

AGENDA
Irving Convention and Visitors Bureau
Board of Directors Executive Committee
Friday, March 20, 2026 at 9:00 AM
Irving Convention Center, First Floor Conference Room
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda
2. Approving Executive Committee Minutes – February 20, 2026
3. Accepting ICVB Financial Reports – February 2026
4. Review of Hotel Occupancy Tax Collections
5. Accepting the ICC Financial Reports – February 2026
6. Review of Board Meeting Agenda – March 23, 2026
7. City Council Updates
8. Chairman/Executive Director & Staff Reports
 - a. Update on Strategic Planning Retreat Details
9. Next Committee Meeting – Friday, April 24, 2026

CERTIFICATION

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

_____ at _____ and remained so posted at least 3 business days before said meeting convened.

Deputy Clerk, City Secretary's Office

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

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

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

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

MINUTES
IRVING CONVENTION AND VISITORS BUREAU
EXECUTIVE COMMITTEE
IRVING CONVENTION CENTER
Friday, February 20, 2026

Those present: Sam Reed – Board Chair; Michael Basoco – Board Vice Chair; Anthony Buttafuoco, David Cole, Karen Cooperstein, Colvin Gibson, Julia Kang, Richard Stewart, Jr. – Committee Members; Bob Bourgeois – Board Member; Council Liaison – Councilman Al Zapanta; ICVB Staff: Maura Gast, Susan Rose, Marianne Lauda, Matt Tungett, and Carol Boyer. ICC Staff: Tom Meehan and Kayla Perez.

Board Chair Sam Reed called the meeting to order at 9:00 a.m. There were no citizen comments.

Reed asked for a motion to approve the December 12, 2025 Executive Committee meeting minutes. Committee Member Colvin Gibson requested a correction to the minutes on Page 2. On a motion from Gibson and a second from Board member Richard Stewart, Jr., the motion to approve the minutes with the correction unanimously was approved.

ACCEPTING THE ICVB FINANCIAL REPORTS

ICVB Accounting and Budget Director Marianne Lauda reviewed the ICVB Financial Reports for October, November, and December 2025, and provided a January 2026 update. The complete report is included in the packet and on the Board portal.

Check Register Review

Key payments and items discussed included:

- Texas Hotel & Lodging Association – annual partnership dues.
- Greater Irving–Las Colinas Chamber of Commerce – annual dues and sponsorship.
- Life Teen – Steubenville Conference BizDIP in the amount of \$11,355 supporting 2,275 room nights.
- SMG / Legends Global – BizDIP catering and capital projects including the Grab-and-Go Market installation.
- Granicus (formerly Simpleview) – digital content services and Meetings Industry Database (MINT) subscription.
- Maloney Strategic Communications – sales promotion materials, postage, and marketing projects.
- Madden Preprint Media – digital meetings marketing campaign.
- Clarity of Place – Strategic Planning project.
- Destination Analysts – tourism research services.
- Greater Irving-Las Colinas Chamber of Commerce - Placer.ai software on cell phone mobility data analytics used to analyze visitor patterns at events.
- Tourism Economics – annual contract services.

- HelmsBriscoe – partnership services.
- Symphony – analysis software for reports.

Additional SMG invoices included catering services, carpet replacement, IT programs, and the Fired Up training program.

Lauda clarified that the accounting system may generate multiple SMG entries in sequence when invoices are processed together, explaining the appearance of multiple consecutive payments.

January 2026 Financials Summary

Lauda reported:

- Hotel Occupancy Tax collections for the fiscal year are currently at 19.9%.
- Expenditures are approximately 23% of the annual budget.
- The CIP Reserve Fund has received revenue primarily from investment income and the Westin Convention Center Hotel garage payment.

Cash Flow

- Cash flow remains positive.

Fund Balances

- All funds maintain healthy balances.
- Staff hope to add additional funds to the Technology Fund during the fiscal year.
- The General Fund balance reflects approximately 333% due primarily to a transfer of funds into the ICC CIP Fund.

In response to a question from Board Vice Chair Michael Basoco regarding the October Greater Irving-Las Colinas Chamber of Commerce payment, Lauda clarified the payment included both Chamber dues and table sponsorship for their annual meeting.

Reed asked for a motion to accept the ICVB Financial Reports. On a motion from Board member Karen Cooperstein and a second from Board member Julia Kang, the motion passed unanimously.

REVIEW OF HOTEL OCCUPANCY TAX COLLECTIONS

Lauda reviewed Hotel Occupancy Tax (HOT) collections for October and November 2025.

Luxury & Full Service

- DoubleTree DFW Airport North and Sheraton DFW Airport Hotel are delinquent for October and November.
- The Sandman Signature Las Colinas Hotel & Suites is also currently delinquent for October and November.

All Suite / Extended Stay

- Element Las Colinas has not submitted payment for November.

Budget Service

- Clarion Inn & Suites is delinquent for November.
- Extended Stay America Dallas Las Colinas is delinquent for October and November.

Limited Service

- La Quinta Inn & Suites DFW Airport North is two months behind in payments.

Short-Term Rentals

- Approximately \$23,000 collected from 36 reported properties.

Summary

- November collections: approximately \$792,000, compared to a \$957,000 budget, about 17% below budget for the month.
- Year-to-date collections: approximately 4% below budget.

Delinquent Hotel Collection Updates

Lauda reported:

- The Sheraton DFW Airport Hotel still has outstanding payments from 2024 through May 2025, and additional delinquent amounts were identified during a recent audit.
- The property is now on a payment plan of approximately \$85,000 per month until the balance is paid.
- The DoubleTree DFW Airport North has now caught up on payments for October and November.

Outstanding delinquent payments total more than \$200,000, including penalties and interest.

ACCEPTING THE IRVING CONVENTION CENTER FINANCIAL REPORTS

ICC General Manager Tom Meehan reviewed the November, December 2025, and January 2026 financial reports. The complete report is included in the packet.

November 2025 Performance

- Net loss of approximately \$134,000, which is better than forecast.
- Year-to-date loss: approximately \$68,000, which is \$216,000 ahead of budget.
- Positive variance of approximately \$451,000 compared to budget projections.
- Rental Income over a five-year comparison shows higher Rental Income and down in Catering for the current year.
- It was noted that December is a holiday month.

December 2025 Performance

Meehan noted the December report reflects performance levels not seen since the first or second year of the building's operation.

- Monthly loss of approximately \$510,000.
- Year-to-date performance of \$132,000 is better than budget.

Meehan explained the budget was intentionally developed more conservatively than the previous year, resulting in more realistic projections.

January 2026 Performance

- January was a strong month, with rental revenue and catering performing well.
- Catering and concessions generated approximately \$908,000.
- Adjusted gross income was ahead of budget.

Meehan reported the new Grab-and-Go Market has been open for a few weeks and already has generated approximately \$40,000 in revenue. Reed asked whether the investment has already been recovered. Meehan responded that the project is approaching return on investment, and staff are currently assisting visitors to ensure a positive experience. Additional exterior enhancements and branding are still planned.

Year-to-Date Comparisons

- Adjusted gross income is currently \$2.8 million, compared to \$2.66 million last year.
- Net income is currently \$131,000, compared to -\$300,000 last year.

Meehan noted that the fiscal year has had unusual fluctuations in event activity.

Five-Year Comparisons

- Rental revenue is the highest in the five-year comparison.
- Concessions revenue has increased.
- Catering revenue remains strong but slightly below prior years.

Meehan noted some previously returning groups have canceled, which is reflected in the forecast. Executive Director Maura Gast noted that some convention centers book events three to ten years in advance, whereas the Irving market often books events within the year. ICVB Director of Sales Matt Tungett noted that construction closures at nearby venues and the permanent closure of Dallas Market Hall on August 1 will remove approximately 100,000 square feet of event space, are impacting future demand.

Board member Bob Bourgeois commented that parking revenues continue to perform well. Meehan noted ICC garage parking benefits from its easy access during Toyota Music Factory events.

Reed asked for a motion to accept the ICC Financial Reports. On a motion from Cooperstein and a second from Kang, the motion passed unanimously.

BOARD AGENDA REVIEW

Reed reviewed the upcoming Board meeting agenda, noting:

- The meeting will be held at Embassy Suites Las Colinas.

CITY COUNCIL UPDATES

Councilman Al Zapanta reported on several City initiatives:

Urban Center Parking

- The City is working with Brookfield Management and the owners of the Urban Towers to ensure a smooth transition in ownership and maintain consistent parking operations. In response to a question from Karen Cooperstein, Zapanta noted Brookfield continues to work through operational challenges but remains committed to improvements.

Toyota Music Factory Restaurant Turnover

There have been several Hospitality Alliance restaurant closures. Brookfield is actively seeking new tenants. Discussions are underway with potential operators.

DART Negotiations

Zapanta reported a deal in principle regarding DART governance and funding:

- Dallas representation on the board may be reduced to approximately 40–45%.
- Three audits are conducted per state requirements: fiscal, maintenance, and operations/service.
- Irving will receive approximately \$500,000 in the first year, increasing gradually over three to five years.
- The proposal will now move to the Texas Legislature for negotiations.

City Leadership Updates

- The Library Director has resigned, and City Council members will begin attending the Library Advisory Board meetings.

Council Meeting Procedures

- Beginning with the February 26 City Council meeting, citizen input will be moved to the end of the meeting and will not be televised or recorded.

CHAIR / EXECUTIVE DIRECTOR & STAFF UPDATES

Destinations International Board Leadership Symposium - Reed and several Board members attended the Destinations International Board Leadership Symposium. Board members reported the event was valuable for exchanging ideas with leaders from approximately 50 destination marketing organizations.

Comments included:

- Cooperstein noted the sessions were highly productive and insightful.
- Board member and Former Board Chair Richard Stewart, Jr. noted the opportunity to compare Irving's model with nonprofit DMOs across the country.
- Board member Colvin Gibson complimented the high quality of speakers and panel discussions.

- Board member David Cole noted that many of the best practices discussed are already being implemented in Irving.

Reed thanked Executive Director Maura Gast and staff for organizing participation.

HOTEL OCCUPANCY TAX ORDINANCE UPDATE

Gast reported that City Council unanimously approved revisions to the Hotel Occupancy Tax ordinance, effective September 1, 2026.

Under the revised ordinance:

- The CVB will receive approximately 47% of 7% of the tax allocation, per the Board's recommendation.
 - At 15%, the Irving Arts will be at the state cap.
 - At 5%, Irving Preservation and Museums will double approximately what they previously received.
- Excess funds previously held in the ICC debt service account will be swept annually to the ICC CIP fund.

Gast noted this change represents years of work dating back to 2007 and thanked City Council leadership.

U.S. Travel "Power Hour"

Gast reported the U.S. Travel Association hosted a Power Hour meeting at the ICC with US Congressman Jake Ellzey. The meeting included topics such as World Cup security planning, and other topics of interest to the Irving visitor economy. Board member David Cole commented that Congressman Ellzey demonstrated dedicated support for the Irving hospitality community.

Basoco commented on the recent Planning and Zoning Commission presentation from Gast and Greater-Irving Las Colinas President Beth Bowman regarding economic development and hotel development. Gast's presentation also noted the potential effect of over-development of hotels. Gast indicated her presentation materials will be added to the Board portal reading room.

With no further comments or discussion, Reed adjourned the meeting at 10:21 a.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



ICVB FINANCIAL STATEMENTS

For Period Ending
February 2026

IRVING
CONVENTION &
VISITORS BUREAU



2201 - ICVB GENERAL
MONTHLY BALANCE SHEET
FEBRUARY 2026

Assets

Cash and equivalents	282,675.04
Investments	4,906,130.00

Total Assets	5,188,805.04
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Liabilities

Accounts payables	58,829.47
Due to other funds	1,348.00

Total Liabilities	60,177.47
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Fund Balance (Budgetary basis)

Reserve for encumbrances	730,107.57
Unreserved	4,398,520.00

Total Fund Balance	5,128,627.57
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Total Liabilities and Fund Balance	5,188,805.04
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IRVING CONVENTION AND VISITORS BUREAU - GENERAL FUND
MONTHLY FINANCIAL REPORT
FEBRUARY 2026

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
L3 - HOTEL/MOTEL TAX							
	CURRENT YEAR	786,612.67	2,514,946.39	9,945,613.00	25.3%	0.00	7,430,666.61
	PENALTY AND INTEREST	21,848.04	43,909.67	0.00	0.0%	0.00	(43,909.67)
	PRIOR YEAR	121,026.83	305,255.03	0.00	0.0%	0.00	(305,255.03)
	SHORT-TERM RENTALS	26,213.02	69,597.83	0.00	0.0%	0.00	(69,597.83)
	TOTAL HOTEL/MOTEL TAX	955,700.56	2,933,708.92	9,945,613.00	29.5%	0.00	7,011,904.08
M1 - CHARGES FOR SERVICES							
	EVENTS TRUST FUND RECEIPTS	0.00	5,004.46	0.00	100.0%	0.00	(5,004.46)
M4 - INVESTMENT INCOME							
		20,168.65	69,944.56	185,000.00	37.8%	0.00	115,055.44
M5 - MISCELLANEOUS							
		0.00	0.00	10,000.00	0.0%	0.00	10,000.00
M6 - TRANSFER FROM ICC RESERVE/CIP							
		289,886.00	289,886.00	289,886.00	0.0%	0.00	0.00
	TOTAL REVENUE	1,265,755.21	3,298,543.94	10,430,499.00	31.6%	0.00	7,131,955.06
EXPENDITURES							
N1 - SALARIES							
		230,444.24	1,075,557.39	3,459,324.00	31.1%	0.00	2,383,766.61
N2 - BENEFITS							
		48,798.82	218,921.62	690,885.00	31.7%	0.00	471,963.38
N4 - SUPPLIES							
		4,706.47	14,572.20	107,810.00	13.5%	0.00	93,237.80
O1 - UTILITIES (COMMUNICATIONS)							
		1,885.79	6,925.75	31,836.00	21.8%	0.00	24,910.25
O2 - COST ALLOCATION TO HEALTH SELF INSUR							
		0.00	0.00	3,550.00	0.0%	0.00	3,550.00
O3 - OUTSIDE SERVICES							
	CLOUD BASED SOFTWARE FEES	4,281.27	114,464.32	260,942.00	43.9%	0.00	146,477.68
	FREIGHT	246.01	424.21	3,250.00	13.1%	0.00	2,825.79
	MARKETING AND SALES RESOURCES	7,411.32	16,732.71	65,500.00	25.5%	0.00	48,767.29
	MEDIA ADVERTISING	16,900.00	95,679.70	345,059.50	27.7%	148,341.35	101,038.45
	POSTAGE EQUIPMENT RENTAL	0.00	1,438.50	2,950.00	48.8%	1,438.50	73.00
	PROFESSIONAL SERVICES	49,232.64	1,084,280.50	2,231,642.49	48.6%	525,927.72	621,434.27
	PROPERTY MANAGEMENT SERVICES	0.00	348,000.00	1,395,000.00	24.9%	0.00	1,047,000.00
	TOTAL OUTSIDE SERVICES	78,071.24	1,661,019.94	4,304,343.99	38.6%	675,707.57	1,967,616.48
O4 - TRAVEL - TRAINING - DUES							
	TRAVEL AND TRAINING	22,737.64	113,692.84	534,154.00	21.3%	0.00	420,461.16
	MILEAGE REIMBURSEMENT	124.98	706.67	3,900.00	18.1%	0.00	3,193.33
	MEMBERSHIP AND DUES	2,219.00	47,216.00	80,660.00	58.5%	0.00	33,444.00
	TOTAL TRAVEL - TRAINING - DUES	25,081.62	161,615.51	618,714.00	26.1%	0.00	457,098.49
O5 - CLAIMS AND INSURANCE							
		0.00	0.00	167,035.00	0.0%	0.00	167,035.00
O7 - MISCELLANEOUS EXPENSES							
	ADM COST REIMBURSEMENT	38,228.02	117,348.34	397,824.00	29.5%	0.00	280,475.66
	BUSINESS DEV INCENTIVE PROG	63,106.00	197,305.00	550,000.00	35.9%	0.00	352,695.00
	CONVENTION SERVICES MATERIALS	780.00	18,267.07	160,350.00	11.4%	49,400.00	92,682.93
	EVENT SPONSORSHIPS	0.00	50,772.50	122,500.00	41.4%	0.00	71,727.50
	LOCAL PROGRAMS-PROMOTIONS	16,317.81	174,800.91	243,550.00	71.8%	5,000.00	63,749.09
	TOTAL MISCELLANEOUS EXPENSES	118,431.83	558,493.82	1,474,224.00	37.9%	54,400.00	861,330.18
P5 - TRANSFERS OUT							
	TRSF TO ICC RESERVE / CIP FUND	2,110,321.00	2,110,321.00	2,110,321.00	100.0%	0.00	0.00
	TRSF TO GENERAL DS FUND	0.00	0.00	90,306.00	0.0%	0.00	90,306.00
	TOTAL TRANSFERS OUT	2,110,321.00	2,110,321.00	2,200,627.00	0.0%	0.00	90,306.00
	TOTAL EXPENDITURES	2,617,741.01	5,807,427.23	13,058,348.99	44.5%	730,107.57	6,520,814.19

Beginning Fund Balance	7,637,510.86
Revenues	3,298,543.94
Expenditures	(5,807,427.23)
Ending Fund Balance	5,128,627.57



2204 - ICVB CONV CENTER RESERVE / CIP
MONTHLY BALANCE SHEET
FEBRUARY 2026

Assets

Cash and equivalents	216,792.31
Investments	6,708,000.00
Receivables	7,852,917.20

Total Assets

14,777,709.51

Liabilities

Accounts payables	67,954.49
Unearned revenue	1,475,707.77
Deferred inflow	7,565,578.90

Total Liabilities

9,109,241.16

Fund Balance (Budgetary basis)

Reserve for encumbrances	0.00
Unreserved	5,668,468.35

Total Fund Balance

5,668,468.35

Total Liabilities and Fund Balance

14,777,709.51



IRVING CONVENTION AND VISITORS BUREAU - ICC RESERVE / CIP FUND
MONTHLY FINANCIAL REPORT
FEBRUARY 2026

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
REVENUE							
M1 - CHARGES FOR SERVICES							
	LEASE REVENUE	0.00	0.00	147,621.00	0.0%	0.00	147,621.00
M4 - INVESTMENT INCOME		15,459.54	65,195.31	110,000.00	59.3%	0.00	44,804.69
M5 - MISCELLANEOUS		26,453.67	132,268.35	364,072.00	36.3%	0.00	231,803.65
M6 -TRANSFER FROM ICVB GENERAL FUND		2,110,321.00	2,110,321.00	2,110,321.00	100.0%	0.00	0.00
TOTAL REVENUE		2,152,234.21	2,307,784.66	2,732,014.00	84.5%	0.00	424,229.34
EXPENDITURES							
N7 - STRUCTURE MAINTENANCE		67,954.49	208,823.83	1,224,000.00	17.1%	0.00	1,015,176.17
P1 - CAPITAL EXPENDITURES		0.00	0.00	1,000,000.00	0.0%	0.00	1,000,000.00
P5 - TRANSFER TO ICVB GENERAL FUND		289,886.00	289,886.00	289,886.00	100.0%	0.00	0.00
TOTAL EXPENDITURES		357,840.49	498,709.83	2,513,886.00	19.8%	0.00	2,015,176.17

Beginning Fund Balance	3,859,395.52
Revenues	2,307,784.66
Expenditures	(498,709.83)
Ending Fund Balance	5,668,470.35



Irving Convention and Visitors Bureau

Check Register

February 2026

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80065254	2/3/2026	BOYER JAUDES, CAROL COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00
80065255	2/3/2026	FISHER, BREAHN COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00
80065256	2/3/2026	FOJTASEK, LORI COMMUNICATIONS	NOV 2025 - CELL / MILEAGE	75.00	170.50
		MILEAGE REIMBURSEMENT	NOV 2025 - CELL / MILEAGE	20.50	
		COMMUNICATIONS	DEC 2025 - CELL	75.00	
80065257	2/3/2026	LAUDA, MARIANNE TRAVEL AND TRAINING	GFOAT FALL CONF 2025	46.76	196.76
		COMMUNICATIONS	NOV 2025 - CELL	75.00	
		COMMUNICATIONS	DEC 2025 - CELL	75.00	
80065258	2/3/2026	LOPEZ, BRENDA COMMUNICATIONS	NOV 2025 - CELL	75.00	150.00
		COMMUNICATIONS	DEC 2025 - CELL	75.00	
80065259	2/3/2026	MANSELL, LORI TRAVEL AND TRAINING	MPI THCC TX EDUCATION CONF 2025	18.75	96.78
		TRAVEL AND TRAINING	CONNECT WINTER MARKETPLACE 2025	3.03	
		COMMUNICATIONS	DEC 2025 - CELL	75.00	
80065260	2/3/2026	MANSOUR, KAYLA COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00
80065261	2/3/2026	MARIE E. BELL BUSINESS DEV INCENTIVE PROG	BLUE-GREY BOWL/JAN 2026	1,428.00	1,428.00
80065262	2/3/2026	NATIONAL PHYSIQUE COMMITTEE OF THE U.S.A. BUSINESS DEV INCENTIVE PROG	NPC NATIONALS/DEC 2025	4,151.00	4,151.00
80065263	2/3/2026	PROVIDENT RESOURCES GROUP, INC BUSINESS DEV INCENTIVE PROG	COTTON BOWL MEDIA/DEC 2025	4,615.00	4,615.00
80065264	2/3/2026	ROSE, SUSAN COMMUNICATIONS	DEC 2025 - CELL / MISC	75.00	110.17
		LOCAL PROGRAMS-PROMOTIONS	DEC 2025 - CELL / MISC	35.17	
80065265	2/3/2026	SOTO, MONICA COMMUNICATIONS	DEC 2025 - CELL / MISC	41.00	79.86
		OFFICE SUPPLIES	DEC 2025 - CELL / MISC	38.86	
80065266	2/3/2026	TUNGETT, MATT COMMUNICATIONS	DEC 2025 - CELL	65.05	65.05
80065267	2/3/2026	UNITED STATES JUDO INC BUSINESS DEV INCENTIVE PROG	USA JUDO PRESIDENT'S CUP/NOV 2025	2,529.01	2,529.01
80065268	2/3/2026	WHITE, MONTY COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00
80065269	2/10/2026	AMERICAN AIRLINES RECREATION COMMITTEE BUSINESS DEV INCENTIVE PROG	NEW YEARS EVE PARTY/JAN 2026	645.00	645.00
80065270	2/10/2026	ASHFORD TRS CORPORATION BUSINESS DEV INCENTIVE PROG	AUTOZONE/JAN 2026	2,550.00	5,052.00
		BUSINESS DEV INCENTIVE PROG	E&J GALLO WINERY/JAN 2026	232.00	
		BUSINESS DEV INCENTIVE PROG	VIVA LA BACHATA/FEB 2026	2,270.00	
80065271	2/10/2026	BATTLE UP PRODUCTIONS LLC BUSINESS DEV INCENTIVE PROG	BATTLE OF TEXAS/DEC 2025	615.00	615.00
80065272	2/10/2026	CUTTS, SUSAN PROFESSIONAL SERVICES	DATA ENTRY SERVICES - 01/19-30/26	936.00	936.00



Irving Convention and Visitors Bureau

Check Register

February 2026

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80065273	2/10/2026	DARR EQUIPMENT LP BUSINESS DEV INCENTIVE PROG	DARR EQUIPMENT/DEC 2025	260.00	260.00
80065274	2/10/2026	ED COURTNEY BUSINESS DEV INCENTIVE PROG	FLYING EAGLES/JAN 2026	650.00	650.00
80065275	2/10/2026	EMERALD CITY BAND, INC BUSINESS DEV INCENTIVE PROG	ECNYE ROCK26!/DEC 2025	830.00	830.00
80065276	2/10/2026	GRANICUS LLC			98,315.56
		PROFESSIONAL SERVICES	2ND QUARTER FEES - MARKETING	89,797.31	
		PROFESSIONAL SERVICES	2ND QUARTER FEES - SALES	8,518.25	
80065277	2/10/2026	HCD DALLAS CORPORATION BUSINESS DEV INCENTIVE PROG	SALES XCELERATION/JAN 2026	2,090.00	2,090.00
80065278	2/10/2026	HERZOG FOUNDATION RESOURCE MANAGEMENT			1,860.00
		BUSINESS DEV INCENTIVE PROG	TRAINING #1/JAN 2026	447.00	
		BUSINESS DEV INCENTIVE PROG	TRAINING #2/JAN 2026	444.00	
		BUSINESS DEV INCENTIVE PROG	TRAINING #3/JAN 2026	288.00	
		BUSINESS DEV INCENTIVE PROG	TRAINING #4/JAN 2026	402.00	
		BUSINESS DEV INCENTIVE PROG	TRAINING #5/JAN 2026	99.00	
		BUSINESS DEV INCENTIVE PROG	TRAINING #6/JAN 2026	180.00	
80065279	2/10/2026	MALONEY STRATEGIC COMMUNICATION INC			51,328.00
		PROFESSIONAL SERVICES	MARKETING/ADVERTISING PROJECTS-INV 1 OF 12	16,000.00	
		PROFESSIONAL SERVICES	MARKETING/ADVERTISING PROJECTS-INV 2 OF 12	16,000.00	
		PROFESSIONAL SERVICES	MARKETING/ADVERTISING PROJECTS-INV 4 OF 12	16,000.00	
		PROFESSIONAL SERVICES	Q1 MATERIALS PRINTING & STORAGE	3,328.00	
80065280	2/10/2026	MANUSAMA, DEBORA CHRISTY PROFESSIONAL SERVICES	DIGITAL CONTENT SPECIALIST - JAN 2026	1,500.00	1,500.00
80065281	2/10/2026	PANADE II, LTD BUSINESS DEV INCENTIVE PROG	PASSION CONF/JAN 2026	580.00	580.00
80065282	2/10/2026	PANADE, LTD BUSINESS DEV INCENTIVE PROG	PASSION CONF/JAN 2026	390.00	390.00
80065283	2/10/2026	SPORTS CLUB LC OWNER LLC MEMBERSHIPS, CERTS, & LICENSES	FEBRUARY 2026	1,300.00	1,300.00
80065284	2/10/2026	TEXAS ASSOCIATION OF SPORTS OFFICIALS BUSINESS DEV INCENTIVE PROG	TASO MEETING/JAN 2026	1,415.00	1,415.00
80065285	2/10/2026	THE RITZ-CARLTON HOTEL COMPANY, L.L.C.			11,899.00
		BUSINESS DEV INCENTIVE PROG	TITO'S VODKA/JAN 2026	5,980.00	
		BUSINESS DEV INCENTIVE PROG	ENTERPRISE MOBILITY/OCT 2025	4,074.00	
		BUSINESS DEV INCENTIVE PROG	PASSION CONF/JAN 2026	1,845.00	
80065286	2/10/2026	TRADE PRESS MEDIA GROUP, INC MEDIA ADVERTISING	ADVERTISING	3,800.00	3,800.00
80065290	2/17/2026	ESPINOZA, ANABEL COMMUNICATIONS	DEC 2025 - CELL / MILEAGE	75.00	116.30
		MILEAGE REIMBURSEMENT	DEC 2025 - CELL / MILEAGE	41.30	
80065291	2/17/2026	FEDERAL EXPRESS CORPORATION FREIGHT	SHIPPING	48.46	71.14
		FREIGHT	SHIPPING	22.68	
80065292	2/17/2026	GALLAGHER, BREANNA DAWN COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00
80065293	2/17/2026	GROVES, DONNA COMMUNICATIONS	DEC 2025 - CELL	75.00	75.00



Irving Convention and Visitors Bureau

Check Register

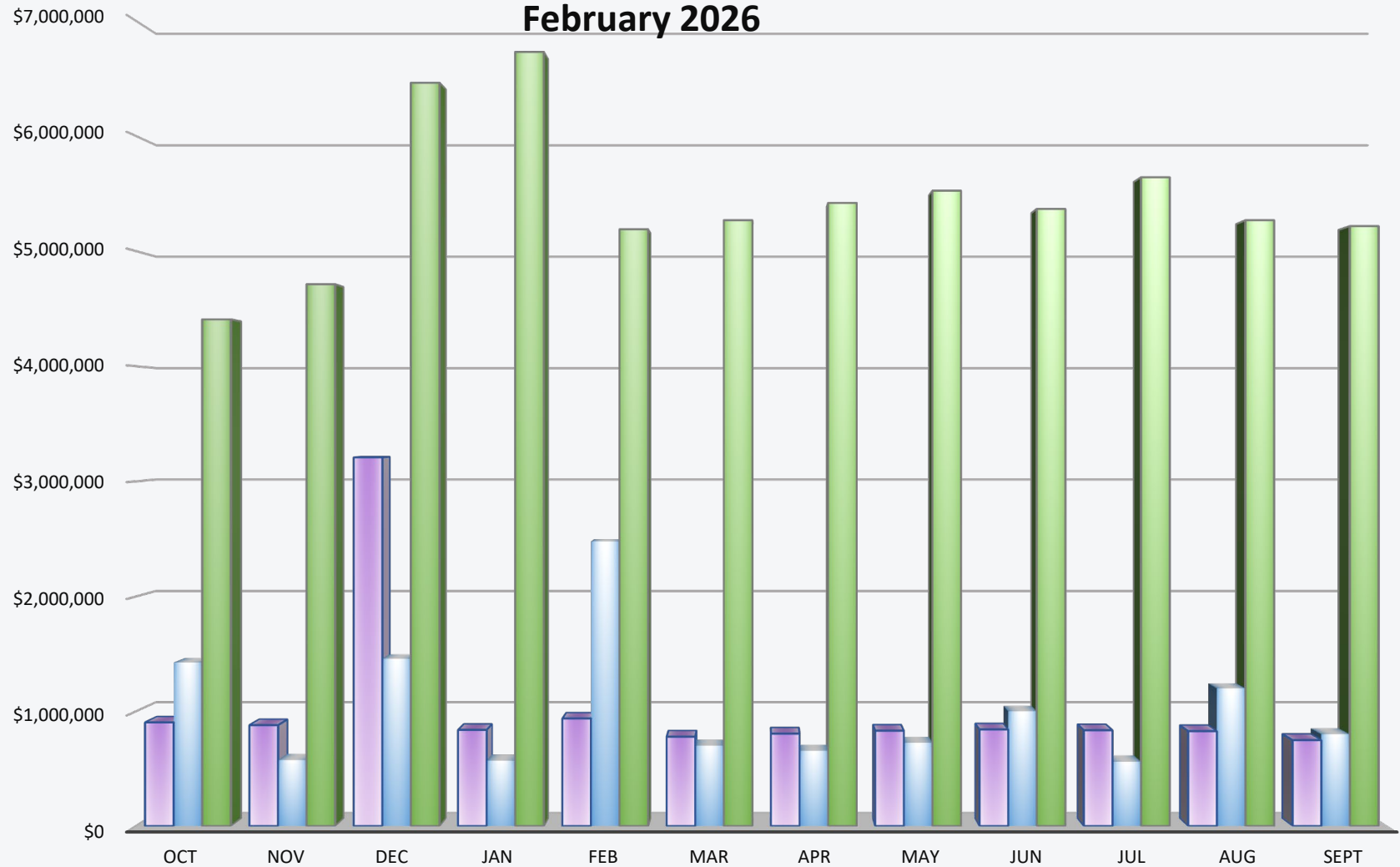
February 2026

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80065294	2/17/2026	IPROMOTEU.COM, INC. MARKETING RESOURCES	ROMANCE CAMPAIGN - ENGRAVED NAPKINS	884.25	884.25
80065295	2/17/2026	LEVINE, KATHY COMMUNICATIONS	DEC 2025 - CELL	65.44	65.44
80065296	2/17/2026	MALONEY STRATEGIC COMMUNICATION INC PROFESSIONAL SERVICES	MARKETING/ADVERTISING PROJECTS-INV 5 OF 12	16,000.00	16,000.00
80065297	2/17/2026	SIRMEN, LORI COMMUNICATIONS	DEC 2025 - CELL	75.00	89.03
		OFFICE SUPPLIES	NOV 2025 - MISC	14.03	
80065298	2/17/2026	SMG BUILDINGS MAINT	WESTIN GARAGE RENTAL - FEB 2026	26,453.67	43,173.17
		CLOUD BASED SOFTWARE SUB FEES	NOVATECH - JAN 2026	1,719.50	
		PROFESSIONAL SERVICES	FIRED UP CULTURE - PYMT 4 OF 4	15,000.00	
80065299	2/24/2026	ANDRES MAURICIO BLANCO ARQUETA PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - SOCIAL MEDIA COVERAGE	2,299.08	2,299.08
80065300	2/24/2026	AVON NGUYEN PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - PHOTOS/VIDEOS	1,200.00	1,200.00
80065301	2/24/2026	CLARITY OF PLACE INC PROFESSIONAL SERVICES	2026 STRATEGIC PLAN - 1ST PYMT	17,500.00	17,500.00
80065302	2/24/2026	CUTTS, SUSAN PROFESSIONAL SERVICES	DATA ENTRY SERVICES - 02/02-13/26	891.00	891.00
80065303	2/24/2026	ELIZABETH MEDLOCK PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - PHOTOS/VIDEOS	100.00	100.00
80065304	2/24/2026	FLOWSERVE CORPORATION BUSINESS DEV INCENTIVE PROG	PB COMMERCIAL EXCELLENCE/NOV 2025	320.00	705.00
		BUSINESS DEV INCENTIVE PROG	ECONOMIC DEV/OCT 2025	165.00	
		BUSINESS DEV INCENTIVE PROG	ECONOMIC DEV/NOV 2025	200.00	
		BUSINESS DEV INCENTIVE PROG	ECONOMIC DEV/DEC 2025	20.00	
80065305	2/24/2026	GOODGAME, STEPHEN PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - PHOTOGRAPHY	300.00	300.00
80065306	2/24/2026	HCD DALLAS CORPORATION BUSINESS DEV INCENTIVE PROG	NAT'L CATHOLIC BIOETHICS/FEB 2026	1,008.00	1,008.00
80065307	2/24/2026	IPROMOTEU.COM, INC. MARKETING RESOURCES	ROMANCE CAMPAIGN - HEART SUNGLASSES	791.65	791.65
80065308	2/24/2026	IRVING - LAS COLINAS ROTARY CLUB MEMBERSHIPS, CERTS, & LICENSES	JANUARY 2026	40.00	66.00
		LOCAL PROGRAMS-PROMOTIONS	JANUARY 2026	26.00	
80065309	2/24/2026	JENNIFER COX PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - SOCIAL MEDIA CONTENT	400.00	604.28
		PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - EXPENSES REIMBURSEMENT	204.28	
80065310	2/24/2026	MEETING PROFESSIONALS INTERNATIONAL MEDIA ADVERTISING	ADVERTISING	3,200.00	3,200.00
80065311	2/24/2026	TARYN CATES PROFESSIONAL SERVICES	ROMANCE CAMPAIGN - SOCIAL MEDIA CONTENT	2,585.27	2,585.27
80065312	2/24/2026	THE RITZ-CARLTON HOTEL COMPANY, L.L.C. BUSINESS DEV INCENTIVE PROG	MERRY MAIDS ANNUAL CONF/JAN 2026	3,480.00	6,180.00
		BUSINESS DEV INCENTIVE PROG	LENOVO/OCT 2025	2,700.00	
		Total Number of Invoices	90	295,337.30	
		Total Number of Checks	56		295,337.30

Irving Convention and Visitors Bureau

FY26 Cash Flow

February 2026



	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT
REVENUE	\$903,333	\$879,365	\$3,207,955	\$837,564	\$937,643	\$778,610	\$805,468	\$830,986	\$841,746	\$834,970	\$826,953	\$748,863
EXPENSES	\$1,425,307	\$574,487	\$1,458,117	\$569,328	\$2,478,548	\$700,000	\$655,000	\$725,000	\$1,000,000	\$560,000	\$1,200,000	\$800,000
ENDING CASH	\$4,406,758	\$4,711,636	\$6,461,474	\$6,729,710	\$5,188,805	\$5,267,415	\$5,417,883	\$5,523,869	\$5,365,615	\$5,640,585	\$5,267,538	\$5,216,401

IRVING CONVENTION AND VISITORS BUREAU

FUND BALANCES

FEBRUARY 2026



General

GOAL: \$2,000,000
CURRENT: \$5,128,627



Reserve

GOAL: \$5,000,000
CURRENT: \$6,155,108



Technology

GOAL: \$1,000,000
CURRENT: \$560,506



ICC CIP

GOAL: \$3,000,000
CURRENT: \$5,668,468

A golfer in a light blue polo shirt, khaki shorts, a dark cap, and white socks is captured in the middle of a golf swing on a green. A golf club is visible behind him. In the background, there is a large clubhouse with many windows and a stone wall. The entire image has a warm, golden-yellow tint.

ICVB HOTEL OCCUPANCY TAX COLLECTIONS

For Period Ending
December 2025

IRVING
CONVENTION &
VISITORS BUREAU

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2025 - 2026**

LUXURY & FULL SERVICE		OCT 2025	NOV 2025	DEC 2025
1	Atrium Hotel and Suites DFW Airport	14,484.61	12,551.54	16,720.18
2	Dallas Marriott Hotel Las Colinas	61,406.87	51,082.88	36,969.93
3	DFW Airport Marriott	64,697.81	51,920.64	41,848.36
4	<i>Doubletree DFW Airport North</i>	<i>0.00</i>	<i>0.00</i>	<i>0.00</i>
5	Embassy Suites DFW Airport South	14,755.16	13,794.52	11,675.03
6	Embassy Suites Dallas Las Colinas	23,186.65	20,989.07	18,375.17
7	Hilton Garden Inn DFW Airport South	14,636.66	10,690.37	8,519.62
8	Hilton Garden Inn Las Colinas	16,777.27	12,991.52	10,106.65
9	Holiday Inn Irving Las Colinas	11,634.69	7,876.69	6,578.66
10	Hotel Indigo Las Colinas	17,570.53	12,601.37	9,944.88
11	NYLO Las Colinas Tapestry Collection	22,901.97	17,412.63	16,993.36
12	Omni Las Colinas Hotel	76,471.23	63,325.09	43,185.46
13	Sandman Signature Las Colinas Hotel & Suites	11,306.47	11,944.62	11,372.47
14	Sheraton DFW Airport Hotel	22,008.90	24,488.56	12,967.49
15	Texican Court	21,543.54	16,201.77	13,133.21
16	The Ritz-Carlton Dallas, Las Colinas	122,861.42	99,077.05	75,473.97
17	Westin DFW Airport	56,115.31	43,095.26	37,535.64
18	Wyndham DFW Airport Hotel	13,553.72	11,222.49	8,500.99
TOTAL LUXURY & FULL SERVICE		585,912.81	481,266.07	379,901.07
19	Westin Irving Convention Center Las Colinas	58,175.23	49,103.56	43,419.34

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

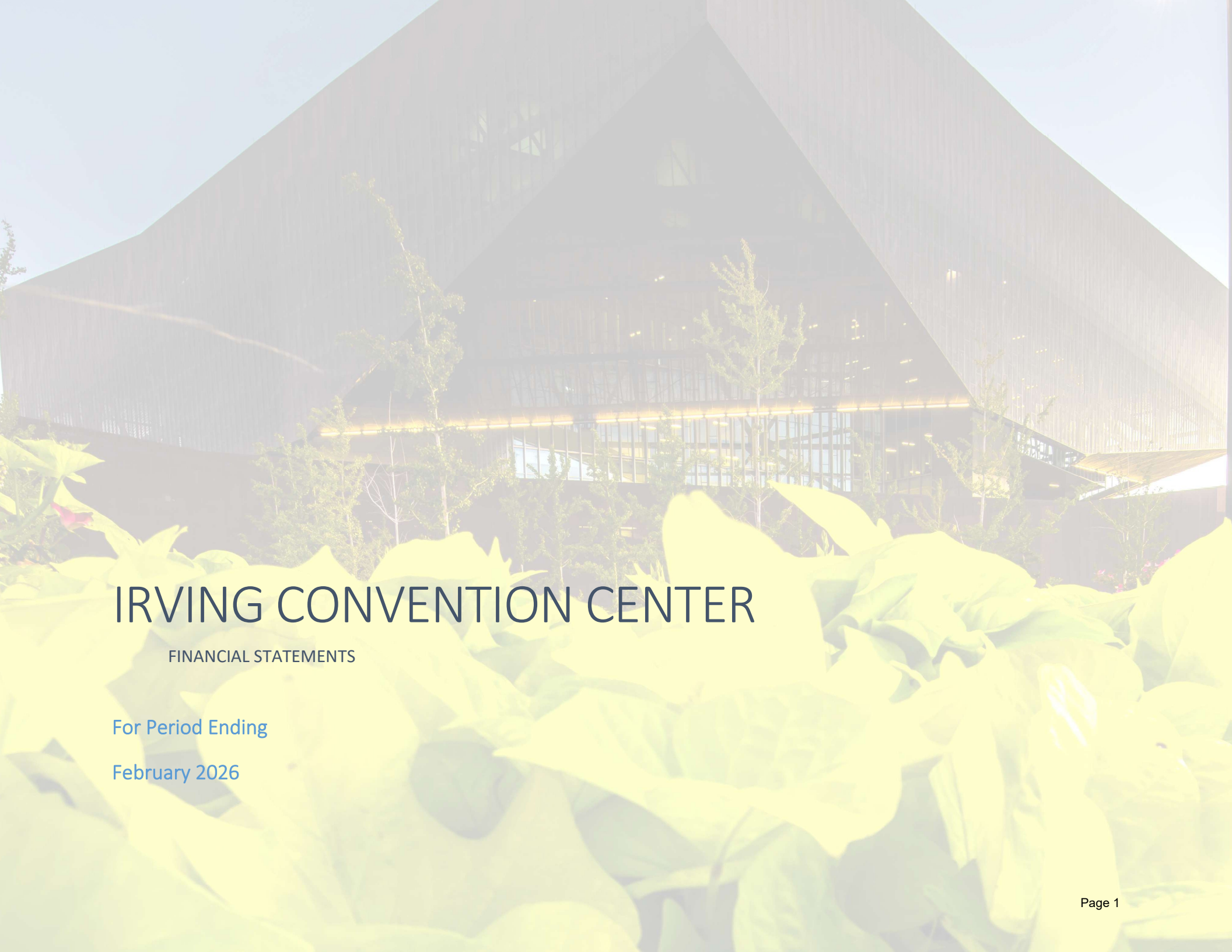
ALL SUITE / EXTENDED STAY		OCT 2025	NOV 2025	DEC 2025
1	Best Western Plus DFW Airport Suites North	4,827.35	4,138.48	3,181.88
2	Candlewood Suites DFW Airport North	6,256.20	4,660.53	4,222.42
3	Comfort Suites DFW Airport North	3,802.10	2,950.09	3,409.71
4	Element Dallas Las Colinas	16,447.05	15,017.32	13,549.25
5	Extended Stay Deluxe Green Park	2,166.29	1,723.88	1,844.62
6	Extended Stay Deluxe Las Colinas	861.03	611.38	655.51
7	Extended Stay Dallas DFW Airport North	1,987.22	1,419.01	1,269.41
8	Hawthorn Suites Irving DFW Airport South	1,689.35	1,586.11	1,574.35
9	Holiday Inn Express Hotel & Suites DFW Airport North	13,760.68	12,194.14	11,882.86
10	Holiday Inn Express Hotel & Suites DFW Airport South	9,089.02	7,398.19	6,561.42
11	Holiday Inn Express Hotel & Suites Irving Las Colinas	9,545.33	6,787.95	5,733.14
12	Home Towne Studios Dallas Irving	1,419.87	836.48	1,010.92
13	Homewood Suites DFW Airport North	8,735.42	7,173.02	5,998.79
14	Homewood Suites Las Colinas	10,442.21	8,196.81	6,883.28
15	Hyatt House Dallas Las Colinas	7,760.11	6,525.00	4,504.69
16	Hyatt Place Dallas Las Colinas	10,249.96	7,810.06	5,945.42
17	Quality Suites Las Colinas	1,335.34	815.38	653.60
18	Residence Inn Dallas DFW Airport North Irving	6,454.10	5,488.91	4,752.86
19	Residence Inn Dallas DFW Airport South Irving	10,668.38	9,250.07	7,569.72
20	Residence Inn Dallas Las Colinas	10,238.56	9,244.85	7,827.79
21	Soka Suites Dallas Las Colinas	10,713.57	10,103.50	8,710.43
22	Sonesta Simply Suites Dallas Las Colinas	2,198.86	2,352.35	2,200.43
23	Springhill Suites Dallas DFW Airport East Las Colinas	11,074.88	8,989.27	6,839.57
24	Staybridge Suites Dallas Las Colinas	5,424.03	2,908.54	4,003.65
25	Staybridge Suites DFW Airport North	6,777.28	4,855.59	3,903.30
26	TownePlace Suites Dallas DFW Airport North Irving	9,951.79	8,743.01	7,125.42
27	TownePlace Suites Dallas Las Colinas	7,049.62	5,374.40	3,704.13
28	Woodspring Suites Signature	1,664.24	901.01	1,226.59
TOTAL ALL SUITE / EXTENDED STAY		192,589.84	158,055.33	136,745.16

BUDGET SERVICE		OCT 2025	NOV 2025	DEC 2025
1	Arya Inn & Suites	735.04	780.35	824.74
2	Budget Inn & Suites	39.25	72.73	8.80
3	Budget Suites of America Las Colinas	522.54	760.82	332.02
4	Clarion Inn & Suites	2,388.96	4,386.89	2,048.09
5	Comfort Inn & Suites Irving Las Colinas DFW	4,874.88	4,001.98	3,485.59
6	Days Inn	4,061.16	3,346.77	3,254.17
7	Days Inn DFW Airport North	2,028.25	1,334.75	1,872.51
8	Delux Inn	810.45	738.56	942.35
9	<i>Delux Suites Motel</i>	61.34	47.45	0.00
10	<i>Extended Stay America Dallas Las Colinas</i>	0.00	0.00	0.00
11	Gateway Inn	327.01	375.35	348.21
12	Magnuson Extended Stay & Suites Airport Hotel	799.07	659.55	615.77
13	Motel 6 Dallas DFW South	1,783.21	1,594.77	1,571.33
14	Motel 6 Dallas Irving	2,839.55	2,503.15	2,680.28
15	Motel 6 DFW North	3,811.46	3,794.69	4,430.03
16	Motel 6/Budget Inn Irving Loop 12	1,000.18	899.23	760.92
17	OYO Hotel DFW Airport South	2,115.77	1,576.66	1,446.48
18	Quality Inn & Suites DFW Airport	5,625.64	4,721.31	4,669.95
19	Quality Inn & Suites DFW Airport South	3,425.28	2,918.24	3,431.66
20	<i>Red Roof Inn & Suites Irving DFW South</i>	2,955.05	3,004.28	0.00
21	Red Roof Inn Dallas DFW Airport North	3,968.31	3,163.13	3,577.72
22	Studio 6 / Motel 6 DFW Airport East	3,005.35	2,905.62	2,890.57
23	<i>Studio 6 DFW Airport North</i>	1,580.54	1,583.97	0.00
24	<i>Super 8 Hotel DFW South</i>	2,267.33	1,893.19	0.00
25	Super 8 Motel DFW North	2,564.96	2,475.85	2,377.06
26	<i>The Crossroads Hotel & Suites</i>	844.15	883.66	0.00
TOTAL BUDGET SERVICE		54,434.73	50,422.95	41,568.25

LIMITED SERVICE		OCT 2025	NOV 2025	DEC 2025
1	aLoft DFW Airport North	12,273.01	9,624.57	9,391.42
2	aLoft Las Colinas	15,111.03	11,942.79	9,082.19
3	Best Western Plus Las Colinas Inn & Suites	472.26	1,109.89	0.00
4	Country Inn & Suites DFW Airport South	3,221.90	2,892.55	2,401.67
5	Courtyard Dallas DFW Airport North Irving	15,495.70	13,422.71	10,509.69
6	Courtyard Dallas DFW Airport South Irving	11,448.31	8,796.87	7,583.62
7	Courtyard Dallas Las Colinas	13,122.90	9,624.88	6,761.80
8	Element DFW Airport North	11,953.02	8,989.13	7,323.90
9	Fairfield Inn & Suites Dallas DFW Airport South Irving	8,436.23	8,335.43	7,955.34
10	Fairfield Inn Dallas DFW Airport North Irving	9,870.08	7,667.65	7,186.77
11	Hampton Inn and Suites DFW Airport	N/A	N/A	968.25
12	Hampton Inn and Suites Irving	8,055.25	6,910.97	5,402.61
13	Hampton Inn Dallas Irving Las Colinas	9,413.25	7,623.52	7,876.33
14	Home2 Suites DFW Airport North	14,863.38	12,025.37	11,120.76
15	Home2 Suites DFW Airport South Irving	3,087.68	7,466.99	6,008.12
16	La Quinta Inn & Suites DFW Airport North	7,752.73	6,810.09	6,775.11
17	La Quinta Inn & Suites DFW Airport South	7,878.38	7,032.95	5,685.64
18	La Quinta Inn Hotel & Suites Las Colinas	4,859.97	4,246.91	3,326.47
19	TRU DFW Airport South	5,301.38	4,809.22	4,776.68
20	Wingate Inn DFW Airport North	4,561.51	3,717.85	3,685.51
TOTAL LIMITED SERVICE		167,177.97	143,050.34	123,821.88

TOTAL SHORT TERM RENTALS		20,104.63	23,280.18	26,213.02
Number of locations		30	36	35

SUMMARY	OCT 2025	NOV 2025	DEC 2025
ACTUAL GRAND TOTAL	1,020,219.98	856,074.87	708,249.38
BUDGET	892,889.00	957,558.00	864,714.00
DIFFERENCE	127,330.98 14.3%	(101,483.13) -10.6%	(156,464.62) -18.1%
CUMULATIVE YEAR TO DATE			
ACTUAL	1,020,219.98	1,876,294.85	2,584,544.23
BUDGET	892,889.00	1,850,447.00	2,715,161.00
DIFFERENCE	127,330.98 14.3%	25,847.85 1.4%	(130,616.77) -4.8%
COLLECTED PRIOR YEAR	956,183.06	771,097.54	622,110.90



IRVING CONVENTION CENTER

FINANCIAL STATEMENTS

For Period Ending

February 2026

IRVING CONVENTION CENTER

MONTHLY FINANCIAL REPORTS

PERIOD ENDING

FEBRUARY 28, 2026

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	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	360,675	157,987	83,000	186,300	154,250	296,850	200,000	245,250	158,050	167,500	298,250	162,375	2,470,487
Service Income	178,379	140,907	46,367	165,954	159,875	44,900	57,340	103,445	55,810	45,050	49,390	62,680	1,110,096
Service Expenses	(262,359)	(195,512)	(145,685)	(284,353)	(263,880)	(125,285)	(149,861)	(177,975)	(138,945)	(92,350)	(148,290)	(147,795)	(2,132,291)
Total Direct Event Income	276,695	103,382	(16,318)	67,901	50,245	216,465	107,479	170,720	74,915	120,200	199,350	77,260	1,448,292
Ancillary Income													
F & B Concessions	25,581	25,061	5,165	75,478	65,924	55,657	16,000	44,650	16,650	12,400	28,905	10,100	381,570
F & B Catering	269,448	236,089	155,909	908,362	736,623	189,390	269,313	360,227	204,197	88,568	158,825	616,873	4,193,823
Parking: Self Parking	76,813	44,351	19,276	40,793	98,265	23,370	40,490	35,465	17,630	22,140	26,650	31,980	477,223
Electrical Services	34,725	16,385	12,405	13,350	23,215	10,400	31,275	16,475	6,200	7,630	7,150	31,000	210,210
Audio Visual	0	(0)	(0)	0	0	-	-	-	-	-	-	-	0
Internet Services	4,831	9,009	6,371	851	11,857	2,850	5,300	16,800	3,850	300	305	7,050	69,374
Total Ancillary Income	411,398	330,895	199,126	1,038,834	935,884	281,667	362,378	473,617	248,527	131,038	221,835	697,003	5,332,201
Total Event Income	688,093	434,277	182,808	1,106,735	986,129	498,132	469,857	644,337	323,442	251,238	421,185	774,263	6,780,495
Other Operating Income	141,474	126,535	53,765	88,816	136,840	111,183	111,183	111,183	111,183	111,183	111,183	110,966	1,325,495
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	829,567	560,812	584,573	1,195,551	1,122,969	959,315	581,040	755,520	783,375	362,421	532,368	1,233,479	9,500,989
Operating Expenses													
Employee Salaries and Wages	322,611	281,868	339,571	303,967	281,852	320,905	318,280	318,280	320,905	318,280	318,280	325,455	3,770,254
Benefits	76,384	73,833	77,829	78,961	68,309	78,981	78,981	78,981	78,981	78,981	78,981	80,236	929,437
Less: Event Labor Allocations	(61,725)	(44,381)	(36,185)	(63,090)	(61,555)	(52,083)	(52,083)	(52,083)	(52,083)	(52,083)	(52,083)	(46,194)	(625,628)
Net Employee Wages and Benefits	337,270	311,320	381,215	319,838	288,606	347,803	345,178	345,178	347,803	345,178	345,178	359,497	4,074,062
Contracted Services	89,806	86,547	90,103	90,119	86,986	90,278	89,928	89,928	90,278	89,928	89,928	96,489	1,080,318
General and Administrative	79,394	76,962	63,532	67,233	75,426	92,950	90,640	71,960	87,150	71,060	76,360	108,006	960,673
Operations	36,412	29,115	29,118	40,041	55,572	51,055	51,055	51,055	51,055	51,055	51,055	52,084	548,672
Repair & Maintenance	66,547	50,449	48,917	50,981	50,573	65,143	65,143	68,643	65,143	65,143	65,143	65,015	726,840
Supplies	22,481	5,361	9,760	1,059	9,328	10,453	10,453	10,453	10,453	10,453	10,453	9,975	120,682
Insurance	23,768	23,768	23,048	23,768	23,768	23,768	23,768	23,768	23,768	26,208	23,768	28,828	291,996
Utilities	55,946	60,291	54,489	56,476	63,202	57,583	91,583	99,083	97,083	99,583	90,583	95,833	921,736
Other	1,334	2,729	5,112	784	2,814	417	417	417	417	417	417	417	15,692
Legends Global Management Fees	50,677	48,650	41,320	98,302	91,174	36,190	61,099	65,595	54,436	30,431	88,603	69,190	735,667
Total Operating Expenses	763,635	695,192	746,614	748,601	747,448	775,640	829,264	826,080	827,586	789,456	841,488	885,334	9,476,339
Net Income (Loss) From Operations	65,932	(134,380)	(162,041)	446,950	375,521	183,675	(248,224)	(70,560)	(44,211)	(427,035)	(309,120)	348,145	24,650

Irving Convention Center
Financial Statement Monthly & YTD Highlights
For the Month Ending February 28, 2026

	Current Month	PY Current Month	YTD Actual	Prior YTD Actual
Attendance	23,463	25,592	93,653	86,006
Events	20	17	72	75
Event Days	39	41	165	167
Direct Event Income	50,245	161,326	481,905	302,076
Ancillary Income	935,884	605,372	2,916,128	2,639,495
Total Event Income	986,129	766,698	3,398,033	2,941,571
Other Operating Income	136,840	83,681	547,426	569,928
Adjusted Gross Income	1,122,969	850,379	3,945,459	3,511,499
Indirect Expenses	(747,448)	(803,302)	(3,701,482)	(3,764,846)
Net Income (Loss) From Operations	375,521	47,077	243,977	(253,347)

Irving Convention Center
Balance Sheet
February 28, 2026

ASSETS

Current Assets

Cash	\$ 1,196,689
Accounts Receivable	2,759,584
Prepaid Assets	391,299
Inventory	102,652

Total Current Assets		4,450,224
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		\$ 4,450,224
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$ 1,441,926
Accrued Expenses	113,503
Deferred Income	0
Advance Deposits	2,302,817
Other Current Liabilities	0

Total Current Liabilities		3,858,246
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Long-Term Liabilities

Long Term Liabilites	0

Total Long-Term Liabilities		0
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Total Liabilities		3,858,246
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Equity

Net Funds Received	16,070,552
Retained Earnings	(15,722,552)
Net Income (Loss)	243,978

Total Equity		591,978
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		\$ 4,450,224
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Irving Convention Center
Income Statement
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Rental Income	154,250	165,300	(11,050)	942,212	938,325	3,887	769,551
Service Revenue	159,875	91,900	67,975	691,479	315,200	376,279	524,626
Service Expenses	(263,880)	(175,855)	(88,025)	(1,151,786)	(715,505)	(436,281)	(992,101)
Total Direct Event In	50,245	81,345	(31,100)	481,905	538,020	(56,115)	302,076
F & B Concessions	65,924	29,094	36,830	197,208	134,474	62,734	154,344
F & B Catering	736,623	411,506	325,117	2,306,422	1,205,258	1,101,164	2,090,402
Parking	98,265	56,170	42,095	279,500	154,980	124,520	290,382
Electrical Services	23,215	14,950	8,265	100,080	53,000	47,080	77,035
Audio Visual	0	0	0	0	0	0	(2,335)
Internet Services	11,857	4,800	7,057	32,918	42,650	(9,732)	29,667
Total Ancillary Inco	935,884	516,520	419,364	2,916,128	1,590,362	1,325,766	2,639,495
Total Event Income	986,129	597,865	388,264	3,398,033	2,128,382	1,269,651	2,941,571
OTHER OPERATING INCOME							
Other Income	136,840	121,183	15,657	547,426	605,915	(58,489)	569,928
Total Other Operatin	136,840	121,183	15,657	547,426	605,915	(58,489)	569,928
Adjusted Gross Inco	1,122,969	719,048	403,921	3,945,459	2,734,297	1,211,162	3,511,499
INDIRECT EXPENSES							
Salaries & Wages	281,852	314,476	32,624	1,529,867	1,575,005	45,138	1,500,311
Payroll Taxes & Ben	68,309	75,206	6,897	375,310	376,030	720	354,128
Labor Allocations to	(61,555)	(52,083)	9,472	(266,936)	(260,415)	6,521	(307,302)
Net Salaries and Ben	288,606	337,599	48,993	1,638,241	1,690,620	52,379	1,547,137
Contracted Services	86,985	88,792	1,807	443,563	444,310	747	440,464
General and Adminis	75,426	49,795	(25,631)	362,543	279,316	(83,227)	412,619
Operating	55,572	30,710	(24,862)	190,262	159,690	(30,572)	195,341
Repairs & Maintenan	50,573	60,560	9,987	267,464	302,800	35,336	440,917
Operational Supplies	9,328	10,453	1,125	47,987	52,815	4,828	69,808
Insurance	23,768	25,060	1,292	118,120	105,060	(13,060)	66,507
Utilities	63,202	49,166	(14,036)	290,404	258,430	(31,974)	273,995
Other	2,814	417	(2,397)	12,775	2,085	(10,690)	7,226
Legends Global Man	91,174	69,139	(22,035)	330,123	267,675	(62,448)	310,832
Total Indirect Expens	747,448	721,691	(25,757)	3,701,482	3,562,801	(138,681)	3,764,846
Net Income (Loss)	375,521	(2,643)	378,164	243,977	(828,504)	1,072,481	(253,347)

IRVING CONVENTION CENTER/SMG
Year Over Year Income Comparison
For the Five Months Ending February 28, 2026

	Current Month Actual (FY26)	Prior Year (FY25)	Two Years Prior (FY24)	Three Years Prior (FY23)	Four Years Prior (FY22)	Five Years Prior (FY21)
Rental Income	154,250	238,908	192,724	105,118	82,275	82,050
F & B Concessions	65,924	48,523	39,501	11,302	14,921	4,287
F & B Catering	736,623	420,891	582,199	326,612	143,660	42,966
Total Event Income	986,129	766,698	851,925	424,606	263,818	144,997
Total Indirect Expenses	747,448	803,302	622,419	554,109	468,744	348,357

	Year to Date Actual (FY26)	Prior Year (FY25)	Two Years Prior (FY24)	Three Years Prior (FY23)	Four Years Prior (FY22)	Five Years Prior (FY21)
Rental Income	942,212	769,551	660,368	675,425	430,247	219,381
F & B Concessions	197,208	154,344	101,637	97,805	115,798	14,401
F & B Catering	2,306,422	2,090,402	2,208,365	1,693,424	732,642	86,476
Total Event Income	3,398,033	2,941,571	2,935,553	2,482,414	1,406,253	362,721
Total Indirect Expenses	3,701,482	3,764,846	3,351,489	3,044,180	2,423,081	1,817,792

Irving Convention Center
Monthly Event Income Statement: Banquets
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	1,855	1,990	4,060	4,365
Events	3	3	9	8
Event Days	3	3	10	9
Direct Event Income				
Rental Income	500	0	8,600	6,600
Service Revenue	6,888	6,100	49,454	10,600
Service Expenses	(21,562)	(22,850)	(53,476)	(49,550)
Total Direct Event Income	(14,174)	(16,750)	4,578	(32,350)
Ancillary Income				
F & B Concessions	105	0	105	0
F & B Catering	85,025	68,260	120,028	173,220
Parking	5,718	4,100	7,416	7,380
Electrical Services	950	600	1,885	600
Audio Visual	0	0	0	0
Internet Services	0	0	1,009	0
Total Ancillary Income	91,798	72,960	130,443	181,200
Total Event Income	77,624	56,210	135,021	148,850

Irving Convention Center
Monthly Event Income Statement: Consumer / Public Shows
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	3,850	2,500	11,550	20,400
Events	1	1	6	6
Event Days	1	2	13	11
Direct Event Income				
Rental Income	8,500	7,500	83,675	81,675
Service Revenue	5,083	2,000	72,849	34,500
Service Expenses	(7,157)	(4,600)	(117,386)	(58,650)
Total Direct Event Income	6,426	4,900	39,138	57,525
Ancillary Income				
F & B Concessions	6,534	3,750	21,139	19,350
F & B Catering	5,588	3,705	56,619	49,855
Parking	18,338	2,050	52,641	18,450
Electrical Services	0	400	8,035	1,400
Audio Visual	0	0	0	0
Internet Services	0	0	2,097	1,500
Total Ancillary Income	30,460	9,905	140,531	90,555
Total Event Income	36,886	14,805	179,669	148,080

Irving Convention Center
Monthly Event Income Statement: Conventions
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	8,780	4,090	26,600	12,990
Events	5	6	11	12
Event Days	14	13	39	37
Direct Event Income				
Rental Income	41,750	54,500	319,750	346,800
Service Revenue	76,415	28,000	257,824	121,700
Service Expenses	(136,233)	(69,055)	(391,589)	(217,865)
Total Direct Event Income	(18,068)	13,445	185,985	250,635
Ancillary Income				
F & B Concessions	(2,148)	3,570	53,007	25,420
F & B Catering	361,133	162,466	789,591	416,336
Parking	19,992	13,120	64,831	43,460
Electrical Services	7,865	8,200	35,800	30,950
Audio Visual	0	0	0	0
Internet Services	8,407	2,100	18,230	25,100
Total Ancillary Income	395,249	189,456	961,459	541,266
Total Event Income	377,181	202,901	1,147,444	791,901

Irving Convention Center
Monthly Event Income Statement: Meetings
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	3,326	3,210	26,847	13,295
Events	6	4	20	16
Event Days	11	9	42	34
Direct Event Income				
Rental Income	44,250	33,800	162,100	147,650
Service Revenue	23,912	9,550	86,621	49,750
Service Expenses	(43,101)	(26,800)	(227,486)	(177,490)
Total Direct Event Income	25,061	16,550	21,235	19,910
Ancillary Income				
F & B Concessions	487	2,374	20,726	19,774
F & B Catering	259,863	169,200	1,154,968	449,610
Parking	7,902	8,200	22,747	16,400
Electrical Services	8,655	3,000	20,020	12,000
Audio Visual	0	0	0	0
Internet Services	642	0	3,615	8,350
Total Ancillary Income	277,549	182,774	1,222,076	506,134
Total Event Income	302,610	199,324	1,243,311	526,044

Irving Convention Center
Monthly Event Income Statement: Sporting Event
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	5,600	3,800	14,990	10,750
Events	2	2	8	8
Event Days	7	7	27	27
Direct Event Income				
Rental Income	59,250	64,500	206,837	182,200
Service Revenue	47,577	45,000	112,004	76,400
Service Expenses	(55,537)	(45,750)	(202,937)	(134,500)
Total Direct Event Income	51,290	63,750	115,904	124,100
Ancillary Income				
F & B Concessions	26,340	19,400	61,986	58,850
F & B Catering	23,104	7,875	22,342	16,200
Parking	46,315	28,700	91,043	61,500
Electrical Services	5,745	2,750	14,470	6,050
Audio Visual	0	0	0	0
Internet Services	2,808	2,700	6,581	7,700
Total Ancillary Income	104,312	61,425	196,422	150,300
Total Event Income	155,602	125,175	312,326	274,400

Irving Convention Center
Monthly Event Income Statement: ICVB
For the Five Months Ending February 28, 2026

	Current Month Actual	Current Month Budget	Year to Date Actual	Year to Date Budget
Attendance	52	0	321	290
Events	3	0	9	4
Event Days	3	0	8	4
Direct Event Income				
Rental Income	0	0	0	0
Service Revenue	0	0	0	0
Service Expenses	(290)	0	(3,340)	(1,950)
Total Direct Event Income	(290)	0	(3,340)	(1,950)
Ancillary Income				
F & B Concessions	0	0	0	0
F & B Catering	1,910	0	(351)	787
Parking	0	0	0	0
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	1,910	0	(351)	787
Total Event Income	1,620	0	(3,691)	(1,163)

Irving Convention Center
Monthly Event Income Statement: Grab & Go
For the Five Months Ending February 28, 2026

	Current Actual	Current Budget	Year to Date Actual	Year to Date Budget
Attendance	0	0	0	0
Events	0	0	0	0
Event Days	0	0	0	0
Direct Event Income				
Rental Income	0	0	0	0
Service Revenue	0	0	0	0
Service Expenses	0	0	0	0
Total Direct Event Income	0	0	0	0
Ancillary Income				
F & B Concessions	34,606	0	34,606	0
F & B Catering	0	0	0	0
Parking	0	0	0	0
Electrical Services	0	0	0	0
Audio Visual	0	0	0	0
Internet Services	0	0	0	0
Total Ancillary Income	34,606	0	34,606	0
Total Event Income	34,606	0	34,606	0

AGENDA
Irving Convention and Visitors Bureau Board of Directors
Monday, March 23, 2026 at 11:45 AM
Irving Convention Center
Exhibit Hall B
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

1. Citizen Comments on Items Listed on the Agenda

Consent Agenda

2. Approving ICVB Board Meeting Minutes for February 23, 2026
3. Accepting the ICVB Financial Reports for February 2026
4. Reviewing the Hotel Occupancy Tax Collections
5. Accepting the Irving Convention Center Financial Reports for February 2026

Board Reports

6. Board Chair Report
 - a. Conflict of Interest Form Reminder
 - b. Update on Board Member: City Council Engagement Assignments
 - c. Next Meeting – April 27
7. Board Committee Reports
 - a. Board and Business Development – Karen Cooperstein
 - Recap of March 13 Meeting
 - Next Meeting – June 12
 - b. Community Engagement – Cambria Jones
 - Officer Andrew Esparza Memorial Fun Run/Walk and 5K – April 11, 2026
 - Next Meeting – April 14
 - c. Destination Development – Anthony Buttafuoco
 - Next Meeting – May 12
8. City Reports
 - a. Council Liaison – Councilman Al Zapanta
 - b. Mayor & Other Council Members
 - DART/Transportation and Infrastructure – Mayor Rick Stopfer
 - c. City Manager – Chris Hillman
 - Delinquent Hotel Occupancy Tax Collection Updates
 - Hotel Audit Report
 - Visitor Development Updates
 - Other City Updates

AGENDA - Continued

9. Bureau Monthly Management Reports
 - a. Executive Director – Maura Gast
 - b. Sales and Services – Lori Fojtasek
 - c. Marketing and Communications – Monty White
 - d. Administration and Finance – Susan Rose
 - Smith Travel Research and AirDNA Monthly Reports
10. Convention Center Management Report – Tom Meehan, Kayla Perez, Jeremy Pierce, Casey Villasenor
11. Industry Partner Reports
 - a. The Pavilion at the Toyota Music Factory/Live Nation Report – Tommy DeBeaudry
 - b. Hotel Industry Updates – Anthony Buttafuoco, Kim Limon
 - c. Industry-At-Large Report – Stephanie Fenley-Garcia
 - d. Restaurant Industry Update – David Cole
12. Partner Organization & Stakeholder Reports
 - a. DCURD and Irving Flood Control Districts – Dallas Burke
 - b. Chamber of Commerce – Harry Lake/Beth Bowman
 - c. Irving Arts and Culture – Chris Wallace/Todd Hawkins
 - d. The Las Colinas Association – Hammond Perot
 - e. TIF – Dick Rogers
 - f. University of Dallas – J. Lee Whittington

CERTIFICATION

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

_____ at _____ and remained so posted at least 3 business days before said meeting convened.

Deputy Clerk, City Secretary's Office

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

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

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

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