makes more of a difference

Choudhury believes these findings offer meaningful insight for policymakers, particularly in innovation hubs, as they contemplate adding nonstop flights to their airports. It’s also useful for corporate leaders evaluating the importance of business travel.

Choudhury’s work is especially prescient in a post-pandemic world. His broader scholarship focuses on the geography of work, particularly how location affects productivity and innovation. The ongoing rise of remote work, propelled by COVID-19, calls into question the importance of face-to-face interaction. These days, he’s often asked whether in-person business trips are worth it.

**“WE’RE SHOWING THAT BUSINESS TRAVEL MATTERS FOR INNOVATION, BUT IT ONLY MATTERS IF TWO FIRMS’ LOCATIONS ARE EITHER CULTURALLY OR TEMPORALLY FAR AWAY FROM EACH OTHER.”**

The study offers him an answer: Yes, with an important caveat.

“We’re showing that business travel matters for innovation, but it only matters if two firms’ locations are either culturally or temporally far away from each other,” he says—that is, if the two firms possess different cultural norms or don’t have overlapping business hours, defined as 1.5 hours or less.

For instance, colleagues who speak different languages and possess unique cultural norms around meeting styles would benefit from in-person meetings, whereas people who speak the same language and operate meetings similarly won’t realize the same benefit.

Choudhury hopes business leaders consider the research when refining post-pandemic work policies. Because of the vast sample size of flights used in this paper, he believes the findings are generalizable for all business leaders.

## The power of Zoom

Choudhury was surprised that direct flights weren’t particularly helpful when people were in the same time zone, however.

“It just shows you the power of Zoom and similar communication technologies. The advent of these technologies has really shrunk distance,” he says.

Ultimately, Choudhury hopes that leaders realize that nonstop flights could overcome temporal barriers and help to spread knowledge—either through colleagues working in person or virtually, but on the same schedule—especially as work-from-home policies increase and the global workforce scatters.

“If you’re living in San Francisco, and your colleague is living in Vancouver, and you both speak excellent English, and you both understand exactly the same cultural norms, Zoom works great. If you’re meeting a colleague who lives in Beijing or South Korea, and you’re both culturally and temporally distant, those face-to-face meetings still have value,” Choudhury says.

## You Might Also Like:

- Does Hybrid Work Actually Work? Insights from 30,000 Emails
- In a Work-from-Anywhere World, How Remote Will Workers Go?
- Research News and Tips: Innovating Across Time Zones

***Feedback or ideas to share? Email the Working Knowledge team at [hbswk@hbs.edu](mailto:hbswk@hbs.edu).***

Image: iStockphoto/Nikada

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## VIDEO

# With a Recession in the Forecast, Office Faces a Long Recovery

Slow Leasing and Rising Availability Highlight Market Softness



By [Phil Mobley](#)  
Market Analyst

March 28, 2023 | 1:06 P.M.

The year is off to an uneasy start for the skyline-defining office sector. So far in 2023, tenants have already returned more than seven times as much square footage to the market as they did in all of 2022.

Meanwhile, the national vacancy rate has risen to a record at just under 13%, surpassing its Great Recession-era peak. And with more than 66 million new square feet of space set to be completed this year — the most since 2008 — it looks set to go even higher.

The weakness in leasing activity comes even as job growth has remained surprisingly strong. Despite headline-grabbing layoffs at tech and financial services firms in recent months, **overall employment in office-using industries is still growing and is now where pre-pandemic trends suggested. The disconnect is another signal that space requirements per worker are still in flux.**

Things aren't expected to improve in the coming months. Turbulence in the banking sector may alter the Federal Reserve's timeline for more interest rate increases, but many economists are still anticipating a recession within the next year.

Because of this, a growing number of office occupiers are scaling back their office footprints. After rebounding in 2021 and early 2022, new leasing volume fell almost 20% below its long-term average in the fourth quarter. At the same time, sublease availability resumed its rise, ending 2022 up nearly 25% for the year and more than 100% since 2019. The combination of slowing leasing volume and rising sublease availability suggests corporations are looking to trim costs, even as most of them have yet to trim payrolls.

If rising interest rates have cooled the economy and chilled office leasing, then they have frozen capital markets. At just under \$25 billion, investment sales of office property in 2022's fourth quarter were lower than in any fourth quarter since 2009. With uncertainty surrounding the future value of offices, the bid-ask spread has widened. A recent spate of loan default announcements could be an ominous sign that not all sellers will be able to weather the storm.

Amid all the various forces at play, the impact on landlords has been anything but uniform. Demand has stayed resilient in buildings delivered since 2015, with tenants taking up an average of nearly 60 million square feet in each of the past three years. At that same time, tenants have shed almost 100 million square feet per year in older buildings.

The divergence is so severe that over half of all currently vacant office space is housed in about 20,000 buildings. While vacancy has nearly doubled in these buildings since the beginning of 2020, in all others, the vacancy has returned to where it was.

The shock to office demand delivered by the COVID-19 pandemic created clear winners and losers in the office market, and the gap between them is widening. There is a real prospect that the highest and best use for many older, high-vacancy buildings could be something other than office.