

#### **IRVING CONVENTION AND VISITORS BUREAU**

#### **Board of Directors Meeting**

Monday, June 24, 2019 @ 11:45 a.m.

Hilton Garden Inn DFW Airport South Camelia/Orchid Rooms 2001 Valley View Lane Irving, Texas 75061

(Lunch Served 11:15 a.m.)

#### **IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS REGULAR/SPECIAL MEETINGS** OCTOBER 2018 - SEPTEMBER 2019

NAME	OCT 19	NOV 26	DEC 17	JAN 28	FEB 25	MAR 25	APR 22	MAY 20	JUN 24	JULY 22	AUG 26	SEPT 23
CLEM LEAR	Х	Х	Х	Х	Х	Х	Х	Х				
RON MATHAI	Х	Х	Х	Х	Х	х	#	+				
BOB BETTIS	Х	Х	Х	Х	Х	Х	Х	Х				
BOB BOURGEOIS	Х	Х	Х	Х	Х	Х	#	Х				
BETH BOWMAN	Х	Х	Х	+	Х	Х	Х	Þ				
JO-ANN BRESOWAR	Х	Х	+	Х	Х	Х	#	+				
DIRK BURGHARTZ	+	+	+	+	+	+	+	+				
DAVID COLE	Х	Х	Х	Х	Х	Х	Х	Х				
KAREN COOPERSTEIN	Х	Х	Х	Х	Х	Х	Х	Х				
DEBBI HAACKE	X	X	X	X	Х	X	Х	X				
TODD HAWKINS	+	Х	+	X	Х	Х	Х	+				
CHRIS HILLMAN	+	Х	Х	Χ	Х	Х	Х	Х				
JULIA KANG	Х	Х	Х	X	+	Х	Х	Х				
JACKY KNOX	+	Х	+	Х	Х	Х	+	Х				
KIM LIMON	+	Х	X	X	X	Х	Х	X				
RICK LINDSEY	X	X	Х	Х	Х	Х	Х	Х				
GREG MALCOLM	Х	Х	Х	Х	Х	Х	Х	Х				
JOE MARSHALL	Х	Х	Х	Х	Х	Х	Х	Х				
HAMMOND PEROT	+	Х	Х	Х	Х	Х	Х	Х				
JOE PHILIPP	Х	Х	Х	Х	Х	Х	#	Х				
JUDY PIERSON	+	Х	Х	Х	Х	Х	Х	Х				
MICHAEL RANDALL	=	=	=	=	=	Х	Х	#				
KAREN RILLEY	+	#	Х	Х	+	+	+	+				
MICHAEL RILLEY	+	#	Х	Х	+	+	+	+				
LARS ROSENE	=	+	+	Х	+	+	+	+				
HOLLY TURNER	Х	Х	+	+	Х	+	Х	+				
					,.							
‡ JOHN DANISH	+	X	+	Х	Х	X	X	X				
JOHN HAIGLER	Х	Х	#	X	X	=	=	=				

X - PRESENT \* - ABSENT-BUREAU/CITY/COUNTY BUSINESS

<sup>+ -</sup> ABSENT-COMPANY BUSINESS

<sup># -</sup> ABSENT-OTHER

<sup>= -</sup> Not Member At Time

<sup>‡ -</sup> Council Liaisons

Þ - Represented

<sup>∞ -</sup> Budget Retreat



#### **AGENDA**

# Irving Convention & Visitors Bureau Board of Directors Monday, June 24, 2019 at 11:45 a.m. Hilton Garden Inn DFW Airport South Camelia/Orchid Rooms 2001 Valley View Lane Irving, Texas 75061

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

#### **Consent Agenda**

- 1. Approving ICVB Board Minutes for May 20, 2019
- 2. Accepting Irving Convention Center Financial Reports for May 2019
- 3. Accepting ICVB Financial Reports for May 2019
- 4. Review of 2018-19 Second Quarter Hotel Occupancy Tax Collection Reports

#### **Individual Consideration**

- 5. Approving 2019-20 ICVB Budget and Marketing Plan
- **6.** Approving Irving Convention Center Capital Improvement Plan
- 7. Accepting Year 1 Update to the ICVB Board 2018-21 Strategic Plan
- 8. Accepting the Destinations International Code of Ethics

#### Reports

- 9. Board Chair Report
  - Staff Five Year Service Award ICVB Marketing Manager Kayla Mansour

#### 10. Board Committee Reports

- Board & Business Development Debbi Haacke
  - Tourism Public Improvement District Legislation Update
  - Recap of June 7 Meeting
  - Next Meeting September 13
- Community Engagement Rick Lindsey
  - Next Meeting July 9 Irving Driving Tour
- Destination Development Greg Malcolm
  - Next Meeting August 6



#### **AGENDA - Continued**

#### 11. City Reports

- a. Council Liaison Mayor Pro Tem John Danish
- b. Mayor & Other Council Members
- c. City Manager Chris Hillman
  - Visitor Development Updates
  - Toyota Music Factory
  - Other City Updates

#### 12. Bureau Monthly Management Reports

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

#### **13.** Convention Center Management Report – Tom Meehan

#### 14. Industry Partner Reports

- a. The Pavilion at the Music Factory/Live Nation Report Mike Rilley
- b. Hotel Industry Updates Greg Malcolm, Dirk Burghartz, Kim Limon, Holly Turner
- c. Restaurant Industry Update David Cole

#### 15. Partner Organization & Stakeholder Reports

- a. DART/Transportation and Infrastructure Mayor Rick Stopfer
- b. DCURD and Irving Flood Control Districts Jacky Knox
- c. Chamber of Commerce Lars Rosene/Beth Bowman
- d. Irving Arts and Culture Todd Hawkins/Judy Pierson
- e. TIF Michael Randall
- f. The Las Colinas Association Hammond Perot
- g. University of Dallas Karin Rilley

#### **CERTIFICATION**

, , , , , , , , , , , , , , , , , , , ,	nereby certify that this notice of meeting was posted on the kiosk at City Hall of the City of Irving 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.

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, JUNE 24, 2019

#### **AGENDA ITEMS**

## IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MEETING WESTIN IRVING CONVENTION CENTER HOTEL MAY 20, 2019

Those present for the meeting were: Clem Lear – Chair, Bob Bettis, Bob Bourgeois, David Cole, Karen Cooperstein, Debbi Haacke, City Manager Chris Hillman, Julia Kang, Jacky Knox, Kim Limon, Rick Lindsey, Greg Malcolm, Joe Marshall, Hammond Perot, Joe Philipp and Judy Pierson – Members of the Board; Senior City Attorney Karen Brophy, Mayor Pro Tem John Danish, Chief Financial Officer Jeff Litchfield, City Attorney Kuruvilla Oommen, Assistant City Manager Philip Sanders, Deputy City Attorney Janet Spugnardi, Mayor Rick Stopfer and Deputy Mayor Pro Tem Oscar Ward – City of Irving; Assistant General Manager Jeremy Pierce and Director of Sales Matt Tungett – SMG/Irving Convention Center; Maura Gast, Carol Boyer and Marianne Lauda – ICVB Staff; Guest: Vice President Governmental Affairs Erica Mulder – Irving-Las Colinas Chamber of Commerce.

Board Chair Clem Lear called the meeting to order at 11:45 a.m.

#### **CONSENT AGENDA:**

- 1. APPROVING MINUTES APRIL 22, 2019
- 2. ACCEPTING ICC FINANCIAL REPORTS: APRIL 2019
- 3. ACCEPTING ICVB FINANCIAL REPORTS: APRIL 2019

Lear asked for a motion to accept the Consent Agenda as presented. Board member Joe Philipp made a motion to approve and accept; second by Board member Rick Lindsey. With no opposition and no further discussion, the Consent Agenda was unanimously approved.

#### **BOARD CHAIR REPORT**

Lear thanked introduced City Attorney Kuruvilla Oommen and Deputy City Attorney Janet Spugnardi, attending in honor of Senior City Attorney Karen Brophy's last Irving CVB Board meeting before retirement. Lear expressed her appreciation of Brophy's support and advice over the years to the Bureau. Executive Director Maura Gast added her congratulations to Brophy and expressed her appreciation for her wisdom, counsel and friendship. Oommen added Brophy is a remarkable person and is an incredible gift for Irving and the City Attorney's Office. Lear presented Brophy with a floral arrangement and noted her retirement celebration will beheld on May 30 at the Irving Central Library.

Lear commended the Board on their participation and support for charity groups in Irving, including the Irving Schools Foundation Breakfast with the Stars event. Irving ISD student Celeste Gonzalez from Jack Singley Academy was awarded the CVB scholarship and has plans to attend the University of Texas in Austin for a business major. Lear congratulated Marketing Director Monty White for his accomplishment of a master's degree from the University of Dallas. She noted that Board Vice Chair Ron Mathai is attending a State Farm Conference in Nashville, Tennessee to receive an award, and Gast was recognized by <u>Corporate Travel and Incentive Magazine</u> for "Outstanding Women Leading a CVB." She reported Gast gave an update on the CVB to the City Council during its Work Session on May 1, and the presentation will be posted on the Board portal. She reminded the Board of the Westin Irving Convention Center Hotel Grand Opening celebration on June 6.

#### **BOARD AND BUSINESS DEVELOPMENT COMMITTEE**

Committee Chair Debbi Haacke congratulated Brophy and offered her appreciation as a citizen and business owner in Irving for her support. Haacke reported the Texas legislative session filed 7,324 bills in the House of Representatives and Senate and as of Friday, May 10 only 5% have made it to Governor Greg Abbott's desk for signature. The TPID bill representing Irving is one of those awaiting signature. The "Omnibus" TPID bill was approved by the House of Representatives and Senate Committee and is waiting for a full Senate vote. She expressed her appreciation for the excellent support from community leaders. The bill allowing business professionals to deny services based on religious beliefs is pending, and the Committee will watch to see any impact it may have on Irving. The next Committee meeting is scheduled for June 7 with discussion on the Board appointment process. Councilmen Kyle Taylor and David Palmer, who oversee the Board appointment process, have been invited to attend. Everyone is encouraged to participate.

#### COMMUNITY ENGAGEMENT COMMITTEE

Committee Chair Rick Lindsey gave a brief recap of National Travel and Tourism week. He reported on May 2 at the City Council meeting, Mayor Stopfer read a proclamation kicking off National Travel and Tourism Week. This year's theme is "Travel Matters." As part of the strategic plan, the Committee is working on a bus tour to introduce and showcase Irving to the community. An initial tour will be scheduled for Board members at the July 9 meeting. He thanked Mayor Pro Tem John Danish and Deputy Mayor Pro Tem Oscar Ward for their support of the CVB goals and objectives. He expressed his appreciation to everyone who participated in the Charity Bowl-A-Thon at Pinstack and the Irving Marathon. The Irving Las Colinas Rotary Club met, and Irving Convention Center General Manager Tom Meehan gave a presentation for National Tourism Week, along with Irving-Las Colinas Chamber of Commerce President Beth Bowman and Executive Director Arts and Culture Todd Hawkins, who spoke about economic development, the Irving arts programs and a downtown cultural district. The next Committee meeting is scheduled for July 9.

#### **DESTINATION DEVELOPMENT**

Committee Chair Greg Malcolm gave a recap of the May 7 Committee site trip to The Star in Frisco and Legacy Hall in Plano. Executive Director Marla Roe from the Frisco CVB and Executive Director Mark Thompson from Plano CVB both met with the group. It was a very informative and interesting outing. The next Committee meeting is scheduled for August 6. Everyone is encouraged to attend.

#### CITY REPORTS

Mayor Pro Tem John Danish reported Councilmen Allan Meagher and Kyle Taylor were re-elected, the proposition for the legal sale of alcoholic beverages for off-premise consumption only passed. This allows liquor stores within city limits and was a controversial decision with only 116 votes determining the outcome. There were five new positions elected for the Irving School Board. He also noted the Memorial Day celebration will be held on Sunday, May 26 at the Central Library auditorium.

Deputy Mayor Pro Tem Oscar Ward thanked Brophy for her assistance when he was a new Councilman. He noted the Art and Jazz Festival originally scheduled for July 13 is a free event and a new date is pending. He asked the Board to be aware of the rising concerns from Irving citizens on several websites advertising local short-term room and house rentals.

City Manager Chris Hillman reported the budget retreat was held on Wednesday, May 15 at the Westin Irving Convention Center Hotel. He thanked everyone who worked on the Convention Center Hotel project and made it a reality. The budget process is in full swing with good input from Council and policy direction on priorities. He congratulated Brophy and thanked her for all she has done for the City. He reported Governor Abbott announced the Allstate Insurance Company expansion in Irving with plans to hire 1,300 new employees and invest \$11 million over the next five years. The City matched the State's investment of \$2.8 million, which shows how committed the City of Irving is to continue to grow and focus on economic development and incentive policies. Hillman thanked the Chamber of Commerce for their efforts in that initiative. He reported on new restaurant openings: The Reservoir and Mama Tried at the Toyota Music Factory. There is a public input meeting on Thursday, May 23 at 6:00 p.m. on the Parks Master Plan. It is an important plan to guide and direct parks and facilities over the next 20 years. Canal Fest is scheduled for June 8 and has changed its location to the Levy Event Plaza on the far south side of Lake Carolyn.

Lear announced a change in the agenda and the Las Colinas Association report was given at this time.

#### LAS COLINAS ASSOCIATION

Las Colinas Association President Hammond Perot reported the Charity Bowl-a-Thon raised \$8,500 for Kidds' Kids. He thanked the Board and community-at-large for their participation in a lovely event for a great cause. The LCA Board meeting is scheduled for Tuesday, May 21 and will discuss the Urban Center enhancement project for Fall 2019. Perot encouraged all property owners in the Urban Center to attend the meeting.

#### **BUREAU MANAGEMENT AND STAFF**

Executive Director Maura Gast reported Assistant Executive Director Sales/Services Lori Fojtasek, Assistant Executive Director Marketing/Communications Diana Pfaff and Marketing Director Monty White are attending the Simpleview User Conference and thus are not in attendance at today's meeting. The reports for Sales/Services and Marketing/Communications are in the packet for review.

Gast pointed out Sales is ahead of pace from last year and on target with their goal. Customer service satisfaction surveys this month have an Overall Destination Experience Below Average rating of 7.7% with two responses given. She noted this may have been in error as some customers did not know CVB services were available. She also noted the Headquarter Hotel "failed to meet expectation rating" and staff is reaching out for further comments from the respondents. The CVB welcomed two groups to Irving: Angry Skippers —an association of VietNam-era soldiers and families — were at the DoubleTree and the Buffalo Soldier Motorcycle Group was at the Westin DFW. Both groups were pleased with the services they received. The CVB may have an opportunity to bid on a national meeting for the Buffalo Soldiers group.

Gast also pointed out the Marketing/Communications report in the packet, highlighting two media tours were held in April for six national writers over a two-day period, and a men's blogger group. The Marketing/Communications staff is working with the Marriott Las Colinas for their grand reveal celebration and will be hosting another group of national writers later in May in conjunction with the Westin Convention Center Hotel.

The CVB Administration Department has one vacant position for the Assistant Executive Director Administration/Finance. Accounting Director Marianne Lauda has been in training for the new software upgrade at the City 3-4 days a week and working nights and weekends during the budget process. Gast commended Lauda for her loyalty and dedication during this very busy time. Gast is working with a search firm for the vacant position and hopes to close the search soon with a position start date of September/October. Gast noted the City's Planning and Zoning Committee will have a meeting on June 6 and a more in-depth conversation on AirBNB and short-term rentals will be included and direction from City Council is expected. The CVB Destination Development Committee has taken up the topic in their meetings as well. Staff has provided data to City staff for estimated missed hotel tax collections based on the data collected.

#### CONVENTION CENTER MANAGEMENT REPORT

SMG Assistant General Manager Jeremy Pierce reported there are several projects in the works for the ten-year anniversary of the building, including carpet replacement on the third floor, digital signage upgrade, and an event software change. There was rain damage from the weekend storms with a slight leak in the Exhibit Hall while an event was in place. SMG engineers are focusing on getting reports of the damage for repairs. SMG Director of Sales Matt Tungett added the last roof inspection was in June of last year. He also thanked Brophy for her leadership and training on contracts over the years. Tungett reported he participated in a Top Golf Tournament at the TSAE Conference in Austin and the Irving team had its third win in the last four years. The Texas Association of Student Councils finalized room nights for approximately 5,400 in 2020 and 2021. USA Wrestling Women's National Championship is returning in 2020 and has also forwarded a referral for a smaller program over Super Bowl weekend in 2020 and 2021. The North American Telugu Society is expecting 4,000 people over Memorial Day weekend. The Texas Home and Garden Show is scheduled in June, as well as Hilti Regional Manager program and Steubenville Youth Religious Conference. Steubenville is expecting 4,700 teens and 3,000 guest rooms. The North Texas Comic Book Show closes out the month. Lear congratulated Tungett and CVB Sales and Services Senior Manager Wendy Foster for graduating from the Leadership Irving program.

#### **INDUSTRY PARTNER REPORTS**

#### **HOTEL REPORTS**

Malcolm reported from April Occupancy is down 3.5% at 75.2% and down 1.7% year-to-date. Average Daily Rate is \$113.37, up 1%, and RevPAR is reporting \$84.16 which is down 2.5% and year-to-date is flat to last year's \$81.15. May at the Irving Hilton Garden Inn DFW South is ahead of last year and the budget is optimistic going forward.

General Manager Kim Limon reported the Hampton Inn Las Colinas ended April at 78.3% Occupancy versus the competitive set and was a flat month compared to last year. Average Daily Rate is \$126.90 which is down 3.5% versus the competitive set. RevPAR is down 4.4% year-to-date, down 5.2% due to Occupancy rates. May is looking good and June looks strong.

#### RESTAURANT REPORT

Board member David Cole reported on restaurant legislative issues. The "BBQ Bill" clarifies language of the original bill and passed both the House of Representatives and Senate and is waiting for Governor Abbott's signature. An alcohol delivery bill will allow the holder of a mixed beverage permit to deliver or have delivered by a third party, an alcoholic beverage from the permitted premises directly to the consumer. This bill passed in the Senate and is headed to the House of Representatives floor this week. The Texas Alcohol and Beverage Code – Wet/Dry Certification, or Sunset bill would provide for a set time frame (30 days) for a City or County to certify wet status, and streamlining the TABC permitting process has been heard and is headed to the Senate for approval. There were four employment bills that passed in the Senate. Locally, Dallas County City Council passed a paid sick leave ordinance. The Greater Dallas Restaurant Association has given financial support to State Representative Eric Johnson for the Dallas mayoral elections. Vito's Pizza and Pasta moved to a free-standing building that they built themselves on the south side of Highway 183.

#### **DCURD**

Board member Jacky Knox reported on the flood control operations from April 13 to May 18. DCURD pumped 354 million gallons in 84 pump hours, IFCD 3 pumped 567 million gallons in 149 pump hours and IFCD 1 pumped 208 million gallons in 165 pump hours, totaling 1.13 billion gallons He reported sumps and canals are back to normal levels. There are several levee maintenance, waterway and wall projects underway in the three flood control districts. The FEMA inspections of IFCD 3 and IFCD 1 went well. Bids are being received for the Lake Carolyn storm water pump station emergency generators and scheduled to be awarded at the June 19 DCURD Board meeting. The project completion is estimated to be completed the first quarter of 2021. The APT system research and study regarding technology and expansion options will continue through July. Williams Square basic plumbing repairs continue as each rain causes delays and effects various aspects of the work progress. The Mandalay Canal garage façade lighting upgrades have been installed and landscape revitalization is underway. The Venetian Terrace has a new operator who is making extensive facility and operating updates. There is no definite timeframe for re-opening of the restaurant. The Dragon Boat Races on May 18 were cancelled due to weather and will be rescheduled. Mandalay Towers is hosting a "pop-up" farmers market on Thursday May 23 from noon to 6:00 p.m. It will be located on the canal level by the 225 E. John Carpenter Freeway building. The City is presenting Canal Fest on June 8 from 2:00 to 10:00 p.m. in the Levy Event Plaza at 501 E. Las Colinas Blvd.

#### IRVING-LAS COLINAS CHAMBER OF COMMERCE

Irving-Las Colinas Chamber of Commerce Vice President of Governmental Affairs Erica Mulder reported recently 40 volunteers from the City touched 500 small business visits. It was a great event and she thanked Lear for participating. Economic development reports 13 total project wins, resulting in 4,300 new jobs and \$172 million in capital investment. The Allstate expansion project was a great announcement and the 1,300 new jobs will make Allstate the second largest employer in Irving. She

reported partners at DFW Airport officially announced the new Terminal F will have 24 new gates and is expected to open in 2025. This airport expansion will help recruit, retain and expand business in Irving. The Chamber continues to follow and support their legislative agenda items. The Property Tax bill and School Finance Reform bill are currently in Conference Committee and negotiating for a final version. The hearing on property tax is completed but tied to the school finance bill. The Senate is negotiating for \$5,000 automatic pay increase to teachers and the House of Representatives wants a pay increased based on merit. SB 1978 is a companion to the "Chick-fil-A bill" that prohibits the government from taking adverse action against any individuals or businesses based on membership, support or donations to religious groups. This passed on the Senate floor and will go to the Governor's office for approval if no amendments are made.

#### **IRVING ARTS CENTER**

Arts and Culture Executive Board Chair Judy Pierson reported the 34<sup>th</sup> Annual Texas & Its Neighbors Five-State Competition is a collaboration with the Irving Arts Association and started on May 18. The event is a five-state competition that pulls entries representative of the best of American art. The complete Arts Center schedule is included in the packet.

Lear noted the next Executive Committee meeting is on Friday, June 21. The June 24 Budget Retreat Board meeting will be held at the Hilton Garden Inn DFW South.

With no further discussion, Lear adjourned the meeting at 1:10 p.m.

Maura Sleen Just

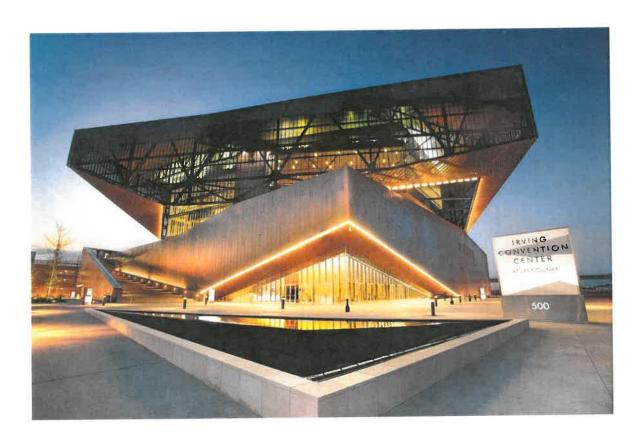
Respectfully submitted,

Maura Allen Gast, FCDME

**Executive Director** 







Date Distributed: June 14, 2019

## Monthly Financial Summary For Period Ending May 31, 2019

		October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income		Decosor												
Eveut Income														
Direct Event Income											444 860	1 60 700	120 270	1,371,936
Rental Income		149,333	68,131	33,970	63,975	124,800	158,913	182,875	120,075	74,395	111,500	163,700	120,270	813,567
Service income		54,972	45,310	39,186	20,276	50,979	47,795	127,707	264,622	29,066	35,066	39,316		(1.186.905)
Service Expenses		(104,721)	(110,920)	(53,660)	(74,381)	(108,715)	(90,103)	(168,051)	(126,714)	(92,475)	(84,300)	(87,885)		
Total Direct Event Income		99.584	2,521	19,496	9,870	67,064	116,605	142,531	257,983	10,986	62,266	115,131	94,562	998,598
I OTAL DILACT EVELL III COME	-	00,00												
Ancillary Income												2 252	8,250	171,717
F & B Concessions		36,083	4,486	3,101	14,907	16,273	23,917	31,379	23,322	3,000	3,750	3,250	,	3,254,743
F & B Catering		259,698	219,548	341.388	384,540	452,880	162,213	201,074	367,302	382,625	150,450	171,140		
Parking; Self Parking		47,590	5,619	(854)	17,873	18,318	35,447	30,605	44,269	820	14,400	25,604		263,373
Electrical Services		15,176	2,883	6,315	14,715	12,820	38,878	37,525	18,110	24,000	750	3,000		177,172
Audio Visual		,	2,000	3	30	(1,447)	1,301	(58)	(344)	- 1				(515)
Audio Visual Internet Services		555	125		59	1901	2,397	2,742	350		900	780		8,798
Total Ancillary Income		359,102	232,661	349,953	432,065	498,844	264,153	303,267	453,009	410,445	170,250	203,774	197,765	3,875,290
Total Ancillary Income	-	222,202	202,002	0.103000										
T-tal Front Income		458,686	235,182	369,449	441,935	565,908	380,758	445,798	710,992	421,431	232,516	318,905	292,327	4,873,887
Total Event Income		430,000	EGG/AGA											
Other Constitution Income		21,305	33,334	25,594	76,444	43,462	15,852	40,201	41,810	37,056	31,000	39,200	35,568	440,827
Other Operating Income		22,000	30,004											
residente de la constanta de l				348,000			350,000			348,750			348,250	1,395,000
ICVB Operating Subsidy				0,70,1-1-1										
Adjusted Gross Income	-	479,991	268.516	743,043	518,379	609,370	746,611	485,999	752,802	807,237	263,516	358,105	676,145	6,709,714
Adjusted Gross Income	-	470,002	400,010											
Operating Expenses														2 744 617
Employee Salaries and Wages		230,208	211,994	295,950	228,291	199,150	205,064	203,447	234,362	234,073	234,073	234,073		2,744,657
Benefits		55,020	61,618	66,098	66,299	64,558	64,418	65,044	64,984	69,916	69,916	69,916		886,630
Less: Event Labor Allocations		(67,492)	(77,786)	(50,423)	(50,905)	(55,624)	(46,077)	(48,150)	(51,497)	(46,375)	(46,375)	(46,375		
Net Employee Wages and Benefits		217,736	195,826	311,625	243,685	207,084	223,405	220,341	247,849	257,614	257,614	257,614		2,996,832
Contracted Services		63,247	63,778	70,975	62,066	53,814	55,954	57,982	62,602	63,790	63,790	63,790		745,978
General and Administrative		37,849	41,516	48,468	34,104	39,690	34,520	31,600	37,231	43,875	58,575	50,570		593,018
Operations		61,736	37,486	36,298	55,399	42,840	44,957	38,218	43,971	44,020	44,020	44,020		537,084
Repair & Maintenance		63,632	46,729	42,881	44,357	51,275	58,412	32,345	45,488	46,208	46,208	46,208		569,952
		23,696	27,123	8,539	17,559	6,565	7,464	15,497	20,521	17,100	17,100	17,100		195,864
Supplies Insurance		6,373	6,476	6,545	6,189	6,519	6,863	6,223	6,352	8,000	8,000	8,000		83,539
Utilities		42,583	40,959	52,957	35,824	53,031	41,890	48,407	39,527	49,334	49,334	49,334		552,515
		43,521	41,556	46,399	53.888	58,743	34,558	39,109	53,015	20,585	13,486	13,486		431,831
SMG Management Fees	-	560,373	501,449	624,687	553,071	519,561	508,023	489,721	556,556	550,526	558,127	550,122	734,398	6,706,614
Total Operating Expenses		500,575	502,115		,									2.122
Net Income (Loss) From Operations	-	(80,382)	(232,933)	118,356	(34,692)	89,809	238,588	(3,723)	196,246	256,711	(294,611)	(192,017	(58,252)	3,100
Met Illicottie (1033) From Oberetions	_	(00)002/	1000								25 5000	0202200	a (95 )	
Net Income After Other Income (Expenses)		(80,382)	(232,933)	118,356	(34,692)	89,809	238,588	(3,723)	196,246	256,711	(294,611)	(192,01	7) (58,252	3,100
Mat lucquie viral other income (exhenses)	-	100,000)	(200)000		Angelia Committee									
								Budget Forecast	Comparison by	Month				
	2010	355,094	(45.974)	(149,927)	(98.439)	(13,378)	(5,753)	(11,877)	3,100					-
	2019							290,325	430,161	460,996	355,888	232,99	3 305,281	
	2018	47,856	494,666	472,986	314,913	336,267	350,441	290,325	430,161	400,330	993,000			

#### IRVING CONVENTION CENTER/SMG Financial Statements Monthly Highlights For the Month Ending May 31, 2019

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	29,472	7,400	22,072	26,099
Events	25	10	15	22
Event Days	43	21	22	38
Direct Event Income	257,983	91,891	166,092	71,962
Ancillary Income	453,009	439,615	13,394	332,949
Total Event Income	710,992	531,506	179,486	404,911
Other Operating Income	41,810	45,200	(3,390)	31,120
Adjusted Gross Income	752,802	576,706	176,096	436,031
Indirect Expenses	(556,556)	(580,384)	23,828	(485,994)
Net Income (Loss) From Operations	196,246	(3,678)	199,924	(49,963)

#### IRVING CONVENTION CENTER/SMG Financial Statements Year to Date Highlights For the Eight Months Ending May 31, 2019

Attendance Events Event Days	Year to Date Actual 165,445 171 277	Year to Date Budget 112,825 101 172	Variance 52,620 70 105	Prior YTD Actual 175,669 186 281
Direct Event Income	715,660	706,276	9,384	589,342
Ancillary Income	2,893,063	2,904,222	(11,159)	2,902,736
Total Event Income Other Operating Income	3,608,723	3,610,498	(1,775)	3,492,078
	298,000	472,705	(174,705)	492,625
Adjusted Gross Income	3,906,723	4,083,203	(176,480)	3,984,703
Indirect Expenses	(4,313,427)	(4,588,349)	274,922	(4,395,344)
Net Income (Loss) From Operations	(406,704)	(505,146)	98,442	(410,641)

#### IRVING CONVENTION CENTER/SMG Balance Sheet May 31, 2019

#### **ASSETS**

Current Assets Cash Accounts Receivable Prepaid Assets Inventory  Total Current Assets	1,500,600 369,288 36,029 58,450		1,964,367
Total Assets		\$	1,964,367
LIABILITIES A	ND EQUITY		
Current Liabilities Accounts Payable \$ Accrued Expenses Deferred Income Advance Ticket Sales/Deposits Other Current Liabilities	449,857 305,853 0 918,366		
Total Current Liabilities  Long-Term Liabilities  Long Term Liabilites	0		1,674,076
Total Long-Term Liabilities			0
Total Liabilities  Equity Net Funds Received Retained Earnings Net Income (Loss)	10,811,638 (10,114,643) (406,704)	52	1,674,076
Total Equity			290,291
Total Liabilities & Equity		\$	1,964,367

### IRVING CONVENTION CENTER/SMG Income Statement For the Eight Months Ending May 31, 2019

Renal Income         120,073         112,073         313,066         226,556         650,842         386,502         264,340         395           Service Revenue         264,622         38,066         226,556         650,842         386,502         264,340         395           Service Expenses         (126,714)         (58,300)         (68,414)         (837,254)         (513,437)         (323,817)         (663           Total Direct Event In         257,983         91,891         166,092         715,660         706,276         9,384         589           Ancillary Income           F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Electrical Services         18,110         3,000         15,110         146,422         114,313         32,109         107           Audio Visual         (344)         0         (344)         (515)         0	7,036 5,743 3,437) 9,342
Rental Income         120,075         112,125         7,950         902,072         833,211         68,861         857           Service Revenue         264,622         38,066         226,556         650,842         386,502         264,340         395           Service Expenses         (126,714)         (58,300)         (68,414)         (837,254)         (513,437)         (323,817)         (663           Total Direct Event In         257,983         91,891         166,092         715,660         706,276         9,384         589           Ancillary Income           F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Audio Visual         (344)         0         (344)         (515)         0         (515)         0           Internet Services         350         1,500         (1,150)         6,169         14,115         (7,946)         13	5,743 3,437)
Renal Income         120,073         112,073         313,066         226,556         650,842         386,502         264,340         395           Service Revenue         264,622         38,066         226,556         650,842         386,502         264,340         395           Service Expenses         (126,714)         (58,300)         (68,414)         (837,254)         (513,437)         (323,817)         (663           Total Direct Event In         257,983         91,891         166,092         715,660         706,276         9,384         589           Ancillary Income           F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Electrical Services         18,110         3,000         15,110         146,422         114,313         32,109         107           Audio Visual         (344)         0         (344)         (515)         0	5,743 3,437)
Service Revenue         204,022         38,000         (68,414)         (837,254)         (513,437)         (323,817)         (663           Total Direct Event In         257,983         91,891         166,092         715,660         706,276         9,384         589           Ancillary Income         F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Electrical Services         18,110         3,000         15,110         146,422         114,313         32,109         107           Audio Visual         (344)         0         (344)         (515)         0         (515)         (6           Internet Services         350         1,500         (1,150)         6,169         14,115         (7,946)         13           Total Ancillary Inco         453,009         439,615         13,394         2,893,063         2,904,222         (11,159)         2,902	3,437)
Total Direct Event In 257,983 91,891 166,092 715,660 706,276 9,384 589  Ancillary Income F & B Concessions 23,322 20,540 2,782 153,474 163,026 (9,552) 163 F & B Catering 367,302 391,375 (24,073) 2,388,644 2,395,918 (7,274) 2,449 Parking 44,269 23,200 21,069 198,869 216,850 (17,981) 174 Electrical Services 18,110 3,000 15,110 146,422 114,313 32,109 107 Audio Visual (344) 0 (344) (515) 0 (515) (6 Internet Services 350 1,500 (1,150) 6,169 14,115 (7,946) 13  Total Ancillary Inco 453,009 439,615 13,394 2,893,063 2,904,222 (11,159) 2,902  Total Event Income 710,992 531,506 179,486 3,608,723 3,610,498 (1,775) 3,492  OTHER OPERATING INCOME Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	
Ancillary Income F & B Concessions 23,322 20,540 2,782 153,474 163,026 (9,552) 163 F & B Catering 367,302 391,375 (24,073) 2,388,644 2,395,918 (7,274) 2,449 Parking 44,269 23,200 21,069 198,869 216,850 (17,981) 174 Electrical Services 18,110 3,000 15,110 146,422 114,313 32,109 107 Audio Visual (344) 0 (344) (515) 0 (515) (6 Internet Services 350 1,500 (1,150) 6,169 14,115 (7,946) 13  Total Ancillary Inco 453,009 439,615 13,394 2,893,063 2,904,222 (11,159) 2,902  Total Event Income 710,992 531,506 179,486 3,608,723 3,610,498 (1,775) 3,492  OTHER OPERATING INCOME Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	,342
F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Electrical Services         18,110         3,000         15,110         146,422         114,313         32,109         107           Audio Visual         (344)         0         (344)         (515)         0         (515)         (6           Internet Services         350         1,500         (1,150)         6,169         14,115         (7,946)         13           Total Ancillary Inco         453,009         439,615         13,394         2,893,063         2,904,222         (11,159)         2,902           Total Event Income         710,992         531,506         179,486         3,608,723         3,610,498         (1,775)         3,492           OTHER OPERATING INCOME           Other Income         41,810         45,200         (3,390)         298,000         472,705         (174,705)         492 <td></td>	
F & B Concessions         23,322         20,540         2,782         153,474         163,026         (9,552)         163           F & B Catering         367,302         391,375         (24,073)         2,388,644         2,395,918         (7,274)         2,449           Parking         44,269         23,200         21,069         198,869         216,850         (17,981)         174           Electrical Services         18,110         3,000         15,110         146,422         114,313         32,109         107           Audio Visual         (344)         0         (344)         (515)         0         (515)         (6           Internet Services         350         1,500         (1,150)         6,169         14,115         (7,946)         13           Total Ancillary Inco         453,009         439,615         13,394         2,893,063         2,904,222         (11,159)         2,902           Total Event Income         710,992         531,506         179,486         3,608,723         3,610,498         (1,775)         3,492           OTHER OPERATING INCOME           Other Income         41,810         45,200         (3,390)         298,000         472,705         (174,705)         492 <td></td>	
F & B Catering       367,302       391,375       (24,073)       2,388,644       2,395,918       (7,274)       2,449         Parking       44,269       23,200       21,069       198,869       216,850       (17,981)       174         Electrical Services       18,110       3,000       15,110       146,422       114,313       32,109       107         Audio Visual       (344)       0       (344)       (515)       0       (515)       (6         Internet Services       350       1,500       (1,150)       6,169       14,115       (7,946)       13         Total Ancillary Inco       453,009       439,615       13,394       2,893,063       2,904,222       (11,159)       2,902         Total Event Income       710,992       531,506       179,486       3,608,723       3,610,498       (1,775)       3,492         OTHER OPERATING INCOME         Other Income       41,810       45,200       (3,390)       298,000       472,705       (174,705)       492	3,266
Parking       44,269       23,200       21,069       198,869       216,850       (17,981)       174         Electrical Services       18,110       3,000       15,110       146,422       114,313       32,109       107         Audio Visual       (344)       0       (344)       (515)       0       (515)       (6         Internet Services       350       1,500       (1,150)       6,169       14,115       (7,946)       13         Total Ancillary Inco       453,009       439,615       13,394       2,893,063       2,904,222       (11,159)       2,902         Total Event Income       710,992       531,506       179,486       3,608,723       3,610,498       (1,775)       3,492         OTHER OPERATING INCOME         Other Income       41,810       45,200       (3,390)       298,000       472,705       (174,705)       492	
Electrical Services       18,110       3,000       15,110       146,422       114,313       32,109       107         Audio Visual       (344)       0       (344)       (515)       0       (515)       (6         Internet Services       350       1,500       (1,150)       6,169       14,115       (7,946)       13         Total Ancillary Inco       453,009       439,615       13,394       2,893,063       2,904,222       (11,159)       2,902         Total Event Income       710,992       531,506       179,486       3,608,723       3,610,498       (1,775)       3,492         OTHER OPERATING INCOME         Other Income       41,810       45,200       (3,390)       298,000       472,705       (174,705)       492	4,948
Audio Visual (344) 0 (344) (515) 0 (515) (6 Internet Services 350 1,500 (1,150) 6,169 14,115 (7,946) 13  Total Ancillary Inco 453,009 439,615 13,394 2,893,063 2,904,222 (11,159) 2,902  Total Event Income 710,992 531,506 179,486 3,608,723 3,610,498 (1,775) 3,492  OTHER OPERATING INCOME Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	7,377
Internet Services         350         1,500         (1,150)         6,169         14,115         (7,946)         13           Total Ancillary Inco         453,009         439,615         13,394         2,893,063         2,904,222         (11,159)         2,902           Total Event Income         710,992         531,506         179,486         3,608,723         3,610,498         (1,775)         3,492           OTHER OPERATING INCOME Other Income         41,810         45,200         (3,390)         298,000         472,705         (174,705)         492	6,013)
Total Event Income 710,992 531,506 179,486 3,608,723 3,610,498 (1,775) 3,492  OTHER OPERATING INCOME Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	3,265
OTHER OPERATING INCOME Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	2,736
Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	2,078
Other Income 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	
Other meonic 11,010 (5,520)	2 625
100	2,025
Total Other Operatin 41,810 45,200 (3,390) 298,000 472,705 (174,705) 492	2,625
Adjusted Gross Inco 752,802 576,706 176,096 3,906,723 4,083,203 (176,480) 3,984	4,703
INDIRECT EXPENSES	
Salaries & Wages 234.362 239.709 5.347 1.808,459 1,917,672 109,213 1,626	6,538
Payroll Taxes & Ben 64 984 71.466 6.482 508,035 571,728 63,693 406	6,340
Labor Allocations to (51,497) (43,201) 8,296 (448,954) (345,608) 103,346 (287)	7,059)
Net Salaries and Ben 247,849 267,974 20,125 1,867,540 2,143,792 276,252 1,745	5,819
	6,397
	5,980
General and Adminis 37,251 1,200 200 200 21 174 386	0,013
	4,791
Repairs & Waintenan 45,500 47,500 170	0,162
	4,497
Insurance 0,332 0,335 1,301 2,55170 296,672 31,404 35,	4,639
	3,723
4 500 240 274 022 4 28	36,021
Total Indirect Expens 556,556 580,384 23,828 4,313,427 4,588,349 274,922 4,386 An SMG Managed Facility	-,

### IRVING CONVENTION CENTER/SMG Income Statement For the Eight Months Ending May 31, 2019

	Current Month	Current Month	Variance	Year to Date	Year to Date	Variance	Year to Date	
	Actual	Budget	+ (-)	Actual	Budget	+ (-)	Prior Year	
Net Income (Loss)	196,246	(3,678)	199,924	(406,704)	(505,146)	98,442	(401,318)	



#### ICVB FINANCIAL STATEMENTS

For Period Ending: May 31, 2019

## IRVING CONVENTION AND VISITORS BUREAU GENERAL FUND BALANCE SHEET MAY 31, 2019

<b>ASSETS</b>		
Cash		

Petty Cash 250 Investments 1,976,000

Accounts Receivable - Miscellaneous 5,988

Total Assets 2,057,658

#### **LIABILITIES AND FUND BALANCE**

#### **LIABILITIES**

Accounts Payable 18
Due to City of Irving General Fund 975

993

75,420

#### **FUND BALANCE**

Reserved for Encumbrances 567,807
Unreserved 1,488,858
Total Fund Balance 2,056,665

Total Liabilities and Fund Balance 2,057,658

#### Notes:

Reserved for Encumbrances:

Crowdriff - 17,496

Destination Analysts - 35,000

Irving Convention Center/Fulcrum - 28,236

Maloney Strategic Communications - 10,195

Media Advertising - 277,062

Simpleview - 122,283

Tucker & Associates - 25,703

Miscellaneous - 51,832

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#### IRVING CONVENTION AND VISITORS BUREAU

#### GENERAL FUND

#### STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE FOR THE EIGHT MONTH PERIOD ENDING MAY 31, 2019

					Unencumbered	Percent	Prior	
	Budg Adopted	get Adjusted	Current Month	Actual Year-to-Date	Encumbrances	Available Budget	Collected/	Year to Date Actual
	Adopted	Aujusteu	Current Month	rear-to-Date	Effcullibrances	Buuget	Expended	Actual
<u>REVENUES AND TRANSFERS IN:</u>								
REVENUES:								
Hotel/Motel Taxes:								
Current Year	8,593,019	8,593,019	2,182,219	4,203,252	0	4,389,767	48.91%	4,073,450
Penalties and Interest	0	0	512	512	0	(512)	0.00%	5,597
Prior Years	0	0	0	7,360	0	(7,360)	0.00%	C
Interest	26,450	26,450	1,301	12,596	0	13,854	47.62%	15,696
State of Texas Events Trust Fund	25,000	25,000	0	0	0	25,000	0.00%	9,622
Miscellaneous	13,000	13,000	3,574	15,492	0	(2,492)	119.17%	15,744
Total Revenues	8,657,469	8,657,469	2,187,606	4,239,212	0	4,418,257	48.97%	4,120,109
TOTAL REVENUES AND TRANSFERS IN	8,657,469	8,657,469	2,187,606	4,239,212	0	4,418,257	48.97%	4,120,109
EXPENDITURES AND TRANSFERS OUT:								
EXPENDITURES:								
Salaries	2,257,287	2,216,228	170,044	1,350,447	0	865,781	60.93%	1,236,502
Benefits	564,825	561,825	47,611	356,938	0	204,887	63.53%	351,095
Supplies	46,975	49,788	1,451	18,871	6,700	24,217	51.36%	19,771
Equipment Maintenance	6,300	6,300	489	2,066	0	4,234	32.79%	2,730
Miscellaneous	179,025	179,025	3,345	116,686	0	62,339	65.18%	121,998
Equipment Rentals	6,900	6,900	0	1,938	1,650	3,312	52.00%	1,650
Special Services	1,824,765	1,920,375	108,837	917,909	279,560	722,906	62.36%	1,108,571
Facility Management Services	1,395,000	1,395,000	0	698,000	0	697,000	50.04%	698,000
Advertising Projects	146,400	187,665	10,093	101,910	2,835	82,920	55.81%	11,538
Sponsorships / Partnerships	125,000	147,059	0	82,059	0	65,000	55.80%	59,966
Media Advertising	580,000	663,098	52,767	324,527	277,062	61,509	90.72%	279,059
Travel	666,580	647,750	49,931	326,864	0	320,886	50.46%	291,121
Promotions / Special Events	1,080,150	1,071,935	73,647	541,223	0	530,712	50.49%	495,263
Memberships	91,215	91,215	1,610	48,435	0	42,780	53.10%	57,061
Total Expenditures	8,970,422	9,144,163	519,825	4,887,873	567,807	3,688,483	59.66%	4,734,325
TRANSFERS OUT:								
Transfer to ICVB Reserve Fund	125,000	125,000	0	0	0	125,000	0.00%	0
Transfer to ICC Reserve/CIP Fund	400,000	705,281	0	0	0	705,281	0.00%	0
Total Transfers Out	525,000	830,281	0	0	0	830,281	0.00%	0
TOTAL EXPENDITURES AND TRANSFERS OUT	9,495,422	9,974,444	519,825	4,887,873	567,807	4,518,764	54.70%	4,734,325

Percent of year completed = 66.7%

#### IRVING CONVENTION AND VISITORS BUREAU

#### **GENERAL FUND**

#### STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE FOR THE EIGHT MONTH PERIOD ENDING MAY 31, 2019

#### SUMMARY:

Beginning Fund Balance at October 1, 2018	2,705,326
Revenues and Transfers In	4,239,212
Expenditures and Transfers Out	(4,887,873)
Ending Fund Balance at May 31, 2019	2,056,665
Encumbrances	(567,807)
Unreserved Fund Balance at May 31, 2019	1,488,858

#### **NOTES:**

#### Adjusted Budget

The adjusted budget includes prior year encumbrances in the amount of 173,741.

#### Revenues & Transfers In

Hotel/Motel Taxes: Taxes for the 1st and 2nd quarters have been received.

#### **Expenditures & Transfers Out**

Special Services: Administrative Cost Reimbursement - 87,309; Advertising Agency (MSC) - 485; Outside Services - 20,996; Miscellaneous - 47

Facility Management Services: Two subsidy payments to SMG have been processed.

Promotions / Special Events: Business Development Incentive Program - 58,302; Local Programs - 11,927; Miscellaneous - 3,418

#### Irving Convention and Visitors Bureau

#### Check Register Report - May 2019

Generated: 6/15/2019 10:39:31 AM



Batch	n: 7688			
<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060244	05/02/19	ALOFT LAS COLINAS	\$	90.00
80060245	05/02/19	BH DFW PROPERTY LP (WESTIN)	\$	3,720.00
80060246	05/02/19	BT HOTEL LAS COLINAS LLC (NYLO)	\$	700.00
80060247	05/02/19	SUSAN D. CUTTS	\$	912.50
80060248	05/02/19	DELTA AIR LINES, INC.	\$	4,402.00
80060249	05/02/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLIN	VAS \$	2,045.00
80060250	05/02/19	GREATER IRVING/LAS COLINAS CHAMBER OF COMMERC	CE \$	34,500.00
80060251	05/02/19	GUARANTEED EXPRESS, INC.	\$	38.36
80060252	05/02/19	JOHN HANCOCK RETIREMENT PLAN SERVICES LLC	\$	1,134.00
80060253	05/02/19	OMNI MANDALAY HOTEL	\$	5,145.00
80060254	05/02/19	ROSELLE PLIEGO	\$	250.00
80060255	05/02/19	SHERATON DFW AIRPORT HOTEL	\$	4,267.00
80060256	05/02/19	SIMPLEVIEW WORLDWIDE, INC.	\$	1,350.00
80060257	05/02/19	SOUTHLAND CONFERENCE	\$	560.00
80060258	05/02/19	TUCKER & ASSOCIATES, LLC	\$	71.40
80060259	05/02/19	USA JUMP ROPE	\$	232.00
80060260	05/02/19	VOLUNTEERS OF AMERICA	\$	645.00
		17 payments Batch To	otal: \$	60,062.26
Batch	n: 7694			
<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060261	05/09/19	AMERICAN AIRLINES	\$	5,630.00
80060262	05/09/19	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$	295.00
80060263	05/09/19	BH DFW PROPERTY LP (WESTIN)	\$	1,620.00
80060264	05/09/19	BIG PYRAMID HOTEL, LLC	\$	590.00
80060265	05/09/19	CHURCH OF GOD INT'L	\$	1,840.00
80060266	05/09/19	DALLAS FORT WORTH AIRPORT MARRIOTT DFW	\$	525.00
80060267	05/09/19	FIBER FEST	\$	5,250.00
80060268	05/09/19	DOUBLETREE DALLAS DFW AIRPORT	\$	160.00
80060269	05/09/19	DRIVE NATION SPORTS, LLC	\$	275.00
80060270	05/09/19	FEDERAL EXPRESS CORPORATION	\$	77.66
80060271	05/09/19	IRVING - LAS COLINAS ROTARY CLUB	\$	112.00
80060272	05/09/19	IRVING HERITAGE SOCIETY	\$	250.00
80060273	05/09/19	JENNIFER T. LUETTINGER	\$	1,000.00
80060274	05/09/19	M DAVIS ADVOCATES LLC	\$	4,000.00

Number   Date   Payee   MCKESSON CORPORATION   \$ 3,180.00	Batcl	h: 7694			
MULTIVIEW, INC.   \$ 9,000.00	<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060277         05/09/19         OMNI MANDALAY HOTEL         \$         7,900.00           80060278         05/09/19         PATHWAYS CORE TRAINING         \$         1,250.00           80060280         05/09/19         PROVIDENT GROUP - IRVING PROPERTIES, LLC         \$         680.00           80060281         05/09/19         SHERATON DFW AIRPORT HOTEL         \$         735.00           Batch: 7701           Number         Batch: 7701           Number         Bate         Amount           80060282         05/17/19         AAA TEXAS / TEXAS JOURNEY         \$         4,452.00           80060283         05/17/19         AAR FINAL PHOTOGRAPHY         \$         95.33.81           80060284         05/17/19         ARES TRAVEL INC.         \$         1,250.00           80060285         05/17/19         ARES TRAVEL INC.         \$         1,250.00           80060286         05/17/19         BIC PYRAMID HOTEL, LLC         \$         440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$         1,350.00           80060289         05/17/19         BOY SCOUTS OF AMERICA         \$         76.25           80060290         05/17/19         KITHERINE DI	80060275	05/09/19	MCKESSON CORPORATION	\$	3,180.00
B0060278   05/09/19   PATHWAYS CORE TRAINING   S   1,250.00	80060276	05/09/19	MULTIVIEW, INC.	\$	9,000.00
80060279         05/09/19         PROVIDENT GROUP - IRVING PROPERTIES, LLC         \$         680.00           80060281         05/09/19         SHERATON DFW AIRPORT HOTEL         \$         735.00           80060281         05/09/19         STARQUEST         \$         205.00           Early Earl	80060277	05/09/19	OMNI MANDALAY HOTEL	\$	7,900.00
SOCCO280   O5/09/19   SHERATON DFW AIRPORT HOTEL   S   7.35.00	80060278	05/09/19	PATHWAYS CORE TRAINING	\$	1,250.00
Batch	80060279	05/09/19	PROVIDENT GROUP - IRVING PROPERTIES, LLC	\$	680.00
Batch   7701   Survey   Payes   Paye	80060280	05/09/19	SHERATON DFW AIRPORT HOTEL	\$	735.00
Batch: 7701         Number         Date         Payee         Amount           80060282         05/17/19         AAA TEXAS / TEXAS JOURNEY         \$ 4,452.00           80060283         05/17/19         AERIAL PHOTOGRAPHY         \$ 97.00           80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060289         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060290         05/17/19         SUSAN D. CUTTS         \$ 766.25           80060291         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060295         05/17/19         CHERYL HOPKINS	80060281	05/09/19	STARQUEST	\$	205.00
Number         Date         Payee         Amount           80060282         05/17/19         AAA TEXAS / TEXAS JOURNEY         \$ 4,452.00           80060283         05/17/19         AERIAL PHOTOGRAPHY         \$ 97.00           80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         BOY SCOUTS OF AMERICA         \$ 706.25           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.0			21 payments Batch Total	: \$	44,574.66
Number         Date         Payee         Amount           80060282         05/17/19         AAA TEXAS / TEXAS JOURNEY         \$ 4,452.00           80060283         05/17/19         AERIAL PHOTOGRAPHY         \$ 97.00           80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         BOY SCOUTS OF AMERICA         \$ 706.25           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.0	Ratcl	h: 77∩1			
80060282         05/17/19         AAA TEXAS / TEXAS JOURNEY         \$ 4,452.00           80060283         05/17/19         AERIAL PHOTOGRAPHY         \$ 97.00           80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060290         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060291         05/17/19         SUSAN D. CUTTS         \$ 76.62           80060291         05/17/19         SUSAN D. CUTTS         \$ 76.62           80060291         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         WENDY FOSTER         \$ 195.32           80060292         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060295         05/17/19         INSIDE OUT MEDIA INC.			<u>Payee</u>		<u>Amount</u>
80060283         05/17/19         AERIAL PHOTOGRAPHY         \$ 97.00           80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 76.62           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7.865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 74.12           80060295         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19	80060282	05/17/19	AAA TEXAS / TEXAS JOURNEY	\$	4,452.00
80060284         05/17/19         AMERICAN EXPRESS         \$ 78,139.81           80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,000.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,002.00           80060298         05/17/19					
80060285         05/17/19         ARES TRAVEL INC.         \$ 1,250.00           80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         CHERYL HOPKINS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,025.08           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060300         05/17/19         MEETINGS TODAY <td< td=""><td>80060284</td><td>05/17/19</td><td>AMERICAN EXPRESS</td><td></td><td>78,139.81</td></td<>	80060284	05/17/19	AMERICAN EXPRESS		78,139.81
80060286         05/17/19         BIG PYRAMID HOTEL, LLC         \$ 440.00           80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         CHERYL HOPKINS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,025.08           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060299         05/17/19         MEETING PROFESSIONALS INTERNATIONAL         \$ 6,360.00           80060300         05/17/19         MEETINGS TOD					
80060287         05/17/19         BOY SCOUTS OF AMERICA         \$ 1,350.00           80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 65.00           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060300         05/17/19         MEET ING PROFESSIONALS INTERNATIONAL         \$ 7,185.00           80060301         05/1		05/17/19	BIG PYRAMID HOTEL, LLC		
80060288         05/17/19         COPYNET DIGITAL IMAGING SOLUTIONS         \$ 414.90           80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7.865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 74.12           80060296         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,025.08           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060300         05/17/19         MEETING PROFESSIONALS INTERNATIONAL         \$ 6,360.00           80060301         05/17/19         MEETING TODAY         \$ 1,000.00           80060302 <td>80060287</td> <td>05/17/19</td> <td></td> <td></td> <td></td>	80060287	05/17/19			
80060289         05/17/19         SUSAN D. CUTTS         \$ 706.25           80060290         05/17/19         KATHERINE DIPIETRO         \$ 78.69           80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         CHERYL HOPKINS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,025.08           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060300         05/17/19         BRENDA LOPEZ         \$ 65.00           80060301         05/17/19         MEETING PROFESSIONALS INTERNATIONAL         \$ 6,360.00           80060302         05/17/19         MEETINGS TODAY         \$ 1,000.00           80060303         05/17/19         NORTHSTAR TRAVEL MEDIA, LLC         \$ 7,185.00           80060304         05/17/19         OMNI MANDALAY HOTEL         <	80060288	05/17/19	COPYNET DIGITAL IMAGING SOLUTIONS	\$	
80060291         05/17/19         DOUBLETREE DALLAS DFW AIRPORT         \$ 690.00           80060292         05/17/19         WENDY FOSTER         \$ 195.32           80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS         \$ 800.00           80060295         05/17/19         CHERYL HOPKINS         \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA         \$ 1,025.08           80060298         05/17/19         KATHY LEVINE         \$ 65.00           80060299         05/17/19         BRENDA LOPEZ         \$ 65.00           80060300         05/17/19         MEETING PROFESSIONALS INTERNATIONAL         \$ 6,360.00           80060301         05/17/19         MEETINGS TODAY         \$ 1,000.00           80060302         05/17/19         NORTHSTAR TRAVEL MEDIA, LLC         \$ 7,185.00           80060303         05/17/19         OMNI MANDALAY HOTEL         \$ 4,535.00           80060304         05/17/19         DEBBIE ROBERTS         \$ 372.04           80060306         05/17/19         KELLY ROCHE         \$	80060289	05/17/19	SUSAN D. CUTTS		706.25
80060292       05/17/19       WENDY FOSTER       \$ 195.32         80060293       05/17/19       FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS       \$ 7,865.00         80060294       05/17/19       FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS       \$ 800.00         80060295       05/17/19       CHERYL HOPKINS       \$ 74.12         80060296       05/17/19       INSIDE OUT MEDIA INC.       \$ 17,500.00         80060297       05/17/19       MARIANNE LAUDA       \$ 1,025.08         80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060290	05/17/19	KATHERINE DIPIETRO	\$	78.69
80060293         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS \$ 7,865.00           80060294         05/17/19         FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS \$ 800.00           80060295         05/17/19         CHERYL HOPKINS \$ 74.12           80060296         05/17/19         INSIDE OUT MEDIA INC.         \$ 17,500.00           80060297         05/17/19         MARIANNE LAUDA \$ 1,025.08           80060298         05/17/19         KATHY LEVINE \$ 65.00           80060299         05/17/19         BRENDA LOPEZ \$ 65.00           80060300         05/17/19         MEET ING PROFESSIONALS INTERNATIONAL \$ 6,360.00           80060301         05/17/19         MEET INGS TODAY \$ 1,000.00           80060302         05/17/19         NORTHSTAR TRAVEL MEDIA, LLC \$ 7,185.00           80060303         05/17/19         OMNI MANDALAY HOTEL \$ 4,535.00           80060304         05/17/19         DEBBIE ROBERTS \$ 372.04           80060306         05/17/19         KELLY ROCHE \$ 120.15           80060307         05/17/19         LORI SIRMEN \$ 35.96	80060291	05/17/19	DOUBLETREE DALLAS DFW AIRPORT	\$	690.00
80060294       05/17/19       FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS       \$ 800.00         80060295       05/17/19       CHERYL HOPKINS       \$ 74.12         80060296       05/17/19       INSIDE OUT MEDIA INC.       \$ 17,500.00         80060297       05/17/19       MARIANNE LAUDA       \$ 1,025.08         80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060292	05/17/19	WENDY FOSTER	\$	195.32
80060295       05/17/19       CHERYL HOPKINS       \$ 74.12         80060296       05/17/19       INSIDE OUT MEDIA INC.       \$ 17,500.00         80060297       05/17/19       MARIANNE LAUDA       \$ 1,025.08         80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060293	05/17/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$	7,865.00
80060296       05/17/19       INSIDE OUT MEDIA INC.       \$ 17,500.00         80060297       05/17/19       MARIANNE LAUDA       \$ 1,025.08         80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060294	05/17/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$	800.00
80060297       05/17/19       MARIANNE LAUDA       \$ 1,025.08         80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060295	05/17/19	CHERYL HOPKINS	\$	74.12
80060298       05/17/19       KATHY LEVINE       \$ 65.00         80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060296	05/17/19	INSIDE OUT MEDIA INC.	\$	17,500.00
80060299       05/17/19       BRENDA LOPEZ       \$ 65.00         80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060297	05/17/19	MARIANNE LAUDA	\$	1,025.08
80060300       05/17/19       MEETING PROFESSIONALS INTERNATIONAL       \$ 6,360.00         80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060298	05/17/19	KATHY LEVINE	\$	65.00
80060301       05/17/19       MEETINGS TODAY       \$ 1,000.00         80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060299	05/17/19	BRENDA LOPEZ	\$	65.00
80060302       05/17/19       NORTHSTAR TRAVEL MEDIA, LLC       \$ 7,185.00         80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060300	05/17/19	MEETING PROFESSIONALS INTERNATIONAL	\$	6,360.00
80060303       05/17/19       OMNI MANDALAY HOTEL       \$ 4,535.00         80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060301	05/17/19	MEETINGS TODAY	\$	1,000.00
80060304       05/17/19       PCMA SERVICES       \$ 1,350.00         80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060302	05/17/19	NORTHSTAR TRAVEL MEDIA, LLC	\$	7,185.00
80060305       05/17/19       DEBBIE ROBERTS       \$ 372.04         80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060303	05/17/19	omni mandalay hotel	\$	4,535.00
80060306       05/17/19       KELLY ROCHE       \$ 120.15         80060307       05/17/19       LORI SIRMEN       \$ 35.96	80060304	05/17/19	PCMA SERVICES	\$	1,350.00
80060307 05/17/19 LORI SIRMEN \$ 35.96	80060305	05/17/19	DEBBIE ROBERTS	\$	372.04
	80060306	05/17/19	KELLY ROCHE	\$	120.15
80060308 05/17/19 SOUTHWESTERN LINIVERSITY \$ 150.00	80060307	05/17/19	LORI SIRMEN	\$	35.96
	80060308	05/17/19	SOUTHWESTERN UNIVERSITY	\$	150.00

Batcl	h: 7701			
<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060309	05/17/19	TEXAS ALLIANCE OF ENERGY PRODUCERS	\$	240.00
80060310	05/17/19	TUCKER & ASSOCIATES, LLC	\$	4,000.00
		29 payments Batch Tota	al: \$	140,556.32
Data	. 770/	. ,		
Number	h: 7706 <u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060311	05/23/19	VERIZON WIRELESS	¢	
60060311	05/25/19		\$	494.99
		1 payment Batch Tota	11. \$	494.99
Batcl	h: 7714			
<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060312	05/30/19	AERIAL PHOTOGRAPHY	\$	97.00
80060313	05/30/19	AMERICAN ASSOCIATION OF NURSE PRACTITIONERS	\$	80.00
80060314	05/30/19	BH DFW PROPERTY LP (WESTIN)	\$	3,624.00
80060315	05/30/19	CAROL J. BOYER JAUDES	\$	95.91
80060316	05/30/19	CITY OF FRISCO	\$	535.00
80060317	05/30/19	CONFERENCE DIRECT	\$	3,000.00
80060318	05/30/19	CROWDRIFF INC.	\$	2,187.00
80060319	05/30/19	KATHERINE DIPIETRO	\$	84.69
80060320	05/30/19	JAYMARK FINESILVER	\$	740.60
80060321	05/30/19	LORI M. FOJTASEK	\$	214.63
80060322	05/30/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINA	S \$	7,685.00
80060323	05/30/19	CHERYL HOPKINS	\$	239.99
80060324	05/30/19	IRVING CONVENTION CENTER	\$	69,220.00
80060325	05/30/19	IRVING CONVENTION CENTER	\$	7,238.11
80060326	05/30/19	MARIANNE LAUDA	\$	97.60
80060327	05/30/19	MALONEY STRATEGIC COMMUNICATIONS	\$	485.00
80060328	05/30/19	LORI MANSELL	\$	39.00
80060329	05/30/19	KAYLA MANSOUR	\$	312.49
80060330	05/30/19	MEETING PROFESSIONALS INTERNATIONAL	\$	1,000.00
80060331	05/30/19	OMNI MANDALAY HOTEL	\$	384.00
80060332	05/30/19	DIANA PFAFF	\$	65.00
80060333	05/30/19	PITTSBURGH PIRATES	\$	1,010.00
80060334	05/30/19	PROVIDENT GROUP - IRVING PROPERTIES, LLC	\$	1,156.00
80060335	05/30/19	DEBBIE ROBERTS	\$	107.05
80060336	05/30/19	KELLY ROCHE	\$	222.82
80060337	05/30/19	STAPLES	\$	513.66
80060338	05/30/19	TEXAS DEPARTMENT OF TRANSPORTATION	\$	868.87

Batch	า: 7714				
<u>Number</u>	<u>Date</u>	<u>Payee</u>			<u>Amount</u>
80060339	05/30/19	TEXAS DEPARTMENT OF TRANS	PORTATION	\$	2,679.29
80060340	05/30/19	TRIPADVISOR, LLC		\$	871.40
80060341	05/30/19	TUCKER & ASSOCIATES, LLC		\$	67.20
80060342	05/30/19	WFAA-TV INC		\$	7,500.00
80060343	05/30/19	MONTY WHITE		\$	238.38
			32 payments 3atch	Γotal: \$	112,659.69
			100 payments Sub	Total: \$	358,347.92
SUMMARY					
			100 payments TC	TAL: \$	358,347.92



## ICVB HOTEL OCCUPANCY TAX COLLECTIONS

(Second Quarter FY 2018-19)

## IRVING CONVENTION AND VISITORS BUREAU HOTEL OCCUPANCY TAX BUDGET / ACTUAL 2018 - 2019

	QUARTER ENDI BUDGET	ING 3/31/19 ACTUAL
STATE TAX (estimated) - 6%	4,586,891	4,631,122
CITY OF IRVING TAX - 9%	6,880,337	6,946,683
TOTAL ADMINISTRATIVE COST	(146,780)	148,196
CONVENTION & VISITORS BUREAU - 57% OF 5%	2,178,773	2,199,783
Administrative Cost	(87,151)	(87,991)
Remittance Amount	2,091,622	2,111,792
ARTS CENTER - 35.5% of 5%	1,356,955	1,370,040
Administrative Cost	(54,278)	(54,802)
Remittance Amount	1,302,677	1,315,238
MUSEUM - 2.5% of 5%	95,560	96,482
Administrative Cost	(3,822)	(3,859)
Remittance Amount	91,738	92,623
DOWNTOWN & EVENTS - 1% of 5%	38,224	38,593
Administrative Cost	(1,529)	(1,544)
Remittance Amount	36,695	37,049
CONVENTION CENTER FUND - 2% of 9% (effective 01/01/00)	1,528,964	1,543,707
DEBT SERVICE - 4% of 5%	152,896	154,371
TOTAL	1,681,860	1,698,078
ENTERTAINMENT CENTER - 2% of 9% (effective 04/01/08)	1,528,964	1,543,707

#### **IRVING CONVENTION AND VISITORS BUREAU HOTEL OCCUPANCY TAX** JANUARY - MARCH

		ACTUAL	ACTUAL		
	HOTEL	17-18	18-19	DIFFERENCE	PERCENT
1	Atrium Hotel and Suites	9,853.35	13,448.37	3,595.02	36.49%
2	Dallas Marriott Las Colinas	105,624.44	114,986.81	9,362.37	8.86%
3	DFW Airport Hotel & Conf Center	7,190.31	5,012.33	(2,177.98)	-30.29%
4	DFW Airport Marriott	140,558.83	139,335.65	(1,223.18)	-0.87%
5	Doubletree DFW Airport North	68,522.10	58,571.00	(9,951.10)	-14.52%
6	Embassy Suites - DFW Airport South	85,662.25	88,917.26	3,255.01	3.80%
7	Four Seasons Resort & Club	211,017.39	198,439.57	(12,577.82)	-5.96%
8	Hilton Garden Inn - DFW South	20,072.56	41,221.64	21,149.08	105.36%
9	Hilton Garden Inn - Las Colinas	44,927.30	44,765.39	(161.91)	-0.36%
10	Holiday Inn Las Colinas	25,138.00	28,929.29	3,791.29	15.08%
11	NYLO Dallas/Las Colinas	48,360.97	51,189.39	2,828.42	5.85%
12	Omni Mandalay Hotel at Las Colinas	139,060.86	140,900.23	1,839.37	1.32%
13	Sheraton Grand Hotel	81,091.70	77,641.52	(3,450.18)	-4.25%
	Texican Court	0.00	22,180.11	22,180.11	100.00%
15	Westin DFW	136,820.11	139,254.95	2,434.84	1.78%
	TOTAL LUXURY & FULL SERVICE	1,123,900.17	1,164,793.51	40,893.34	3.64%
	ALL-SUITE / EXTENDED STAY				
1	Best Western - DFW Airport Suites	15,925.22	15,082.10	(843.12)	-5.29%
2	Candlewood Suites - Las Colinas	11,830.16	11,655.56	(174.60)	-1.48%
3	Comfort Inn - DFW North	15,723.99	14,979.38	(744.61)	-4.74%
4	Comfort Suites - DFW Airport	14,829.20	15,189.69	360.49	2.43%
5	Comfort Suites - Las Colinas	7,976.41	6,728.98	(1,247.43)	-15.64%
6	Country Inn & Suites - DFW South	13,981.82	11,791.10	(2,190.72)	-15.67%
7	Element DFW North	26,282.39	28,644.52	2,362.13	8.99%
8	Extended Stay America	5,617.19	4,461.93	(1,155.26)	-20.57%
9	Extended Stay America - DFW North	6,182.67	6,651.16	468.49	7.58%
10	Extended Stay America - Las Colinas	7,533.14	7,918.41	385.27	5.11%
	Extended Stay Deluxe	5,371.11	3,609.84	(1,761.27)	-32.79%
12	Hawthorne Suites - DFW North	9,946.70	10,159.59	212.89	2.14%
13	Hawthorne Suites - DFW South	4,491.84	4,586.35	94.51	2.10%
14	Holiday Inn Express - DFW North	26,688.19	26,092.59	(595.60)	-2.23%
15	Holiday Inn Express - DFW South	25,317.04	24,173.69	(1,143.35)	-4.52%
	Holiday Inn Express - Las Colinas	16,226.60	19,968.96	3,742.36	23.06%
	Home Towne Studios	4,378.95	5,773.82	1,394.87	31.85%
18	Home2 Suites - DFW North	26,525.45	26,487.15	(38.30)	-0.14%
19	Home2 Suites - DFW South	temp closed	24,538.60	24,538.60	100.00%
	Homewood Suites - DFW Airport	23,648.45	23,391.06	(257.39)	-1.09%
	Homewood Suites - Las Colinas	22,513.41	27,049.81	4,536.40	20.15%
	Hyatt House Dallas-Las Colinas	28,121.21	34,267.60	6,146.39	21.86%
23	Hyatt Place Las Colinas	33,645.87	33,177.95	(467.92)	-1.39%
24	•	7,183.26	7,075.40	(107.86)	-1.50%
25		16,466.56	16,340.89	(125.67)	-0.76%
26	Residence Inn - DFW South	21,847.44	20,301.40	(1,546.04)	-7.08%
27	Residence Inn - Las Colinas	18,349.53	23,702.02	5,352.49	29.17%
28	Springhill Suites	29,560.25	28,057.21	(1,503.04)	-5.08%
29	Staybridge Suites Las Colinas	23,390.05	24,997.89	1,607.84	6.87%
30	Staybridge Suites North	22,151.06	19,950.04	(2,201.02)	-9.94%
31		316.19	230.51	(85.68)	-27.10%
32	Towneplace Suites	23,546.06	22,955.67	(590.39)	-2.51%
33	Waterwalk - Las Colinas	0.00	6,275.35	6,275.35	100.00%
	Woodspring Suites Signature	7,117.57	5,563.75	(1,553.82)	-21.83%
35	Extended Stay Properties*	314.35	1,064.95	750.60	238.78%
	TOTAL ALL SUITE / EXTENDED STAY	522,999533	562,894.92	39,895.59	7.63%

		ACTUAL	ACTUAL		
Н	IOTEL	17-18	18-19	DIFFERENCE	PERCENT
	IMITED SERVICE	24.402.54	22.470.04	(4.042.70)	2.040
	loft Las Colinas	34,492.54	33,478.84	(1,013.70)	-2.949
	Courtyard by Marriott - DFW North	42,350.34	41,512.95	(837.39)	-1.989
	courtyard by Marriott - DFW South	22,875.55	29,156.00	6,280.45	27.459
	Courtyard by Marriott - Las Colinas	37,391.94	33,607.27	(3,784.67)	-10.129
	airfield Inn & Suites	22,423.02	25,571.20	3,148.18	14.049
	airfield Inn - DFW North	24,828.41	22,440.21	(2,388.20)	-9.62
	airfield Inn - Las Colinas	24,010.08	27,229.78	3,219.70	13.41
	lampton Inn - Las Colinas	31,996.13	30,891.58	(1,104.55)	-3.45
	efferson Street Bed & Breakfast	77.31	42.15	(35.16)	-45.489
10 La	a Quinta Inn & Suites - Las Colinas	17,225.66	15,326.91	(1,898.75)	-11.029
11 La	a Quinta Inn & Suites - DFW South	17,330.26	24,225.72	6,895.46	39.799
12 La	a Quinta Inn & Suites - DFW North	25,713.34	25,099.23	(614.11)	-2.399
13 W	Vingate Inn - DFW North	8,996.84	7,485.92	(1,510.92)	-16.799
14 W	Vingate Inn - Las Colinas	19,152.84	17,481.13	(1,671.71)	-8.73
T	OTAL LIMITED SERVICE	328,864.26	333,548.89	4,684.63	1.42
R	BUDGET				
	merica's Best Value Inn	3,494.80	3,712.32	217.52	6.22
	rya Inn & Suites	1,702.50	2,642.68	940.18	55.22
	est Western Irving Inn & Suites	16,141.37	14,102.97	(2,038.40)	-12.63
	udget Inn	1,463.56	1,098.96	(364.60)	-24.91
	sudget Inn & Suites	840.25	552.07	(288.18)	-34.30
	sudget Lodge of Irving	2,298.09	2,493.40	195.31	8.50
	sudget Suites of America - Las Colinas	0.00	960.29	960.29	100.00
	Clarion Inn & Suites	7,351.41	11,893.09	4,541.68	61.78
	Crossroads Hotel	1,557.78	0.00	(1,557.78)	- <b>100.00</b> 9
_	Pays Inn	10,722.73	10,263.09	(459.64)	-4.29
	Days Inn - DFW North	10,722.73	11,224.81	944.66	9.19
	Delux Inn				-4.62°
	Delux Suites	2,006.61 430.91	1,913.94 603.75	(92.67)	
				172.84	40.11
	Sateway Suites	1,607.54	1,693.70	86.16	5.36
	Motel 6 - Dallas / Irving	7,821.53	8,040.97	219.44	2.81
	Notel 6 - DFW North	8,666.82	8,845.80	178.98	2.07
	Motel 6 - DFW South	3,956.93	2,909.94	(1,046.99)	-26.46
	Quality Inn & Suites - DFW Airport	17,016.86	15,750.17	(1,266.69)	-7.44
	Quality Inn & Suites - DFW South	11,835.24	11,700.74	(134.50)	-1.14
	ed Roof Inn - DFW North	15,945.73	14,583.30	(1,362.43)	-8.54
	uper 8 Motel - DFW North	8,007.99	8,247.55	239.56	2.99
22 Sı	uper 8 Motel - DFW South	5,700.96	5,282.40	(418.56)	-7.34
T	OTAL BUDGET	138,849.76	138,515.94	(333.82)	-0.24
		ACTUAL	ACTUAL	DIFFERENCE	PERCEN <sup>*</sup>
G	GRAND TOTAL	2,114,613.52	2,199,753.26	85,139.74	4.03°
		BUDGET	ACTUAL	DIFFERENCE	PERCEN <sup>*</sup>
2	ND QUARTER	2,178,773.00	2,199,753.26	20,980.26	0.96

<sup>\*</sup>A-1 Commercial and Residential Services; Amli at Escena; National Corporate Housing; The Wild Wild West; Tijarah Properties; 555 Vacations

### IRVING CONVENTION AND VISITORS BUREAU YEAR-TO-DATE HOTEL OCCUPANCY TAX OCTOBER 2018 - MARCH 2019

		ACTUAL	ACTUAL		
	HOTEL	17-18	18-19	DIFFERENCE	PERCENT
	LUXURY & FULL SERVICE				
1	Atrium Hotel and Suites	18,818.69	25,503.64	6,684.95	35.52%
2	Dallas Marriott at Las Colinas	188,137.54	218,425.93	30,288.39	16.10%
3	DFW Airport Hotel & Conf Center	15,110.24	11,330.10	(3,780.14)	-25.02%
4	DFW Airport Marriott	274,687.53	262,774.99	(11,912.54)	-4.34%
5	Doubletree DFW Airport North	127,723.19	107,817.43	(19,905.76)	-15.59%
6	Embassy Suites - DFW Airport South	172,838.15	177,386.84	4,548.69	2.63%
7	Four Seasons Resort & Club	419,104.72	409,822.66	(9,282.06)	-2.21%
8	Hilton Garden Inn - DFW South	55,446.29	80,796.27	25,349.98	45.72%
9	Hilton Garden Inn - Las Colinas	82,128.48	83,362.41	1,233.93	1.50%
10	Holiday Inn Las Colinas	44,084.28	50,627.48	6,543.20	14.84%
	NYLO Dallas/Las Colinas	93,737.15	95,727.15	1,990.00	2.12%
12	Omni Mandalay Hotel at Las Colinas	262,769.14	267,205.22	4,436.08	1.69%
13	Sheraton Grand Hotel	148,069.71	141,992.07	(6,077.64)	-4.10%
		0.00	23,909.53	23,909.53	100.00%
15	Westin DFW	254,731.90	266,674.68	11,942.78	4.69%
	TOTAL LUXURY & FULL SERVICE	2,157,387.01	2,223,356.40	65,969.39	3.06%
	ALL-SUITE / EXTENDED STAY				
1	Best Western - DFW Airport Suites	31,602.84	29,751.54	(1,851.30)	-5.86%
2	Candlewood Suites - Las Colinas	21,118.50	20,400.21	(718.29)	-3.40%
3	Comfort Inn - DFW North	31,187.00	30,138.23	(1,048.77)	-3.36%
4	Comfort Suites - DFW Airport	30,282.47	30,961.67	679.20	2.24%
5	Comfort Suites - Las Colinas	16,438.02	13,166.12	(3,271.90)	-19.90%
6	Country Inn & Suites - DFW South	26,263.18	22,325.22	(3,937.96)	-14.99%
7	Element DFW North	49,424.36	53,639.53	4,215.17	8.53%
8	Extended Stay America	5,617.19	7,083.79	1,466.60	26.11%
9	Extended Stay America - DFW North	7,538.98	11,545.46	4,006.48	53.14%
10	Extended Stay America - Las Colinas	13,952.77	16,028.88	2,076.11	14.88%
	Extended Stay Deluxe	5,371.11	6,521.55	1,150.44	21.42%
12		20,236.49	19,512.55	(723.94)	-3.58%
13	Hawthorne Suites - DFW South	10,316.61	9,892.90	(423.71)	-4.11%
14	Holiday Inn Express - DFW North	56,546.53	51,970.18	(4,576.35)	-8.09%
15	Holiday Inn Express - DFW South	48,499.11	45,651.12	(2,847.99)	-5.87%
	Holiday Inn Express - Las Colinas	32,657.00	39,545.67	6,888.67	21.09%
	Home Towne Studios	9,169.55	11,457.63	2,288.08	24.95%
	Home2 Suites - DFW North	49,451.24	51,153.64	1,702.40	3.44%
19		0.00	45,177.84	45,177.84	100.00%
20	•	43,688.74	42,983.10	(705.64)	-1.62%
	Homewood Suites - Las Colinas	53,434.88	58,286.27	4,851.39	9.08%
	Hyatt House Dallas - Las Colinas	52,947.90	65,978.71	13,030.81	24.61%
23	•	65,273.62	62,536.22	(2,737.40)	-4.19%
24	•	13,961.05	14,619.46	658.41	4.72%
25		30,289.78	26,078.66	(4,211.12)	-13.90%
26		41,712.77	38,467.09	(3,245.68)	-7.78%
27	Residence Inn - Las Colinas	38,678.84	44,957.05	6,278.21	16.23%
28	Springhill Suites	55,114.05	53,299.50	(1,814.55)	-3.29% 4.60%
29	Staybridge Suites - Las Colinas	44,047.58	46,113.60	2,066.02	4.69%
30	Staybridge Suites - North	39,409.61	40,538.62	1,129.01	2.86%
	Studio 6 - DFW North	608.07	494.23	(113.84)	-18.72%
	Towneplace Suites Waterwalk - Las Colinas	45,294.17	44,318.19 9.357.07	(975.98) 9.357.07	-2.15% 100.00%
		0.00 13,052.89	9,357.07 10,324.83	9,357.07	100.00%
34	Extended Stay Properties	721.76	1,858.13	(2,728.06) 1,136.37	-20.90% 157.44%
33	TOTAL ALL-SUITE / EXTENDED STAY	1,003,908.66	1,076,134.46	72,225.80	7.19%
	TOTAL ALL-SUITE / EXTENDED STAY	1,005,306.00	1,070,134.40	12,223.80	7.19%

		ACTUAL	ACTUAL		
	HOTEL	17-18	18-19	DIFFERENCE	PERCENT
	LIMITED SERVICE				
1	Aloft Las Colinas	65,706.86	66,099.06	392.20	0.60%
2	Courtyard by Marriott - DFW North	79,237.93	80,207.60	969.67	1.22%
3	Courtyard by Marriott - DFW South	50,638.98	55,097.08	4,458.10	8.80%
4	Courtyard by Marriott - Las Colinas	70,743.70	65,597.65	(5,146.05)	-7.27%
5	Fairfield Inn & Suites	44,292.54	48,130.30	3,837.76	8.66%
6	Fairfield Inn - DFW North	44,692.56	44,671.59	(20.97)	-0.05%
7	Fairfield Inn - Las Colinas	43,919.50	49,865.40	5,945.90	13.54%
8	Hampton Inn - Las Colinas	60,054.31	57,616.76	(2,437.55)	-4.06%
9	Jefferson Street Bed & Breakfast	266.75	145.69	(121.06)	-45.38%
10	La Quinta Inn & Suites - Las Colinas	33,625.51	31,426.86	(2,198.65)	-6.54%
11	La Quinta Inn & Suites - DFW South	36,240.21	47,537.94	11,297.73	31.17%
12	La Quinta Inn & Suites - DFW North	49,010.88	49,097.38	86.50	0.18%
13	Wingate Inn - DFW North	19,053.27	16,186.86	(2,866.41)	-15.04%
14	Wingate Inn - Las Colinas	37,986.63	33,911.66	(4,074.97)	-10.73%
	TOTAL LIMITED SERVICE	635,469.63	645,591.83	10,122.20	1.59%
	BUDGET				
1	America's Best Value Inn	7,570.06	8,157.42	587.36	7.76%
2	Arya Inn & Suites	2,936.87	4,341.57	1,404.70	47.83%
3	Best Western Irving Inn & Suites	32,728.34	29,184.62	(3,543.72)	-10.83%
4	Budget Inn	2,965.67	2,595.94	(369.73)	-12.47%
5	Budget Inn & Suites	1,792.09	1,182.95	(609.14)	-33.99%
6	Budget Lodge of Irving	5,144.20	4,275.45	(868.75)	-16.89%
7	Budget Suites of America - Las Colinas	2,376.56	2,935.48	558.92	23.52%
8	Clarion Inn & Suites	13,503.49	22,041.55	8,538.06	63.23%
9	Crossroads Hotel	2,987.28	2,952.49	(34.79)	-1.16%
10	Days Inn	20,398.04	20,781.61	383.57	1.88%
11		20,382.43	21,923.54	1,541.11	7.56%
12	Delux Inn	4,069.36	3,795.36	(274.00)	-6.73%
13	Delux Suites	1,067.33	1,163.86	96.53	9.04%
14	Gateway Suites	3,476.60	3,450.33	(26.27)	-0.76%
15	Motel 6 - Dallas / Irving	15,735.13	17,067.44	1,332.31	8.47%
	Motel 6 - DFW North	17,559.64	16,702.14	(857.50)	-4.88%
17	Motel 6 - DFW South	8,334.73	6,289.19	(2,045.54)	-24.54%
	Quality Inn & Suites - DFW Airport	34,516.76	31,972.88	(2,543.88)	-7.37%
	Quality Inn & Suites - DFW South	20,385.75	21,531.65	1,145.90	5.62%
	Red Roof Inn - DFW North	32,481.44	29,329.51	(3,151.93)	-9.70%
	Super 8 Motel - DFW North	16,029.12	16,740.97	711.85	4.44%
	Super 8 Motel - DFW South	10,750.32	10,199.53	(550.79)	-5.12%
	TOTAL BUDGET	277,191.21	278,615.48	1,424.27	0.51%
	TO THE BODGET	277,131.21	270,013.70	±,+4+.41	0.31/0
		ACTUAL	ACTUAL	DIFFERENCE	PERCENT
	GRAND TOTAL	4,073,956.51	4,223,698.17	149,741.66	3.68%
		DUD 0==	A CT:	DIFFERENCE	DED
		BUDGET	ACTUAL	DIFFERENCE	PERCENT
	2 QUARTERS	4,140,233.00	4,223,698.17	83,465.17	2.02%

### IRVING CONVENTION AND VISITORS BUREAU HOTEL OCCUPANCY TAX 2018 - 2019 BUDGET

	BUDGET	ACTUAL		
BUDGET VS ACTUAL	18-19	18-19	DIFFERENCE	%
1ST QUARTER OCT - DEC 2018	1,961,460	2,023,945	62,485	3.19%
2ND QUARTER JAN - MAR 2019	2,178,773	2,199,753	20,980	0.96%
3RD QUARTER APR - JUN 2019	0	0	0	0.00%
4TH QUARTER JUL - SEP 2019	0	0	0	0.00%
YTD TOTALS	4,140,233	4,223,698	83,465	2.02%

	ACTUAL	ACTUAL		
PRIOR YEAR VS CURRENT YEAR	17-18	18-19	DIFFERENCE	%
1ST QUARTER OCT - DEC	1,959,343	2,023,945	64,602	3.30%
2ND QUARTER JAN - MAR	2,114,614	2,199,753	85,140	4.03%
3RD QUARTER APR - JUN	0	0	0	0.00%
4TH QUARTER JUL - SEP	0	0	0	0.00%
YTD TOTALS	4,073,957	4,223,698	149,742	3.68%

## IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MONDAY, JUNE 24, 2019

#### **BOARD REPORTS**

#### BOARD CHAIR, BOARD COMMITTEES, CITY OF IRVING



# IRVING Spectrum

June 12, 2019 | Cityoflrving.org



Four-Legged Family Members Invited for Fun at Pet Pawlooza

Irving Animal Services is hosting Pet Pawlooza from 10 a.m. to 2 p.m. June 15 at the Irving Dog Park, 4140 Valley View Lane. The event will be held in in conjunction with <u>DFW Humane Society's Walk for Animals</u>.

The festival is free to attend and will have a number of activities and attractions for pets and their humans. During the event residents can take advantage of free <a href="rables">rables</a> <a href="vaccinations">vaccinations</a> and <a href="microchipping">microchipping</a>. All dogs must be leashed, and cats must be in a carrier

Also happening that day, all pets 1 year and older are free to adopt from 10 a.m. to 5 p.m. <u>Click here</u> for more information.

#### Join the City of Irving for a Juneteenth Celebration June 15



Juneteenth commemorates the date Texans first learned of President Abraham Lincoln's Emancipation Proclamation. Join the City of Irving for a Juneteenth celebration from 4 to 7 p.m. June 15 at the Jackie Townsell Bear Creek Heritage Center, 3925 Jackson St.

This year's event will feature a free concert, guided tours of the museum, and outdoor games and activities.

Click here for more information.

#### Millennium Fountain Improvements Complete

#### **Quick Links**

Construction Updates
ICTN on Demand
Mayor and City
Council
Meetings
Online Payments

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#### Residents Encouraged to Comment on Parks Master Plan

The City of Irving wants to invest in its parks and recreation properties. Along with Halff Associates, the city has drawn up a draft of the "Let's Play. Irving, Parks Master Plan." However, before the plan is finalized, the city wants residents to read the proposal and offer comments.

<u>Click here</u> for more information.

#### **Special Events**

June 18 | Children's Day at the Theater Various times | Irving Arts Center, 3333 N. MacArthur Blvd.

June 23 | <u>Dragon</u> <u>Boat, Kite, Lantern</u> <u>Festival</u> 8:30 a.m. to 6 p.m. | Lake Carolyn, 601 E. Las Colinas

#### **Upcoming Events**

June 13 | Father's Day Papapalooza 10 a.m. to noon | Heritage Senior Center, 200 S. Jefferson St.

June 13 | Terrariums



Irving's Millennium Fountain now features color-changing LED lights, among other improvements. Crews just completed about \$500,000 of infrastructure work to the fountain in downtown Irving. Watch the video for more information on the updates.



Irving Parks and Recreation have three Poolside Teen Jam events planned this summer. Teen Jams combine music, food, friends and water into a party atmosphere. Middle and High School students can get in for free with a valid IPAR card or school ID.

**Click here** for more information.

#### Free Lunch for Kids and Teens

Kids and teens are invited to enjoy free lunch and entertaining activities at all <u>Irving Library</u> locations Monday through Friday, through Aug. 9.

Times and locations are as follows:

- 11:25 to 11:50 a.m., <u>Valley</u>
   Ranch Library, <u>401 Cimarron</u>
   Trail.
- 11:25 a.m. to noon, West <u>Irving Library</u>, 4444 W. Rochelle Road.
- 12:20 to 12:50 p.m., South Irving Library, 601 Schulze Drive.
- 1 to 1:40 p.m., East Branch Library, 440 S. Nursery Road.

**Click here** for more information.

#### Texas Lottery Plaza Live Music and Events at Toyota Music Factory



Upcoming shows at the Texas Lottery® Plaza inside Toyota Music Factory.

- June 12, Kirk Thurmond
- June 13, Le Cure
- June 14, DJ Mr. Black

Most shows are free to attend. Toyota Music Factory also offers a number of <u>restaurant options</u> to satisfy any appetite.

6:30 to 7:30 p.m. | South Irving Library, 601 Schulze Drive

#### June 14 | <u>Backyard</u> Bash

2 to 5 p.m. | Lee Park Recreation Center, 3000 Pamela Drive

June 15 | Father's

Day Kite Flying

10:30 a.m. to noon |

Cimarron Park

Recreation Center,

201 Red River Trail

June 20 | Affordable Spay/Neuter Transport from Irving Animal Care Campus 7 to 7:30 a.m. | Irving Animal Care Campus, 4140 Valley View Lane

#### June 20 | World's Largest Swim Lesson

1 to 3 p.m. | West Irving Aquatic Center, 3701 Conflans Road

#### June 21 | Walk the Runway

6 to 9 p.m. | Cimarron Park Recreation Center, 201 Red River Trail

#### June 22 | Home Chemical Collection, Electronics Recycling 9 a.m. to 1 p.m. | Briery Municipal Compound, 128 N.

June 26 | Organic Insect Controls 6:30 to 7:30 p.m. | West Irving Library, 4444 W. Rochelle Road

Briery Road

#### June 27 | <u>Mystery</u> <u>Bingo</u>

6 to 8:30 p.m. | Heritage Senior Center, 200 S. Jefferson St.

#### June 28 | Affordable Spay/Neuter for Pets - Appointments Required

8 to 8:30 a.m. | Irving Animal Care Campus, 4140 Valley View Lane

#### June 28 | Affordable Vaccinations for Pets - No Appointments Required

10 a.m. to noon | Irving Animal Care Campus, 4140 Valley View Lane

## 2019 Airport of the Year



#### DFW Airport and American Airlines Announce Plans for Sixth Terminal

#### Terminal F projected to open as soon as 2025, Terminal C to be upgraded



Pictured left to right: Doug Parker, American Airlines Chairman and CEO; Sean Donohue, DFW Airport CEO; Mayor Betsy Price, City of Fort Worth; Mayor Mike Rawlings, City of Dallas

DFW AIRPORT, Texas, May 20, 2019 /PRNewswire/ — Dallas Fort Worth International (DFW) Airport and American Airlines have announced plans to develop a sixth terminal, providing a long-term commitment from the airline and opportunities for businesses and customers in the fastest growing region in the United States.

The plans call for DFW to invest up to \$3.0 to \$3.5 billion in terminal improvements, including the construction of Terminal F and enhancements to Terminal C. The identified site south of Terminal D provides significant flexibility for phasing in the number of gates for Terminal F, with a long-term projection of up to 24 gates, as demand for additional facilities is warranted.

Design work for Terminal F will begin immediately. DFW and American will explore several different options for the layout of the Terminal F site. DFW and American expect the details to be finalized as part of a new airlines lease agreement for DFW that is being negotiated. DFW and American anticipate the investment to be financed by bonds and repaid through airline states and charges over the life of the bonds.

"Today's announcement sets the stage for DFW Airport's next 50 years," said Sean Donohue, CEO of DFW Airport. "The new Terminal F and the expansion that could follow will provide the region with the growth it needs to compete with international business centers. The Airport is growing faster than ever, and it needs to keep pace with the Dallas-Fort Worth economy to provide jobs and connections for businesses and families. We're grateful to Dallas Mayor Mike Rawlings, Fort Worth Mayor Betsy Price and Board Chairman Bill Meadows for their leadership. I want to especially recognize American for its commitment to DFW Airport. We look forward to working together to deliver what will be an efficient, modern terminal with a state-of-the-art customer experience."

"This is an exciting day for American and our more than 31,000 team members who call Dallas/Fort Worth home," said American Airlines Chairman and CEO Doug Parker. "American enjoys a wonderful relationship with the City of Fort Worth, the City of Dallas and DFW Airport, and we thank Mayor Price, Mayor Rawlings, and Sean and the entire DFW team for being such great partners. DFW is American's largest hub and a central gateway to our extensive international and domestic network. The plans we're announcing today will allow for the continued growth of DFW and ensure the airport remains a premier gateway for American for many more years to come."

"We look forward to accommodating the continued growth of our city and the region through infrastructure improvements and expansion at DFW Airport," said Fort Worth Mayor Betsy Price. "We're glad to see DFW's anchor carrier, American Airlines, headquartered in Fort Worth, collaborate with the Airport to take this area to new heights. This new terminal will further fuel economic development and job growth in our region."

"This is one of the most significant announcements in my eight years as mayor," said Dallas Mayor Mike Rawlings. "The fact that American Airlines believes in the DFW International Airport Board and management enough to make this tremendous investment in the future of the Airport is something we should all celebrate. This will further solidify DFW's standing as one of the best international airports in the world."

The design of Terminal F is expected to accommodate a changing aviation industry as DFW utilizes innovative technologies to facilitate the movement of customers, maintain cost efficiencies for airlines and improve operational performance.

Terminal C is one of the Airport's original terminals and opened in 1974. DFW and American plan to significantly improve the customer experience at Terminal C, bringing it in line with Terminals A, B and E, on which renovations were completed in 2018. Those renovations included redesigned check-in areas, larger security checkpoints, expanded concessions spaces, and improved lighting and flooring.

DFW Airport welcomed a record 69 million customers in 2018, and the Airport anticipates more passengers and air service to be added in the next two years than in the past two decades. In 2018, DFW announced 28 new destinations, giving it a larger domestic footprint than any other U.S. airport. Customers also have access to more than 60 international destinations from DFW, with double the number of European destinations and frequencies since 2015.

Over the past several years, American has expanded with additional DFW service, and by June 2019, the airline will operate more than 900 daily flights from the Airport. In total, customers have access to more than 230 nonstop destinations on American from DFW.

A 2015 economic impact study indicates DFW Airport contributes more than \$37 billion to the Dallas-Fort Worth economy, with nearly 60,000 jobs at the Airport and more than 228,000 jobs created across the region. In 2018, DFW Airport awarded more than \$150 million in contracts to small, women- and minority-owned businesses, and concessions agreements generated more than \$155 million in revenues for disadvantaged businesses.

Media assets available at: https://dfw.to/SoTA

About Dallas Fort Worth International Airport:

Dallas Fort Worth International (DFW) Airport warmly welcomes more than 69 million customers along their journey every year, elevating DFW to a status as one of the most frequently visited superhub airports in the world. Customers can choose among 182 domestic and 62 international nonstop destinations worldwide. DFW is elevating the customer experience with modernized facilities and updated amenities. Centered between its owner cities of Dallas and Fort Worth, Texas, DFW Airport also serves as a major economic generator for the North Texas region, producing over \$37 billion in economic impact each year by connecting people through business and leisure travel. In 2019, DFW Airport earned the prestigious Airport of the Year award from Air Transport World. For more information, visit the DFW website or download the DFW Mobile App for iOS and Android devices.

Follow @dfwairport on Facebook, Twitter, Instagram, and LinkedIn

**About American Airlines Group** 

American Airlines and American Eagle offer an average of nearly 6,700 flights per day to nearly 350 destinations in more than 50 countries. American has hubs in Charlotte, Chicago, Dallas/Fort Worth, Los Angeles, Miami, New York, Philadelphia, Phoenix and Washington, D.C. American is a founding member of the oneworld® alliance, whose members serve more than 1,000 destinations with about 14,250 daily flights to over 150 countries. Shares of American Airlines Group Inc. trade on Nasdaq under the ticker symbol AAL. In 2015, its stock joined the S&P 500 index. Connect with American on Twitter @AmericanAir and at Facebook.com/AmericanAirlines.

#### **SOURCE DFW International Airport**

For further information: Communications and Marketing DFW Airport, media@dfwairport.com, 972-973-5555, OR American Airlines, Corporate Communications, mediarelations@aa.com, 817-967-1577

Additional assets available online: Additional assets available online: Additional assets available online:

http://dfwairport.mediaroom.com/2019-05-20-DFW-Airport-and-American-Airlines-Announce-Plans-for-Sixth-Terminal



### PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST

June 2019

Note: **Gray highlighted** areas represent a new entry or updated/changed information from the previous report. **Permit Pending:** plans are being reviewed; **Permit Approved:** plans are approved, but the applicant has not paid all fees and picked up the permit; **Permit Issued:** plan review is complete and applicant has paid all fees and picked up the permit; **Permit Planned:** developmental project with estimated application date. **Verification** is the date that the viability of the project was confirmed.

	MULTIFAMILY								
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX.	PROJECT STATUS	ALLECATION	SCHOOL	VERIFICATION
					VALUATION		DATE	DISTRICT	
1	Texas Plaza	2011 - 2071 Texas Plaza	Apts	360,611 SF	\$26,750,000	Permit Issued	11/8/2018	Irving	Jun-19
		Dr.							
2	Canova Palms	1717 W. Irving Blvd.	Apts	58,508 SF	\$6,600,000	Permit Issued	11/19/2018	Irving	Feb-19
3	Star Park @ Las Colinas	1501-1541 Meridian Dr.	Apts	422,186 SF	\$31,000,000	Permit Issued	2/13/2019	Irving	Jun-19
4	JPI 2 Apts	515 Promende Parkway	Apts	724,285 SF	\$50,000,000	Permit Pending	3/21/2019	Irving	Apr-19

				OFFICE					
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Summit's Edge	701 W. John Carpenter Fwy	3-story office	11,715 SF	\$1,066,824	Permit Issued	12/29/2017	Irving	Jun-19
2	SMB Staffing Addition	124 S. Hastings	2nd floor addition	2,099 SF	\$150,000	Permit Pending	4/23/2018	Irving	May-18
3	DR/Retail Office	1317 W. Airport Fwy.	1 Story Bldg.	6,795 SF	\$500,000	Permit Pending	6/15/2018	Irving	Jun-18
4	Office Bldg. Addition	610 N. O'Connor	Office	1,363 SF	\$126,513	Permit Pending	11/7/2018	Irving	Dec-18
5	Shell Bldg.	1153 W. John Carpenter Fwy,	Office	5,571 SF	\$800,000	Permit Pending	2/12/2019	Irving	Feb-19
6	Shell Bldg.	1163 W. John Carpenter Fwy,	Office	4.544 SF	\$800,000	Permit Pending	2/12/2019	Irving	Feb-19
7	Shell Bldg.	1173 W. John Carpenter Fwy,	Office	4,757 SF	\$800,000	Permit Pending	2/12/2019	Irving	Feb-19
8	Shell Bldg.	1183 W. John Carpenter Fwy,	Office	4,544 SF	\$800,000	Permit Pending	2/12/2019	Irving	Feb-19
9	Shell Bldg.	1193 W. John Carpenter Fwy,	Office	4,757 SF	\$800,000	Permit Pending	2/12/2019	Irving	Feb-19
10	TXU Garage	6555 Sierra Dr.	Office Parking Garage	224,576 SF	\$11,000,000	Permit Pending	7/17/2019	Irving	Jun-19
11	Shells Buildings (5)	200 O'Connor Ridge Blvd.	Office	27,651 SF	\$2,075,000	Permit Pending	4/17/2019	Irving	Jun-19

	WAREHOUSE/INDUSTRIAL								
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX.	PROJECT STATUS	APPLICATION	SCHOOL	VERIFICATION
					VALUATION		DATE	DISTRICT	
1	Warehouse	701 N. Main St.	Warehouse	6,000 SF	\$200,000	Permit Pending	3/27/2018	Irving	Apr-18
2	Storage Addition	3401 W. Pioneer Dr.	Storage	4,800 Sf	\$135,000	Permit Pending	4/17/2018	Irving	May-18
3	Metroplex Wheels & Tires	635 S. Belt Line Rd.	Auto Repair	4,658 SF	\$650,000	Permit Pending	10/16/2018	Irving	Oct-18
4	Shell Bldg	9151 Currency St.	Warehouse	37,573 SF	\$2,800,000	Permit Pending	12/12/2018	Irving	Jan-19
5	FritoLay	701 N. Wildwood Dr.	Warehouse	109,380 SF	\$20,000,000	Permit Issued	1/15/2019	Irving	Jun-19

				RETAIL					
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	QuikTrip	7575 N. Belt Line	Convenience store/gas	13,129 SF	\$540,000	Permit Issued	6/23/2017	Irving	Jun-19
2	Lucky Texan #10	4455 W. Northgate	Convenience store/gas/laundromat	20,623 SF	\$1,526,038	Permit Issued	2/1/2018	Irving	Sep-18
3	Shell Bldg	6561 Riverside	Retail	13,650 SF	\$875,000	Permit Pending	8/30/2017	Irving	Jan-18
4	Shell Bldg.	604 S. Valley Ranch Pkwy.	Retail	5,000 SF	\$500,000	Permit Approved	10/15/2018	Irving	Feb-19
5	Shell Space Rebuild	508 N. O'Connor	Retail	9,124 SF	\$600,000	Permit Issued	12/21/2018	Irving	Mar-19
6	7-Eleven	1901 E. Highway 356	Convenience Store	3,185 SF	\$600,000	Permit Pending	5/9/2019	Irving	Jun-19
7	Retail Center	8500 Walton Blvd.	Retail	45,816 SF	\$4,000,000	Permit Pending	5/9/2019	Irving	Jun-19
8	Senior Living	8550 Walton Blvd.	Senior Living	45,816 SF	\$4,000,000	Permit Pending	5/9/2019	Irving	Jun-19
9	Clay Cooley Nissan	1000 E. Airport Fwy.	Car Dealership	61,845 SF	\$12,000,000	Permit Pending	3/12/2019	Irving	Jun-19
10	CVS	SEC Hackberry Road and S. Belt Line	Retail	15,081 SF	\$1,400,000	Permit Pending	5/1/2019	Irving	Jun-19

	HOTEL								
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX.	PROJECT STATUS	APPLICATION	SCHOOL DISTRICT	VERIFICATON
					VALUATION		DATE	DISTRICT	VERIFICATON
1	Embassy Suites Hotel	771 W. John W.	Hotel	148,826 SF	\$24,000,000	Permit Issued	8/30/2016	Irving	Feb-19
		Carpenter Fwy.							
2	Element by Westin	606 W. John Carpenter	Hotel	105,565 SF	\$14,000,000	Permit Issued	3/1/2018	Irving	Aug-18
		Fwy.							

				RESTAURA	NT				
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX.	PROJECT STATUS	APPLICATION	SCHOOL	VERIFICATION
1	McDonald's	4098 N. Belt Line Rd.	Restaurant	5,938 SF	\$750,000	Permit Issued	11/13/2018	Irving	Jun-19
2	Yeti Plaza	3521 World Cup Way	Restaurant/Retail	15,500 SF	\$4,500,000	Permit Pending	1/4/2019	Irving	Feb-19
3	Mexican Sugar	3215 Regent Blvd.	Restaurant	10,793	\$2,800,000	Permit Pending	5/13/2019	Coppell	Jun-19

	INSTITUTIONAL								
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	THE PROPERTY	SCHOOL DISTRICT	VERIFICATION
1	Templo Evangelico	511 W. Shady Grove	Church	4,960 SF	\$400,000	Permit Pending	4/5/2018	Irving	May-18
2	Great Hearts Preparatory Academy	3520 World Cup Way	School	40,153 SF	\$7,400,000	Permit Issued	8/16/2018	Irving	Oct-18
7	COI Maintenance Bldg.	201 S. Sowers	Govt.	263 SF	\$296,000	Permit Issued	10/26/2018	Irving	Dec-18
8	COI - Fire Station #4	800 Metker	Govt.	9,079 SF	\$3,689,436	Permit Pending	3/11/2019	Irving	Apr-19
9	COI - Fire Dept. Apparatus Bldg	4880 N. Belt Line Road	Govt.	11,107 SF	\$1,633,476	Permit Pending	3/11/2019	Irving	Jun-19
10	COI - Georgia Farrow Rec Ctr	530 Davis	Govt.	11,445 SF	\$3,500,000	Permit Pending	3/11/2019	Irving	Jun-19
	Community Center at Mobile Home Park	1100 Valley View Lane	Community Ctr	4,500 SF	\$500,000	Permit Pending	5/2/2019	Irving	Jun-19

	NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS								
#	DATE	TOTAL UNITS	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE	HOMES	VALUE
	May-19	44	\$18,340,587	44	\$17,540,587	4	\$800,000	0	\$0

This list does not reflect projects that are confidential in nature. An increasing number of projects have asked for this confidentiality. C-FB = Carrollton-Farmers Branch

# IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MONDAY, JUNE 24, 2019

## BUREAU MANAGEMENT AND STAFF REPORTS



## **ICVB Memorandum**

Date: June 13, 2019

To: Maura Gast, FCDME, Executive Director

From: Lori Fojtasek, Assistant Executive Director/Sales & Services

RE: Sales & Services Department Board Report for May 2019

## **Convention Sales & Services Staff Activities**

Leads Generated	May	YTD
Irving CVB – Hotel Leads	127	1181
Irving Convention Center Leads	60	296

## May

Room Nights Generated	Monthly Goal	May 2019 Actuals	May 2018 Actuals	FY2018-19 Annual Goal	FY2018-19 YTD Actuals	FY 2017-18 YTD Actuals	May Convention Center	Convention Center YTD
Definite Room Nights	18588	25672	24185	223060	166791	157188	7606	29641
Lost Room Nights		30679	34777		272449	189996	13298	120601

May	Organization	Event	Location
15	Texas Society of Association Executives	TSAE Open	Austin, TX
16-18	Texas Society of Association Executives	Austin Sales Calls	Austin, TX
29-31	Helms Briscoe	Annual Partner Conference	Houston, TX

## Travel & Activity Customer Services Activity

Groups Served					
May	19				
YTD	147				

## May Servicing & Inventory

Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	3	Mayoral/Council Appearance/Letter for
		Convention Programs
Name Badge/Lanyard Services	13	2941 Badges/3348 Lanyards
Pens	10	2590
Bags	7	3890
Promotional Materials	7	724 travel guides/480 Surveyor/2000
		TMF
Staffing Services	5	69 Event Hours

**Event Location:** Hotels: 10 Irving Convention Center: 7 Other: 2

## **Special Services**

## Proclamations/Welcomes/Flags:

- Welcome and Proclamation GFWC October 27, 2018, Lori Fojtasek
- Opening Remarks Zest Fest,
   January 25, 2019 Deputy Mayor Pro Tem Oscar Ward
- Welcome North Texas Teen Book Festival,
   March 23, 2019, Mayor Rick Stopfer
- Welcome/ Ribbon Cutting North Texas Business Alliance, April 10, 2019, Mayor Rick Stopfer
- Welcome/Ribbon Cutting DFW Minority Supplier, May 7, 2019, Mayor Rick Stopfer
- Proclamation/ Flag Presentation Angry Skipper Association-Reunion May 18, 2019, Councilman Al Zapanta
- Proclamation/ Flag Presentation The Association of Buffalo Soldiers and Troopers MC May 18, 2019, Councilman Dennis Webb

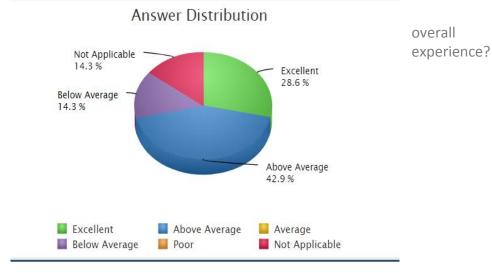
## **Pending**

- Proclamation/ Flag Presentation Grand Encampment of Knights Templar June 26, 2019, Councilman pending
- Proclamation/ Flag Presentation Grand Encampment Sirens June 30, 2019, Mayor Rick Stopfer
- Proclamation/ Flag Presentation American Legion Department of Texas July 12, 2019, Mayor Rick Stopfer

## **Customer Service Satisfaction Survey Results**

May 1-30, 2019

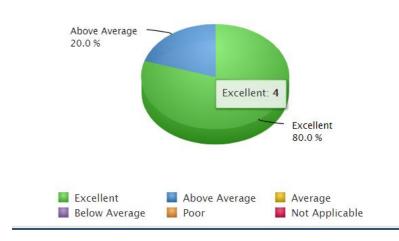
How was your destination



05/01/2019 - 5/31/2019 Score: 80% / 100.0

How was your overall Convention and Visitors Bureau Experience?

## **Answer Distribution**



5/01/2019 - 5/31/2019 Score: 100% / 100.0

## June - September2019 Definite Bookings

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Kimberly-Clark					
Corporation	Kimberly Clark Meeting	6/1/2019	6/6/2019	50	178
NALL OF Amorico	Mutual of America - Sales Conference	6/2/2010	C/F/2010	200	0.00
Mutual of America		6/2/2019	6/5/2019	300	860
Baltimore Orioles	Baltimore Orioles 2019	6/2/2019	6/6/2019	70	275
Medtronic	Play to Win Area Meetings Dallas June 2019	6/2/2019	6/5/2019	90	270
Irving Arts Center	Southwest Performing Arts Presenters (SWPAP)	6/2/2019	6/4/2019	40	24
McKesson Corporation	SFDC Pilot Training	6/2/2019	6/6/2019	24	47
McKesson Corporation	EOT Meeting	6/2/2019	6/5/2019	20	65
Mickesson Corporation	VRM - Financial Services Industry	6/2/2019	6/5/2019	20	05
VRM	Week	6/3/2019	6/6/2019	500	150
McKesson Corporation	LTL FY19 Session III	6/3/2019	6/6/2019	29	87
McKesson Corporation	#10260-RCG Planning meeting	6/3/2019	6/8/2019	18	49
SecureWorks (Dell EMC)	pb SecureWorks Roadshow Dallas.	6/4/2019	6/4/2019	50	20
North Texas RPG-Con	North Texas RPG-Con	6/5/2019	6/9/2019	500	439
American College of Emergency Physicians	ACEP EMS Subspecialty CRC June 2019	6/5/2019	6/8/2019	93	246
Emergency i mysicians	Zonta International North America	3/3/2013	0/0/2013	33	2.0
Zonta International	Inter District	6/6/2019	6/9/2019	400	270
Oakland Athletics	Oakland Athletics 2019	6/6/2019	6/8/2019	75	180
Pathways Core Training	Odklana / kineties 2015	0,0,2013	0/0/2013	73	100
Inc.	Pathways Monthly June 2019	6/7/2019	6/22/2019	100	272
Texas Community College Instructional Administrators	2019 TCCIA Summer Leadership Meeting	6/9/2019	6/10/2019	60	90
Hilti North America	Regional Managers Meeting-2019	6/9/2019	6/14/2019	300	1246
McKesson Corporation	#11403-Health Systems Field Leadership Meeting	6/9/2019	6/13/2019	20	45
Oklahoma Independent Petroleum Association	OIPA Annual Meeting 2019	6/10/2019	6/15/2019	450	802
U90C Management Group (soccer)	U90C Premier SuperCopa	6/10/2019	6/17/2019	9000	6986
Greystar Management					
Services LP	Greystar Cohort 5 (June)	6/10/2019	6/12/2019	30	19
American Red Cross	American Red Cross - Donor Recruitment Training	6/10/2019	6/13/2019	20	48
Smurfit Kappa Texas Non-Profit	Smurfit Kappa Group	6/10/2019	6/12/2019	85	345
Theatres	2019 TNT Youth Conference	6/11/2019	6/15/2019	500	405
Texas Non-Profit	2019 TNT Youth Conference -	0/11/2019	0/13/2019	300	403
Theatres	Overflow Hotel	6/11/2019	6/15/2019	500	110
McKesson Corporation	#10338-HIT Sales Meeting	6/11/2019	6/13/2019	30	60
Integrity Marketing	Integrity Marketing Group 2019				
Group	Leadership Conference	6/11/2019	6/14/2019	120	139

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Learning Forward Texas	Learning Forward	6/16/2019	6/19/2019	900	700
Kempke's Music	Kempke's Music	6/16/2019	6/20/2019	150	145
Cleveland Indians	Cleveland Indians 2019	6/16/2019	6/20/2019	80	296
Fresenius Medical Care	June 2019 CMT West Training Series	6/17/2019	6/21/2019	70	280
Saint Peter Orthodox	Same 2013 Givii West Haming Series	0/1//2013	0,21,2013	, 0	200
Church	DOWAMA Parish Life	6/18/2019	6/23/2019	250	402
Flowserve Corporation	American Regional Leadership Summit June 2019	6/18/2019	6/21/2019	200	375
McKesson Corporation	#10521 HRSC Meeting (June)	6/18/2019	6/21/2019	60	190
Texas Medical Association	2019 Texas CME Conference	6/19/2019	6/20/2019	120	150
Texas Municipal Utilities Association	2019 TMUA Annual Conference	6/19/2019	6/20/2019	75	70
PCG Pentecostal Church of God	PCG General Convention	6/20/2019	7/2/2019	2500	1271
PCG Pentecostal Church of God	PCG General Convention	6/20/2019	7/2/2019	2500	1271
PCG Pentecostal Church	PCG General Convention	0/20/2019	7/2/2019	2500	12/1
of God	PCG General Convention	6/20/2019	7/2/2019	2500	1271
BioTE Medical	BioTe Medical	6/20/2019	6/22/2019	200	251
Steubenville	Steubenville Lone Star 2019 Room Block	6/20/2019	6/22/2019	4600	2800
JLM Creative Events	Applique Getaway 2019	6/20/2019	6/23/2019	150	315
Advisors Excel	Advisors Excel - Rainmaker Elite June	6/21/2019	6/27/2019	50	214
Grand Encampment of	Grand Encampment of Knights				
Knights Templar	Templar	6/23/2019	7/1/2019	325	776
McKesson Corporation	Lab Force 2019	6/23/2019	6/28/2019	175	277
Road Rebel	Globetrotters - Red	6/23/2019	6/24/2019	37	37
National Association of University-Model Schools NAUMS	NAUMS	6/24/2019	6/27/2019	350	273
National Association of University-Model Schools NAUMS	NAUMS	6/24/2019	6/27/2019	350	273
McKesson Corporation	Q1 Corporate FP&A - M&A All Hands	6/24/2019	6/27/2019	15	30
American College of	ACEP Board of Directors June 2019		, , ,		
Emergency Physicians	Room Block	6/24/2019	6/27/2019	27	71
International Workers' Compensation Foundation	2019 Texas Workers' Compensation & Safety Conference	6/25/2019	6/28/2019	150	402
	USAV Boys National Volleyball	0/23/2013	0/20/2013	150	102
USA Volleyball	Championship 2019	6/27/2019	7/8/2019	30000	715
Koreans Connecting					
Business & Marketplace					
to Christ	KCBMC Annual Conference	6/27/2019	6/29/2019	250	220
Freedom Founders	Freedom Founders - Genius Model Meeting	6/27/2019	6/28/2019	25	20
Grand Encampment of Knights Templar	General Conference Knights Templar	6/28/2019	7/3/2019	325	910

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Grand Encampment of		- / /	- 1- 1		
Knights Templar	General Conference Knights Templar	6/28/2019	7/3/2019	325	910
Family Reunions	Wyatt Family Reunion	6/28/2019	6/30/2019	60	30
Texas Air Hogs	Texas Air Hogs June 2019 Season	6/30/2019	6/30/2019	660	204
	2019 USA Rice Federation Annual	7/5/0040	7/0/2010	200	455
USA Rice Federation	Business Meeting	7/5/2019	7/9/2019	200	455
Pathways Core Training	Pathways Monthly July 2019 #1	7/5/2019	7/6/2019	100	170
Inc. Nnewi USA	NUSA Conference	7/5/2019	7/8/2019	400	160
American Legion,	American Legion Department of	7/3/2019	7/0/2019	400	100
Department of Texas	Texas Convention	7/7/2019	7/14/2019	1200	1274
Trend Micro	Trend Micro Presidents Meeting	7/7/2019	7/10/2019	100	300
PAE	PAE Meeting	7/8/2019	7/11/2019	55	190
I AL	#11215-PSAS 2019 Legal Team	7/0/2013	7/11/2013	33	150
McKesson Corporation	Offsite	7/8/2019	7/11/2019	47	107
Greystar Management		, -, -	, , ,		
Services LP	Greystar Cohort 7 (July)	7/9/2019	7/10/2019	30	33
National Police	2019 National Police Collector's				
Collector's Convention	Convention	7/10/2019	7/12/2019	500	400
	2019 National Police Collector's				
National Police	Convention - Overflow - Holiday Inn	= /40/0040	= /40 /0040	=00	205
Collector's Convention	Express ICC	7/10/2019	7/12/2019	500	285
Houston Astros Baseball Club	Houston Astros 2019	7/10/2019	7/14/2019	100	308
BioTE Medical	BioTe Medical			200	251
BIOTE MEdical	SMG Worldwide Ops/GM	7/11/2019	7/13/2019	200	251
SMG Worldwide	Conference	7/14/2019	7/18/2019	200	755
Arizona Diamondbacks	Arizona Diamondbacks 2019	7/14/2019	7/17/2019	75	210
American Institute of	Alizona Diamonapacks 2015	7/14/2013	7/17/2013	73	210
Certified Public	American Institute of CPA's				
Accountants	Intercharge Conference July 2019	7/15/2019	7/21/2019	350	1195
	American Red Cross - Donor				
American Red Cross	Recruitment Training	7/15/2019	7/18/2019	20	48
Big 12 Conference	Joint Officials Conference 2019	7/18/2019	7/21/2019	400	450
Saint Peter Orthodox	Saint Peter Jacobite Syrian Orthodox				
Church	Church	7/18/2019	7/21/2019	700	600
The American Academy	American Academy of Otolaryngic	7/40/2040	7/20/2010	2.0	20
of Otolaryngic Allergy	Allergy - July 2019 Meeting	7/19/2019	7/20/2019	20	29
Campus Safety	Campus Safety Texas	7/20/2019	7/24/2019	400	309
TexSom	Court of Master Sommelier Theory Exam 2019	7/20/2019	7/23/2019	100	154
Fresenius Medical Care	July 2019 CMT West Training Series	7/22/2019	7/26/2019	70	280
ACE Cash Express,	Quarterly Meeting-JULY 2019. Rooms				
Incorporated	Only	7/22/2019	7/24/2019	10	20
International Myeloma	IMF Support Group Leaders Summit				
Foundation	2019	7/23/2019	7/28/2019	98	314
Parker College of	Dayler Douger Life	7/25/2040	7/20/2040	200	420
Chiropractic	Parker Power - July	7/25/2019	7/28/2019	200	130
Family Reunions	Lamar Family Reunion	7/25/2019	7/28/2019	100	140

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Nieige en Difference	Men's Conclave - Neiman Marcus	7/20/2040	0/2/2010	200	620
Neiman Marcus Seattle Mariners Baseball	Block 2019	7/28/2019	8/3/2019	200	628
Club	Seattle Mariners 2019	7/28/2019	7/31/2019	75	260
Texas Pharmacy	Scattle Mariners 2019	7/20/2013	7/31/2013	7.5	200
Association	TPA - 2019 Annual Conference	7/31/2019	8/4/2019	400	415
Freedom Founders	Freedom Founders August 2019	7/31/2019	8/4/2019	350	200
Texas Air Hogs	Texas Air Hogs July 2019 Season	7/31/2019	7/31/2019	660	238
BioTE Medical	BioTe Medical	8/1/2019	8/3/2019	200	251
Pathways Core Training	Die re Wediedi	0/1/2013	0/3/2013	200	231
Inc.	Pathways Monthly August 2019	8/2/2019	8/17/2019	100	272
Sellinger's Power Golf,	Sellinger's Power Mouser Golf				
LTD	Tournament 2019	8/4/2019	8/6/2019	300	370
OneSource Virtual	OneSource Virtual	8/5/2019	8/7/2019	50	171
Paychex	SMB Sales Summit	8/6/2019	8/8/2019	230	260
Let's Play Games	Let's Play Games	8/7/2019	8/11/2019	3000	400
American College of	ACEP EMS Subspecialty CRC August				
Emergency Physicians	2019	8/7/2019	8/10/2019	93	246
K-Town Reunion 1968-					
1971	K-Town Reunion 1968-1971	8/8/2019	8/11/2019	150	165
Promotional Products	PPAI North American Leadership	- /- /	- 1 1		
Association International	Conference	8/9/2019	8/15/2019	150	742
Infrastructure	Infrastructure Advancement Institute	0/11/2010	0/12/2010	350	200
Advancement Institute	- 2019 Annual Conference	8/11/2019	8/13/2019	250	390
Volunteers of America	KeyMakers Meeting - August 2019  American Red Cross - Donor	8/12/2019	8/14/2019	30	99
American Red Cross	Recruitment Training	8/12/2019	8/15/2019	20	48
American Red Cross	#11105-CSEO Sales Training - August	0/12/2013	0/13/2013	20	40
McKesson Corporation	2019	8/12/2019	8/14/2019	26	57
	2019 TEXSOM Conference - Guest	0, 11, 1013	3, 1 1, 1013		
TexSom	Room Block (Rooming List)	8/13/2019	8/21/2019	500	585
	HRS Sales Solutions Leadership				
Paychex	Summit	8/13/2019	8/15/2019	130	188
	2019 TEXSOM Conference - Vendor				
	Room Block (Individual Call In/On-	- 1 - 1	- 1 1		
TexSom	line Reservations	8/15/2019	8/21/2019	500	886
TayCare	2019 TEXSOM Conference - Overflow	0/15/2010	0/20/2010	400	155
TexSom	- Omni Mandalay	8/15/2019	8/20/2019	400	155
McKesson Corporation	2019 NASC Meeting	8/18/2019	8/22/2019	250	277
Fresenius Medical Care	August 2019 CMT West Training Series	8/19/2019	8/23/2019	70	280
HelmsBriscoe	Srinivasan Wedding			400	
	Ü	8/22/2019	8/25/2019		191
National Football League	NFL Football Officials August 2019 TractManager Sales Meeting Aug	8/23/2019	8/29/2019	12	48
TractManager	2019	8/27/2019	8/30/2019	85	165
Seattle Mariners Baseball	2017	0/2//2019	0,30,2013	03	103
Club	Seattle Mariners 2019	8/28/2019	8/31/2019	75	260
Dallas Chess Club	Dallas Chess Club	8/29/2019	9/2/2019	75	275
Apostolic Affiliation Inc.	Apostolic Affiliation Inc.	8/29/2019	8/31/2019	900	150

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Texas Air Hogs	Texas Air Hogs August 2019 Season	8/31/2019	8/31/2019	660	272
GlobauxSource	Halftime Annual Coaches Retreat Program	9/3/2019	9/5/2019	16	48
Southwest Airlines	Tech Ops Leadership Meeting and Banquet	9/3/2019	9/6/2019	460	550
McKesson Corporation	#10281-2019   CSBD Annual Forum	9/4/2019	9/6/2019	50	50
Dallas Security Traders Association	2019 DSTA Annual Convention	9/4/2019	9/7/2019	100	183
BioTE Medical	BioTe Medical	9/5/2019	9/7/2019	200	251
Pathways Core Training Inc.	Pathways Monthly September 2019	9/6/2019	9/21/2019	100	272
Marcus Evans	Marcus Evans PVM Summit	9/7/2019	9/11/2019	200	518
Classic Elegance Coaches	Classic Elegance - Giants 2019	9/7/2019	9/8/2019	50	25
National Football League	NFL Football Officials September 2019	9/7/2019	9/21/2019	12	36
Nutrien AG Solutions	SH&E Meeting	9/8/2019	9/12/2019	280	900
Tampa Bay Rays	Tampa Bay Rays 2019	9/9/2019	9/12/2019	71	213
Republic Finance	Republic Finance	9/9/2019	9/11/2019	65	138
American Red Cross	American Red Cross - Donor Recruitment Training	9/9/2019	9/12/2019	20	48
Troutman Sanders	Troutman Sanders Partners Retreat	9/10/2019	9/14/2019	350	716
McKesson Corporation	#11328-CEO Succession Reviews	9/10/2019	9/13/2019	10	30
Oakland Athletics	Oakland Athletics 2019	9/12/2019	9/14/2019	75	195
Dallas Tattoo Expo	Dallas Tattoo Expo	9/13/2019	9/15/2019	3000	330
Lion Street	Lion Street Indaba 2019	9/14/2019	9/17/2019	200	560
Grapevine High School	Speech and Debate Tournament	9/15/2019	9/18/2019	100	115
Greystar Management Services LP	Greystar Cohort 7 (September)	9/17/2019	9/18/2019	30	22
	Marcus Evans CMO/CNO/CIO Fall				33
Marcus Evans North Texas Business	Summit NTBAA 7th Annual Safety Show-	9/17/2019	9/20/2019	120	205
Aviation Association	Down	9/17/2019	9/19/2019	200	600
FenCon	2019 FenCon	9/19/2019	9/22/2019	750	399
Advisors Excel	Advisors Excel - Rainmaker Elite Sept.	9/21/2019	9/26/2019	50	214
Classic Elegance Coaches	Classic Elegance - Miami Dolphins 2019	9/21/2019	9/22/2019	50	25
The Gathering	The Gathering	9/22/2019	9/28/2019	400	766
Michaels Stores, Inc.	Michaels Stores - 2019 Partner Summit	9/22/2019	9/24/2019	200	268
National Systems					
Contractors Association	2019 Pivot to Profit Fall Conference	9/22/2019	9/25/2019	250	336
McKesson Corporation	Oncology Liaison & Practice Marketing National Meeting	9/22/2019	9/25/2019	125	266
Fresenius Medical Care	September 2019 CMT West Training Series	9/23/2019	9/27/2019	70	280
Boston Red Sox	Boston Red Sox 2019	9/23/2019	9/26/2019	95	276
New York Yankees	New York Yankees	9/25/2019	9/28/2019	100	340
Misch Implant Institute	Dental Education	9/25/2019	9/28/2019	85	79

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
	Penhall Branch Manager Meeting	- 1 1 1-	- 1 1		
Penhall Company	Sep 2019	9/25/2019	9/26/2019	90	140
The Southwestern	Southwestern Invitational	0/26/2010	0/20/2040	242	277
Invitational	Championship 2019	9/26/2019	9/29/2019	312	277
University of Arkansas Athletics	University of Arkansas vs TX A&M 2019	9/27/2019	9/28/2019	50	124
Attrictics	Classic Elegance - NY Yankees vs	3/2//2013	3/20/2013	30	124
Classic Elegance Coaches	Rangers 2019	9/28/2019	9/29/2019	25	25
	Annual PartnerSource Employers'				
PartnerSource	Conference	10/1/2019	10/4/2019	350	334
Pathways Core Training					
Inc.	Pathways Monthly October 2019	10/4/2019	10/20/2019	100	272
CCCI - Cru	Body and Soul	10/4/2019	10/6/2019	100	62
Collegiate Sports Travel	University of Tulsa vs SMU	10/4/2019	10/5/2019	150	75
Texas Bowling Centers	Southwest Bowling Proprietors Trade				
Association	Show	10/5/2019	10/9/2019	125	185
Classic Elegance Coaches	Classic Elegance - Green Bay 2019	10/5/2019	10/6/2019	50	25
National Football League	NFL Football Officials October 2019	10/5/2019	10/19/2019	12	36
TT Electronics	TT Electronics TT University	10/6/2019	10/9/2019	50	66
Arrow Electronics	FOM2019	10/7/2019	10/10/2019	150	215
University of Dallas	University of Dallas Ministry	, ,	, ,		
Ministry	Conference	10/8/2019	10/13/2019	6000	450
University of Oklahoma -					
Alumni Association	OU Alumni Association 2019	10/9/2019	10/13/2019	1500	675
Days of The Dead Dallas	Days of the Dead Dallas	10/10/2019	10/14/2019	900	456
BioTE Medical	BioTe Medical	10/10/2019	10/12/2019	200	251
University of Texas	University of Texas Football Team				
Athletics	Travel vs OU	10/10/2019	10/13/2019	75	178
American Collectors Association of Texas, Inc.	2019 Annual Regional Conference	10/12/2019	10/16/2019	120	135
	Boy Scouts - National Executive Board & Committee Meeting - Oct				
Boy Scouts of America	2019	10/13/2019	10/15/2019	100	153
Construction Industry					
Ethics & Compliance	2010 CIFCI Post Prostings Forum	10/12/2010	10/15/2010	100	0.5
Initiative	2019 CIECI Best Practices Forum	10/13/2019	10/15/2019	100	95
ServiceNow	2 5166 ServiceNow Dallas Room Block 2019	10/13/2019	10/15/2019	125	254
ACE Cash Express,	Quarterly Meeting-OCTOBER 2019.				
Incorporated	Rooms Only	10/14/2019	10/16/2019	10	20
American Red Cross	American Red Cross - Donor Recruitment Training	10/14/2019	10/17/2019	20	48
	Board, Committee & Strategy Review				
McKesson Corporation	Meetings 2019	10/15/2019	10/24/2019	25	94
C2 Ventures / Comic Con	Comic Con Fan Days	10/16/2019	10/22/2019	8000	240
Daughters of the Nile	Daughters of the Nile	10/17/2019	10/20/2019	350	330
Assemblies of					
God/Marriage	Marriage Retreat	10/18/2019	10/20/2019	80	80

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Gathering of the Eagles	Cathoning of The Feeles International				
International Worship Summit	Gathering of The Eagles International Summit	10/19/2019	10/29/2019	1500	1215
SANS Institute	Wild Card Summit 2019/October	10/19/2019	10/28/2019	150	345
Irving High School	Irving High School Reunion	10/19/2019	10/20/2019	100	20
Classic Elegance Coaches	Classic Elegance - Philadelphia Eagles 2019	10/19/2019	10/20/2019	50	50
ASG Technologies	ASG Technologies	10/20/2019	10/24/2019	300	391
Military Sky Ball - Airpower Foundation	Military Sky Ball	10/21/2019	10/28/2019	5000	1000
Fresenius Medical Care	October 2019 CMT West Training Series	10/21/2019	10/25/2019	70	280
Military Reunion Planners	Flying Adjuster OFA	10/23/2019	10/26/2019	50	120
Monster Vision Productions	11th Annual Dallas Bachata Festival	10/23/2019	10/27/2019	250	405
Texas Association for Supervision & Curriculum					
Development	Tx ASCD 2019 Annual Conference	10/24/2019	10/30/2019	800	733
Tenkoz	Tenkoz Oct 2019	10/28/2019	10/30/2019	55	75
BMW Car Club of America	BMW Car Club	10/31/2019	11/2/2019	195	290

<sup>\*\*</sup>Items highlighted above are Target Industries for Irving

# IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MONDAY, JUNE 24, 2019

# CONVENTION CENTER MANAGEMENT REPORTS



June 14, 2019

TO: Maura Gast, Executive Director ICVB
FROM: Verenis Pedraza, SMG Director of Finance

Matt Tungett, SMG Director of Sales

SUBJECT: Monthly Financial & Sales Report – May 2019

Convention Center	Current	Current	Prior Year	Year to Date	Year to Date	Prior YTD
	Actual	Budget	Actual	Actual	Budget	Actual
Direct Event Income	257,983	91,891	71,962	715,660	706,276	589,342
Ancillary Income	453,009	439,615	332,949	2,893,063	2,904,222	2,902,736
Total Event Income	710,992	531,506	404,911	3,608,723	3,610,498	3,492,078
Other Income	41,810	45,200	31,120	298,000	472,705	492,625
Adjusted Gross Income	752,802	576,706	436,031	3,906,723	4,083,203	3,984,703
Indirect Expenses	(556,556)	(580,384)	(485,530)	(4,313,427)	(4,588,349)	(4,386,021)
Net Income (Loss)	196,246	(3,678)	(49,499)	(406,704)	(505,146)	(401,318)

- May's total event income exceeded our financial plan by \$180,000 thanks to many large events held for the month:
  - o North American Telugu Society Convention
  - Building Professional Institute
  - Baylor Scott & White
  - The Ultimate Women's Expo
  - o HCA North Texas Division
  - Financial Planning Association.
- Total indirect expenses were under budget for the month by \$23,000.
- Overall, the ICC beat budget by nearly \$200,000.

SMG Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	625,274	576,895	483,899	4,083,369	3,268,618	3,876,250
Net Income/(Loss)	367,302	391,375	270,728	2,388,644	2,395,918	2,449,893
Net Income/(Loss) %	58.74%	67.84%	55.95%	58.50%	73.30%	63.20%

## **ICC** by the Numbers

EVENTS	
This month	To date
25	171
Current Year	Current Year
22 Prior Year	186 Prior Year

VISITORS	
This month	To date
29,472	165,445
Current Year	Current Year
26,099 Prior Year	175,669 Prior Year

FUTURE GUESTROOMS BOOKED				
This month	To date			
7,606	29,641			
Current Year	Current Year			
<b>2,040</b> Prior Year	<b>7,493</b> Prior Year			

SURVEY RESULTS	
Returned	Score
9	84.4%
This Month	Current Month
	Current Month
28	88.6%

CIONED CONTRACTO						
SIGNED CONTRACTS						
This month	To date					
17	183					
Current Year	Current Year					
20 Prior Year	<b>197</b> Prior Year					

## **Target Industry Bookings**

19<sup>th</sup> Annual Neuroscience Symposium – September 2019 ASUG DFW – October 2019

## June and July at a Glance

July 25-28

Texas Home and Garden Show May 30 – June 3 May 31 – June 1 Texas Linux Fest • June 3-5 VRM Mortgage June 7-14 Hilti June 17-19 **Learning Forward Texas** June 19-23 Steubenville North Texas Comic Book Show June 28-30 July 4-7 Christian Congregation of Jehovah's Witnesses July 10-13 National Law Enforcement Collectors' Show July 14-17 SMG Ops Conference July 18-21 Christian Congregation of Jehovah's Witnesses

Christian Congregation of Jehovah's Witnesses

cc: Tom Meehan, General Manager, SMG

## June 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	31	Anjelah Johnson (4K) 7:00 Definite - Blackout
						Texas Home and Garden S  Definite *
						Texas Linux Fest  Definite *
2	3	4	5	6	7	8
				Camilo Sesto (4K) 8:00PM Definite - Blackout		Kidz Bop World Tour 2019 Definite - Blackout
Texas Home and Garden Show Definite	v *			<b>Hilti</b> Definite		
DFW Church Definite *	VRM Mortgage Service Financ Definite	ial Industry Week		Garfield Public Private Me  Definite	Accenture Definite	Texas USAG Annual Award  Definite
				IEC Graduation Definite	RCMA Chefs Table Tentative 1	
9	10	11	12	13	14	15
			Anderson .Paak & The Fre  Definite - Blackout		"Weird Al" Yankovic The S Definite - Blackout	Texas Summer Jam prese  Definite - Blackout
<b>Hilti</b> Definite						Self-Esteem Elevated Next Tentative 1
16	17	18	19	20	21	22
	Learning Forward Texas 2019 Definite					
			Steubenville Dallas 2019 Definite			

## June 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
23	24	25	26	27	28	29
Steubenville Dallas 2019 Definite			Rob Thomas with Abby A  Definite - Blackout	Jason Isbell and The 400 U Definite - Blackout	Jon Bellion The Glory Sou Definite - Blackout	
	Pri-Med Access 2019 Definite					
		ICVB Volunteer Training Tentative 1			North Texas Comic Book Sho	<i>N</i> ★
30	1	2	3	4	5	
North Texas Comic Book						
Definite *						

Definite - Green Tentative - Blue Prospect - Red \* - Public Show

## July 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1	2	3	4	5	6
			Coheed & Cambria + Mast  Definite - Blackout			Young the Giant with spec Definite - Blackout
				Jehovah Witness Group  Definite		
					The 2019 R&B Summer Bl Tentative 1 - Blackout	
7	8	9	10	11	12	13
Jehovah Witness Group  Definite	Chase for Business Lunch Ser			Prettymuch (4K) 7:00PM Definite - Blackout	Alt 103.7 presents The Hea  Definite - Blackout	Michael McDonald and Ch.  Definite - Blackout
Jenniet .	Dennite	Community Engagement *	Elevate IT	Destrice - Diackodt	Definite - Diackodt	Destrice - Diackout
		Definite	Definite			
			2019 National Law Enforcement Definite	19 National Law Enforcement Collector's Show		
			Smart Circle Internationa Tentative 1		Everything Dallas Definite	
14	15	16	17	18	19	20
Rock the Yacht 2019: featu Tentative 1 - Blackout				Jehovah Witness Group  Definite		
SMG Ops Conference Tentative 1						
21	22	23	24	25	26	27
<b>Jehovah Witness Group</b> Definite					Third Eye Blind + Jimmy E Definite - Blackout	
				Jehovah Witness Group  Definite		
28	29	30	31	1	2	3
Jehovah Witness Group  Definite	ICVB Board of Directors M  Definite *	AAHOA North Texas Regio  Definite	<b>97.1 The Eagle presents Ali</b> Definite - Blackout			
	Aflac Tentative 1		Texas Pharmacy Associati  Definite			
			Christmas in July Prospect			
	☐ IPD Training (Exhibit Hall)					

## August 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	31	1	2	3
					Hammer's House Party To  Definite - Blackout	Beast Coast: Escape from  Definite - Blackout
				Texas Pharmacy Association 2 Definite	2019 Annual Conference	
					Transatlantic Trade Expo Definite	
					Feik School of Pharmacy Tentative 1	
4	5	6	7	8	9	10
Sublime with Rome with Definite - Blackout				Dirty Heads & 311 with th  Definite - Blackout		Moe and Blue Traveler wit Definite - Blackout
Texas Pharmacy Associati  Definite	Irving ISD Definite					
		<b>Destination Development</b> Definite ★	Let's Play Gaming *			
11	12	13	14	15	16	17
					Tom Joyner's "One More  Definite - Blackout	Pancho Barraza (2K) 8:00PM Definite - Blackout
Let's Play Gaming * Definite		Carrollton Farmers Branch Co	onvocation	Jehovah Witness Group  Definite		
	TD Industries Quarterly M  Definite					
	AMEX Tentative 1					
	North Texas Commission Tentative 1					

## August 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
18	19	20	21	22	23	24
Vampire Weekend with sp  Definite - Blackout	Grocer's Supply Food Show Definite				Sirius XM The Pulse prese  Definite - Blackout	
Jehovah Witness Group  Definite				Jehovah Witness Group Definite		
		BOMA Monthly Luncheons Definite	AATC- AAGD Business Exch  Definite			
		Medical City Health Nurse  Definite				
25	26	27	28	29	30	31
Jehovah Witness Group  Definite						
	ICVB Board of Directors M Definite *	The Sage Show Definite *			North Texas SYC Cadets Definite	

6/11/2019 2/3

# IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MONDAY, JUNE 24, 2019

# INDUSTRY REPORTS / BOARD PARTNERS

# Take it Back to the 80s and 90s with Totally Tribute: Texas Lottery® Live's Free Thursday Night Concert Series

Published: 03 June 2019

Kick start your weekend with FREE performances from the best tribute bands Texas has to offer EVERY THURSDAY night at Toyota Music Factory. The Totally Tribute Texas Lottery® Live! concert series will have you and your friends belting out classics from Bowie, The Cure, Madonna, The Who and more!

The weekend starts on Thursday all summer long! The biggest party of the week always has FREE admission and FREE parking, plus all the good times you have come to expect from these outdoor concerts at Texas Lottery® Plaza. Thursday events start at 6 p.m. and live bands go on stage at 7 p.m. Come prepared to get in the groove and dance the night away for FREE EVERY THURSDAY!

The totally radical Thursday line-up includes fan-favorites:

- June 6: The Thin White Duke a David Bowie cover band
- June 13: Le Cure The Cure cover band
- June 20: Campus Radio featuring favorite hits from the 80s
- June 27: Who's Best The Who cover band
- July 11: PriMadonna a Madonna cover band
- July 18: Texas Flood a Stevie Ray Vaughn cover band
- July 25: Captain & Camille featuring songs from the smooth 70s Concessions are available inside the Texas Lottery® Plaza. Bring a blanket, but please, no lawn chairs. A limited amount of first-come, first-served seating is available.

Presented by Toyota Music Factory, June 3, 2019

SURVEYS

## **Hotel Business**







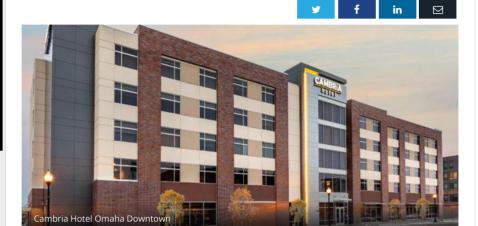
CURRENT ISSUE





Home » Ownership » Brands » Choice Hotels Expands with WoodSpring Suites, Cambria Growth





## Choice Hotels Expands with WoodSpring Suites, Cambria Growth

BY HOTEL BUSINESS ON JUNE 3, 2019

BRANDS. NEW-BUILDS

ROCKVILLE, MD—Choice Hotels International Inc. is expanding across the U.S. with growth from both its Cambria Hotels and WoodSpring Suites brands. Here's a look at what's opened and in the pipeline:

#### Cambria On Pace to Break Openings Record For Second-Straight Year

The Cambria Hotels brand, franchised by Choice Hotels International Inc., is on pace to surpass 50 hotels open in top-tier markets this year by opening more than a dozen upscale properties across the country. The record-setting pace—which includes seven openings this summer alone—will increase the Cambria system by 25% by year end. The Cambria brand opened three hotels already this year:

- Cambria Hotel Omaha Downtown—Omaha, NE
- Cambria Hotel Charleston Riverview—Charleston, SC
- Cambria Hotel West Orange—West Orange, NJ

Choice plans to cut ribbons on 10 more Cambria hotels by year end:

- Cambria Hotel Richardson Dallas—Richardson, TX
- Cambria Hotel Boston Downtown—Boston
- Cambria Hotel Bettendorf Quad Cities—Bettendorf, IA
- Cambria Hotel Houston Downtown Convention Center—Houston
- Cambria Hotel Milwaukee Downtown—Milwaukee
- Cambria Hotel Anaheim Resort Area—Anaheim, CA

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JUNE 3, 2019



A Look at Hotel Deals Across the U.S.

JUNE 3, 2019

Choice Hotels Expands with WoodSpring Suites, Cambria

- Cambria Hotel Sonoma Wine Country—Sonoma, CA
- Cambria Hotel Napa—Napa, CA

Choice Hotels was awarded two new franchise agreements to develop Cambria hotels in Irving, TX and Weston, FL:

- Cambria Las Colinas—Texas: The 143-room upscale hotel will be located at the intersection of East John Carpenter Freeway and Brazos Dr. in Irving, TX. The hotel, which is the first Choicebranded property developed by Irving-based Shreem Capital, is scheduled to open in 2021.
- Cambria Weston Florida: Slated to open in 2021, the 155-room hotel will be located at the corner of 160th Ave. and 14th St. and is the first project with Choice by Miami Beach-based developer Aranco Investments.

There are currently more than 40 Cambria hotels open across the U.S. in cities, like Chicago; Dallas; Los Angeles; Nashville, TN; New York; New Orleans; Phoenix; and Washington DC.

#### **WoodSpring Suites Continues Nationwide Expansion**

Following a record-breaking 2018, WoodSpring Suites has started 2019 with coast-to-coast expansion. WoodSpring has gained especially strong traction in the western U.S., where Choice has room to grow in the extended-stay segment. The WoodSpring brand is progressing toward its goal of 300 hotels open across the U.S. by the end of next year. Through May, WoodSpring has opened the following hotels:

- WoodSpring Suites Portland North Gresham—Portland, OR
- WoodSpring Suites Harrisburg Linglestown—Linglestown, PA
- WoodSpring Suites Naples—Naples, FL
- WoodSpring Suites Indianapolis Zionsville—Whitestown, IN
- WoodSpring Suites Merrillville—Merrillville, IN
- WoodSpring Suites Davenport—Davenport, IA
- WoodSpring Suites Minneapolis Airport Mendota Heights—Mendota Heights, MN
- WoodSpring Suites Lake Jackson—Lake Jackson, TX
- WoodSpring Suites Washington DC Northeast Greenbelt—Greenbelt, MD
- WoodSpring Suites St. Paul Woodbury—Woodbury, MN
- WoodSpring Suites Orlando International Drive—Orlando, FL
- WoodSpring Suites Quantico—Stafford, VA

The extended-stay brand continues to draw strong interest from developers across the country. In the first quarter, Choice awarded seven WoodSpring franchise agreements and increased the brand's pipeline by 22% to 110 hotels.

Cambria Hotels

Choice Hotels International

WoodSpringSuites

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HB EXCLUSIVE: Prism Grows, Strengthens Hyatt Partnership NEXT ARTICLE >

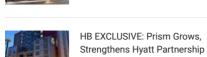
A Look at Hotel Deals Across the U.S.

#### RELATED POSTS









CURRENT ISSUE



May 15, 2019

Hotel Business Editor-in-Chief Christina Trauthwein shares with you just some of the stories that make up the May 15th issue. There's a cover story celebrating Hilton's 100th anniversary, as well as coverage of recent conferences and conventions—AAHOA, My Place and Choice Hotels. In addition to other features and departments, there is a report on the recent IHG-sponsored roundtable, which explores the next generation of guests and how to prepare for them.

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# Hotel News Now

### Research

# US hotels exceed expectations in April despite Easter

31 MAY 2019 8:43 AV

A weaker-than-expected March set the table for a weak April, but U.S. hotel performance exceeded expectations even as ADR growth continues to slow.

#### By Jan Freitag

jan@str.com

@jan\_freitag

HENDERSONVILLE, Tennessee—When March results with their positive Easter comp came in with an abysmal 0.6% revenue-per-available-room growth, operators everywhere braced for impact for the April results that included this year's Easter holiday impact. But the results were not as bad as feared.

#### 1. The impact of Easter

RevPAR growth in April was positive (+1.2%). RevPAR has now grown 109 out of the last 110 months. Yeah, that 111-month record will be broken. And this whole theory of the terrible Easter Shift impact that we told our kids as a scary bedtime story (or was that just me?) actually did not materialize.

What did materialize was 2.3% room demand growth, which I think was a little on the stronger-than-expected side given two weak weeks in April. Supply growth still stands at 2%, so this then led to a slight increase in occupancy (+0.3%) to 68%.

All absolute monthly values were the highest ever recorded in April. But average daily rate growth was very, very, very small at 0.9%, which is the lowest ADR growth in any April since 2011. Low ADR growth is the name of the game right now. To put that into perspective, for seven years—or 84 months running—positive ADR growth has always been more than 1%. This year that has only been the case in one of three months. Or put another way:



Since ADR changes are now in the sub-1% range, it will be interesting to note how our forecast will change, which our CEO Amanda Hite will present at the NYU conference in early June. Spoiler alert, we are definitely not revising our RevPAR projection upward.

2. 2018 P&L data

Thanks to the hard work of our consulting and analytics crew in Colorado, we whave the full year 2018 P&L data available. There were not a lot of surprises although it is always good to see the actual numbers. Here is what stands out to me:

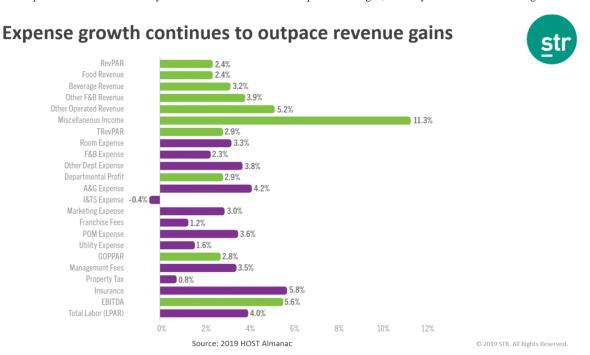






Revenues are higher than ever on all fronts. Still, our industry generated around \$220 billion in 2018, and that is actually slightly smaller than Amazon, which on its own generated \$232.9 billion last year.

The important numbers are usually not the absolute values but the percent changes, and they are indeed illuminating:



Revenue from the standard departments was up slightly, but where hoteliers really found opportunity to maximize revenues was in "miscellaneous income." One of these is the dreaded or revered—depending on your position—resort fee.

Management fees are up as well, and this is likely not due to management contracts getting more expensive but because we are at the top of the cycle and managers were able to make more money for their owners, so they received incentive pay, which skews the percent calculation higher.

The number that most people want to talk about is in the last line: labor cost per available room. A 4% increase is not really that bad, but you combine that with the total RevPAR increase of "only" 2.9% and you get a formula that is not sustainable in the long run.

I was chatting with a GM of a upper upscale hotel in NYC and asked him about the wage pressure that we observe around the country, and he reminded me that his labor cost for 2019 and 2020 was basically "baked"—it was negotiated two years ago and there is full certainty in his payroll going forward. Well, or at least until the union contract expires. But I thought the idea of unions as a governor on labor costs—or at least as a more predictable data input—was an interesting insight.

#### 3. Segmentation data

The Easter shift is obvious in the data as group demand and occupancy declined as expected. What was probably a bit worse was the lack of ADR growth in either category.

Total US	Transient	Group
Occ	2.5	-6.8
ADR	0.8	0.5
RevPAR	3.3	-6.3

April's 0.5% increase is the lowest group ADR growth since December 2017, so not a good sign at all for things to come. Even in March 2018 when group occupancy declined 5.4%, ADR still increased 2.1%. Looking back at the last three years of Easter impacts (and their respective shifts) seems to suggest that ADR growth on the group side has slowed significantly:

			Occupancy		ADR	
Year	Month	Easter Impact	Transient	Group	Transient	Group
2017	Mar	-9-4	-2.7	9.8	1.9	4.9
2017	Apr	X	4.1	-12.6	3.1	1.9
2018	Mar	Х	3.4	-5.4	3.0	2.1
2018	Apr		-3.2	7.5	3.4	4.7
2019	Mar		-2.4	-1.2	0.7	1.8
2019	Apr	X	2.5	-6.8	0.8	0.5

In addition, you can see that the group ADR growth for the non-Easter month went from 4.9% and 4.7% to just 1.8%. That's also not a good indicator.

What certainly helped was the 5.1% transient demand increase. This is of course the reverse of the 0.7% demand drop in March 2018, which in itself was the reverse of the 5.9% demand jump in March 2017. Confused yet? That is the beauty of calendar shifts. And keep in mind that the occupancy results got worse each time since supply growth increased each consecutive year.

#### 4. Pipeline data

The number of rooms in construction is up 10% from last April, and I am now reversing my stance on the impact.

#### US Pipeline: I/C Rooms Increase, But Still Manageable



<u>Phase</u>	<u>2019</u>	<u>2018</u>	% Change
In Construction	204	186	9.9%
Final Planning	221	220	0.6%
Planning	237	191	24.7%
Under Contract	662	596	11.2%

<sup>\*</sup>Total US Pipeline, by Phase, '000s Rooms, April 2019 and 2018

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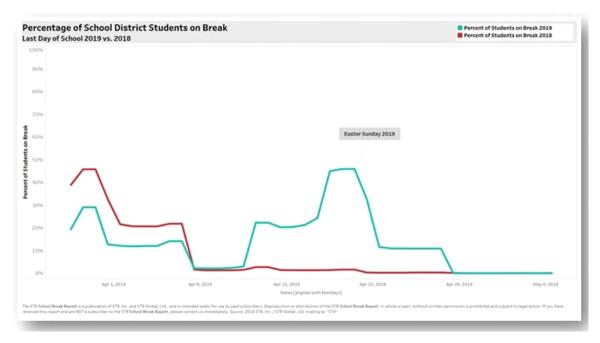
Since September 2017, the monthly increase was always less than 10%—actually less than 1% between late 2017 and mid-2018—but it has exceeded 5% since October and is now worth calling a trend. The times of slowing construction growth are over, and we could see the impact of this trend in the rising supply percent changes in the coming years. That said, anecdotally the impact on the industry may still be muted because of construction timing overruns. We hear that specialist construction crews are hard to find, and therefore the open dates of the projects are pushed further out. So the increase in the construction numbers by itself is only one part of the equation. But stay tuned to this data set. The percent increases are of course all over the map since the bases are different for each class, but what's noteworthy are the 50% increase in luxury and midscale. The upscale and upper midscale classes' increases may seem small, but the absolute value of about 129,000 rooms equates to 63% of all rooms in construction.

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Chain Scale	Rooms In Construction	% Change
Luxury	13,127	50.4%
Upper Upscale	24,543	12.2%
Upscale	61,347	4.9%
Upper Midscale	67,495	4.5%
Midscale	13,805	50.1%
Economy	3,096	149.1%
Unaffiliated	20,477	-4.8%
Total	203,890	9.9%

### 5. Top 25 markets

Since the total U.S. results were not as bad as feared, the same was true for the larger markets. A total of 14 of the top 25 markets reported RevPAR increases, some of them pretty hefty. Minneapolis (+17.1%) hosted the NCAA Final Four (Sunday, 7 April RevPAR gain of 285%). Norfolk (+12.8%) had a great week leading up to Easter break (week ending 20 April: +24.9%). Actually, looking at our School Break report shows that more than 40% of all high school students were on break in the week leading up to Easter Sunday:



This then may help explain why some of the more leisure-oriented destinations did OK in April.

Markets	Осс	ADR	RevPAR
Minneapolis/St Paul, MN-WI	1.7	15.1	17.1
Norfolk/Virginia Beach, VA	2.2	10.4	12.8
Nashville, TN	1.7	5.4	7.1
Tampa/St Petersburg, FL	1.9	5.1	7.1
San Diego, CA	0.7	3.1	3.9
Denver, CO	0.6	2.9	3.5
St Louis, MO-IL	1.1	1.9	3.0
Los Angeles/Long Beach, CA	3.2	-0.4	2.8
Boston, MA	1.0	1.6	2.7
Orlando, FL	0.1	2.3	2.4

San Francisco RevPAR was actually down 3.2%.

In all, the top 25 markets increased RevPAR by just 0.3% because occupancy declined 0.5%. That is, was, and will be a function of supply increases of 2.5%. Demand grew, but only by 2%. A total of 13 markets lost occupancy, but only seven lost ADR. Here are six markets that recorded the steepest RevPAR declines. (Why 6? Well, the list then includes SF):

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Markets	Осс	ADR	RevPAR
San Francisco/San Mateo, CA	-1.9	-1.4	-3.2
Detroit, MI	-6.1	2.5	-3.8
Washington, DC-MD-VA	-2.1	-3.2	-5.2
Seattle, WA	-4.3	-1.1	-5.3
Houston, TX	-2.5	-6.1	-8.5
New Orleans, LA	-2.5	-6.7	-9.0

Last month I said that Houston was getting less bad. It's still bad, though, the RevPAR decline got a little worse than what it was last month (-7%). Jan Freitag is the SVP of lodging insights at STR.

This article represents an interpretation of data collected by STR, parent company of HNN. Please feel free to comment or contact an editor with any questions or concerns.



1) Demand growth was surprising in April – Demand (+2.3%) outpaced supply (+2%) in April, which kept occupancy change positive (+0.3%). April RevPAR growth was 1.2%.

### **REVPAR GROWTH 109/110 MONTHS**

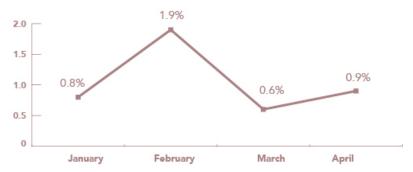


ADP growth continues to slow - April average daily rate-66ewith was 0.9% the lowest

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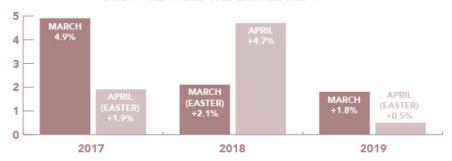
ADR growth for April since 2011. Three of the first four months of 2019 have had ADR growth of less than 1%.





3) Group business lagging – Group ADR rose 0.5% in April, the lowest growth since December 2017. Group ADR for March grew only 1.8% year over year, which is down from 4.9% growth in March 2017, the last time Easter did not occur in March.

GROUP ADR AND THE EASTER SHIFT



4) One giant leap for the pipeline – The number of U.S. rooms in construction rose 9.9% in April. The last time this phase of the pipeline's year-over-year growth exceeded 10% was August 2017 (+12.9%).

**U.S. PIPELINE NUMBERS** 

PHASE	ROOMS	Y-O-Y
IN CONSTRUCTION	204,000	+9.9%
FINAL PLANNING	221,000	+0.6%
PLANNING	237,000	+24.7%
UNDER CONTRACT	662,000	+11.2%

5) Top 25 markets takeaways – A total of 14 of the U.S. top 25 markets saw RevPAR increases in April, led by Minneapolis/St. Paul (+17.1%). San Francisco/San Mateo RevPAR was down 3.2%.

APRIL REVPAR BY MARKET







Download a PDF of the above infographic.

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# **MEMO**

To: James W. Childers, Assistant City Manager
From: Teresa Adrian, Code Enforcement Director

**Date:** June 7, 2019

Subject: 2102 Wilesta - Inspection/Enforcement

**CC:** Chris Hillman, City Manager

Code Enforcement was granted access today by the Hostel Operator to conduct an interior inspection of the subject property. As a result of that inspection and dialogue between myself and the hostel operator, the following occurred:

- 1. Advertisements removed from Craig's List and Facebook Market Place
- 2. www.bookourbed.com website will be modified to reflect
  - a. Short Term Rental vs. Hostel
  - b. Maximum 7 people with only 4 of those being unrelated
  - c. Operator committed to discontinuing renting by the bed
- 3. Notice of Violation issued for:
  - a. Density Violation
  - b. Zoning Violation Occupancy of Accessory Structure
  - c. Exceeds maximum number of unrelated people
  - d. Scattered litter & debris in rear yard
  - e. Illegal outside storage of tires in rear yard

The operator was given 10 days to meet the terms of the notice and understood our expectation of reinspecting the property no later than June 21 to verify compliance.

Should you have any questions regarding this matter, please feel free to contact me directly.



# Regulating Short Term Home Rentals

Planning and Development Committee

Item 2

June 6, 2019



# **Overview**

- Discuss definitions and types of Short Term Rentals
- Discuss Arguments for and Concerns with STRs
- Review 2019 Legislative Proposal and cities' regulations of Short Term Rentals
- Consider options for Irving regulation and/or tax collection

2

1

#### **Definition**

Short Term Rental (from HB 3773):

"Short-term rental unit" means a dwelling that is:

- used or designed to be used as the home of a person, family, or household, including a single-family dwelling or a unit in a multiunit building, including an apartment, condominium, cooperative, or timeshare; and
- rented wholly or partly for a fee and for a period of less than 30 consecutive days.

3

# **Definitions in City HOT Code**

Sec. 16A-1. - Definitions.

**Hotel** shall mean any building or buildings in which the public may, for a consideration, <u>obtain sleeping accommodations</u>. The term shall include hotels, motels, tourist homes, houses, or courts, lodging houses, inns, <u>rooming houses or other</u> buildings where rooms are furnished for a consideration...

**Occupancy** shall mean the use or possession, or the right to the use or possession, of any room in a hotel if the room is one (1) ordinarily used for sleeping and if the occupant's use, possession, or right to use or possession extends <u>for a period</u> of less than thirty (30) days.

4

2

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## **Types**

- Owner Occupied Home Sharing: renting out room(s) or rear unit to individual while remaining onsite
- Unhosted Home Sharing: renting out owner's primary home for a limited time while owners off the premises
- Unhosted vacation rental: A house or multifamily unit offered by the owner for use as a limited-time for visitors, typically through an online network (marketplace) often as an investment property
- Unhosted rental of individual beds within a property, aka crash pads or hostels

5

## **Short Term vs. Long Term Rental**

- Short Term Rentals are for less than 30 days, leased by the day or week, subject to hotel taxes, and are not the occupants' primary home. This also includes business travelers who stay for 1-4 weeks.
- Long Term Rentals are for greater than 30 days, are typically the occupants' primary home, and may be leased by the month or year. They may receive bills and mail at this address. As it is a residence, no hotel tax is paid. Per state law, includes business travelers who stay over 30 days.

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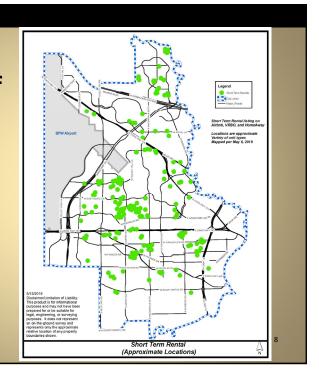
# **Current status of STRs in Irving**

- Not specifically regulated or prohibited by City Code
- Approximately 200 listings in Irving on host websites
- Some listings are referred to as "crash pads" or "hostels" with individual beds available; complaints received, especially overparking concerns
- Appear to be distributed across Irving with no distinguishable pattern near destinations
- While STRs are required to collect the tax, only Five (5)
   proprietors currently pay Hotel Occupancy Taxes
- Code Compliance investigating increasing complaints

7

# **Short Term Rentals**

General locations from hosting websites Airbnb, VRBO, and Homeaway



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4

# **Arguments For STRs in Residential areas**

- Helps pay bills especially for long time property owners
- Provides options for tourists coming to the area to live in home environment
- Provides options for business travelers needing short term stays
- Renting individual beds can provide low-cost option for vacationers, airport employees, etc. (hostels)
- Owners make more money than long term renting
- Improvements to the property (painting, landscaping, etc.) could help increase area property values

9

### Concerns with STRs in Residential areas

- · Operation of a commercial use in a residentially zoned area
- Many do not pay hotel occupancy tax
- May compete with area hotels
- Possible poor maintenance of properties due to absent owner
- Noise complaints from high occupancy and vacation atmosphere
- Possible excessive on street parking due to high occupancy
- · Other code violations: noise, trash, fire pits
- Regularly changing occupants; no commitment to neighborhood
- Health and safety concerns
- Could increase housing prices with rental proformas
- Possible concentration of investor owned rentals in a block
- Rented properties may have homestead exemption (DCAD)

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5

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# **2019 Legislative Bills**

- HB 3773/SB1888 Assigned to Urban Affairs Committee in March 2019; no hearing held
- Bill would have allowed a city to:
  - Prohibit illegal use or use by person with conviction, serving of food, rental to under 18 years and rental for less than 24 hours, and
  - Require registration including inspections and liability insurance, limit the occupancy to 2 persons per bedroom plus 2, limit of transfer of permit and limit number of permits for properties not the owner's primary residence.
- Bill would have <u>not allowed</u> a city to:
  - Adopt an ordinance to limit use as a STR, create rules that apply only to STRs, or create more restrictive parking or noise requirements that apply only to STRs.

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# Other Cities' Regulations-Cities that Explicitly Prohibit STRs

- Fort Worth
- Grapevine
- Hurst
- Southlake

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6

# Other Cities' Regulations-Cities that Regulate STRs through Registration Only and Collect HOT

- Frisco
- Plano

13

# Other Cities' Regulations-Cities with Operational Requirements with Registration and Collect HOT

- Arlington
- Austin
- Coppell
- Galveston
- San Antonio

14

7

# Other Cities' Regulations-Cities that Do Not Regulate or Monitor HOT Collection

- Dallas
- Garland
- Grand Prairie
- Lewisville
- Mesquite
- Richardson

15

# **Arlington Final STR Ordinance – April 2019**

- Allow in single family homes in Entertainment district only (generally one mile area surrounding stadiums); in multifamily and mixed use districts city-wide
- Maximum Occupancy: 2 per bedroom + 2, limited to 12
- Parking: limited to the number of available off-street spaces
- Physical conversion of premises (to add bedrooms) prohibited
- Noise restrictions: no amplified sound between 10 pm and 9
   am
- Outside congregation restrictions: between 10 pm and 9 am
- Trash placement on curb: after 7 pm the evening prior to scheduled pickup
- Premise not to be used as Banquet Hall (event center)

16

8

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# **Litigation Involving Short Term Rentals**

- Two lawsuits pending: Grapevine and Austin
- A 2018 Texas Supreme Court case provides legal guidance

17

# Policies for City Regulation of Short Term Rentals

- Respect concerns of neighborhoods and protect through enforcement of parking, noise, and nuisance ordinances
- Provide for awareness of locations and concentrations of STRs through registration
- Provide for the **safety** of the unit for guests
- Providing local, available contact in case of problems
- Ensure Hotel Occupancy Taxes are being paid to the city

18

9

## **Estimated HOT Collection**

<u>Year</u>	Total Revenue	Total Potential Tax Collection
2016	\$ 831,860	\$ 74,867
2017	\$ 1,383,939	\$ 124,554
2018	\$ 3,057,764	\$ 275,199
2019 6 mo.	\$ 1,289,526	\$ 116,057
2019 est.		\$ 232,114

- Based on the reported Total Revenues, the Total Tax column reflects the estimated 9% HOT that would/should be captured locally.
- 2019 data: October 2018 thru March 2019
- Data source: Irving CVB using total revenues reported through AirDNA
- Prior to 2019, AirDNA only tracked AirBNB; 2019 data includes HomeAway

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# **City Council Options**

- Do not require registration; payment of Hotel
   Occupancy Taxes expected
- 2. Allow STRs with basic registration; payment of Hotel Occupancy Taxes expected
- Allow STRs with registration and additional operational requirements; payment of Hotel Occupancy Taxes expected
- 4. No Action

\*HOT payment will include coordinating with booking websites to collect at the time of rental.

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11

From: David Cole
To: Maura Gast

**Subject:** Fwd: PAC Committee - End of Session Update

**Date:** Friday, May 24, 2019 6:09:24 PM

Attachments: image001.png

Here a legislative affairs update.

David Cole i Fratelli Pizza Cell: 972.977.9977

NEW EMAIL: <u>Davidcole@ifratelli.net</u>

#### Begin forwarded message:

From: Rebecca Robinson < <a href="mailto:rrobinson@tramail.org">rrobinson@tramail.org</a>>

**Date:** May 24, 2019 at 16:15:58 CDT

**To:** Undisclosed recipients:;

**Subject: PAC Committee - End of Session Update** 

Dear PAC Committee -

At the close of 86<sup>th</sup> Texas Legislative Session on Memorial Day, more than 7,300 bills will have been filed, but only less than a quarter of those (realistically more like 10-15%) will ultimately receive the Governor's signature.

We are very pleased to report that TRA had all but one of our legislative priorities pass, with the following bills on the Governor's desk, and one (BBQ Bill) already signed. A couple of these wins, oyster mariculture and alcohol delivery are groundbreaking victories. We also, with your help, successfully blocked a number of troublesome bills.

#### Our wins include:

#### • Alcohol Delivery – S.B. 1450

This legislation levels the playing field for restaurants by allowing the holder of a mixed beverage permit to deliver an alcoholic beverage from the permitted premises directly to a consumer as part of food delivery from a restaurant. Alcohol allowed to be delivered includes bottles of beer, wine and manufacturer sealed single serving mixed drink containers, no larger than .375 ml. SB 1450 is on the Governor's desk awaiting signature.

#### Oyster Mariculture - H.B. 1300

Currently, Texas is the only coastal state that does not engage in oyster farming. With HB 1300, TRA has **helped make history by establishing a brand-new industry of oyster farming**. This will have a tremendous impact on the Texas restaurant industry, consumers, the economy and protection of our coastal reefs. HB 1300 is currently awaiting the Governor's signature.

#### • BBQ Bill – (a.k.a. BBQ 2.0) HB 2223

In 2017 the Texas Legislature passed HB 2029 which eliminated registration and certification requirements for scales "exclusively used to weigh food sold for immediate consumption." In other words, establishments that sell food by weight, such as yogurt shops and barbecue restaurants are not required to have their scales registered. Unfortunately, the Department of Agriculture, through its rules and enforcement, didn't implement the 2017 legislation as intended by the Texas legislature, deciding that businesses would only be exempt from regulation if they weighed foods to be eaten "on the premises." The Attorney General eventually sided with the authors of HB 2029 and held that the TDA's rules would be invalid if challenged in court.

H.B. 2223 further clarifies and strengthen the language of the 2017 legislation. It has been signed by the Governor and is effective immediately.

#### • TABC Wet/Dry Certification – HB 1443

This legislation requires a set time frame (no more than 30 days) for a city or county to certify wet status for TABC permitting. This will streamline the process, making it more efficient and effective for both permittees and TABC.

HB 1443 was sent to the Governor on May 17. The language is also contained in HB 1545 (TABC Sunset bill) that is still awaiting final passage in the Texas Legislature.

TRA worked to defeat the following bills, among many others:

- Legislation that would have allowed consumer to bring in their own bottles of wine onto a mixed beverage establishment.
- TRA successfully passed a uniform minimum wage over 15 years ago which created statewide uniformity and consistency. This session there were efforts to rollback the uniform minimum wage, and TRA worked to successfully block it.

• Legislation that would have prohibited an employer from deducting the credit card convenience fee attributable to an employee's tips.

Unfortunately, as you are probably aware by now, one of the most important business issues of the session failed to pass, because of a fight that turned into the Bathroom Bill Part II based upon a perceived threat to local non-discrimination ordinances. TRA, along with a number of other business associations heavily lobbied on behalf of bills that would have prevented cities and counties from enacting ordinances relating to paid leave, scheduling and benefits. These bills would have left it to the state to legislate these areas, creating a uniform playing field, and the prevention of unwelcome, local intrusion into business operations.

While disappointed, we will be supporting a Third Court of Appeals court ruling that finds local paid sick leave ordinances unconsitutional. That ruling is currently pending before the Texas Supreme Court.

Whether you gave to the PAC, made phone calls, wrote letters, walked the Capitol or simply stayed abreast of the issues facing the industry this session – it made a difference. Our success depends on you and we thank you for your continued support.

We now look forward to sharing our success with our current members, and to perspective members. With these successes in hand, we can continue to grow and strengthen our PAC, as we move toward election season. There is power in numbers and together we will continue to build our industry.

Have a great holiday weekend.

Best regards,

Rebecca Robinson

**Rebecca Robinson** | Advocacy & Communications Manager

Texas Restaurant Association 3300 N. IH 35, Ste. 610, Austin, Texas 78705

Mail: PO Box 1429, Austin, Texas 78767

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#### New Report Toasts Millennials as Future of Food & Bev Sector

CBRE has released the first installment in its multipart "Food In Demand" series, which shows millennials are the main ingredient for the future of food and beverage entrepreneurs and retail property owners.

Check the map to see food spending in Dallas-Fort Worth and its suburbs.

BY LANCE MURRAY (HTTPS://DALLASINNOVATES.COM/AUTHOR/LANCE-MURRAY/) + JUN 10, 2019



Restaurants will become even more important as neighborhood gathering places near the city center. [Photo: monkeybusinessimages via iStock]

The way to turn a trend into an opportunity for restaurateurs and retail property owners may be through the stomachs of a generation of North Texans.

A new CBRE analysis of U.S. consumer spending and demographic patterns shows that major changes are in the offing for food and beverage purveyors and the real estate where they operate in metropolitans such as Dallas-Fort Worth. "Food in Demand: Consumers" is the first installment of CBRE's series (https://www.cbre.us/research-and-reports/US-Food-in-Demand-Series-Consumers-April-2019? utm\_source=internal&utm\_medium=release&utm\_campaign=MarketFlash+-+Virtual+Kitchens+%7c+Greater+LA\_01%2f01%2f0001) that looks at the food and beverage sector.

In the report, CBRE concluded that a greater push for conveniently prepared foods, a growing millennial influence, and the emergence of innerring suburbs have pushed the food and beverage sector to emerge as the real estate industry's hottest market. Consumers, especially millennials, want to spend less time cooking and eating, which likely will lead grocers to begin offering more prepared foods.

That's good news for Dallas-Fort Worth, which ranked as the third highest-rated region

(https://www.dallasnews.com/business/business/2019/05/08/dallas-fort-worth-takes-top-spot-among-us-cities-millennials-like-living) for where millennials want to live, according to a recent study by research groups Langston Co. (https://thelangstonco.com/cities-scorecard) and Centiment (https://www.centiment.co/lp/?affcode=centimentadwords&subid=centiment-c-e&utm\_campaign=US-Search-Branded-Desktop&utm\_term=centiment&utm\_medium=ppc&utm\_source=adwords&hsa\_cam=946258239&hsa\_grp=46413199109&hsa\_mt=e&hsa\_kw=cent 331337736391&hsa\_net=adwords&hsa\_ad=244831392459&gclid=CjwKCAjw\_MnmBRAoEiwAPRRWW6olwJApIRiZTljoZxeAsvoGnl6c2vlaxqY5Jrr IXkZ65hoCJxcQAvD\_BwE).

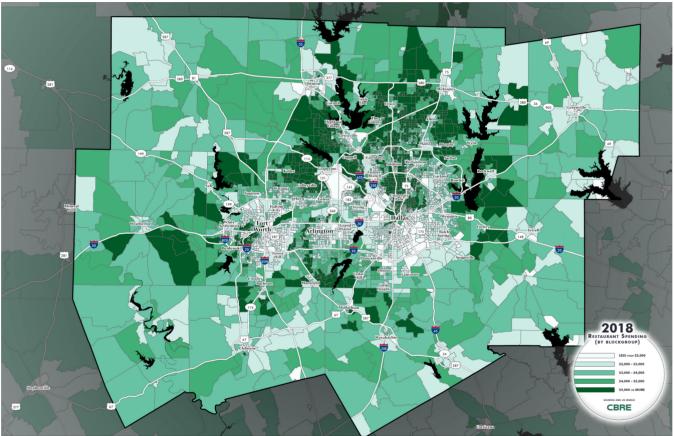
-84-

Here are other conclusions from the CBRE report:

- · Restaurant spending has surpassed grocery store spending.
- Today, baby boomers spend the most, but millennials' food and beverage spending will outpace all generations within 10 years.
- Millennials—generally, those born between 1981 and 1996—dedicate more of their household budget to dining out. Right now, they're opting for lower price fare, but once their earnings rise, millennials will be driven to patronize more expensive restaurants.
- Consumers don't mind paying a premium for the convenience of prepared meals.
- Singles are the driving force behind fast and convenient food at restaurants and grocery stores, leading retailers to ramp up the appeal to people who don't want to cook. Grocery stores are expanding prepared food sections and restaurants are investing in new technology to keep costs down.
- Food and beverage growth opportunities will be the greatest in cities' densifying suburbs.

How we eat and drink will evolve rapidly because of demographic shifts, economic factors, and automation, CBRE noted.

"The food and beverage category claims nearly 25 percent of retail sales in the U.S., and few other sectors have expanded their presence in shopping centers as quickly as restaurants and grocery stores," Melina Cordero, CBRE global head of retail research, said in a statement. "But this sector is just as susceptible as others to sweeping demographic changes, which we'll see influence real estate through formats such as grocery-restaurant combinations, more kitchen-only outlets and delivery services."



(https://s24806.pcdn.co/wp-content/uploads/2019/06/DFW-MSA-Restaurant-Spending\_CBRE-3091x2000.jpg)

Click the image for a full-size image.

#### What the future may hold in store

Looking at past and present data, the report also offers several predictions about the near-term outlook for the U.S. restaurant and grocery industries and their potential real estate implications.

Among CBRE's predictions:

A lot of densification is happening in inner-ring suburbs near the urban core in cities such as Dallas, making restaurants, bars, and grocery stores optimal anchors for mixed-use developments in those neighborhoods. They'll likely become "gathering points" for both residents and employees. Click on the map above to see restaurant spending in Dallas-Fort Worth and its suburbs.

An example of that effect is The Union mixed-used development at the edge of downtown Dallas (https://dallasinnovates.com/curating-a-destinationthe-union-brings-grocery-mixed-uses-to-uptown/) that includes a full-size Tom Thumb grocery store on its first floor and a mix of restaurants on the property.

Due to the locations of the inner-ring suburbs, there will be a dual benefit of higher food and beverage spending by suburban households and a higher patronage by suburb dwellers commuting into metro areas for work. Many first-ring suburbs are in the early stages of densification, and few of them have the high lease-rates typically associated with urban cores.

And, while suburban households are often families, the percentage of single-person U.S. households rose to 28 percent last year, up from 17 percent in 1969. That combined with a rise in dual-income households means people have less time to prepare, cook, and clean up meals, leading to more demand for prepared foods at grocery stores, delivery from restaurants, and other time-saving conveniences.

#### Food and beverage sees bigger share of retail sales

CBRE said that spending in restaurants and grocery stores will outpace other soft-goods categories for the next five years. The category's share of total U.S. retail sales grew to 24.3 percent in the past decade from 22.7 percent in the eight years before the recession, according to Commerce Department data.

The food and beverage category has seen lower e-commerce penetration than most other sectors. That's led to restaurants, bars, and grocery stores taking a growing share of retail real estate. Some restaurants are even adding kitchen-only locations aimed at delivery and carryout customers only.

According to the International Council of Shopping Centers, since 2007, U.S. mall square footage dedicated to restaurants (excluding food courts) rose by 18 percent to 43 million square feet. The sector's expansion should continue for several years, but at a more measured pace than in recent years, CBRE forecasted.

Millennials' food and beverage spending are anticipated to exceed all other generations within 10 years. And, while millennials dine out more than other generations, they're thrifty.



[Photo: Gary Williams Jr.]

Currently, baby boomers spend the most on food and beverage as a generation, and Gen Xers spend the most on a per-household basis, CBRE said. But, as millennials reduce their debt and increase their income, they are expected to spend the most on food and drink.

Conversely, baby boomers—generally people born between 1946 and 1964—are likely to spend less as they move into their retirement years.

In order to craft menus and gain prime locations, retailers and retail-center owners need to analyze and understand their customer base, including who's coming in. Often, this can be done through location-analytics technology.

"Restauranteurs and grocers must stay abreast of a lot of constantly changing factors, but consumer preferences and spending habits are among the most important," David Orkin, an executive vice president leading CBRE's restaurant practice in the Americas, said in a statement. "We see consumer preferences influencing many facets of retail real estate, including store location; kitchen-only locations to support delivery services; store design to accommodate delivery pickup or prepackaged meals; and different store layouts to incorporate automated ordering and self service."

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View previous emails. (http://us10.campaign-archive2.com/home/?u=4797e7859e965c3dd288326a4&id=7919fd325f)

Sustainable Eatery MIXT Is Cooking Up Expansion Plans Around North Texas (https://dallasinnovates.com/sustainable-eatery-mixt-is-cooking-up-expansion-plans-around-north-texas/)

The "environmentally responsible" restaurant partners with local organizations to maintain sustainability standards. Dallas-based recycling company Fusion Waste helps MIXT divert 99 percent of its waste from landfills, and Bonton Farms provides ingredients crafted close to home.

SHARE VIA: (/#facebook) (/#twitter)

PREVIOUS ARTICLE

Fintech Alkami Technology Raises \$55M in Series E Funding Round (https://dallasinnovates.com/fintech-alkami-technology-raises-55m-in-series-e-funding-round/)



# CHAMBER NEWS

# Greater Irving-Las Colinas Chamber of Commerce Named a Grand Award Winner for Communications Excellence

Published: 28 May 2019

The Association of Chamber of Commerce Executives announced winners of its Communications Excellence awards program last week.

These entries highlight some of the freshest and most innovative marketing and communications work coming from ACCE member organizations of all types and sizes.

Each submission was organized by type — advertising and marketing, campaigns, digital and publications — and by the submitting organization's total annual budget range: under \$1 million, \$1 to \$3 million and above \$3 million.

The Greater Irving-Las Colinas Chamber was named a Grand Award winner for our 2018 Annual Report.

In addition to awards listed below, three "Best in Show" awards will be presented at the 2019 Annual Convention in Long Beach, California. Learn more about the Awards for Communications Excellence <a href="here">here</a>.

## July Rocks at Irving Arts Center!

#### WE WILL ROCK YOU, MULTI-ARTS CAMP #5

This Multi-Arts camp for ages 6-12 really rocks. Action painting, groovy guitar sculptures, and rock and roll printmaking are among the topics covered. Students will compose their own rock grooves via percussion instruments and explore dance moves from the expansive era of rock and roll.

July 8-12, 2019 (M-F, 8 A.M. TO 5 P.M.) AGES 6– 12, \$210

#### Second Sunday Funday: Summer Splash!

Every Second Sunday, free guided craft projects, fun for the entire family, are offered. Chill out and create a cool work of art inspired by summer fun at the beach and by the pool. Drop in anytime between 1 and 4 p.m. Free guided tours of the exhibits are offered at 2:30 p.m.

July 14, 1-4PM | Suite 200 | FREE

#### **ROCK ON! MULTI-ARTS CAMP #6**

This Multi-Arts camp for ages 6-12 focuses largely on the geological. Campers will explore ancient cave art, make majestic mosaic garden rock creations and anaglyph stereoscopic drawing compositions based on the great rock formations of the United States such as the Grand Canyon, Antelope Canyon and Yosemite's El Capitan! Creative writing, storytelling and Picasso-inspired collages are also featured in this week's camp curriculum.

July 15-19, 2019 (M-F, 8 A.M. TO 5 P.M.) AGES 6- 12, \$210

### 3<sup>rd</sup> ROCK FROM THE SUN (INTRO TO ART) MINI-CAMP

Participants will learn about the basic elements of art (Line, Color, Shape and Texture) and create their own planets and solar system using rocks, paint, clay and all sorts of other materials that they find in their explorations.

July 15–19, 2019 9:30 A.M. – 11:30, M-F AGES 4 –5, \$75

#### July 28 | Bonus Funday: Art Rocks!

2 to 4 pm | Suite 200 | Free

A bonus Family Funday featuring rocking art projects will be offered concurrent to the opening reception and awards ceremony for the 19<sup>th</sup> Annual Art Connection Members Show. A closing reception for the Brett Dyer exhibition will also be offered during this timeframe.

#### One Act Play Competition, presented by Irving Parks and Recreation

Come cheer on young thespians, ages 7 to 17, from Irving Parks and Recreation Department's summer drama classes who will perform in short, one-act plays. These

students have been encouraged to develop their artistic voices while learning about all aspects of drama and the fundamentals of acting. Awards will be presented for best play, actor and actress.

#### July 19 | Carpenter Hall | 7PM

#### **Boeing, Boeing (presented by MainStage)**

MainStage presents a fast-moving farce by Marc Camoletti and directed by B.J. Cleveland. It's the 1960s and swinging bachelor Bernard couldn't be happier. He has a fantastic flat in Paris and three gorgeous stewardesses all engaged to him. Of course, the ladies know nothing of each other...yet! Bernard's perfect life gets bumpy when his pal Robert drops in for a visit and a new and speedier Boeing jet throws off all of his careful planning. Soon all three stewardesses are in town simultaneously...timid Robert forgets which lies to tell to whom...and catastrophe looms! Fasten your seat belts, Boeing, Boeing is landing in Irving.

July 19 – August 3 @ 2:30 & 7:30 PM | Dupree Theater | \$21-28

#### **ROCK OF AGES MULTI-ARTS CAMP #7**

This Multi-Arts camp for ages 6-12 features a mixed media exploration of the earth's layers. Low relief sculpture and rock art, both 2D and 3D are offered. Campers will create recycled costumes inspired by rock stars throughout the decades, and they can travel even further back though time to meet the Flintstones with drawing and cartooning fun.

July 22-26, 2019 (M-F, 8 A.M. TO 5 P.M.) AGES 6-12, \$210

#### **ROCK, PAPER, SCISSORS: TEEN SCENE CAMP #2**

The second of three Teen Scene camps (ages 13-16) includes kiragami / paper cutting, printmaking, mixed media sculpture, and faux cave painting. Half day morning or afternoon options are available.

JULY 22–26, 2019 (M-F, 8 A.M. TO 5 P.M.) AGES 13-16, \$210 (\$105 HALF-DAY)

#### **GOLDIROX & THE MUSICAL CHAIRS: THEATRE CAMP 1**

The first of two theater camps led by actor/educators from Compass Creative Dramatics is a **Script Development Residency**. Campers will be led through the building process of a new play with scene writing, choreographing, costume design and a focus on the art of adaptation. The week culminates in a student-driven showcase of their creations from throughout the week.

July 29-Aug 2, 2019 (M-F, 8 A.M. TO 5 P.M.) Grades 1- 12, \$210 Student Showcase Performance: Friday, August 2 @ 6:30PM

#### JumpstART Stories & Art – Dog Days of Summer!

Beat the heat with an art project and stories inspired by our cool canine friends! Join

us to explore new stories and fun art projects on the first Thursday of each month.

#### August 1 @ 10AM | Suite 200 | FREE

#### THE STONE COLD FOX & HER MONSTER: THEATRE CAMP 2

The second of two theater camps led by actor/educators from Compass Creative Dramatics is a **Performance Residency**. On Monday campers will be led through a nopressure group audition. Rehearsals begin that day and by Friday, they're ready to perform an original 60-minute musical adaption of the beloved children's classic, *Beauty & the Beast*.

August 5-Auust 9, 2019 (M-F, 8 A.M. TO 5 P.M.) Grades 1- 12, \$210 Student Showcase Performance: Friday, August 9 @ 6:30PM

IS YOUR TEEN AN ASPIRING THEATER PRODUCTION TECHNICIAN? In addition to spots for performers, there are a limited number of slots available for campers 13 and older to register as Technicians for the week of the August 5 – 9 Performance Residency. Technicians will learn how to operate light and sound for rehearsals and the final performance. They will also participate in all other theatre arts workshops and activities during the week, but will not perform on stage for the show. Their important role will be working behind the scenes, helping make the magic happen!

#### BETWEEN A ROCK AND AN ART PLACE: TEEN SCENE CAMP #3

The third of three Teen Scene camps (ages 13-16) features rock and roll mural creation as well as illustration, sculpture, watercolor and mixed media painting inspired by fossilized creatures, ancient marine ecosystems and cave paintings. Half day morning or afternoon options are available.

AUGUST 5-9, 2019 (M-F, 8 A.M. TO 5 P.M.) AGES 13-16, \$210 (\$105 HALF-DAY)

## July Exhibitions in the Galleries (FREE)

Free guided gallery tours are now offered every Thursday @ 6:30 p.m. and every Sunday @ 2:30 p.m.!

# Roz Chast: Cartoon Memoirs Through July 7 | Dupree Lobby Gallery

The exhibition celebrates the almost four decades of outstanding artistic accomplishment of beloved New Yorker cartoonist, illustrator and author, Roz Chast. The exhibition offers the first presentation of original works from Roz Chast's acclaimed graphic memoir, *Can't We Talk About Something More Pleasant?* which chronicles the lives of her aging parents with heartfelt humor and emotion. *Roz Chast: Cartoon Memoirs* has been organized by the Norman Rockwell Museum in Stockbridge, Massachusetts.

The Flow of: Prints by Calli Nissen
Through July 7 | Focus Gallery

Calli Nissen's work is comprised of woodblock prints created with multiple layers, conveying texture, shading, shape and the complexity of nature. In particular, her art focuses on and is inspired by the landscape of the Rocky Mountain region where she was born and raised.

#### **Deliverance: Rescued and Set Free**

#### Through July 28 | Carpenter Lobby

Artist Brett Dyer, originally from East Texas, exhibits his art nationally and works as an art professor teaching courses at North Lake College. Dyer has won several awards and mural competitions in which he painted large murals in both Deep Ellum and Irving. Works of a smaller scale across in a wide variety of mediums including painting, drawing, printmaking and mixed media are featured in this exhibition.

Exhibition Closing Reception: July 28 2 -4 p.m.

# The Four Seasons: Annual Exhibition of Chinese Brush Paintings & Ikebana June 22 – July 14 | Main Gallery

This annual showcase presented by the Association of Oriental Arts (TAO Arts) features Chinese and Japanese brush paintings along with a stunning display of *ikebana*, Japanese floral art, by members of the Dallas and Fort Worth Chapters of Ikebana International and the Sogetsu Dallas Branch.

#### **Irving Art Association Winners Exhibit**

#### July 13 – August 25 | Dupree Theater Lobby

Award-winning artwork and curated selections from Irving Art Association's annual juried members' show.

#### 19th Annual Art Connection Members Show: Art Rocks!

#### July 27 - August 24 | Main Gallery

This annual, non-juried exhibition is open to all current Art Connection members who wish to participate. The entry fee is \$5 per work, and artists may submit up to two pieces. Eligible entries will be judged for cash awards in three categories: Youth, Non-Professional and Professional. An overall "Best of Show" prize will also be awarded.

#### 2019 KidsArts/Kids' Works

#### July 27 - August 24 | Focus Gallery

Painting, photography, sculpture and more by 2019 camp participants are featured in this exhibition.

#### The Galleries are free and open to the public. Gallery hours are as follows:

9 AM – 5 PM Monday, Tuesday, Wednesday and Friday;

9 AM - 8 PM Thursday;

10 AM – 5 PM Saturday and 1 – 5 PM Sunday.



Published Bi-monthly



# Get the bigger picture.

Welcome to the new look of Spirit of Las Colinas!

The new design is just one element of an exciting, comprehensive rebranding initiative that Las Colinas Association has developed since the beginning of the year.

"Get the bigger picture" is a campaign designed to help reframe what many people think of Las Colinas. Beyond our historic reputation as a corporate hub with distinctive neighborhoods, we want people to recognize our amazing green spaces, variety of residential options, multi-faceted entertainment, dining, festivals, and more.

In the coming months, you may see our new campaign appear in social media, digital ads, magazines, and other platforms.



**PEROT** 

Since our founding in 1973, Las Colinas has embodied the vision of a masterplanned community of the highest quality. We have progressed in many ways over the years but not all of our audience has noticed. With this new campaign, we intend to celebrate our evolution and modernize how we present ourselves to the outside world.

On behalf of everyone here at the Las Colinas Association, I hope you enjoy the new Spirit of Las Colinas!

J. Hammond Perot -93-President & CEO, Las Colinas Association





#### La Villita

# Property of the Month

6546 Barcelona, Irving, Texas 75039

#### LCA DEPARTMENTS

#### **Common Property**

Scenic landscapes and vibrant flowers are hallmarks of Las Colinas. LCA's Common Property Department provides maintenance for more than 475 acres of parks, street medians, greenbelts, and common areas in Las Colinas. Common Property Department maintains our Las Colinas deed-restricted parks, city-owned medians, thousands of trees, and color beds which hold over 150,000 units of seasonal color.

One of the functions of the Common Property Department is Litter Control. Four Common Property team members strive to ensure that Las Colinas is clean and attractive. They patrol more than 100 miles of street rights-of-way and common areas five days per week and collect approximately 16 bags of trash per day throughout the development.

In addition to Litter Control, this department administers a development-wide mowing program of unimproved deedrestricted properties to ensure these properties are mowed a minimum of eight times each growing season. The result is a



LCA COMMON PROPERTY: SCOTT WILSON,
PHIL RISENHOOVER, JOSE PINEDA, MARTIN
LOPEZ (TOP ROW). DARLA MCDANIEL, MARCOS
SOTO OCHOA, ADOLPHO LEAL (BOTTOM ROW).

uniform appearance throughout the community.

Last year, Common Property's irrigation software was updated which allows for better management of water and quicker notification if water lines are damaged. View Common Property's hard work at the E.O. Perry Flower Clock, Island Greens, Founder's Park, University Hills Parks including Rochelle, Old Rochelle, Flag Pole Hill, Rosita, and Wingren Parks.

#### OTHER THINGS TO KNOW

Our Common Property Department is made up of a Director, a Common Property Supervisor, and Irrigation Coordinator, each with over 18 years of experience at LCA. Additionally, this department has four Common Property Maintenance Workers. For questions, send an email to myparks@lascolinas.org or call 972-541-2345. \_94-



#### **COMMUNITY EVENTS**





#### City of Irving's Canal Fest

City of Irving's Canal Fest celebrates cultures from around the world through music, dance, art, cuisine and fun activities for the entire family. At Canal Fest, you can "travel the world in a day" and taste authentic international cuisine, listen to performances from global musicians and browse authentic artisanal creations. The event will be held Saturday, June 8th in the Las Colinas Urban Center. Admission is free.



#### Pavilion at Toyota Music Factory

Pavilion at Toyota Music Factory will host "Weird Al" Yankovic on Friday, June 14th, at 7:00 pm. Through June and July, you can anticipate Young The Giant, Rob Thomas, Third Eye Blind + Jimmy Eat World, and more upcoming concerts! Check out the Pavilion at Toyota Music Factory schedule at www.livenation.com.



# City of Irving Independence Day Celebration

The City of Irving Independence Day Celebration kicks off with a parade and reception on July 4th from 9:00 am until noon in the Irving Heritage District. A dazzling firework show follows at 6:00 pm on Lake Carolyn. Get there early and bring your blankets and folding chairs. More information can be found at www.cityofirving. org/1289/Independence-Day-Celebration.

#### **EVENT DATES**

#### Canal Fest

Saturday, June 8th at the Las Colinas Urban Center

Independence Day Celebration (July 4th)
Parade/Reception from 9:00 am - 12:00 pm
Firework show at 6:00 pm on Lake Carolyn

"Weird Al" Yankovic at Pavilion at Toyota Music Factory Friday, June 14th, at 7:00 pm



#### **LCA NEWS**

#### Assessments

Annual assessments cover January 2019 through December 2019 and are due on July 1st, 2019. Assessments are based on the property value put forth by the Dallas Central Appraisal District assessed value of the previous year. The assessment rate is at \$0.14 (fourteen cents) per \$100.00 (one hundred dollars) of that appraised market value. It is important to know that the Las Colinas Association annual assessment is different from the invoice that you may receive from your homeowner's association, residential condo association, residential townhome association, commercial condo association.

Payments can be made online at www.lascolinas.org or, by mail, or in person at 3838 Teleport Blvd. If you have questions, please call us at 972-541-2345.

#### **Platinum Property Winners**

These apartments achieved platinum status by maintaining their properties at a high level thus representing the integrity of Las Colinas: Jefferson Eastshore Apartments

Amli on Riverside

#### **HOURS**

In observance of Independence Day, LCA offices will close at noon on Wednesday, July 3rd and open Friday, July 5th at 8:00 am.

#### SAFETY

Severe Weather can surprise
Texans at any time. Have a plan!
Know what to do before, during, and after severe weather.
www.ready.gov/Severe-Weather-Toolkit for more information.





On Tuesday, April 23, over 25 teams and attendees gathered at PINSTACK-Las Colinas to participate in LCA's Second Annual Charity Bowla-Thon benefitting Kidd's Kids. David Cole and Crystal Scanio co-hosted the festivities and cheered on bowlers.

Awards were given out for Most Team Strikes, Most Team Gutter Balls, Highest Individual Score, and Best Team Shirt. The team with the most strikes was i 360. Wrecking Balls took home the awards for most team gutter balls, and Will McGuire with i 360 had the highest individual score. All team shirts were evaluated by three private judges on color, design, and creativity. Team Kitty Purr Purr's patriotic red, white and blue, baseball-style t-shirt with a contrasting graphic stood out among the rest and they took home the Best Team Shirt awards.

Raffles were provided by Garrison Bro., Texican Court, Avocados from Mexico, We Yogis, Law, and Nosh & Bottle. All in all, the event raised over \$8,000 for Kidd's kids. Check out more photos of the Charity Bowl-A-Thon at www.LasColinas.org under "Community."



#### **LCA NEWS**

#### **Annual Meeting Election Results**



RACHEL KRAMER

Rachel Kramer was elected to the commercial position on LCA's Board of Directors. She is a vice president and partner with The Richdale Group, a premier real estate development and management company, which owns and manages luxury apartment communities in Las Colinas and throughout the DFW Metroplex. She oversees the firm's Dallas office and is responsible for acquisitions, new developments and construction projects. Ms. Kramer graduated cum laude from The Wharton School at the University of Pennsylvania with a concentration in real estate and management and went on to earn a Master's degree in Urban and Regional Planning from the University of Pennsylvania's School of Design.



Carl Klinke was elected to the residential position on LCA's Board of Directors and he is a retired Commercial Real Estate attorney with a long history in Las Colinas. Carl is a graduate of Northwestern University and earned his law degree from SMU School of Law in 1970. As in-house council and with private law firms, Carl is experienced in preparation and negotiation of commercial, industrial, multi-family, and ground leases, representing both landlords and tenants, among many other areas of expertise. From 1972 to 2005, Carl supervised and performed all legal work in connection with the Las Colinas Development. Carl has served on various Association Boards and Architectural Control Committees in Texas and Colorado. Carl currently serves on the Infrastructure Committee and the Legal Committee for Positano Condominium Association, a condominium association for a 170-unit condominium development here in Las Colinas, where he lives with his wife, Nancy.

#### SAFETY

LCA Security Services wants to remind everyone that summertime should be a time of fun! Kids are out of school and some of us are taking well-deserved vacations. While it can be hard to focus on safety with the sun out, there will be an increase of outdoor activity and kids at play.

If you are planning a vacation, please make sure your Contact / Call List is current with LCA Patrol and if you have a monitored alarm with LCA, call in anytime to test it at 972-541-1312. You may also want to complete a Vacation Watch Request with the Irving Police. You can learn more about this valuable program and register at their website: www.cityofirving.org/884/Vacation-Watch.



# DISCOVER

Live Music in Las Colinas











#### **EXPERIENCE**

# THE ART OF THE SANDWICH

The classic sandwich ranges from Elvis's peanut butter and banana special to the French dip and everything else in between. Internationally, there are croque-madames, tea sandwiches, subs, and Bánh mìs. In America, we chomp on po'boys, fried tenderloin sandwiches, Ruebens, brisket sandwiches, Philly cheesesteaks, sloppy joes, and breakfast sandwiches.

The textbook definition of a sandwich is essentially two or more slices of bread with filling. The filling includes meats which can range from fried, sliced, marinated, shredded, and even cubed. Another filling could be shredded, sliced, or melted cheese. Sourdough, wheat, rye, sweet rolls, bagels, croissants, focaccia, ciabatta, soda bread, biscuits, wraps, shawarma, and pita all protect the hands from the fillings.

Sandwiches can be served hot or cold, with two pieces of bread, or open-faced. It's easy to see the many potential combinations that one could come up with. Sandwich making is truly an art, and Las Colinas has many wonderful eateries where you can experience the art of the sandwich.

Want to know more, check out our blog at lascolinas.org/community



WALK ON'S BISTREAUX & BAR Grown-Up Grilled Cheese

This baby has three different types of cheese: American, Swiss, and parmesan. It's got bacon and the perfect amount of roasted tomatoes between crunchy Texas toast-sized sliced sourdough. This 'which has a dipper—marinara sauce—and offers a great portion size.



CHAMPPS Buffalo Chicken Sandwich

You can get the chicken grilled or fried but we suggest fried! This delight begins with hand breaded and fried chicken breast tossed in a mild buffalo sauce and topped with bleu cheese crumbles. Add crisp iceberg lettuce and tomato in between a dense sweet bun, and you are set. This is a shareable sandwich! Bring a friend.



SPIRIT GRILLE Ruben Sandwich

Feast on this iconic American-midwestern creation of corned beef, sauerkraut, melted cheese, and dressing. This most requested sandwich at Spirit Grille has perfectly proportioned ingredients layered between 1 1/2 inch thick, toasted marbled rye bread. You won't want to share this. Leave your friends at home!



3838 Teleport Blvd. Irving, Texas 75039-4303







RESTAURANT GUIDE Download at LasColinas.org



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STORY SUGGESTIONS Email us at acline@LasColinas.org



CONTACT US LasColinas.org liaisons@LasColinas.org 972-541-2345

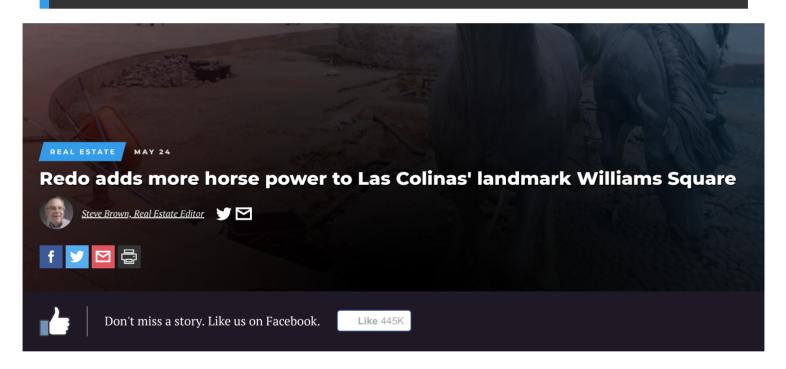


#### **■ ALL SECTIONS**

SUBSCRIBE

#### Voter guide

Compare candidates in key contested races in the June local runoff elections.



Just look at the photos on Google or Instagram: The most recognized landmark in Irving is the Towers at Williams Square.

That's the Las Colinas high-rise complex with the sculpture of wild mustangs out front.

Any time of the day or night, you can find visitors taking Facebook photos or selfies on the stone plaza that surrounds the horses.

Soon they'll be romping through a park, not a field of granite.

"When the Green Bay Packers were staying at the hotel over there, they asked if they could put cheesehead hats on all the horses — we said no," said Bill Brokaw, senior vice president with Dallas-based Hillwood, which is a partner in the project and leases and manages the four-building office development.

Built as the centerpiece for Las Colinas, the 1.4 million-square-foot high-rise complex sold for \$330 million in 2015 to Apollo Global Real Estate of New York and Vanderbilt Partners of Chicago. Since then, the owners have been working to upgrade the 34-year-old Irving project and keep it competitive for business tenants.

While one phase of the mega building makeover is wrapping up, a more visible renovation of the Irving project is still ahead, including a redo of the central plaza.

"The process has been to reinforce the allure of such a trophy property and cater to the changing work environment," Brokaw said.

"We are redefining this building as the iconic piece of Las Colinas."

That's what Las Colinas founder Ben Carpenter was aiming for when he built Williams Square in the 1980s. He even named it after his brother-in-law.

Back then, most suburban North Texas office buildings were on the puny side.



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By <u>Toyota</u>



A proposed makeover of the Williams Square plaza would add more trees, grass, plantings and lounge areas for visitors. (Hillwood)

Carpenter wanted a downtown-worthy skyscraper at the heart of the family's ranch, and he turned it into one of the country's most successful mixed-use developments.

At 26 stories, the central tower at Williams Square was the tallest building outside downtown Dallas when it opened.

Carpenter added two flanking 14-story buildings and a five-story bank to create an instant town center.

Putting a 2-acre plaza and larger-than-life mustang sculpture at the heart of Williams Square sealed the deal to create a one-of-a-kind local attraction.

The office buildings have maintained their stature through the years and are currently about 98 percent occupied.

Two major tenants, Flowserve Corp. and WeWork, just took large blocks of offices in the buildings.

But with another major business moving out of the buildings later this year — Pioneer Natural Resources — Hillwood officials are overseeing even more upgrades.

Photo Gallery

1/2







"We've just finished a huge new tenant lounge," Brokaw said. "It's a 5,000-square-foot space that people now want to see in every building they look at.

"We've reconfigured and redone our fitness center to more than 8,000 square feet," he said. "We've got all the amenities anybody needs in the complex."

#### More of a park

Bigger changes are coming at the front door.

The city of Irving is working with Williams Square's owners on a complete revamp of the mustang plaza that will make it more like a park than a hot granite landing field. The redo will add trees, plantings and lounging spaces around the beloved mustang fountain.

"The city recognizes the potential here," said Hillwood executive vice president Ken Reese. "It will increase the retail opportunities around the plaza and mesh well with the new Water Street development across the street.

"The evolution of that plaza and the activation of our ground floor will be the biggest changes."

Gables Residential's 14-acre Water Street project across O'Connor Boulevard from the plaza added 60,000 square feet of retail space and restaurants and 140 lakeside apartments to the neighborhood.

Water Street has quickly become one of Las Colinas' most popular destinations.

"This is called the Urban Center, and now it really is," Brokaw said.

#### **Focus groups**

Beth Bowman, president of the Irving-Las Colinas Chamber of Commerce, said focus groups were asked for input to improve Williams Square.

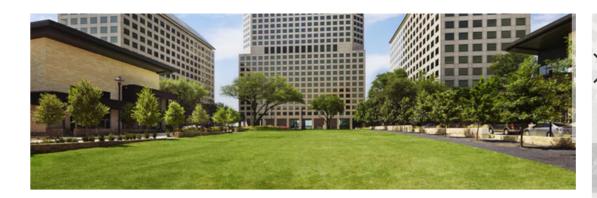
"Transforming the paved plaza around the mustang sculpture and fountain into a refreshing gardenlike setting was a popular suggestion," Bowman said. "The enhancement of this plaza area will also complement the connectivity and vitality of the Water Street development on Lake Carolyn.

"This progress makes solid business sense," she said. "It captivates the types of companies that want the complete environment to attract and retain skilled employees, and that's good for Irving-Las Colinas, our residents and workforce."

Photo Gallery

1/2





(Craig Washburn)





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#### IRVING CONVENTION AND VISITORS BUREAU BOARD OF DIRECTORS MONDAY, JUNE 24, 2019

# ACKNOWLEDGEMENTS AND MISCELLANEOUS ARTICLES

**Subject:** [External] Commentary: North Texas must stop building disposable suburbs

**Date:** Monday, May 06, 2019 7:57:00 AM

**Attachments:** image001.png image002.png

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#### North Texas must stop building

#### disposable suburbs

Filed under <u>Commentary</u> at Yesterday **Written by** 





I grew up on a street to nowhere, lined with starter homes for young families like ours. It was 1980s Arlington, and this was our American dream.

Twenty years later, the dream had faded. Empty strip malls floated in oceans of asphalt. Weeds grew like they were reclaiming suburbia to nature. Our neighborhood was bought, used and thrown away in a single generation. A disposable suburb.

Still, the North Texas growth machine rumbles on, churning out exurban subdivisions that now lie closer to the Red River than to downtown Dallas. Meanwhile, the suburbs in between have exploded in size. Plano's population doubled and then doubled again since 1980; now nearly every square inch of its 72 square miles is built out.

Suburbs either grow up or die — except they don't die, not really. Many stagger on, zombielike, as bills pile up for their aging roads and malls. Neighborhoods with names like Hearthstone Manor are filled with homes that were never built to last.

How can today's thriving North Texas suburbs — the Friscos, Prospers, and Flower Mounds — avoid the trash heap of urban history? Their older suburban neighbors enjoyed similar growth once, and though they remain intact, in many cases their residents are saddled with the surprising costs of unmitigated sprawl.

The answer is to price in the cost of suburbia. Suburban neighborhoods become disposable not simply because they have been designed poorly. They also have been

priced poorly. When the bill comes due for cheap homes and sprawling infrastructure, the ROI just isn't there for the renewal and repair needed for a truly sustainable city. So people move on and places deteriorate, leaving the bill for future generations.

Suburbs look good when they are new, and they remain affordable as long as they grow. The mayor smiles, a ribbon is cut, and property tax revenue appears. Cul-desacs and parking lots pop up alongside structures that are cheap to build, affordable to own, and relatively popular — at first. These disposable suburbs can be built so quickly and cheaply that communities lose sight of financial sustainability and physical longevity.



#### Michael Hogue/DMN Staff

Those quickly built neighborhoods of vinyl homes on the edge of town, that gas station and strip mall down the way, aren't worth much and they don't make much, either for their owners or the town. But installing the roads, pipes, and wires required to build the subdivision isn't cheap, so the town scrounges up what money it can and goes in search of state and federal money. These dollars are multiplied into debt that's poured into infrastructure that will hopefully be paid for by yet more new residents.

As long as growth begets growth, and fixed costs are spread over more assets, these suburbs survive. But when sprawl runs out of fuel, or the housing assembly line stops (such as in a financial crisis), virtuous cycles of growth can quickly devolve into vicious cycles of decline.

What some suburbs are left with, as groups like Strong Towns have pointed out for years, is an "infrastructure hangover" of roads and strip malls that rack up enormous bills as they age. In reply, local leaders often defer maintenance, trim public services, or hike taxes. But many residents and retailers may simply move on to the next new neighborhood, taking their taxes and leaving structures like vinyl villages and big-box stores that prove to be incredibly hard to adapt or reuse for shifting demand.

Disposable suburbia is what happens when residents and business owners use up a neighborhood's best years and then leave, whether to another neighborhood or a completely different town, when the upkeep bill lands on the civic credit card. The homes, shops, and infrastructure that are left behind don't go away, but now residents both new and old are left to stare at blight or fix potholes along a sprawling maze of roads. And more importantly, they are the ones that must pay.

People in every suburban neighborhood, especially ones that have grown into cities, believe they have escaped disposability. But the towns and cities to which they belong, just like the markets they are tied to, go through periods of boom and bust. Arlington was once a boomtown; now it's places like Frisco that grow. When the shine wears off and growth slows, what will be left behind?

This is why America's suburbs must be accountants first, and planners second. They should know the long-term costs (and benefits) of building and maintaining their public and private investments in things like roads and housing. Conservatively and obsessively calculating expenses vs. revenue and assets against long-term liabilities will help localities understand what they are investing in relative to what the market is providing.

A suburb's leaders may still decide to build big, fast, and far, but they will know the choices they are making and the costs they will entail. Public leaders should be honest with their constituents about the return on public investment from different kinds of development. Neighbors can then make informed choices about the future they want for their hometown.

Fully accounting for the cost of disposable suburbia will likely encourage localities to build differently. Less low-density sprawl, for one thing; after all, the amount of public investment needed is high while the private value created is low. More traditional main streets, on the other hand, tend to be the opposite. Downtown Midlothian, southwest of Dallas, takes up 95% less acreage than its neighboring Walmart while generating more than four times the value per acre. Such small-scale developments are also far easier to adapt and reuse than a big box store or single home.

Encouraging local leaders to pay for amenities like roads from local tax bases should keep them honest, too, rather than looking to Uncle Sam to paper over shortfalls. We are more likely to see suburbs invest conservatively, building public infrastructure incrementally from revenue overflowing out of larger, more diversified pools of private wealth. This in turn offers incentives to public leaders to pursue more local economic growth and job creation rather than depending on far-away downtowns, and private owners who will see a thriving local economy as reason to reinvest as neighborhoods age.

Suburban sprawl has afforded recent generations the American dream. But developing in this way often buries long-term costs that are not fully accounted for, at least at first. So many people move on while the suburb ages in place, just as my family did more than a decade ago.

Disposable suburbia is not an inevitable price we pay, and it's time to do the math.

<u>Michael Hendrix</u> is the director of state and local policy at the Manhattan Institute. He wrote this column for The Dallas Morning News.

Subject: [External] Did the Texas Legislature accidentally imperil billions of dollars in business taxes?

Date: Wednesday, May 22, 2019 5:54:20 PM

image002.pn

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Did the Texas Legislature accidentally imperil billions of dollars in business taxes?

In their effort to make a future state income tax all but impossible, Texas lawmakers used terminology that experts believe could inadvertently gut the state's franchise tax.

by Edgar Walters May 21, 20193 PM



"The legislative intent of HJR 38 is that an individual is just like what it sounds: a single human being," says state Sen. Pat Fallon, R-Prosper. Juan Figueroa/The Texas Tribune

Was it a symbolic measure meant to make the already remote possibility of a Texas income tax even less likely? Or a stealthy ploy aimed at imperiling a business tax that raises billions of dollars for public schools each year?

Depends on where you sit — and your definition of the word "individual."

Republicans in the Texas Senate say a measure they passed late Monday night — and that the Texas House has already passed — would simply put a constitutional amendment before voters in November asking them to increase the number of votes future state lawmakers would need to try to levy an unpopular state income tax. It's all but guaranteed to be adopted.

But Democrats sounded the alarm on the amendment, arguing its use of the term "individual" — instead of "natural persons," which is used throughout the <u>Texas Constitution's section on taxation</u> — could open the door to legal challenges to a tax Texas levies on businesses.

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The Legislative Budget Board, a nonpartisan state agency that tracks how state funds are collected and spent, seems to agree; it found that the measure "could result in a significant loss of state franchise tax revenue, depending on potential future legal decisions."

The risk, analysts say, is that a savvy business attorney could argue in court that the word "individual" in the income tax amendment could extend to corporations or business partnerships — putting the franchise tax in jeopardy.

The franchise tax, while unpopular with Texas businesses and Republicans, makes up an important source of public school funding. The Texas comptroller <u>estimates</u> it will bring in roughly \$8 billion in revenue in the 2020-21 budget cycle.

State Sen. Pat Fallon, a Republican from Prosper who sponsored House Joint Resolution 38 in the Senate, said his proposal had everything to do with banning a future state income tax — and nothing to do with the current franchise tax on businesses.

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"Let me be very clear here for the members of the body," he said during Monday afternoon's deliberations. "The legislative intent of HJR 38 is that an individual is just like what it sounds: a single human being."

Several Senate Democrats were unconvinced. State Sen. Royce West, D-Dallas, offered an amendment that would have substituted the phrase "natural person" for "individual" to bring the language in line with other parts of the Texas Constitution. He stressed the need for consistency by pointing to a section of state law that includes corporations, organizations, business trusts and partnerships under the definition of "person."

"Natural person' would bring clarity to this, and the fact of the matter is, you could get more support for this particular legislation as opposed to leaving this confusion and

inviting litigation concerning the definition," West said.

Fallon opposed West's change, saying the two terms were synonymous. Even a single amendment would've required another round of approval from two-thirds of the Texas House — no sure bet at this late date in the Texas legislative session.

That prompted more objections from Democrats

"What we're going to be left with is a statute that refers to 'natural persons' in five places and 'individuals' in lieu of 'natural persons' once," said state Sen. Nathan Johnson, D-Dallas. "Does that concern you that we may be muddling legislative intent?"

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Since 1993, the Texas Constitution has required voter approval for the state to impose an income tax. But lawmakers could pass a resolution asking for such an election with only a simple majority in the House and Senate. Fallon's measure would require two-thirds approval from both chambers of the Legislature before it could be put to voters.

Johnson said he opposes a state income tax but is in no rush to push through a measure with ambiguous language. "Nobody in Texas is proposing an income tax — no one in this body, no one in the public," Johnson said. "There's no looming income tax around the corner."

Fallon said his measure simply repurposes language from a proposal that failed in the 2015 legislative session and that there's no "nefarious intent whatsoever on anybody's part."

Earlier this month, amid complaints from a few Democrats, the Texas House narrowly passed its version of the anti-income tax resolution. Whoops and cheers echoed around the chamber.

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When the Senate first began debate on the same issue Monday afternoon, it was unclear if it had the votes to pass. After more than an hour of debate, punctuated by long pauses, Fallon agreed to postpone the measure until later that evening.

While the Senate took a break, Republicans amped up the pressure on Democrats to support Fallon's resolution. Michael Quinn Sullivan, who runs the right-wing political advocacy group Empower Texans, urged his Twitter followers to call the office of state Sen. Beverly Powell, D-Burleson. Powell represents one of the Senate's few swing districts.

"Will Tarrant County's senator be the cause of HJR38 failing?" Sullivan wrote.

When the Senate returned to business after 10 p.m., it voted against West's amendment along party lines. An hour later, when it came time for the final vote on Fallon's measure, Powell and two other Democrats — Eddie Lucio Jr. of Brownsville and Juan "Chuy" Hinojosa of McAllen — joined with Republicans to push it over the edge.

Unlike most legislation, the measure does not require the approval of Gov. Greg Abbott. It next moves to the secretary of state's office to be put on a statewide ballot, giving voters the final say in an election to approve or reject the constitutional amendment.

A spokesman for the governor did not respond to a question Tuesday about whether Abbott views the constitutional amendment's language as a threat to the franchise tax. Abbott, a former Texas Supreme Court justice and attorney general, has said he favors both banning a state income tax via a constitutional amendment and cutting the franchise tax "until it's in a coffin."

Eva DeLuna Castro, a state budget expert for the left-leaning Center for Public Policy Priorities, said the measure could achieve both goals at once — intentionally or otherwise.

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"Whether it's a 'stealth move' or not, the end result is the same: Billions in state revenue could be lost," she wrote on Twitter. "Why risk it when [the Legislature] is trying to find billions in state revenue to put into school finance reform?"

Disclosure: The Center for Public Policy Priorities has been a financial supporter of The Texas Tribune. A complete list of Tribune donors and sponsors is available here.

Lewis F McLain Jr

External] Ray Perryman: Economic | Thursday, May 30, 2019 7:02:38 AM ecast for Texas" Small and Mid-Sized Metropolitan Areas

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Perryman: Economic Forecast for Texas' Small and Mid-Sized Metropolitan Areas

By M. Ray Perryman May 30, 2019



Communities across Texas are contributing to economic growth. Although the state's largest metropolitan statistical areas (MSAs) are where the lion's share of economic activity occurs, most of the smaller population centers are also performing well.

For example, the Midland, Amarillo, Lubbock, and Odessa MSAs have been ranking among the lowest unemployment rates in the state. My latest forecast calls for notable growth in each of these important regional centers of business activity.

For comparison, we are projecting overall Texas employment growth at a 2.02 percent annual rate through 2023. The seven largest metropolitan areas (Austin-Round Rock, Dallas-Plano-Irving, Fort Worth-Arlington, El Paso, Houston-The Woodlands-Sugar Land, McAllen-Edinburg-Mission, and San Antonio-New Braunfels) are expected to gain almost 1.1 million net new jobs through the next five years. That's about 79 percent of the total. Five of the seven are likely to exceed the statewide pace, though Fort Worth-Arlington and El Paso lag the state rate slightly.

Even so, small and mid-sized metropolitan areas are important centers for the energy sector, higher education, health care, agriculture, and a variety of other industries. The state's 19 other MSAs are likely to account for almost 15 percent of total job gains in Texas through 2023, with the remaining six percent or so added in rural areas.

The Midland and Odessa MSAs are projected to experience particularly strong employment growth rates during the next five years, primarily as a result of the globally significant increases in oil and gas production and the corresponding effects on many channels of business activity. The Tyler (2.08 percent) and Brownsville-Harlingen (2.07 percent) MSAs are also expected to see job growth which outpaces the state.

Other MSAs are likely to see economic expansion through the forecast horizon ranging from 1.70 percent to 1.96 percent per annum. Near the upper end of the range are Laredo (1.96 percent), Sherman-Denison (1.92 percent), and Lubbock (1.90 percent). More moderate employment gains are projected in Corpus Christi (1.88 percent), College Station-Bryan (1.86 percent), Abilene (1.84 percent), Texarkana (1.82 percent), Waco (1.82 percent), Amarillo (1.80 percent), Longview (1.80 percent), and Victoria (1.80 percent). Expected rates of employment growth in San Angelo (1.76 percent), Wichita Falls (1.74 percent), Killeen-Temple (1.71 percent), and Beaumont-Port Arthur (1.70 percent) metropolitan areas are slightly lower.

Even in the smallest of the MSAs, thousands of jobs are likely to be added over the next few years. In some areas, such as the Permian Basin, employment growth is occurring at rates that are among the most rapid in the country. Over time, Texas will continue to see economic activity concentrated in the largest cities. However, there are also opportunities for those who live (or wish to live) in places with a slower pace, less traffic, and a wealth of other amenities available in our diverse state.



M. Rav Perryman

is president and chief executive officer of The Perryman Group (<a href="www.perrymangroup.com">www.perrymangroup.com</a>). He also serves as Institute Distinguished Professor of Economic Theory and Method at the International Institute for Advanced Studies.

Subject: [External] Ray Perryman: The Economic Forecast for Texas" Largest Metropolitan Areas

**Date:** Sunday, May 26, 2019 9:22:05 AM

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PERRYMAN: The Economic

#### Forecast for Texas' Largest Metropolitan Areas



Ray Perryman is the head of The Perryman Group and serves as a distinguished professor at the International Institute for Advanced Studies.

Posted: Sunday, May 26, 2019 5:15 am

By M. Ray Perryman

Texas' most populous metropolitan statistical areas (MSAs) typically drive overall economic growth, with a large and growing majority of business activity and job gains. Over the next five years, The Perryman Group's forecast indicates that the Dallas and Austin areas will lead the way in output and employment growth, followed closely by the San Antonio and Houston areas. As context, the Texas economy is expected to see output (real gross product or RGP) growth at a 3.82% annual pace, while employment expands at a 2.02% annual rate.

The Austin-Round Rock MSA is projected to see gains in output at a 3.89% yearly rate through 2023, for an overall increase of nearly \$30.7 billion. Almost 120,000 net new jobs are likely to be added (2.12% per annum growth), bringing wage and salary employment to nearly 1.2 million aggregate positions.

The Perryman Group's latest forecast for the Dallas-Plano-Irving Metropolitan Division (MD) indicates healthy expansion through 2023 and beyond. Output is projected to grow at a 3.96% pace, increasing more than \$84.3 billion, while wage and salary employment is likely to grow by more than 318,500 net new positions (a 2.25% yearly pace).

The Fort Worth-Arlington MD is expected to see output growth at a 3.68% annual rate through 2023, a \$26.9 billion increase. During the same period, wage and salary employment is likely to expand by more than 112,100 jobs, a 1.97% per annum gain.

The economy of the El Paso MSA continues to expand, and over the next five years, output is projected to grow at a 3.26% rate (for an increase of \$5.0 billion). Wage and salary employment is likely to rise by more than 33,900 jobs, a 1.84% per annum gain.

The Houston-The Woodlands-Sugar Land MSA is forecast to experience output expansion of 3.84% per annum, for a gain of approximately \$106.4 billion. Wage and salary employment is likely to increase by 341,400 jobs during the period (a 2.05% yearly pace).

McAllen-Edinburg-Mission is projected to experience yearly employment growth of 2.19% and an increase of nearly 31,800 jobs by 2023. Output is expected to rise by more than \$3.8 billion over the five-year period, equating to a 3.58% pace.

In the San Antonio-New Braunfels MSA, growth in output at a 3.87% annual rate is projected, for a gain of approximately \$28.0 billion. More than 120,700 net new jobs are expected to be created (a 2.07% annual rate).

While other areas (particularly the Permian Basin) are expanding very rapidly, much of the economic prosperity across Texas originates in its largest MSAs, with benefits rippling through communities across the state. Our latest forecasts indicate healthy growth in these important centers of overall performance.

**Subject:** [External] Tax breaks "R" us: Texas ponies up the big bucks for corporate incentives, again

**Date:** Sunday, June 02, 2019 7:16:50 AM

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Tax breaks 'R' us: Texas ponies

#### up the big bucks for corporate incentives, again

Filed under Commentary at 1 hr ago

### Written by



Mitchell Schnurman, Business columnist



In good times, you keep the momentum going.

That's the philosophy behind Texas' approach to luring new business, and in practical terms, that means ponying up the big bucks for corporate incentives.

In the legislative session that just ended, lawmakers in Austin approved half a billion dollars for economic development over the next two years. They also reauthorized — and improved — a program known as Chapter 312, which allows local governments to offer their own tax breaks to attract employers and investment.

These are timely developments, in part because two major prospects are kicking the tires in Dallas right now. <u>Ride-hailing giant Uber</u> and retailer <u>Lowe's Cos. are mulling expansions</u> that would bring thousands of high-paying jobs here.

It's a near-lock that local and state incentives would be part of those deals, and all sides can rest assured: The cookie jar is full again in Texas.

At a time when <u>New York</u>, <u>Florida</u> and <u>Washington</u>, <u>D.C.</u>, are pulling back on so-called corporate welfare, Texas lawmakers are staying the course.

They replenished the largest, most high-profile programs, approving \$150 million for the Texas Enterprise Fund, \$50 million to entice filmmakers to Texas and \$40 million to recruit star researchers to state universities. The Lege also approved \$110 million, courtesy of hotel occupancy taxes, to promote tourism and attract more domestic and

global visitors.

Gov. Greg Abbott had requested full funding for each program in his <u>budget proposal</u> for 2020-21, and he got everything he asked for.

"We cannot be complacent," the governor's budget said about supporting economic development and tourism.

Two years ago, Abbott <u>faced some pushback on incentives</u>. A House budget proposal would have stripped funding for the enterprise fund, and he had to work hard to get more money approved. This time around, there was almost no public resistance.

"People see the value in these programs," said John Wittman, a spokesman for Abbott's office. "The return on investment is phenomenal."

Abbott's budget plan reeled off some highlights: From January 2015 to January 2019, the fund helped attract 39 company projects that include hiring 26,000 workers and investing \$16.6 billion. In exchange, the state agreed to hand out \$122 million in cash awards.

Beyond the ROI, lawmakers have another reason to get on board the incentives train, said <u>Jeff Moseley</u>, CEO of the Texas Association of Business.

"With the population that Texas is adding, there's a fundamental awareness that we have to grow the tax base — and that means fighting for these jobs," Moseley said.

To replenish the enterprise fund to \$150 million, Texas is rolling over \$76 million in unspent balances and kicking in \$74 million from general revenue. It's the eighth consecutive session that the Lege has re-upped the program since it launched 16 years ago with \$285 million from the state's rainy day fund.

The advantage of maintaining a healthy balance?

"We may not spend all the money, but if someone does come knocking, we're ready," said <a href="Chris Wallace">Chris Wallace</a>, CEO of the North Texas Commission.

Spending is not as aggressive as in the early days, he said, in part because oversight is much tougher now. But through good times and bad — including oil busts and the Great Recession — lawmakers haven't wavered on their commitment.

Remaining steadfast is almost as important as the money.

"Most of these projects take years to plan and implement, especially in manufacturing," said <a href="Priscilla Camacho">Priscilla Camacho</a>, who leads public policy and advocacy at the Dallas Regional Chamber. "From that perspective, it's great to have a stable, reliable resource to close deals. And it needs to be large enough to handle really big projects."

Apple's expansion just north of Austin is slated to get \$25 million from the fund. Toyota's North American headquarters in Plano got \$40 million.

If Amazon had brought HQ2 to Texas — both Dallas and Austin were finalists in that competition — state incentives would have totaled hundreds of millions of dollars. That bounty would have been paid off over many years as the employee count grew.

<u>Nathan Jensen</u>, a government professor at the University of Texas at Austin, has criticized the state's incentive programs. His primary objection, shared by many economists, is that most companies would come here anyway, regardless of the tax breaks.

Public money also tends to go to the largest, richest, most connected players — and that's ripe territory for political manipulation.

"It's great PR for politicians to say they did something to bring all these jobs here," said Jensen, who co-wrote a book last year titled *Incentives to Pander*.

The book's subtitle: "How politicians use corporate welfare for political gain."

Jensen applauded some changes in the recent session. The Chapter 312 update now requires local governments to hold hearings on their incentive deals and to extend the time for public input to 30 days.

Unfortunately, the enterprise fund didn't get a similar upgrade. Only three state officials — the governor, lieutenant governor and House speaker — decide whether a project qualifies.

How does that affect campaign contributions, Jensen asked. And what about renegotiating deals when companies don't hit their numbers, a practice that occurred in the past?

Such criticism has always surrounded public incentives for private companies. And the Amazon deal has provoked backlash in many locales, said Greg LeRoy of <u>Good Jobs First</u>, a critic of many tax breaks.

But there's no wobbling in the Lone Star State.

"Texas has always been the Wild West of economic development," LeRoy said. "It's outlandishly optimistic and aggressive, and these deals are enormously rewarding politically. With the oil and gas boom, there's no pressure" to change.

That's how we roll.

**Subject:** [External] The Bond Buyer: Local government faces onslaught from Texas Legislature

**Date:** Monday, May 20, 2019 4:00:28 PM

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Local government faces onslaught from

#### **Texas Legislature**

#### The Bond Buyer

By Richard Williamson

Published May 20 2019, 1:30pm EDT

Defenders of Texas cities say the 2019 Texas Legislature may rank as the most serious threat to local control in the state's history.

"City officials are under unprecedented attack at the Capitol," the Texas Municipal League advised its members in a recent legislative update. "You are being publicly painted as the enemy of your own residents. According to many legislators, your actions are an affront to liberty and property rights."



Texas' powerful lieutenant governor, Dan Patrick, is among the leaders in legislative efforts to strip powers from cities and local governments. Bloomberg News

Among the legislation Republican lawmakers have pushed is Senate Bill 29, which would eliminate the TML as a lobbying organization. The bill would have forbidden the use of taxpayer funds to advocate for or against legislation in Austin. Although the bill was returned to committee last week, it resurfaced Sunday night in an <u>amendment</u> to another bill.

In the current session, the TML has opposed 150 bills, including the one that would virtually outlaw the organization. With the 2019 session in its last week, lawmakers and lobbyists are watching like hawks as maneuvers take place behind the scenes.

Sunday was the deadline for a Senate bill to be placed on the House calendar, followed by a Tuesday deadline for Senate bill passage in the House.

The Texas Association of School Boards calls SB 29 a denial of First Amendment rights to school board trustees, who are often unpaid for their service, and who come to Austin for a lobby day to meet lawmakers. TASB contends it is a more efficient use of resources for school districts to pay TASB staff to wait for hours to testify for two or three minutes on legislation rather than having district personnel and trustees travel to Austin, find lodging, pay for meals, etc.

Under the amendment introduced Sunday night, only cities and counties would be prohibited from lobbying.

The Republican-controlled Legislature has sought to limit local regulations and ordinances for years, particularly those affecting the oil and gas industry, such as local petition-driven initiatives to regulate fracking in residential areas.

In 2015, Gov. Greg Abbott signed House Bill 40, known as the "Denton Fracking Bill" that "expressly pre-empts regulation of oil and gas operations by municipalities and other political subdivisions." The bill was introduced after the city of Denton passed regulations banning fracking in the city limits.

Democrat Sylvester Turner, then a state representative from Houston and now the city's mayor, called HB 40 "a gold mine for lawyers."

As mayor, Turner has faced frequent attacks from state Sen. Charles Bettencourt, R-Houston, who advocates lower property taxes as the state's largest city struggles with property tax challenges from businesses in the city.

Commercial property values in Houston have increased nearly 40% over a five-year period ending in 2017, according to the Houston Building Owners and Managers Association. Property values increased from \$24.4 billion in 2013 to \$33.8 billion in 2017.

While homeowners can apply for a homestead exemption that provides a 10% year-over-year cap on property values increases, commercial property carries no valuation cap or requirement to disclose the sales price.

Commercial property owners can protest property values through the appraisal districts. If that fails, the owner can sue the appraisal district.

The average number of claims went from 2,600 filed annually from 2010 to 2012 to more than 4,100 claims a year from 2014 to 2016, according to the Houston Chronicle. Between 2012 and 2016, the cost of litigation for the Harris County Appraisal District increased by 66%, from \$9.4 million to \$15.6million, per the Chronicle. In 2016, Harris County, Houston and Houston Independent School District lost about \$60 million in property tax collections due to successful lawsuits.

This year, Bettencourt authored Senate Bill 2, which originally aimed to limit property tax revenue growth to 2.5% per year, a sharp drop from the current 8%. In the legislative process, the cap was raised to 3.5% as House and Senate negotiators work out differences in the two versions of the bill.

Under current law, taxpayers have to petition for an election to roll back any tax revenue growth of more than 8%. The rising revenue comes from higher property values while the tax rate remains unchanged. Under the new legislation, the local government would be required to call an election if it wanted to keep revenues in excess of 3.5% growth.

Bettencourt is backed by Gov. Greg Abbott, Lt. Gov. Dan Patrick and House Speaker Dennis Bonen in the fight. But Bettencourt parted company with "The Big Three" over House Joint Resolution 3, a measure that would have raised the state's sales tax by 1% to allow reductions in property taxes supporting school districts.

Fearing that the voters would see the move as a tax increase rather than a tax swap, Bettencourt abandoned the effort and the sales tax increase is dead in this session.

Although Republican leaders frame their anti-local ordinance rhetoric as support for taxpayers, Lt. Gov. Dan Patrick, in a 2017 television interview, explained the political calculations behind the strategy.

"Where do we have all our problems in America?" Patrick asked "In our cities — that are mostly controlled by Democrat mayors and Democrat city councilmen and women. That's where you see liberal policies. That's where you see high taxes. That's where you see street crime."

While Republicans control the Legislature and every statewide office, Democrats have increasingly controlled the major cities.

Republican lawmakers have thwarted local ordinances over plastic shopping bags, protection of trees and so-called "Sanctuary Cities" for unregistered immigrant residents.sident Donald Trump, with whom Patrick and Abbott are closely aligned, said he plans to send undocumented immigrants to sanctuary cities as punishment for opposing his hard-line immigration policies.

Other measures that would hem in local governments include SB 1152, which would sharply cut the fees cities receive for use of city property by companies that provide both video and phone service.

House Bill 347 would eliminate unilateral annexation for cities in counties under 500,000 population. That would be similar to what legislation Senate Bill 6 did in the 2017 session to cities in counties with 500,000 or more population.

# City ready to settle porn expo lawsuit for \$650K

Council to vote next week on deal with Exxxotica parent over banning event

By ROBERT WILONSKY Staff Writer rwilonsky@dallasnews.com

Three years — and hundreds of thousands of dollars in legal bills — later, Dallas officials are ready to settle the lawsuit filed by the owners of the porn expo they banned from the convention center.

The City Council will vote Wednesday to cut Exxxotica's parent company, Three Expo Events, and its attorney a \$650,000 check to make their federal case disappear. The council agenda shows the money will come from the city's risk-management funds.

The settlement comes eight months after an appeals court revived the lawsuit that a federal judge tossed in spring 2017.

At the moment, the settlement is on the consent agenda, meaning council members are scheduled to vote on it without discussion. That could change, but the agenda says city attorneys have already briefed council members in executive session seven times since 2016. The most recent briefing was May 15.

Court filings show this outcome has been in the works for at least several weeks. A joint status report filed April 22 said "the parties are actively engaged in settlement negotiations which they hope to conclude in the next few weeks."

Council members also received two memos in April, each marked "Confidential ... Do Not Disclose," according to the city secretary's office.

Three Expo's owner, Jay Handy, deferred comment to his Dallas attorney, Roger Albright, who in turn said he won't comment until after the council's vote Wednesday morning. City attorneys also declined comment.

Nothing on the council agenda or in court filings says anything about whether Exxxotica can return to the the city's convention center as a result of the settlement.

Exxxotica had but one spin through Dallas. In August 2015, the event filled a convention center hall with adult-film performers who sold and signed products and companies that peddled everything from bondage gear to candy shaped like private parts. The event included seminars, too, featuring adult film stars such as Stormy Daniels.

Undercover cops and city prosecutors wandered among the exhibits then. But when the event wrapped, city officials, including then-Police Chief David Brown, said officers saw no discernible problems — no increase in reports of sex trafficking, no spike in prostitution, no violations of the state's obscenity laws.

But when Three Expo's Handy began to work with convention center officials on a contract renewal, the mayor's office got involved. Nonprofits that worked with victims of trafficking wanted Exxxotica banned, insisting it was exploitative. And on the day of the council vote — Feb. 10, 2016 — downtown land owner Ray Hunt and former U.S. Sen. Kay Bailey Hutchison, for whom the convention center was renamed, sat in chambers, hoping to persuade the council to vote for a ban.

Before the council's vote to ban Exxxotica, then-City Attorney Warren Ernst warned the council that the porn convention didn't violate the city's ordinances regulating sex-related businesses. Ernst also told the council that a ban based solely on Exxxotica's content would likely violate its constitutional rights. Council members Scott Griggs and Philip Kingston were among the seven council members who concurred.

"When you have a publicly owned convention center, it's the well-established law of the United States that you have to accept events like Exxxotica," Kingston said at the time. "You also have to accept events that would be far worse than Exxxotica, like hate groups, groups that have vile and negative speech."

But Mayor Mike Rawlings and seven council members ultimately voted that Exxxotica could not return. Rawlings said then that he was Dallas' "chief brand manager," saying he didn't "believe this event is good for our city's brand" and didn't belong in a city-run venue.

Rawlings said he knew his vote would likely result in a lawsuit, and he was fine with that.

And just as the mayor expected, Exxxotica sued two weeks later, claiming that the council violated its First Amendment rights.

For a moment, the city appeared to have won a resounding victory. In May 2017, U.S. District Judge Sidney Fitzwater dismissed Exxxotica's lawsuit. His decision was based on a technicality involving the name of the company that filed suit and did not address the lawsuit's primary complaint that the convention center is a "public forum ... open to everyone," as attorney Albright said.

But on Oct. 24, 2018, the U.S. Fifth Circuit Court of Appeals overturned Fitzwater's decision and sent it back to the court. Handy said at the time that he was "extremely excited for this victory." Albright said the decision "absolutely supports our legal position and the constitutional rights of Three Expo to have access to a public forum such as the Dallas convention center."

The lawyer said, too, that Exxxotica hoped for a settlement rather than a prolonged court battle.

Nevertheless, court records filed in April show Albright was pushing for a trial in July. City attorneys wanted to get it pushed to January to give in-house counsel time to get up to speed on the case.

That's because city attorneys didn't actually handle the Exxxotica case as it traveled from courtroom to courtroom. The city mostly relied on outside counsel, including Thomas Brandt, who helped defend the city's sexually oriented business ordinance in front of the U.S. Supreme Court in 1989.

City attorneys took the case back in recent weeks. It's not yet clear how much Dallas spent in total on their services. But in June 2017, the city attorney's office said they were paid \$675,000.

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