

AGENDA
Irving Convention and Visitors Bureau
Board of Directors Executive Committee
Friday, August 23, 2024 at 9:00 AM
Irving Convention Center – First Floor Boardroom
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda
2. Approving Executive Committee Minutes – July 26, 2024
3. Accepting ICVB Financial Reports – July 2024
4. Review of Hotel Occupancy Tax Collections
5. Accepting the ICC Financial Reports – July 2024
6. Review of Board Meeting Agenda – August 26, 2024
7. City Council Updates
8. Chairman/Executive Director & Staff Reports
9. Next Meeting – September 20, 2024

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 remained so posted at least 72 hours before said meeting convened.

Deputy Clerk, City Secretary's Office

This meeting can be adjourned and reconvened, if necessary, the following regular business day.

Any item on this posted agenda could be discussed in executive session as long as it is within one of the permitted categories under sections 551.071 through 551.076 and section 551.087 of the Texas Government Code.

A member of the public may address the governing body regarding an item on the agenda either before or during the body's consideration of the item, upon being recognized by the presiding officer or the consent of the body.

This facility is physically accessible and parking spaces for the disabled are available. Accommodations for people with disabilities are available upon request. Requests for accommodations must be made 48 hours prior to the meeting. Contact the City Secretary's Office at 972-721-2493 or Relay Texas at 7-1-1 or 1-800-735-2988.

MINUTES
IRVING CONVENTION AND VISITORS BUREAU
EXECUTIVE COMMITTEE
IRVING CONVENTION CENTER
FRIDAY, JULY 26, 2024

Attendance: Richard Stewart, Jr. – Board Chair, Herb Gears – Board Vice Chair; Yasir Arafat, David Cole, Colvin Gibson, Julia Kang, Greg Malcolm, and Sam Reed – Committee Members; Joe Philipp – Board members; Tom Meehan and Jeremy Pierce – ASM/ICC; Councilman Kyle Taylor and Councilman Al Zapanta – City of Irving; John Maloney and Brian Thompson – Maloney Strategic Communications; Cara Frank and Ryan George – Simpleview; Maura Gast, Lori Fojtasek, Marianne Lauda, Brenda Lopez, Brice Petty, Diana Pfaff, Susan Rose and Matt Tungett – ICVB.

Board Chair Richard Stewart, Jr. called the meeting to order at 9:00 a.m. There were no citizen comments.

Stewart asked for a motion to approve the June 21, 2024, Executive Committee meeting minutes. On a motion from Board member Colvin Gibson, and a second from Board member Sam Reed, the motion was approved unanimously.

ACCEPTING THE ICVB FINANCIAL REPORTS

Accounting and Budget Director Marianne Lauda reviewed the ICVB June 2024 financials.

General Fund:

- Revenue received was from Hotel Occupancy Tax and Investment Income.
- Expenditures are 50% expended for the year.
- Ending Fund Balance is \$4,848,218.80.

ICC Reserve/CIP Fund:

- Everything is holding steady.
- Ending Fund Balance is \$2,310,380.32.

Check Register:

- SMG payments include Business Development Incentive Program payments, CIP expenditures, catering, Total Eclipse in the Park event reimbursements and Insight (cloud-based software).
- The third quarter subsidy payment was made to SMG this quarter.

Cash Flow:

- Cash Flow is in great shape, transfers will be made to other funds in August.
- Anticipated ending balance for September 2024 is currently close to 6.2 million, in great shape for new budget year.

Fund Balance Chart:

- General Fund is above goal.
- Reserve fund is above goal.
- Technology Fund is showing 52%; there is a plan to fully fund in the future.
- ICC CIP Fund is 77% of goal.
- Overall, we are doing well in financial standing.

Stewart asked for a motion to approve the ICVB June 2024 financial reports. On a motion from Board member Julia Kang, and a second from Board member Yasir Arafat, the motion unanimously was approved.

REVIEW OF HOTEL OCCUPANCY TAX COLLECTIONS:

Lauda reviewed the report for April 2024:

- **Luxury & Full Service:**
 - The Doubletree by Hilton DFW Airport North and the Sheraton DFW Airport Hotel are both still delinquent. Outstanding balance plus penalties and interest are due.
- **All Suite / Extended Stay:**
 - Two properties did not pay in April: Candlewood Suites DFW Airport North and Country Inn & Suites by Carlson DFW Airport South.
- **Budget Service:**
 - Five properties did not pay in April: Budget Suites of America Las Colinas, Crossroads Hotel & Suites, Motel 6 Dallas DFW South, Motel 6 DFW North, OYO Hotel DFW Airport North.
 - Collected \$37,949.69.
- **Limited Service:**
 - One property did not pay in April: Fairfield Inn & Suites Dallas DFW Airport South Irving.
- **Short-Term Rentals:**
 - Collected \$24,788.45 from 33 reported properties.
- **Summary:**
 - April collected \$904,749.58. Budgeted \$936,361.00, short 3.4%.
 - Cumulative Year-to-Date Actual for April is \$5,339,181.53, down 3.5% from Budget.
 - Prior Year collected \$824,970.07.

Gast replied to a question from Gibson and stated it could be a timing issue as to why there are five Budget properties that have not paid, and it could be a one-time occurrence. This is not a trend as it has been with the two delinquent full-service properties.

ACTION ITEM: Request for a report of hotel properties that have not paid categorized by zip codes. Lauda will include in the next Executive Committee meeting.

ACCEPTING THE IRVING CONVENTION CENTER FINANCIAL REPORT

General Manager Tom Meehan reviewed the ICC May 2024 financials.

- There were 24 events, and 41 event days with \$32,754 in attendance.
- Year-to-date there were 124 events, and 185,697 in attendance.
- Adjusted Gross Income is \$5,891,394 and is \$710,172 ahead of budget.
- Ahead of this year's budget by approximately \$1,004,982.
- Rental Income is at an all-time high, and expenses are also higher than last year.
- Catering for the month was at \$481,472, which is a remarkably high net number for the month.
- SMG will be returning \$583,970 of the subsidy.

Meehan reviewed the ICC June 2024 financials.

- There were 17 events, and 32 event dates with 21,410 in attendance.
- Year-to-date there have been 141 events, last year there were 166 events.
- Revenue numbers are well ahead of last year with 25 less events this year.
- Expenses are up \$418,681 over last year.
- Ahead of budget by \$1,230,791.

- Year-to-date numbers for Rental and Catering have been the highest they have ever been since opening.
- Adjusted gross income last year was \$7.1 million, this year projected at \$8,102,605.
- ICC is projected to return \$878,558 of the subsidy, with 3 months left in the fiscal year.
- Well ahead of budget for the year and expect another record-breaking year.

Meehan replied to a question asked at the June Executive Committee meeting regarding new, first-time accounts and industries for the current year at ICC. So far this year there have been 43 new events: 24 Corporate, 3 Sports, 9 Association, 9 SMERF and 1 Government. This year's events have been larger and for longer durations. There has been a decrease in the number of events taking place but an increase in revenue.

Stewart asked for a motion to accept the ICC May and June 2024 financial reports. On a motion from Board member Sam Reed, and a second from Kang, the motion unanimously was accepted.

STAFF OVERVIEW OF SIMPLEVIEW CONTRACT

Gast introduced Simpleview CEO Ryan George and Chief of Staff Cara Frank. Simpleview is a leader of DMO Digital Marketing Solutions and Tourism software and provider of CRM and content management systems. Their company is also doing work now with ASM to develop many of their venue websites, in addition to what they do for the ICC and ICVB. Simpleview is invested in the CVB industry in time and services. George and Frank and many others on their team serve on many industry boards. Simpleview holds annual summits, user group gatherings and advisory board meetings, convening IT, sales, and marketing professionals.

VP of Sales and Services Lori Fojtasek presented the Sales Tools in Simpleview. The Customer Relationship Management (CRM) system is the primary tool for data and houses the Meeting Sales and Member Partner accounts, contracts and leads. The system also provides standard templates, as well as customizable reporting. Fojtasek is the administrator of the CRM for the Sales resources. The ICVB agreement with Simpleview includes support hours for projects and customization of the database for the ICVB. The system also incorporates the "Extranet" that allows hotel partners and other stakeholders to respond to leads, apply for BizDip, and manage their data. It also integrates with EmpowerMINT, Cvent and Outlook. Cvent is one of the biggest platforms for event management and RFP distribution. The system also creates account traces. There are 20,000 active accounts in Meeting Sales.

Fojtasek added, many of the tools that Simpleview provides has allowed for the Sales team staff number to stay flat.

Discussion was held on Simpleview's cyber security and information back up protocols. George added that cyber security is something that Simpleview takes very seriously. Data is hosted in multiple locations on the cloud, and if one were to go down, there are other locations in which it is backed up. Simpleview takes every precaution to make sure the data is safe and can provide documentation on security measures.

Fojtasek responded to Councilman Zapanta's question regarding EmpowerMINT. This is a Destinations International database which holds detailed histories on more than 80,000 meetings and events around the world. It is a tool that can be used to look up groups that could fit a particular "need" window and is beneficial when looking at new groups coming to Irving. Arafat asked if EmpowerMINT can project income. George responded, not income per say, but there is a system, Futurepace, that looks out to the future and projects how to get to that budget goal.

VP of Marketing and Communications Diana Pfaff presented Simpleview Marketing Tools. The Content Management System (CMS) allows the Marketing team to manage the Visit Irving and Convention Center website. Simpleview's CMS is customized to each CVB's need, allowing for enhanced flexibility and control over website updates, such as event calendars, partner listings, form builders and content, including blogs. It also tracks advertising performance, web traffic, ads, and campaigns, like the Staycations campaigns. Simpleview has a team dedicated to supporting Irving.

Pfaff mentioned that the Marketing team is looking at items for future budgeting, enhancing a media room and potentially incorporating an Artificial Intelligence (AI) component, such as a Chatbot, but that those discussions are in the very early stages. George added that AI is a new way for potential and existing customers to interact with content. With the proper training models and testing this will allow people to access content faster and can make tools better and invest in the industry.

Reed thanked George and Clark for coming and asked what role AI will play in the future, in terms of other tools and resources in our industry. George responded that it would assist in staying on top of trends and trying to implement ways to partner with other companies to envision destinations. It could also change the way data is processed. Simpleview has an AI task force with 20 participants.

Discussion was held on Simpleview's succession plan and if it is privately own. George added that there is a team behind the company's succession plan.

Stewart thanked George and Frank for coming to the meeting with the Committee and added a great presentation was received from Fojtasek and Pfaff.

STAFF OVERVIEW OF MALONEY STRATEGIC COMMUNICATIONS CONTRACT

Gast introduced John Maloney and Brian Thompson with Maloney Strategic Communications. MSC continuously provides creative solutions to the ICVB, ICC and the City that exceed expectations. They have direct knowledge and involvement with the ICVB's past and current marketing efforts, combined with their experience in the Irving community. They have taken the "Irving Rocks" tagline and graphics and incorporated these into trade shows and event activations. MSC has created Brand Identity and logos, graphic designs, creative ad campaigns, design and select placement, collateral production, event planning, and video production. MSC did all the creative concepting for *Irving on the Rocks*.

Board member David Cole asked if MSC are partners in winning Adrian awards. Pfaff added if we win, they win depending on what the award is for. Simpleview and MSC also work together, especially in advertising. The agency sets the visual terms as our identity and sends it to Simpleview who then implements the campaigns.

Gibson asked how much is spent with MSC. Gast responded that \$400,000 a year, and an hourly rate for projects. They are not paid to attend meetings. The annual amount includes production costs. Arafat asked if MSC is only contracted for the ICVB, Gast responded that they are not the City's agency, but they have done work with many of the City departments, the Irving-Las Colinas Chamber of Commerce and Irving Arts Center.

Pfaff added that the ICVB has a contracted amount of funds and hours and what is done within a year must come out of that budget.

ACTION ITEM: Request for a full picture of the Total Eclipse in the Park event dollars. Gast will have a breakdown of all the expenses and the return on those investments as soon as all the expenses come through.

REVIEW OF BOARD MEETING AGENDA

Gast reviewed the July 29, 2024 Board agenda:

- Toyota Music Factory update from General Manager Eric Albert.
- High Spirited Citizen recommendations from Community Engagement Committee.
- There will be three new employee introductions - one new ICVB employee and two ICC sales managers.
- Clare Venegas who has been the University of Dallas representative acknowledged that she cannot participate, and has suggested J. Lee Whittington, UD's Dean of the business school to fill the position. Waiting on a letter from the University President to request the City Council make this new appointment.

CITY COUNCIL UPDATES

Councilman Kyle Taylor reported:

- There will be a meeting with KOA Partners regarding information about the high-rise residential project being proposed near the Ritz-Carlton.
- Currently in the budget process and will be meeting with Chris Hillman and reviewing covering payroll costs.
- Boards and Commissions nomination forms will be coming soon.
- There are some Council concerns regarding things that are coming from Brookfield, especially as it relates to parking at Toyota Music Factory.

CHAIRMAN/EXECUTIVE DIRECTOR & STAFF REPORTS

Gast thanked Simpleview, Maloney Strategic Communications, Pfaff, Fojtasek and Tungett for providing great summaries.

The next Executive Committee meeting is scheduled for Friday, August 23.

With no further comments or discussion, Stewart adjourned the meeting at 10:38 a.m.

Respectfully submitted,




Maura Allen Gast, FCDME
Executive Director



IRVING CONVENTION & VISITORS BUREAU

FINANCIAL STATEMENTS

**For Period Ending
July 2024**



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET
JULY 2024

Assets

Cash and equivalents	744,474.21
Investments	6,606,130.00
Receivables	2,588.00

Total Assets

7,353,192.21

Liabilities

Accounts payables	2,469.78
Unearned revenue	2,369,726.51
Due to other funds	353.00

Total Liabilities

2,372,549.29

Fund Balance (Budgetary basis)

Reserve for encumbrances	458,448.90
Unreserved	4,522,194.02

Total Fund Balance

4,980,642.92

Total Liabilities and Fund Balance

7,353,192.21



IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
MONTHLY FINANCIAL REPORT
JULY 2024

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
L3 - HOTEL/MOTEL TAX							
	CURRENT YEAR	822,524.87	6,002,470.12	10,089,968.00	59.5%	0.00	4,087,497.88
	PENALTY AND INTEREST	1,775.83	22,252.67	0.00	100.0%	0.00	(22,252.67)
	PRIOR YEAR	5,224.93	106,349.71	0.00	100.0%	0.00	(106,349.71)
	SHORT-TERM RENTALS	24,174.63	183,485.81	0.00	100.0%	0.00	(183,485.81)
	TOTAL HOTEL/MOTEL TAX	853,700.26	6,314,558.31	10,089,968.00	62.6%	0.00	3,775,409.69
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	1,350,671.47	2,298,790.00	58.8%	0.00	948,118.53
M4 - INVESTMENT INCOME							
		29,737.79	199,500.68	120,000.00	166.3%	0.00	(79,500.68)
M5 - MISCELLANEOUS							
		0.00	13,498.00	20,000.00	67.5%	0.00	6,502.00
TOTAL REVENUE		883,438.05	7,878,228.46	12,528,758.00	62.9%	0.00	4,650,529.54
EXPENDITURES							
N1 - SALARIES							
		222,361.22	2,169,877.13	3,189,235.00	68.0%	0.00	1,019,357.87
N2 - BENEFITS							
		45,515.75	438,432.24	594,135.00	73.8%	0.00	155,702.76
N4 - SUPPLIES							
		10,194.92	35,773.32	73,110.00	48.9%	0.00	37,336.68
O1 - UTILITIES (COMMUNICATIONS)							
		3,819.38	17,390.56	27,500.00	63.2%	0.00	10,109.44
O3 - OUTSIDE SERVICES							
	CLOUD BASED SOFTWARE FEES	15,600.11	88,794.35	175,530.00	50.6%	0.00	86,735.65
	FREIGHT	50.21	2,691.77	4,700.00	57.3%	0.00	2,008.23
	MARKETING AND SALES RESOURCES	7,927.90	38,819.26	74,500.00	52.1%	0.00	35,680.74
	MEDIA ADVERTISING	60,644.87	451,104.96	632,567.83	71.3%	175,453.83	6,009.04
	POSTAGE EQUIPMENT RENTAL	0.00	1,986.48	2,650.00	75.0%	662.16	1.36
	PROFESSIONAL SERVICES	176,363.13	1,701,746.40	2,581,150.00	65.9%	272,787.91	606,615.69
	PROPERTY MANAGEMENT SERVICES	0.00	1,046,753.00	1,395,000.00	75.0%	0.00	348,247.00
	TOTAL OUTSIDE SERVICES	260,586.22	3,331,896.22	4,866,097.83	68.5%	448,903.90	1,085,297.71
O4 - TRAVEL - TRAINING - DUES							
	TRAVEL AND TRAINING	18,183.15	320,687.24	577,000.00	55.6%	0.00	256,312.76
	MILEAGE REIMBURSEMENT	38.94	1,068.71	3,600.00	29.7%	0.00	2,531.29
	MEMBERSHIP AND DUES	9,523.00	49,205.90	78,990.00	62.3%	0.00	29,784.10
	TOTAL TRAVEL - TRAINING - DUES	27,745.09	370,961.85	659,590.00	56.2%	0.00	288,628.15
O5 - CLAIMS AND INSURANCE							
		75,925.00	151,850.00	151,850.00	100.0%	0.00	0.00
O7 - MISCELLANEOUS EXPENSES							
	ADM COST REIMBURSEMENT	34,148.01	252,582.30	403,600.00	62.6%	0.00	151,017.70
	BUSINESS DEV INCENTIVE PROG	54,218.00	377,406.66	450,000.00	83.9%	0.00	72,593.34
	CONVENTION SERVICES MATERIALS	3,372.10	43,063.08	98,350.00	43.8%	7,945.00	47,341.92
	EVENT SPONSORSHIPS	0.00	121,167.75	167,500.00	72.3%	0.00	46,332.25
	ICVB VOLUNTEER PROGRAM	0.00	0.00	5,000.00	0.0%	0.00	5,000.00
	LOCAL PROGRAMS-PROMOTIONS	10,128.24	295,578.49	440,610.00	67.1%	1,600.00	143,431.51
	TOTAL MISCELLANEOUS EXPENSES	101,866.35	1,089,798.28	1,565,060.00	69.6%	9,545.00	465,716.72
P1 - CAPITAL EXPENDITURES							
		0.00	0.00	45,000.00	0.0%	0.00	45,000.00
P5 - TRANSFERS OUT							
	TRSF TO ICVB RESERVE FUND	0.00	0.00	500,000.00	0.0%	0.00	500,000.00
	TRSF TO ICC RESERVE / CIP FUND	0.00	0.00	1,919,221.00	0.0%	0.00	1,919,221.00
	TRSF TO POB RISK MITIGATION FUND	0.00	23,139.00	23,139.00	100.0%	0.00	0.00
	TRSF TO HEALTH SELF INSUR FUND	0.00	3,550.00	3,550.00	100.0%	0.00	0.00
	TRSF TO GENERAL DS FUND	0.00	90,306.00	90,306.00	100.0%	0.00	0.00
	TOTAL TRANSFERS OUT	0.00	116,995.00	2,536,216.00	0.0%	0.00	2,419,221.00
TOTAL EXPENDITURES		748,013.93	7,722,974.60	13,707,793.83	56.3%	458,448.90	5,526,370.33

Beginning Fund Balance	4,825,389.06
Revenues	7,878,228.46
Expenditures	(7,722,974.60)
Ending Fund Balance	4,980,642.92

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



2204 - ICVB CONV CENTER RESERVE / CIP
MONTHLY BALANCE SHEET
JULY 2024

Assets

Cash and equivalents	1,737,510.82
Investments	2,103,000.00
Receivables	8,008,030.34

Total Assets

11,848,541.16

Liabilities

Unearned revenue	1,866,720.43
Deferred inflow	7,860,820.90
Total Liabilities	<u>9,727,541.33</u>

Fund Balance (Budgetary basis)

Reserve for encumbrances	0.00
Unreserved	2,120,999.83
Total Fund Balance	<u>2,120,999.83</u>

Total Liabilities and Fund Balance

11,848,541.16



IRVING CONVENTION AND VISITORS BUREAU - ICC RESERVE / CIP FUND
 MONTHLY FINANCIAL REPORT
 JULY 2024

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
M1 - INTERGOVERNMENTAL							
	RECEIPTS FROM FEDERAL GOVMT (ARPA)	0.00	(405.76)	90,137.00	-0.5%	0.00	90,542.76
	M4 - INVESTMENT INCOME	9,181.75	84,250.63	60,000.00	140.4%	0.00	(24,250.63)
	M5 - MISCELLANEOUS	28,800.27	254,193.66	333,858.00	76.1%	0.00	79,664.34
	M6 - TRANSFER FROM ICVB GENERAL	0.00	0.00	1,919,221.00	0.0%	0.00	1,919,221.00
TOTAL REVENUE		37,982.02	338,038.53	2,403,216.00	14.1%	0.00	2,065,177.47
EXPENDITURES							
	N4 - SUPPLIES	(202.29)	63,406.17	63,609.00	99.7%	0.00	202.83
	N7 - STRUCTURE MAINTENANCE	173,163.52	709,465.46	1,050,425.00	67.5%	0.00	340,959.54
	O3 - OUTSIDE SERVICES	37,162.28	65,560.33	28,399.00	100.0%	0.00	(37,161.33)
	P1 - CAPITAL EXPENDITURES	17,239.00	48,287.99	348,229.00	13.9%	0.00	299,941.01
TOTAL EXPENDITURES		227,362.51	886,719.95	1,490,662.00	59.5%	0.00	603,942.05

Beginning Fund Balance	2,669,681.25
Revenues	338,038.53
Expenditures	(886,719.95)
Ending Fund Balance	<u>2,120,999.83</u>

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



Irving Convention and Visitors Bureau

Check Register

July 2024

Check #	Check Date	Vendor Name		Check Amount	Invoice Amount	
		Object Description	Line Item Description		ARPA	HOT TAX
80064045	7/2/2024	BH DFW PROPERTY LP		4,190.00		
		BUSINESS DEV INCENTIVE PROG	NORTH TEXAS RPG-CON/JUNE 2024			4,190.00
80064046	7/2/2024	ECO: A COVENANT ORDER OF EVANGELICAL PRESBYTERIANS		495.00		
		BUSINESS DEV INCENTIVE PROG	ECO PRESBYTERY LEADER GATHERING/MAY 2024			495.00
80064047	7/2/2024	ELLIE BELLY LLC		1,201.35		
		PROFESSIONAL SERVICES	PHOTOGRAPHER - REIMBURSEMENT FOR EXPENSES			1,201.35
80064048	7/2/2024	HCD DALLAS CORPORATION		1,425.00		
		BUSINESS DEV INCENTIVE PROG	CONMEBOL COPA AMERICA TEAM/JUNE 2024			1,425.00
80064049	7/2/2024	IRVING HERITAGE SOCIETY		50.00		
		LOCAL PROGRAMS-PROMOTIONS	MEMORIAL DONATION - FRAN BONILLA			50.00
80064050	7/2/2024	PANADE II, LTD		1,200.00		
		BUSINESS DEV INCENTIVE PROG	SATISH WEDDING/JUNE 2024			1,200.00
80064051	7/2/2024	SOTO, MONICA		80.63		
		COMMUNICATIONS	MAR 2024 - CELL			25.00
		COMMUNICATIONS	APR 2024 - CELL / MILEAGE			25.00
		MILEAGE REIMBURSEMENT	APR 2024 - CELL / MILEAGE			5.63
		COMMUNICATIONS	MAY 2024 - CELL			25.00
80064052	7/9/2024	ACTS 29 NETWORK		2,406.00		
		BUSINESS DEV INCENTIVE PROG	ACTS29 NORTH AMERICAN CONFERENCE/APR 2024			2,406.00
80064053	7/9/2024	AJR MEDIA GROUP		495.00		
		MEDIA ADVERTISING	ADVERTISING - TOURTEXAS.COM			495.00
80064054	7/9/2024	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC		66,247.29		
		ACCOUNTS PAYABLE	JUN 2024 RECEIPTS			66,247.29
80064055	7/9/2024	ASHFORD TRS CORPORATION		8,390.00		
		BUSINESS DEV INCENTIVE PROG	WERFEN MEETING/JUNE 2024			1,395.00
		BUSINESS DEV INCENTIVE PROG	THE TEXAS TAKEOVER/JUNE 2024			6,995.00
80064056	7/9/2024	BH DFW PROPERTY LP		745.00		
		BUSINESS DEV INCENTIVE PROG	DT MOB/JUNE 2024			745.00
80064057	7/9/2024	CUTTS, SUSAN		1,233.00		
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - JUN 17 - 28, 2024			1,233.00
80064058	7/9/2024	ESPINOZA, ANABEL		75.00		
		COMMUNICATIONS	APR 2024 - CELL			75.00
80064059	7/9/2024	FEDERAL EXPRESS CORPORATION		79.79		
		FREIGHT	SHIPPING			15.58
		FREIGHT	SHIPPING			64.21
80064060	7/9/2024	FOJTASEK, LORI		316.53		
		COMMUNICATIONS	JAN 2024 - CELL / MILEAGE / MISC			75.00
		MILEAGE REIMBURSEMENT	JAN 2024 - CELL / MILEAGE / MISC			3.35
		LOCAL PROGRAMS-PROMOTIONS	JAN 2024 - CELL / MILEAGE / MISC			5.00
		COMMUNICATIONS	MAY 2024 - CELL / MILEAGE			225.00
		MILEAGE REIMBURSEMENT	MAY 2024 - CELL / MILEAGE			8.18
80064061	7/9/2024	FOSTER, WENDY		185.79		
		COMMUNICATIONS	MAR 2024 - CELL / MILEAGE			75.00
		MILEAGE REIMBURSEMENT	MAR 2024 - CELL / MILEAGE			26.07
		COMMUNICATIONS	MAY 2024 - CELL / MILEAGE			75.00
		MILEAGE REIMBURSEMENT	MAY 2024 - CELL / MILEAGE			9.72



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Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT TAX
80064062	7/9/2024	GREENSPRING MEDIA LLC MEDIA ADVERTISING	ADVERTISING	746.00		746.00
80064063	7/9/2024	GROVES, DONNA COMMUNICATIONS	MAY 2024 - CELL	65.00		65.00
80064064	7/9/2024	HCD DALLAS CORPORATION BUSINESS DEV INCENTIVE PROG	SOCIETY OF ST. VINCENT DE PAUL MTG/JUNE 2024	812.00		812.00
80064065	7/9/2024	HOPKINS, CHERYL COMMUNICATIONS	MAY 2024 - CELL	150.00		75.00
		COMMUNICATIONS	APR 2024 - CELL			75.00
80064066	7/9/2024	IMAGO MEDIA, INC. MEDIA ADVERTISING	ADVERTISING	2,821.50		2,500.00
		MEDIA ADVERTISING	ADVERTISING			321.50
80064067	7/9/2024	LOPEZ, BRENDA COMMUNICATIONS	APR 2024 - CELL	75.00		75.00
80064068	7/9/2024	MANSELL, LORI COMMUNICATIONS	APR 2024 - CELL	91.16		45.58
		COMMUNICATIONS	MAY 2024 - CELL			45.58
80064069	7/9/2024	MANSOUR, KAYLA COMMUNICATIONS	MAR 2024 - CELL / MISC	116.99		75.00
		CLOUD BASED SOFTWARE SUB FEES	MAR 2024 - CELL / MISC			29.99
		TRAVEL AND TRAINING	SXSW 2024			12.00
80064070	7/9/2024	NATIONS CHANGER GROUP PUBLIC BENEFIT CORPORATION BUSINESS DEV INCENTIVE PROG	IMPACT/JUNE 2024	955.00		955.00
80064071	7/9/2024	NORTHSTAR TRAVEL MEDIA, LLC MEDIA ADVERTISING	ADVERTISING	6,000.00		6,000.00
80064072	7/9/2024	PROVIDENT RESOURCES GROUP, INC BUSINESS DEV INCENTIVE PROG	TRUCKSPY LINEHAUL SUMMIT/JUNE 2024	2,020.00		2,020.00
80064073	7/9/2024	REYNALDO RODRIGUEZ BUSINESS DEV INCENTIVE PROG	PAMM MODEL & TALENT EXPO/JUNE 2024	6,000.00		6,000.00
80064074	7/9/2024	ROSE, SUSAN COMMUNICATIONS	APR 2024 - CELL	75.00		75.00
80064075	7/9/2024	SIMPLEVIEW WORLDWIDE, INC. PROFESSIONAL SERVICES	4TH QTR - LICENSING / SUPPORT/ CONSULTING FEE	62,481.44	7,680.90	
		PROFESSIONAL SERVICES	4th QTR - LICENSING / SUPPORT/ CONSULTING FEE		54,800.54	
80064076	7/9/2024	SIRMEN, LORI COMMUNICATIONS	MAY 2024 - CELL	75.00		75.00
80064077	7/9/2024	SMG BUILDINGS MAINT	WESTIN GARAGE RENTAL - MAY 2024 CPI INCREASE	27,548.08		1,252.19
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - JUN 2024			26,295.89
80064078	7/9/2024	SPORTS CLUB LC OWNER LLC MEMBERSHIPS, CERTS, & LICENSES	JULY 2024	1,200.00		1,200.00
80064079	7/9/2024	STAMATS COMMUNICATIONS, INC. MEDIA ADVERTISING	ADVERTISING	3,000.00		3,000.00
80064080	7/9/2024	STEPHEN E MURRAY BUSINESS DEV INCENTIVE PROG	TEXAS STATE FOOSBALL/MAY 2024	1,490.00		1,490.00



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					ARPA	HOT TAX
80064081	7/9/2024	TEXAS FRIGHTMARE WEEKEND, LLC		14,015.00		
		BUSINESS DEV INCENTIVE PROG	TEXAS FRIGHTMARE OVERFLOW/MAY 2024			6,210.00
		BUSINESS DEV INCENTIVE PROG	TEXAS FRIGHTMARE/MAY 2024			7,805.00
80064082	7/9/2024	THE RITZ-CARLTON HOTEL COMPANY, L.L.C.		1,252.00		
		BUSINESS DEV INCENTIVE PROG	GREYSTONE INTERESTS/JUNE 2024			1,252.00
80064083	7/9/2024	TUCKER & ASSOCIATES, LLC		4,068.02		
		PROFESSIONAL SERVICES	JUL 2024 - MONTHLY RETAINER / REIMBURSABLES			4,068.02
80064084	7/9/2024	TUNGETT, MATT		106.27		
		COMMUNICATIONS	APR 2024 - CELL / MISC			70.00
		LOCAL PROGRAMS-PROMOTIONS	APR 2024 - CELL / MISC			36.27
80064085	7/9/2024	WHITE, MONTY		75.00		
		COMMUNICATIONS	MAY 2024 - CELL			75.00
80064086	7/9/2024	YOUNG LIFE		124.00		
		BUSINESS DEV INCENTIVE PROG	SYMPOSIUM/MAY 2024			124.00
80064087	7/16/2024	HIDDEN VALLEY PROMOTIONS, LLC		500.00		
		LOCAL PROGRAMS-PROMOTIONS	DEPOSIT-IRVING CHRISTMAS PARADE HORSE DRAWN WAGON			500.00
80064088	7/16/2024	IRVING - LAS COLINAS ROTARY CLUB		40.00		
		MEMBERSHIPS, CERTS, & LICENSES	JUNE 2024			40.00
80064089	7/16/2024	SMG		26,295.89		
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - JUL 2024			26,295.89
80064090	7/16/2024	STAMATS COMMUNICATIONS, INC.		4,000.00		
		TRAVEL AND TRAINING	TRADESHOW / EXHIBITOR - AUG 2024			4,000.00
80064091	7/23/2024	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS		220.00		
		BUSINESS DEV INCENTIVE PROG	COMMITTEE MEETING/JUNE 2024			220.00
80064092	7/23/2024	ASHFORD TRS CORPORATION		1,750.00		
		BUSINESS DEV INCENTIVE PROG	TEXAS STATE YOUTH CONFERENCE/JULY 2024			1,750.00
80064093	7/23/2024	AUTO BODY ASSOCIATION OF TEXAS		1,375.00		
		BUSINESS DEV INCENTIVE PROG	TEXAS AUTO BODY TRADE SHOW/JULY 2024			640.00
		BUSINESS DEV INCENTIVE PROG	TEXAS AUTO BODY TRADE SHOW/JULY 2024			735.00
80064094	7/23/2024	CUTTS, SUSAN		783.00		
		PROFESSIONAL SERVICES	DATA ENTRY SERVICES - JUL 01 - 12, 2024			783.00
80064095	7/23/2024	ECHO COVE ENTERPRISES, LLC		2,999.50		
		CONVENTION SERVICES MATERIALS	RECYCLABLE IMPRINTED PLASTIC BAGS			2,999.50
80064096	7/23/2024	FEDERAL EXPRESS CORPORATION		50.21		
		FREIGHT	SHIPPING			7.32
		FREIGHT	SHIPPING			42.89
80064097	7/23/2024	IMAGO MEDIA, INC.		595.00		
		MEDIA ADVERTISING	ADVERTISING			595.00
80064098	7/23/2024	MADDEN PREPRINT MEDIA LLC		62,501.71		
		PROFESSIONAL SERVICES	ADVERTISING			62,501.71
80064099	7/23/2024	MALONEY STRATEGIC COMMUNICATION INC		27,630.80		
		PROFESSIONAL SERVICES	2024 INVENTORY STORAGE / MGMT- APR/MAY/JUN			840.80
		PROFESSIONAL SERVICES	2023/2024 ICVB ADVERTISING MANAGEMENT Q4			26,790.00
80064100	7/23/2024	MANUSAMA, DEBORA CHRISTY		2,576.42		
		PROFESSIONAL SERVICES	DIGITAL CONTENT SPECIALIST - JUN 1 - 30, 2024			2,576.42



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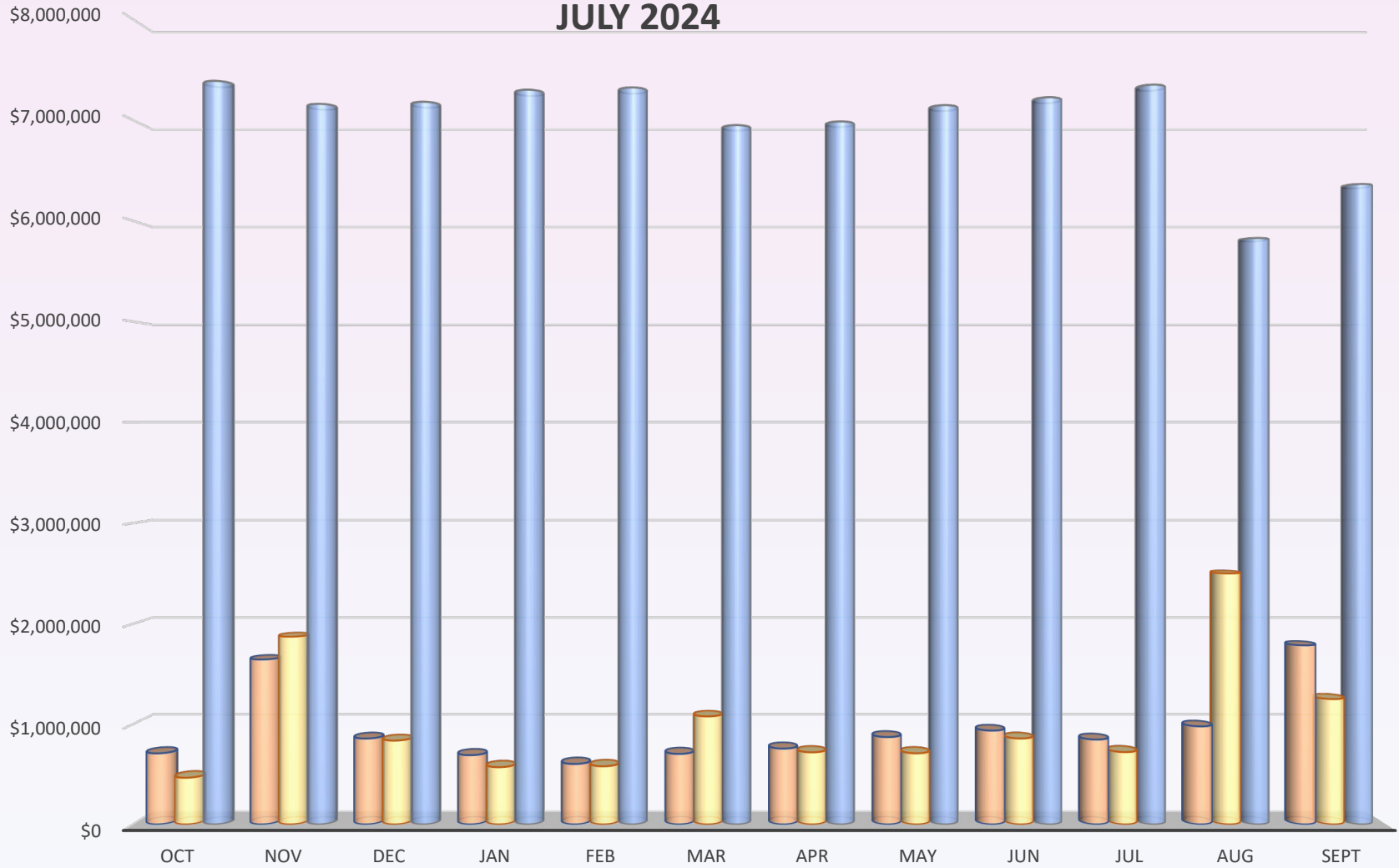
Check #	Check Date	Vendor Name Object Description	Line Item Description	Check Amount	Invoice Amount	
					ARPA	HOT TAX
80064101	7/23/2024	PRICELINE.COM INTERNATIONAL LIMITED		12,128.13		
		MEDIA ADVERTISING	ADVERTISING			9,390.78
		MEDIA ADVERTISING	ADVERTISING			2,737.35
80064102	7/23/2024	SMG		11,457.61		
		LOCAL PROGRAMS-PROMOTIONS	CATERING			1,636.80
		LOCAL PROGRAMS-PROMOTIONS	CATERING			4,310.74
		PROFESSIONAL SERVICES	EQUIPMENT RENTAL - ICC PHOTOSHOOT			2,144.29
		PROFESSIONAL SERVICES	LABOR/EQUIPMENT RENTAL - ICC PHOTOSHOOT			2,506.64
		PROFESSIONAL SERVICES	FIRE UP! STAFF TRAINING - EXPENSE REIMB			859.14
80064103	7/23/2024	SMG		170,119.80		
		MOTOR VEHICLES	ELECTRIC FLAT CART			17,239.00
		OTHER SUPPLIES	TRIMARK CREDIT (BANQUET WARES)			(202.29)
		BUILDINGS MAINT	COLUMN WRAP LIGHTING			114,141.74
		BUILDINGS MAINT	REPAIR FREEZE BREAK - PARKING GARAGE			6,430.00
		LANDSCAPE MAINTENANCE	LANDSCAPING ISLAND & TRANSFORMER YARD			32,511.35
80064104	7/23/2024	TARSUS CONNECT, LLC		11,000.00		
		MEDIA ADVERTISING	ADVERTISING			11,000.00
80064105	7/23/2024	TEXAS ASSOCIATION OF COUNTY OFFICIALS		1,672.00		
		BUSINESS DEV INCENTIVE PROG	CONF OF THE COUNTY INVESTMENT ACADEMY			1,672.00
80064106	7/23/2024	THE RITZ-CARLTON HOTEL COMPANY, L.L.C.		1,265.00		
		BUSINESS DEV INCENTIVE PROG	KANSAS CITY ROYALS VS TEXAS RANGERS/JUNE 2024			1,265.00
80064107	7/23/2024	THIRTEEN TATTOO LLC		195.00		
		BUSINESS DEV INCENTIVE PROG	TATTOO FEST/JUNE 2024			195.00
80064108	7/23/2024	TRIPADVISOR HOLDINGS, LLC		23,859.24		
		MEDIA ADVERTISING	ADVERTISING			23,859.24
80064109	7/30/2024	ASHFORD TRS CORPORATION		4,065.00		
		BUSINESS DEV INCENTIVE PROG	MUFON SYMPOSIUM/JULY 2024			2,935.00
		BUSINESS DEV INCENTIVE PROG	PAT BROWN FAMILY REUNION/JULY 2024			1,130.00
80064110	7/30/2024	BH DFW PROPERTY LP		2,815.00		
		BUSINESS DEV INCENTIVE PROG	JLM CREATIVE EVENTS APPLIQUE GETAWAY/JUNE 2024			975.00
		BUSINESS DEV INCENTIVE PROG	C-USA FOOTBALL CLINIC/JULY 2024			1,840.00
80064111	7/30/2024	DONALD R. HOYTE		6,500.00		
		PROFESSIONAL SERVICES	PREPARATION OF ECONOMIC IMPACT/2023 INVITED			2,500.00
		PROFESSIONAL SERVICES	PREPARATION OF ECONOMIC IMPACT/2023 A-KON			2,500.00
		PROFESSIONAL SERVICES	PREPARATION OF ECONOMIC IMPACT/2023 USA			1,500.00
80064112	7/30/2024	ECO: A COVENANT ORDER OF EVANGELICAL PRESBYTERIANS		129.00		
		BUSINESS DEV INCENTIVE PROG	ECO-FLOURISH INSTITUTE OF THEOLOGY/JUNE 2024			129.00
80064113	7/30/2024	FOJTASEK, LORI		75.00		
		COMMUNICATIONS	JUN 2024 - CELL			75.00
80064114	7/30/2024	FOSTER, WENDY		82.91		
		COMMUNICATIONS	APR 2024 - CELL / MILEAGE			75.00
		MILEAGE REIMBURSEMENT	APR 2024 - CELL / MILEAGE			7.91
80064115	7/30/2024	GROVES, DONNA		65.00		
		COMMUNICATIONS	JUN 2024 - CELL			65.00



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					ARPA	HOT TAX
80064116	7/30/2024	LEVINE, KATHY		196.32		
		COMMUNICATIONS	JUN 2024 - CELL			65.44
		COMMUNICATIONS	APR 2024 - CELL			65.44
		COMMUNICATIONS	MAY 2024 - CELL			65.44
80064117	7/30/2024	LOPEZ, BRENDA		75.00		
		COMMUNICATIONS	JUN - CELL			75.00
80064118	7/30/2024	MANSELL, LORI		45.58		
		COMMUNICATIONS	JUN 2024 - CELL			45.58
80064119	7/30/2024	SIX DEGREES, INC.		2,820.00		
		CLOUD BASED SOFTWARE SUB FEES	EMAIL SECURITY PRODUCT RENEWAL 8/24 - 8/25			2,820.00
80064120	7/30/2024	THE MICHAELS COMPANIES, INC.		388.00		
		BUSINESS DEV INCENTIVE PROG	CONTINUED LEADERSHIP DEVELOPMENT/JUNE 2024			388.00
80064121	7/30/2024	TUNGETT, MATT		154.75		
		COMMUNICATIONS	JUN 2024 - CELL			69.75
		COMMUNICATIONS	MAY 2024 - CELL / MISC			70.00
		LOCAL PROGRAMS-PROMOTIONS	MAY 2024 - CELL / MISC			15.00
		Total Number of Invoices	120	604,603.71	152,613.95	451,989.76
		Total Number of Checks	77		25%	75%

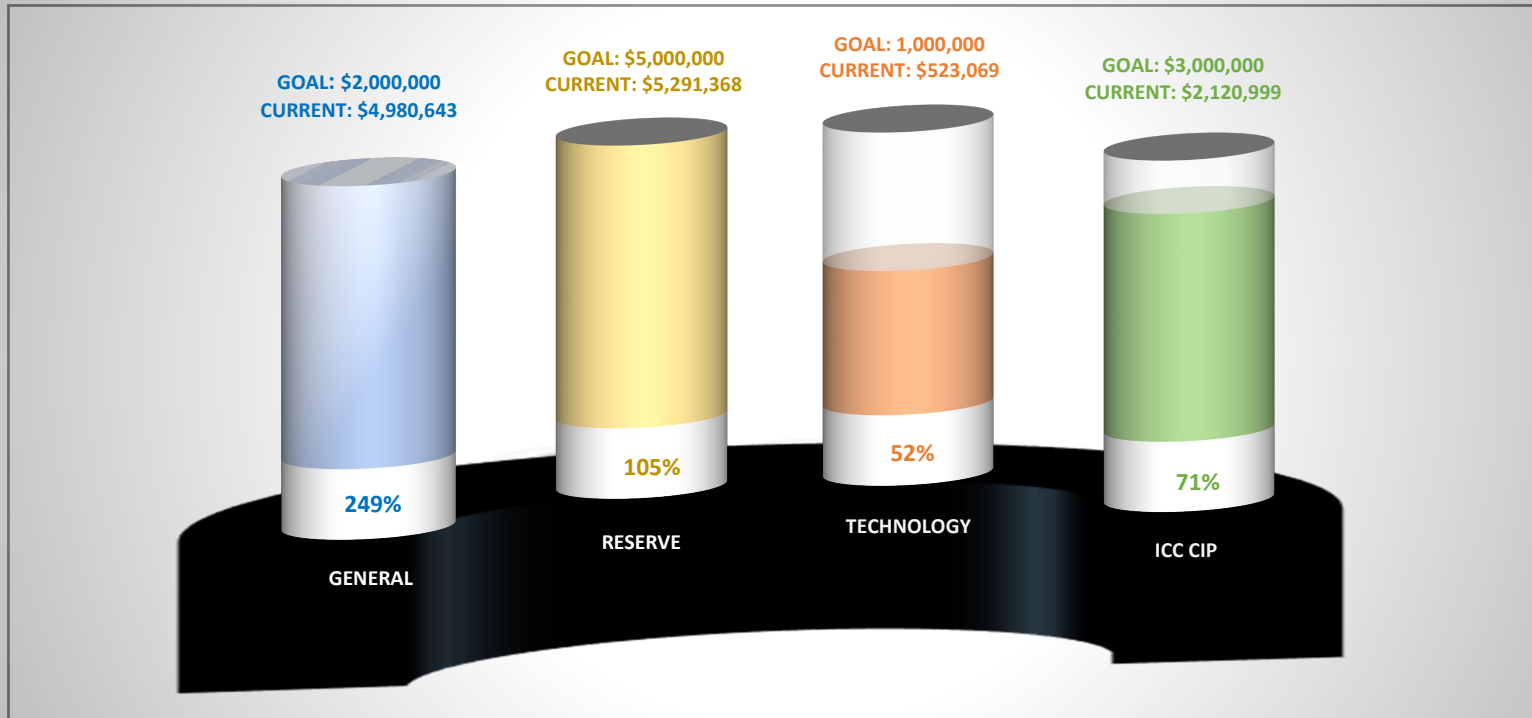
Irving Convention and Visitors Bureau FY24 Cash Flow JULY 2024



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT
REVENUE	\$708,541	\$1,644,623	\$856,435	\$690,373	\$602,765	\$703,059	\$756,238	\$871,180	\$935,451	\$846,293	\$977,976	\$1,786,298
EXPENSES	\$465,372	\$1,872,395	\$835,916	\$570,831	\$580,004	\$1,077,493	\$719,332	\$709,309	\$857,146	\$721,183	\$2,500,000	\$1,250,000
ENDING CASH	\$7,387,796	\$7,160,024	\$7,180,543	\$7,300,085	\$7,322,846	\$6,948,412	\$6,985,318	\$7,147,189	\$7,225,494	\$7,350,604	\$5,828,580	\$6,364,878



FUND BALANCES JULY 2024



Stephane Gaudreau



IRVING CONVENTION & VISITORS BUREAU

HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending
May 2024

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2023 - 2024**

LUXURY & FULL SERVICE		OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
1	Atrium Hotel and Suites DFW Airport	14,869.42	14,305.10	11,347.26	19,151.44	15,414.01	18,186.42	16,875.07	17,409.05
2	Dallas Marriott Hotel Las Colinas	64,649.51	50,400.58	38,624.53	50,056.38	59,345.37	52,881.65	67,710.40	53,010.05
3	DFW Airport Marriott	46,689.76	30,654.42	31,237.75	52,960.52	53,801.07	60,640.25	47,502.12	45,453.39
4	Doubletree by Hilton DFW Airport North	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5	Embassy Suites DFW Airport South	30,654.69	27,063.61	22,944.15	23,240.12	23,506.78	29,568.79	28,990.94	2,631.87
6	Embassy Suites by Hilton Dallas Las Colinas	N/A	N/A	N/A	1,229.73	13,082.90	19,178.16	18,882.98	18,716.99
7	Hilton Garden Inn DFW Airport South	17,166.41	13,217.25	11,125.02	12,988.26	11,860.70	14,501.54	15,310.31	14,808.25
8	Hilton Garden Inn Las Colinas	17,416.62	15,171.21	11,455.48	14,633.97	15,838.29	16,598.67	19,117.94	16,844.35
9	Holiday Inn Irving Las Colinas	12,213.80	7,257.80	7,018.51	8,213.43	8,963.82	10,102.26	12,174.55	8,523.69
10	NYLO Las Colinas Tapestry Collection	22,632.98	16,049.37	12,778.34	17,970.18	16,923.33	17,509.07	21,295.35	20,975.76
11	Omni Las Colinas Hotel	64,128.09	53,537.47	33,722.72	49,441.68	49,109.24	48,752.45	58,532.84	49,332.08
12	Sheraton DFW Airport Hotel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
13	Texican Court	20,342.95	14,425.37	11,523.70	14,937.60	15,167.66	16,714.10	18,330.26	17,174.74
14	The Ritz-Carlton Dallas, Las Colinas	84,092.96	47,416.32	37,568.48	37,137.78	45,422.87	76,827.98	84,427.67	90,037.71
15	Westin DFW Airport	24,903.26	37,904.38	26,850.93	42,846.94	54,361.74	38,051.34	61,197.51	37,042.03
16	Wyndham DFW Airport Hotel	3.11	2.85	1,375.77	3,933.68	3,449.46	8,478.47	11,108.25	9,972.08
TOTAL LUXURY & FULL SERVICE		419,763.56	327,405.73	257,572.64	348,741.71	386,247.24	427,991.15	481,456.19	401,932.04
16	Westin Irving Convention Center Las Colinas	61,354.33	47,685.92	35,717.68	50,725.59	55,046.71	50,230.20	63,200.48	54,442.65

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 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
1	<i>Candlewood Suites DFW Airport North</i>	6,709.76	6,353.47	5,814.22	5,886.05	5,171.97	6,348.85	0.00	0.00
2	Comfort Suites DFW Airport North	6,379.11	5,175.08	5,143.93	5,219.40	4,729.39	6,173.74	6,763.43	6,534.78
3	Comfort Suites Las Colinas	1,459.78	1,409.89	1,328.14	1,069.65	799.20	1,358.42	1,618.18	1,267.06
4	<i>Country Inn & Suites by Carlson DFW Airport South</i>	4,276.63	3,382.41	3,242.22	2,792.54	3,009.03	4,586.23	0.00	0.00
5	Element Dallas Las Colinas	17,921.03	13,989.73	12,596.90	14,251.09	14,336.56	16,082.70	17,830.78	16,609.80
6	Element DFW Airport North	10,915.30	8,361.34	6,679.62	9,036.70	8,936.64	10,898.86	11,125.88	11,214.60
7	Extended Stay America Dallas DFW Airport North	1,546.03	447.65	1,487.23	1,446.09	1,342.11	1,772.29	1,403.95	1,178.64
8	Extended Stay America Dallas Las Colinas	1,884.59	1,391.84	1,198.46	637.25	1,015.35	1,648.28	1,396.99	2,070.58
9	Extended Stay Deluxe Green Park	2,196.69	1,125.88	1,765.20	1,005.45	1,012.01	618.42	1,214.86	944.52
10	Extended Stay Deluxe Las Colinas	1,533.36	1,123.17	1,154.28	1,064.96	476.84	1,198.27	1,383.51	1,521.58
11	Hawthorne Suites Irving DFW Airport South	2,310.62	2,084.23	2,263.43	1,451.11	1,025.97	1,756.04	2,235.26	2,178.92
12	Holiday Inn Express Hotel & Suites DFW Airport North	14,419.09	11,982.45	11,693.47	12,774.18	11,452.10	14,969.25	15,405.37	15,068.93
13	Holiday Inn Express Hotel & Suites DFW Airport South	9,579.29	8,284.60	8,246.87	9,079.73	7,948.48	8,526.95	10,461.21	10,848.27
14	Holiday Inn Express Hotel & Suites Irving Las Colinas	9,460.58	7,158.68	6,523.82	6,324.12	8,388.64	8,731.87	9,385.57	9,807.76
15	Home Towne Studios Dallas Irving	2,195.82	2,842.68	1,927.78	1,813.19	2,082.52	2,207.65	2,264.36	1,980.27
16	Homewood Suites by Hilton DFW Airport North	7,911.03	6,610.68	4,885.03	5,279.82	6,535.16	8,442.08	9,032.37	7,821.53
17	Homewood Suites by Hilton Las Colinas	11,923.42	8,212.33	8,177.66	9,847.38	8,704.25	10,938.66	11,501.05	10,355.83
18	Hyatt House Dallas Las Colinas	11,523.03	9,764.42	8,628.07	7,088.56	5,999.35	11,303.11	6,173.88	12,407.62
19	Residence Inn Dallas DFW Airport North Irving	7,451.85	5,824.01	3,847.71	6,508.17	6,512.30	7,184.13	8,919.68	7,144.62
20	Residence Inn Dallas Las Colinas	9,504.56	7,471.72	6,808.96	8,435.24	7,404.76	8,476.31	10,885.55	9,710.84
21	Soka Suites Dallas Las Colinas	8,193.27	5,635.31	7,983.45	7,702.34	6,886.39	7,919.94	9,099.08	8,792.60
22	Sonesta ES Suites Dallas Las Colinas	4,112.99	4,488.53	4,223.27	4,781.83	4,003.10	5,307.66	4,238.07	3,976.86
23	Sonesta Simply Suites Dallas Las Colinas	3,161.59	2,578.53	2,154.15	2,216.73	2,746.82	3,143.00	3,057.98	2,921.10
24	Springhill Suites Dallas DFW Airport East Las Colinas	6,843.88	6,807.99	6,306.16	7,574.71	8,258.02	10,340.95	10,450.10	9,283.70
25	Staybridge Suites DFW Airport North	6,294.68	4,610.07	4,788.10	5,079.48	5,395.31	6,758.61	7,510.81	6,715.92
26	TownePlace Suites Dallas DFW Airport North Irving	9,921.30	7,156.45	5,307.43	7,584.97	8,328.93	9,316.41	10,273.39	10,003.66
27	TownePlace Suites Dallas Las Colinas	9,570.93	7,687.28	6,439.33	7,279.45	7,759.71	8,841.54	9,545.62	8,820.89
28	Woodspring Suites Signature	2,347.95	1,380.35	1,832.30	1,719.76	810.96	1,945.76	1,624.78	1,722.31
TOTAL ALL SUITE / EXTENDED STAY		191,548.16	153,340.77	142,447.19	154,949.95	151,071.87	186,795.98	184,801.71	180,903.19

BUDGET SERVICE		OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
1	Arya Inn & Suites	898.50	1,015.64	845.27	878.39	824.91	977.79	1,062.23	177.41
2	Budget Inn & Suites	41.48	38.87	33.16	16.01	30.85	15.86	34.47	20.78
3	<i>Budget Suites of America Las Colinas</i>	622.54	174.98	897.26	0.00	540.18	1,006.54	0.00	233.85
4	Clarion Inn & Suites	2,080.31	2,055.40	1,968.83	1,786.96	1,676.19	2,887.94	2,903.54	2,681.14
5	Crossroads Hotel & Suites	1,136.56	967.61	1,028.91	1,172.90	1,227.57	1,447.93	963.95	131.79
6	Days Inn	5,039.57	4,319.24	4,619.71	4,816.05	4,692.49	5,826.61	5,478.27	5,928.25
7	Days Inn DFW Airport North	3,605.10	2,401.20	1,998.82	2,134.65	1,889.83	3,189.47	3,420.65	4,269.12
8	Delux Inn	934.32	928.36	774.04	736.47	668.52	774.60	819.49	872.06
9	Delux Suites Motel	15.61	35.90	67.41	121.63	163.81	201.87	145.08	151.94
10	Gateway Inn	283.29	382.73	268.04	213.01	232.47	309.42	314.27	312.22
11	Magnuson Extended Stay & Suites Airport Hotel	862.89	625.13	604.44	664.15	621.70	847.76	893.81	1,088.69
12	Motel 6 Dallas DFW South	1,742.57	1,534.44	1,637.56	1,629.14	1,454.67	1,682.66	1,822.77	2,033.41
13	Motel 6 Dallas Irving	2,932.01	2,782.59	2,778.98	2,725.41	2,654.71	3,235.70	3,198.41	3,373.49
14	Motel 6 DFW North	4,487.78	3,788.14	3,898.01	4,225.53	3,391.68	4,585.35	4,705.11	4,809.84
15	<i>Motel 6/Budget Inn Irving Loop 12</i>	825.53	845.02	812.61	763.31	768.87	895.25	1,043.05	0.00
16	OYO Hotel DFW Airport North	474.31	448.10	363.68	446.04	488.99	550.44	548.73	1,138.08
17	OYO Hotel DFW Airport South	3,282.49	2,940.75	3,031.58	2,272.76	2,260.41	2,345.51	2,338.07	2,353.37
18	Quality Inn & Suites DFW Airport South	3,758.37	3,281.45	3,797.62	3,288.67	2,214.55	3,131.13	3,580.11	3,160.56
19	Red Roof Inn & Suites Irving DFW South	3,179.63	2,363.39	3,039.72	2,967.65	2,615.27	3,921.23	3,990.63	3,290.38
20	Red Roof Inn Dallas DFW Airport North	4,317.65	3,582.26	3,640.49	4,212.99	3,540.41	4,133.46	4,236.65	4,501.95
21	Studio 6 / Motel 6 DFW Airport East	2,563.55	2,390.72	2,575.33	2,733.16	2,042.75	2,567.21	2,564.39	2,954.56
22	Super 8 Hotel DFW South	2,370.31	1,903.72	2,515.67	2,454.78	1,787.63	2,355.83	2,757.70	2,677.17
23	Super 8 Motel DFW North	2,511.85	2,264.86	2,237.35	2,216.78	1,930.52	2,731.23	2,928.71	2,983.67
TOTAL BUDGET SERVICE		47,966.22	41,070.50	43,434.49	42,476.44	37,718.98	49,620.79	49,750.09	49,143.73

LIMITED SERVICE		OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
1	aLoft Las Colinas	14,924.22	11,907.75	9,357.47	11,789.12	13,117.89	13,257.84	16,412.89	14,211.25
2	Best Western Plus DFW Airport Suites North	5,539.73	4,298.70	3,667.05	4,088.94	3,962.93	5,149.84	5,812.91	0.00
3	Courtyard Dallas DFW Airport North Irving	16,616.43	13,375.45	10,711.34	15,228.38	14,134.25	15,622.65	17,051.87	15,473.59
4	Courtyard Dallas DFW Airport South Irving	11,863.33	8,530.46	7,488.38	9,922.34	9,065.95	10,618.66	11,923.36	11,481.69
5	Courtyard Dallas Las Colinas	13,341.38	9,434.91	7,057.71	11,291.79	12,782.75	12,146.92	14,893.44	12,368.09
6	Fairfield Inn & Suites Dallas DFW Airport South Irving	9,317.22	7,622.20	7,236.72	9,667.56	8,322.49	10,699.20	9,067.23	10,384.58
7	Fairfield Inn & Suites Dallas Las Colinas	1,515.50	348.65	595.81	971.85	749.55	4,009.81	344.85	1,244.01
8	Fairfield Inn Dallas DFW Airport North Irving	10,736.86	7,907.51	6,416.22	8,657.27	8,380.20	9,973.65	10,888.62	9,944.71
9	Hampton Inn Dallas Irving Las Colinas	12,106.31	9,434.47	8,101.79	9,589.49	10,057.58	11,714.97	13,056.81	10,838.38
10	Home2 Suites by Hilton DFW Airport North	11,119.48	8,989.19	6,773.67	9,691.43	9,465.85	11,074.18	12,095.70	10,939.81
11	Home2 Suites by Hilton DFW Airport South Irving	10,656.75	8,871.21	7,693.49	8,296.18	8,704.85	9,612.63	10,430.68	9,640.84
12	Hyatt Place Dallas Las Colinas	10,382.04	7,444.64	7,573.60	7,798.07	8,447.36	9,616.40	10,379.05	10,140.05
13	La Quinta Inn & Suites DFW Airport North	6,939.56	3,422.96	2,293.63	2,054.97	3,730.07	8,058.39	9,521.41	9,291.82
14	La Quinta Inn & Suites DFW Airport South	9,913.74	7,568.70	5,947.77	7,709.05	6,986.82	9,210.62	10,415.23	10,356.15
15	La Quinta Inn Hotel & Suites Las Colinas	5,699.99	4,529.29	4,673.58	4,134.27	4,639.26	5,250.74	5,751.00	5,853.70
16	Quality Inn & Suites DFW Airport	6,252.72	5,358.53	5,537.90	6,015.34	4,894.44	6,589.04	7,340.60	7,404.71
17	Residence Inn Dallas DFW Airport South Irving	12,639.44	8,633.72	7,672.09	10,282.50	7,502.15	11,180.75	9,818.76	12,292.49
18	Wingate Inn by Wyndham Dallas Las Colinas	5,234.94	3,978.39	2,642.90	2,522.66	1,232.42	4,253.46	5,050.23	4,671.97
19	Wingate Inn by Wyndham DFW Airport North	5,048.26	4,477.61	4,114.52	4,704.12	4,467.20	5,111.02	5,155.82	0.00
TOTAL LIMITED SERVICE		179,847.90	136,134.34	115,555.64	144,415.33	140,644.01	173,150.77	185,410.46	166,537.84

TOTAL SHORT TERM RENTALS		24,448.10	22,411.77	17,968.66	22,187.60	21,233.80	26,272.79	24,788.45	24,174.63
Number of locations		28	34	25	27	23	33	33	31

SUMMARY	OCT 2023	NOV 2023	DEC 2023	JAN 2024	FEB 2024	MAR 2024	APR 2024	MAY 2024
ACTUAL GRAND TOTAL	863,573.94	680,363.11	576,978.62	712,771.03	736,915.90	863,831.48	926,206.90	822,691.43
BUDGET	801,730.00	649,100.00	558,854.00	760,219.00	861,938.00	966,503.00	936,361.00	959,589.00
DIFFERENCE	61,843.94 7.7%	31,263.11 4.8%	18,124.62 3.2%	(47,447.97) -6.2%	(125,022.10) -14.5%	(102,671.52) -10.6%	(10,154.10) -1.1%	(136,897.57) -14.3%
CUMULATIVE YEAR TO DATE								
ACTUAL	863,573.94	1,543,937.05	2,120,915.67	2,833,686.70	3,570,602.60	4,434,434.08	5,360,640.98	6,183,332.41
BUDGET	801,730.00	1,450,830.00	2,009,684.00	2,769,903.00	3,631,841.00	4,598,344.00	5,534,705.00	6,494,294.00
DIFFERENCE	61,843.94 7.7%	93,107.05 6.4%	111,231.67 5.5%	63,783.70 2.3%	(61,238.40) -1.7%	(163,909.92) -3.6%	(174,064.02) -3.1%	(310,961.59) -4.8%
COLLECTED PRIOR YEAR	840,709.00	635,339.08	581,679.64	679,603.66	733,012.08	841,867.12	852,951.57	824,970.07



Date Distributed: August 16, 2024

Monthly Financial Summary

For Period Ending July 31, 2024

IRVING CONVENTION CENTER
Monthly Financial Reports
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Period Ending
July 31, 2024

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	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	174,950	78,969	68,325	145,400	192,724	229,870	250,820	205,875	137,256	171,400	264,750	209,250	2,129,589
Service Income	204,624	53,686	39,231	97,704	191,746	85,145	166,883	194,485	85,842	58,015	17,900	19,000	1,214,262
Service Expenses	(306,191)	(149,542)	(101,844)	(169,548)	(268,625)	(150,319)	(259,637)	(268,997)	(194,102)	(162,207)	(135,011)	(127,250)	(2,293,275)
Total Direct Event Income	73,383	(16,887)	5,712	73,556	115,845	164,696	158,066	131,363	28,996	67,208	147,639	101,000	1,050,576
Ancillary Income													
F & B Concessions	31,705	5,828	4,624	19,977	39,501	1,482	20,604	49,190	13,674	9,457	8,500	6,000	210,542
F & B Catering	603,360	411,399	141,229	470,176	582,198	128,399	515,013	481,472	517,664	203,396	212,800	340,860	4,607,968
Parking: Self Parking	85,628	28,196	27,010	26,018	85,185	41,472	58,779	59,869	28,755	38,586	16,400	4,920	500,818
Electrical Services	54,092	8,030	5,315	5,833	25,430	58,905	22,950	17,315	15,224	22,725	2,050	21,000	258,869
Audio Visual	7,745	(7,746)	0	1	(1)	-	(1,308)	(0)	1,684	390	-	-	765
Internet Services	9,253	4,399	4,350	1,442	3,766	6,211	2,359	13,880	2,584	4,301	150	1,600	54,296
Total Ancillary Income	791,783	450,106	182,528	523,447	736,079	236,470	618,397	621,726	579,585	278,855	239,900	374,380	5,633,257
Total Event Income	865,166	433,219	188,240	597,003	851,924	401,166	776,463	753,090	608,581	346,063	387,539	475,380	6,683,833
Other Operating Income	201,505	180,315	57,155	73,920	135,803	93,524	141,690	141,220	140,670	65,555	107,132	107,128	1,445,619
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	1,066,671	613,534	593,395	670,923	987,728	844,690	918,153	894,309	1,098,001	411,618	494,671	930,758	9,524,452
Operating Expenses													
Employee Salaries and Wages	280,814	266,613	253,076	302,746	241,855	266,507	281,543	289,678	260,659	300,451	305,793	380,431	3,430,167
Benefits	67,010	65,376	70,824	66,393	65,127	56,186	60,769	71,004	61,623	66,324	76,538	76,538	803,715
Less: Event Labor Allocations	(62,070)	(47,615)	(32,575)	(41,583)	(60,092)	(52,480)	(68,307)	(66,668)	(65,064)	(54,969)	(66,500)	(66,500)	(684,423)
Net Employee Wages and Benefits	285,754	284,374	291,325	327,556	246,890	270,213	274,005	294,014	257,218	311,806	315,831	390,469	3,549,459
Contracted Services	70,219	67,926	70,816	70,007	69,296	66,935	71,548	70,575	72,856	74,382	81,645	81,645	867,849
General and Administrative	61,033	36,631	67,542	61,206	55,266	36,679	37,600	78,987	74,519	69,352	60,444	269,544	908,800
Operations	52,582	55,247	30,042	57,992	40,016	43,659	57,928	40,668	27,323	46,752	63,045	65,168	580,422
Repair & Maintenance	46,564	51,162	45,595	53,365	57,107	67,008	56,190	78,042	66,014	65,841	82,083	83,587	752,558
Supplies	12,352	15,770	6,406	12,047	15,928	23,087	17,655	18,412	10,933	17,281	19,833	41,615	211,320
Insurance	9,729	103,115	9,729	10,329	9,729	12,585	9,729	9,729	9,729	21,751	19,511	132,000	357,665
Utilities	54,518	52,608	49,438	53,151	50,864	46,785	48,142	60,922	69,026	71,502	58,002	58,002	672,960
Other	307	747	577	149	322	293	70	1,254	5,128	707	625	1,279	11,459
ASM Global Management Fees	80,766	66,332	36,435	67,634	77,001	39,718	70,545	71,242	66,264	51,055	37,193	50,490	714,679
Total Operating Expenses	673,824	733,912	607,905	713,436	622,419	606,962	643,413	723,845	659,010	730,428	738,213	1,173,800	8,627,171
Net Income (Loss) From Operations	392,847	(120,378)	(14,510)	(42,513)	365,309	237,728	274,740	170,464	438,991	(318,811)	(243,542)	(243,042)	897,282

7,117,205

2,292,282

ASM - Irving Convention Center
Financial Statements Monthly Highlights
For the Month Ending July 31, 2024

	Current Actual	Current Budget	Variance	Prior YTD Actual
Attendance	13,697	5,474	8,223	9,805
Events	13	5	8	12
Event Days	36	19	17	28
Direct Event Income	67,208	120,200	(52,992)	68,571
Ancillary Income	278,855	258,640	20,215	138,693
Total Event Income	346,063	378,840	(32,777)	207,264
Other Operating Income	65,555	107,167	(41,612)	90,919
Adjusted Gross Income	411,618	486,007	(74,389)	298,183
Indirect Expenses	(729,764)	(724,683)	(5,081)	(674,753)
Net Income (Loss) From Operations	(318,146)	(238,676)	(79,470)	(376,570)

ASM - Irving Convention Center
Financial Statements Year to Date Highlights
For the Ten Months Ending July 31, 2024

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	220,804	135,396	85,408	207,653
Events	154	112	42	178
Event Days	353	307	46	330
Direct Event Income	801,935	1,133,096	(331,161)	790,795
Ancillary Income	5,018,971	4,022,320	996,651	4,188,028
Total Event Income	5,820,906	5,155,416	665,490	4,978,823
Other Operating Income	1,231,354	1,071,670	159,684	978,766
Adjusted Gross Income	7,052,260	6,227,086	825,174	5,957,589
Indirect Expenses	(6,714,478)	(7,040,624)	326,146	(6,240,782)
Net Income (Loss) From Operations	337,782	(813,538)	1,151,320	(283,193)

ASM - Irving Convention Center
Balance Sheet
July 31, 2024

ASSETS

Current Assets

Cash	\$	2,610,598	
Accounts Receivable		1,268,884	
Prepaid Assets		151,095	
Inventory		77,827	
Total Current Assets			4,108,404

Total Assets			\$ 4,108,404
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	684,808	
Accrued Expenses		255,998	
Deferred Income		0	
Advance Ticket Sales/Deposits		1,783,063	
Other Current Liabilities		0	
Total Current Liabilities			2,723,869

Long-Term Liabilities

Long Term Liabilities		0	
Total Long-Term Liabilities			0

Total Liabilities			2,723,869
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Equity

Net Funds Received		17,370,382	
Retained Earnings		(16,323,632)	
Net Income (Loss)		337,785	
Total Equity			1,384,535

Total Liabilities & Equity			\$ 4,108,404
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ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	171,400	140,000	31,400	1,655,589	1,637,697	17,892	1,509,728
Service Revenue	58,015	8,000	50,015	1,177,358	141,000	1,036,358	761,318
Service Expenses	(162,207)	(27,800)	(134,407)	(2,031,012)	(645,601)	(1,385,411)	(1,480,251)
Total Direct Event In	67,208	120,200	(52,992)	801,935	1,133,096	(331,161)	790,795
Ancillary Income							
F & B Concessions	9,457	4,000	5,457	196,041	166,834	29,207	293,478
F & B Catering	203,396	236,360	(32,964)	4,054,305	3,382,443	671,862	3,245,610
Parking	38,586	9,430	29,156	479,496	284,198	195,298	439,347
Electrical Services	22,725	7,500	15,225	235,819	98,495	137,324	177,171
Audio Visual	390	0	390	766	0	766	4,681
Internet Services	4,301	1,350	2,951	52,544	29,550	22,994	27,741
Total Ancillary Inco	278,855	258,640	20,215	5,018,971	4,022,320	996,651	4,188,028
Total Event Income	346,063	378,840	(32,777)	5,820,906	5,155,416	665,490	4,978,823
OTHER OPERATING INCOME							
Other Income	65,555	107,167	(41,612)	1,231,354	1,071,670	159,684	978,766
Total Other Operatin	65,555	107,167	(41,612)	1,231,354	1,071,670	159,684	978,766
Adjusted Gross Inco	411,618	486,007	(74,389)	7,052,260	6,227,086	825,174	5,957,589
INDIRECT EXPENSES							
Salaries & Wages	300,451	276,053	(24,398)	2,743,944	2,746,945	3,001	2,270,053
Payroll Taxes & Ben	66,324	105,029	38,705	650,635	1,050,290	399,655	623,351
Labor Allocations to	(54,969)	(29,333)	25,636	(551,422)	(293,330)	258,092	(150,020)
Net Salaries and Ben	311,806	351,749	39,943	2,843,157	3,503,905	660,748	2,743,384
Contracted Services	74,382	73,192	(1,190)	704,558	731,920	27,362	673,943
General and Adminis	69,352	38,938	(30,414)	578,809	458,796	(120,013)	541,859
Operating	46,752	53,879	7,127	452,206	500,165	47,959	495,092
Repairs & Maintenan	65,841	90,108	24,267	586,884	593,100	6,216	466,080
Operational Supplies	17,281	15,416	(1,865)	149,870	150,360	490	185,988
Insurance	21,751	14,326	(7,425)	206,154	102,929	(103,225)	82,992
Utilities	70,837	43,885	(26,952)	556,290	478,840	(77,450)	501,672
Other	707	1,425	718	9,555	7,050	(2,505)	38,266
ASM Management F	51,055	41,765	(9,290)	626,995	513,559	(113,436)	511,506
Total Indirect Expens	729,764	724,683	(5,081)	6,714,478	7,040,624	326,146	6,240,782

ASM - Irving Convention Center
Income Statement
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	(318,146)	(238,676)	(79,470)	337,782	(813,538)	1,151,320	(283,193)

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the Ten Months Ending July 31, 2024

	Current Month Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	171,400	135,600	79,925	70,400	9,900	114,725
F & B Concessions	9,457	11,098	124	7,872	844	(2,444)
F & B Catering	203,396	97,306	260,976	67,156	0	31,836
Total Event Income	346,063	207,264	336,213	155,899	10,839	166,369
Total Indirect Expenses	729,764	674,753	476,561	378,814	363,252	536,244

	Year to Date Actual	Prior Year	Two Years Prior	Three Years Prior	Four Years Prior	Five Years Prior
Rental Income	1,655,589	1,509,728	1,119,386	613,019	639,064	1,077,192
F & B Concessions	196,071	293,478	210,276	83,412	101,658	156,442
F & B Catering	4,054,305	3,245,610	2,080,390	359,805	2,383,920	2,819,410
Total Event Income	5,820,906	4,978,823	3,577,788	1,235,187	3,132,369	4,223,088
Total Indirect Expenses	6,714,478	6,240,782	4,927,553	3,592,012	4,939,337	5,348,260

ASM - Irving Convention Center
Monthly Event Income Statement: Banquets
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	620	0	11,957	8,300
Events	2	0	20	12
Event Days	2	0	21	14
Direct Event Income				
Rental Income	6,650	0	24,700	13,550
Service Revenue	2,370	0	43,246	7,250
Service Expenses	(7,518)	0	(88,324)	(40,550)
Total Direct Event Income	<u>1,502</u>	<u>0</u>	<u>(20,378)</u>	<u>(19,750)</u>
Ancillary Income				
F & B Concessions	0	0	721	0
F & B Catering	7,860	0	392,690	306,660
Parking	5,070	0	21,064	9,210
Electrical Services	0	0	3,750	800
Audio Visual	0	0	0	0
Internet Services	0	0	32	0
Total Ancillary Income	<u>12,930</u>	<u>0</u>	<u>418,257</u>	<u>316,670</u>
Total Event Income	<u>14,432</u>	<u>0</u>	<u>397,879</u>	<u>296,920</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Consumer / Public Shows
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	600	0	46,646	35,650
Events	2	0	13	11
Event Days	5	0	36	37
Direct Event Income				
Rental Income	25,250	0	280,922	324,422
Service Revenue	5,340	0	175,664	19,400
Service Expenses	(8,323)	0	(244,672)	(83,951)
Total Direct Event Income	<u>22,267</u>	<u>0</u>	<u>211,914</u>	<u>259,871</u>
Ancillary Income				
F & B Concessions	4,670	0	86,972	59,374
F & B Catering	(938)	0	28,367	13,975
Parking	1,615	0	71,991	66,010
Electrical Services	0	0	18,465	16,100
Audio Visual	0	0	0	0
Internet Services	0	0	3,511	3,850
Total Ancillary Income	<u>5,347</u>	<u>0</u>	<u>209,306</u>	<u>159,309</u>
Total Event Income	<u>27,614</u>	<u>0</u>	<u>421,220</u>	<u>419,180</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Conventions
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	3,000	924	31,170	23,704
Events	1	1	20	21
Event Days	7	1	72	69
Direct Event Income				
Rental Income	13,250	16,000	281,075	303,625
Service Revenue	2,370	0	233,834	23,000
Service Expenses	(27,189)	(1,950)	(415,310)	(110,750)
Total Direct Event Income	<u>(11,569)</u>	<u>14,050</u>	<u>99,599</u>	<u>215,875</u>
Ancillary Income				
F & B Concessions	(335)	0	10,311	17,800
F & B Catering	72,828	95,000	1,160,513	1,156,340
Parking	3,860	820	87,906	53,804
Electrical Services	12,570	0	78,378	28,000
Audio Visual	0	0	0	0
Internet Services	2,978	0	19,656	10,700
Total Ancillary Income	<u>91,901</u>	<u>95,820</u>	<u>1,356,764</u>	<u>1,266,644</u>
Total Event Income	<u>80,332</u>	<u>109,870</u>	<u>1,456,363</u>	<u>1,482,519</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Meetings
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	5,217	3,750	91,025	39,399
Events	5	3	62	42
Event Days	13	7	143	108
Direct Event Income				
Rental Income	58,250	56,000	561,616	496,035
Service Revenue	23,385	3,000	416,885	52,550
Service Expenses	(59,961)	(14,900)	(801,256)	(239,100)
Total Direct Event Income	<u>21,674</u>	<u>44,100</u>	<u>177,245</u>	<u>309,485</u>
Ancillary Income				
F & B Concessions	1,854	0	35,126	26,750
F & B Catering	127,643	141,360	2,298,418	1,742,068
Parking	14,559	1,230	131,488	65,234
Electrical Services	9,865	7,500	74,976	23,795
Audio Visual	390	0	766	0
Internet Services	1,305	1,350	20,834	8,600
Total Ancillary Income	<u>155,616</u>	<u>151,440</u>	<u>2,561,608</u>	<u>1,927,247</u>
Total Event Income	<u>177,290</u>	<u>195,540</u>	<u>2,738,853</u>	<u>2,236,732</u>

ASM - Irving Convention Center
Monthly Event Income Statement: Sporting Event
For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	4,200	800	24,925	13,800
Events	1	1	11	12
Event Days	7	11	36	48
Direct Event Income				
Rental Income	68,000	68,000	295,706	299,495
Service Revenue	24,550	5,000	165,919	22,300
Service Expenses	(58,125)	(10,950)	(272,740)	(87,650)
Total Direct Event Income	<u>34,425</u>	<u>62,050</u>	<u>188,885</u>	<u>234,145</u>
Ancillary Income				
F & B Concessions	3,268	4,000	52,446	54,910
F & B Catering	(2,218)	0	72,566	38,000
Parking	13,482	7,380	132,524	58,630
Electrical Services	290	0	12,560	3,750
Audio Visual	0	0	0	0
Internet Services	18	0	4,988	4,950
Total Ancillary Income	<u>14,840</u>	<u>11,380</u>	<u>275,084</u>	<u>160,240</u>
Total Event Income	<u>49,265</u>	<u>73,430</u>	<u>463,969</u>	<u>394,385</u>

ASM - Irving Convention Center
 Monthly Event Income Statement: ICVB
 For the Ten Months Ending July 31, 2024

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	60	0	546	173
Events	2	0	18	5
Event Days	2	0	20	6
Direct Event Income				
Rental Income	0	0	0	0
Service Revenue	0	0	0	0
Service Expenses	(1,091)	0	(8,366)	0
Total Direct Event Income	<u>(1,091)</u>	<u>0</u>	<u>(8,366)</u>	<u>0</u>
Ancillary Income				
F & B Concessions	0	0	0	0
F & B Catering	114	0	4,530	0
Parking	0	0	0	0
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	<u>114</u>	<u>0</u>	<u>4,530</u>	<u>0</u>
Total Event Income	<u>(977)</u>	<u>0</u>	<u>(3,836)</u>	<u>0</u>

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, August 26, 2024 at 11:45 AM
Irving Convention Center, First Floor, Exhibit Hall B
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

2. Approving ICVB Board Meeting Minutes for July 29, 2024
3. Accepting the ICVB Financial Reports for July 2024
4. Reviewing the Hotel Occupancy Tax Collections
5. Accepting the Irving Convention Center Financial Reports for July 2024

Individual Consideration

6. Approving High Spirited Citizen Recommendation from Community Engagement Committee
 - a. Reverend Robert D. Robinson

Board Reports

7. Board Chair Report
 - a. Board Member Self-Evaluation Form
 - b. Next Meeting September 23, 2024
8. Board Committee Reports
 - a. Board and Business Development – Sam Reed
 - Next Meeting – September 13
 - b. Community Engagement – Colvin Gibson
 - Recap of August 12 Committee Special Meeting
 - Next Meeting – October 8
 - c. Destination Development – Greg Malcolm
 - Recap of August 13 Committee Meeting
 - Next Meeting – November 5

AGENDA - Continued

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

10. Bureau Monthly Management Reports
 - a. Executive Director – Maura Gast
 - b. Sales and Services – Lori Fojtasek
 - c. Marketing and Communications – Diana Pfaff
 - d. Administration and Finance – Susan Rose
 - Smith Travel Research and AirDNA Monthly Reports

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

12. Industry Partner Reports
 - a. The Pavilion at the Toyota Music Factory/Live Nation Report – Tommy DeBeaudry
 - b. Hotel Industry Updates – Greg Malcolm/Kim Limon
 - c. Industry-At-Large Report – Stephanie Fenley-Garcia
 - d. Restaurant Industry Update – David Cole

13. Partner Organization & Stakeholder Reports
 - a. DCURD and Irving Flood Control Districts – Dallas Burke
 - b. Chamber of Commerce – Brad Watson/Beth Bowman
 - c. Irving Arts and Culture – Kelly O’Briant/Todd Hawkins
 - d. The Las Colinas Association – Hammond Perot
 - e. TIF – Dick Rogers
 - f. University of Dallas – Clare Venegas

CERTIFICATION

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

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

Deputy Clerk, City Secretary’s Office

This meeting can be adjourned and reconvened, if necessary, the following regular business day.

Any item on this posted agenda could be discussed in executive session as long as it is within one of the permitted categories under sections 551.071 through 551.076 and section 551.087 of the Texas Government Code.

A member of the public may address the governing body regarding an item on the agenda either before or during the body’s consideration of the item, upon being recognized by the presiding officer or the consent of the body.

This facility is physically accessible and parking spaces for the disabled are available. Accommodations for people with disabilities are available upon request. Requests for accommodations must be made 48 hours prior to the meeting. Contact the City Secretary’s Office at 972-721-2493 or Relay Texas at 7-1-1 or 1-800-735-2988.