



IRVING CONVENTION AND VISITORS BUREAU

Board of Directors Meeting

Monday, April 27, 2020 @ 11:45 a.m.

**Irving Convention Center
First Floor Conference Room
and Video Conference**

500 W. Las Colinas Blvd.

(Lunch Served 11:15 a.m.)

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
REGULAR/SPECIAL MEETINGS
OCTOBER 2019 - SEPTEMBER 2020**

RED - CANCELLED

NAME	OCT 25	NOV 18	DEC 16	JAN 27	FEB 24	MAR 23	APR 27	MAY 18	JUN 22	JULY 27	AUG 24	SEPT 28
RICK LINDSEY	X	X	X	X	X							
KAREN COOPERSTEIN	X	X	X	X	X							
KIM ANDRES	=	=	X	X	X							
BOB BETTIS	X	X	X	X	X							
BOB BOURGEOIS	X	X	X	X	X							
BETH BOWMAN	X	X	X	‡	X							
JO-ANN BRESOWAR	X	+	+	X	X							
DIRK BURGHARTZ	+	+	+	+	+							
DAVID COLE	X	+	X	X	+							
HERB GEARS	=	=	X	X	X							
DEBBI HAACKE	X	X	X	X	X							
TODD HAWKINS	X		X	X	X							
CHRIS HILLMAN	X	X	X	+	X							
JULIA KANG	X	X	#	X	X							
JACKY KNOX	+	+	X	‡	‡							
CLEM LEAR	X	X	X	X	X							
KIM LIMON	X	X	X	X	X							
GREG MALCOLM	X	X	X	X	X							
RON MATHAI	X	X	#	+	X							
HAMMOND PEROT	X	X	X	X	X							
DAVID PFAFF	X	X	+	+	X							
JOE PHILIPP	X	X	X	X	X							
MICHAEL RANDALL	X	X	X	X	+							
MICHAEL RILLEY	+	#	X	X	X							
JASON WU TRUJILLO	=	=	=	=	+							
COUNCILMAN JOHN DANISH	X	X	X	X								
JOE MARSHALL	X	X	=	=								
JUDY PIERSON	X	X	=	=								
KAREN RILLEY	X	#	=	=								

X - PRESENT
+ - ABSENT-COMPANY BUSINESS
- ABSENT-OTHER

= - Not Member At Time
‡ - Represented
∞ - Budget Retreat

‡ - Council Liaisons

**AMENDED
AGENDA**

**Irving Convention and Visitors Bureau Board of Directors
Irving Convention Center
First Floor Conference Room
500 W. Las Colinas Blvd.
Irving, Texas 75039
Monday, April 27, 2020 at 11:45 AM**

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

Directors of the ICVB and the public may participate in the Board of Directors meeting by telephone conference or videoconference call. Sign-in via telephone or online will be from 11:15 a.m. to 11:45 a.m. on April 27, 2020. All participants by telephone conference or videoconference will be able to speak when called upon; however, video images of the citizen participants will not be available. The phone numbers to sign-in and participate are 1-888-788-0099 (Toll Free) or 1-877-853-5247 (Toll Free) or online at <https://zoom.us/j/92285014595> Meeting ID: 922 8501 4595.

1. Citizen Comments on Items Listed on the Agenda
2. Accepting the ICVB Financial Report for February and March 2020
3. Accepting the Irving Convention Center Financial Report for February and March 2020
4. Update on COVID-19 Irving Visitor Economy Situation Analysis
5. Approve Recommendation of Executive Committee for Budget Adjustments from ICVB Reserve, Computer Reserve and Convention Center Capital Improvement Project Reserve
6. Approve Recommendation of Executive Committee for Reductions to Executive Director Compensation
7. Approve February 24, 2020 Board of Directors Meeting Minutes

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

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

Deputy Clerk, City Secretary's Office

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

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

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

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

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 27, 2020**

AGENDA ITEMS





**ICVB
FINANCIAL STATEMENTS**

For Period Ending:
February 29, 2020

03/10/2020 17:18
mlauda

City of Irving, TX
Irving Convention and Visitors Bureau

P 1
glytdbud

YEAR-TO-DATE BUDGET REPORT - REVENUES

FOR FEBRUARY 2020

	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
L3 HOTEL/MOTEL TAX	-8,544,599	0	-8,544,599	-2,068,081.31	.00	-6,476,517.69	24.2%
M1 CHARGES FOR SERVICES	-25,000	0	-25,000	.00	.00	-25,000.00	.0%
M4 INVESTMENT INCOME	-18,000	0	-18,000	-3,300.39	.00	-14,699.61	18.3%
M5 MISCELLANEOUS	-57,000	-34,000	-91,000	-66,501.01	.00	-24,498.99	73.1%
GRAND TOTAL	-8,644,599	-34,000	-8,678,599	-2,137,882.71	.00	-6,540,716.29	24.6%

** END OF REPORT - Generated by Marianne Lauda **

03/10/2020 14:47
mlauda

City of Irving, TX
Irving Convention and Visitors Bureau
YEAR-TO-DATE BUDGET REPORT - EXPENDITURES

P 1
glytdbud

FOR FEBRUARY 2020

	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
N1 SALARIES	2,530,519	0	2,530,519	898,036.66	.00	1,632,482.34	35.5%
N2 BENEFITS	679,622	0	679,622	245,173.89	.00	434,448.46	36.1%
N4 SUPPLIES	32,000	6,700	38,700	14,096.97	10,050.00	14,553.03	62.4%
O1 UTILITIES	23,900	0	23,900	3,873.49	.00	20,026.51	16.2%
O3 OUTSIDE SERVICES	3,095,902	162,680	3,258,582	1,142,712.54	771,181.63	1,344,688.18	58.7%
O4 TRAVEL, TRAIN, DUES	829,903	34,000	863,903	77,840.70	840.00	785,222.30	9.1%
O5 CLAIMS AND INSURANCE	138,045	0	138,045	69,022.50	.00	69,022.50	50.0%
O7 MISCELLANEOUS EXP	1,433,809	0	1,433,809	417,644.77	.00	1,016,164.23	29.1%
P5 TRANSFERS OUT	250,000	314,042	564,042	.00	.00	564,042.00	.0%
GRAND TOTAL	9,013,700	517,422	9,531,123	2,868,401.52	782,071.63	5,880,649.55	38.3%

** END OF REPORT - Generated by Marianne Lauda **

ACCOUNT GROUP DETAIL

CHARACTER CODE	ACCOUNT GROUP	ACCOUNT DESCRIPTION
N1	SALARIES	SUPERVISION EXEMPT NON-EXEMPT PART-TIME OVERTIME SPECIAL PAY INCENTIVE PAY
N2	BENEFITS	FICA LIFE INSURANCE MEDICARE PARS 457 PPO INSURANCE SBP TMRS UNEMPLOYMENT TAXES
N4	SUPPLIES	OFFICE FURN AND FIXT LESS 5000 OFFICE MACHINERY LESS 5000 OFFICE SUPPLIES POSTAGE SOFTWARE LESS 5000 SUBSCRIPTIONS-PUBLICATIONS
O1	UTILITIES	COMMUNICATIONS

CHARACTER CODE	ACCOUNT GROUP	ACCOUNT DESCRIPTION
O3	OUTSIDE SERVICES	EQUIPMENT RENTAL FREIGHT MARKETING RESOURCES MEDIA ADVERTISING POSTAGE EQUIPMENT RENTAL PROFESSIONAL SERVICES PROPERTY MANAGEMENT SERVICES SALES RESOURCES
O4	TRAVEL, TRAIN, DUES	MEMBERSHIP AND DUES MILEAGE REIMBURSEMENT TRAVEL AND TRAINING
O5	CLAIMS AND INSURANCE	INSURANCE
O7	MISCELLANEOUS EXP	ADM COST REIMBURSEMENT BANK CHARGES BUSINESS DEV INCENTIVE PROG CONVENTION SERVICES MATERIALS EVENT SPONSORSHIPS ICVB VOLUNTEER PROGRAM LOCAL PROGRAMS-PROMOTIONS
P5	TRANSFERS OUT	TRSF TO ICVB RESERVE TRSF TO ICVB CONV CENTER



Check by Entity

Runtime 3/10/2020 5:21:19 PM

Run by: Marianne Lauda

Entity	Check Date	Check #	Vendor Name	Amount
ICVB				
	2/6/2020	80061011	BH DFW PROPERTY LP (WESTIN DFW)	750.00
	2/6/2020	80061012	CUTTS, SUSAN	568.75
	2/6/2020	80061013	DALLAS FORT WORTH AIRPORT MARRIOTT	3,462.00
	2/6/2020	80061014	FORT WORTH EARLY MUSIC	500.00
	2/6/2020	80061015	IRVING INDEPENDENT SCHOOL DISTRICT	1,800.00
	2/6/2020	80061016	J SHEA CONSULTING INC	1,337.49
	2/6/2020	80061017	MALONEY STRATEGIC COMMUNICATION INC	87,054.98
	2/6/2020	80061018	OMNI MANDALAY HOTEL	3,140.00
	2/6/2020	80061019	SHERATON DFW AIRPORT HOTEL	3,246.00
	2/6/2020	80061020	SIMPLEVIEW WORLDWIDE, INC.	5,200.00
	2/6/2020	80061021	SUPERIOR EXPOSITION SERVICES, LLC	8,140.00
	2/13/2020	80061022	AJR MEDIA GROUP	3,145.00
	2/13/2020	80061023	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO, INC	115,311.43
	2/13/2020	80061024	BH DFW PROPERTY LP (WESTIN DFW)	990.00
	2/13/2020	80061025	BOY SCOUTS OF AMERICA	1,350.00
	2/13/2020	80061026	CONNECT	33,995.00
	2/13/2020	80061027	CROWDRIFF INC.	2,187.00
	2/13/2020	80061028	DALLAS FORT WORTH AIRPORT MARRIOTT	436.00
	2/13/2020	80061029	DOUBLETREE DALLAS DFW AIRPORT	1,011.00
	2/13/2020	80061030	FEDERAL EXPRESS CORPORATION	21.11
	2/13/2020	80061031	FOJTASEK, LORI	50.11
	2/13/2020	80061032	GALLEGOS, DAVID	300.00
2/13/2020	80061033	HOPKINS, CHERYL	90.46	
2/13/2020	80061034	HYATT PLACE DALLAS/LAS COLINAS	30.00	
2/13/2020	80061035	IMAGO MEDIA, INC.	2,500.00	



Check by Entity

Runtime 3/10/2020 5:21:19 PM

Run by: Marianne Lauda

Entity	Check Date	Check #	Vendor Name	Amount
ICVB	2/13/2020	80061036	KEYNOTE SPEAKERS CANADA INC	7,783.09
	2/13/2020	80061037	LEVINE, KATHY	5.00
	2/13/2020	80061038	LOPEZ, BRENDA	130.00
	2/13/2020	80061039	MALONEY STRATEGIC COMMUNICATION INC	205.00
	2/13/2020	80061040	MANSELL, LORI	130.00
	2/13/2020	80061041	MCKESSON CORPORATION	4,355.00
	2/13/2020	80061042	MEETING PROFESSIONALS INTERNATIONAL	12,700.00
	2/13/2020	80061043	MEETINGS TODAY	2,000.00
	2/13/2020	80061044	MELTWATER NEWS US INC	27,350.00
	2/13/2020	80061045	MULTIVIEW, INC.	9,000.00
	2/13/2020	80061046	OMNI MANDALAY HOTEL	892.00
	2/13/2020	80061047	PATHWAYS CORE TRAINING INC	1,190.00
	2/13/2020	80061048	PCMA SERVICES	10,830.00
	2/13/2020	80061049	PROVIDENT GROUP - IRVING (WESTIN ICC)	1,215.00
	2/13/2020	80061050	RED ZONE GAMES, INC	2,160.00
	2/13/2020	80061051	ROBERTS, DEBBIE	178.26
	2/13/2020	80061052	ROCHE, KELLY	200.06
	2/13/2020	80061053	STAPLES	395.38
	2/13/2020	80061054	STODDARD, CAROL	31.90
	2/13/2020	80061055	TEXAS DREAMS GYMNASTICS	1,580.00
	2/13/2020	80061056	TUCKER & ASSOCIATES, LLC	4,072.94
	2/20/2020	80061057	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	280.00
	2/20/2020	80061058	CROWDRIFF INC.	2,187.00
	2/20/2020	80061059	CUTTS, SUSAN	868.75
2/20/2020	80061060	DALLAS MARRIOTT LAS COLINAS	205.00	
2/20/2020	80061061	DOUBLETREE DALLAS DFW AIRPORT	905.00	



Check by Entity

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Run by: Marianne Lauda

Entity	Check Date	Check #	Vendor Name	Amount
ICVB	2/20/2020	80061062	FOUR SEASONS RESORT & CLUB DALLAS	7,334.00
	2/20/2020	80061063	FOUR SEASONS RESORT & CLUB DALLAS	800.00
	2/20/2020	80061064	GUARANTEED EXPRESS, INC.	12.20
	2/20/2020	80061065	IRVING - LAS COLINAS ROTARY CLUB	116.00
	2/20/2020	80061066	IRVING CONVENTION CENTER AT LAS COLINAS	8,842.78
	2/20/2020	80061067	IRVING INDEPENDENT SCHOOL DISTRICT	1,650.60
	2/20/2020	80061068	LEWIS MARKETING PARTNERS, LLC	40,307.42
	2/20/2020	80061069	PLIEGO, ROSELLE	150.00
	2/20/2020	80061070	R FOX DESIGNS, LP	5,039.00
	2/20/2020	80061071	SHERATON DFW AIRPORT HOTEL	1,718.00
	2/20/2020	80061072	VERIZON WIRELESS SERVICES, LLC	598.06
		62		434,033.77



**ICVB
FINANCIAL STATEMENTS**

For Period Ending:
March 31, 2020

04/21/2020 14:20
mlauda

City of Irving, TX
Irving Convention and Visitors Bureau - General Fund

P 1
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YEAR-TO-DATE BUDGET REPORT - REVENUES

FOR MARCH 2020

	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
L3 HOTEL/MOTEL TAX	-8,544,599	0	-8,544,599	-2,068,081.31	.00	-6,476,517.69	24.2%
M1 CHARGES FOR SERVICES	-25,000	0	-25,000	.00	.00	-25,000.00	.0%
M4 INVESTMENT INCOME	-18,000	0	-18,000	-4,059.15	.00	-13,940.85	22.6%
M5 MISCELLANEOUS	-57,000	-34,000	-91,000	-68,809.01	.00	-22,190.99	75.6%
GRAND TOTAL	-8,644,599	-34,000	-8,678,599	-2,140,949.47	.00	-6,537,649.53	24.7%

** END OF REPORT - Generated by Marianne Lauda **

04/21/2020 14:12
mlauda

City of Irving, TX
Irving Convention and Visitors Bureau - General Fund

P 1
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YEAR-TO-DATE BUDGET REPORT - EXPENDITURES

FOR MARCH 2020

	ORIGINAL APPROP	TRANFRS/ ADJSTMTS	REVISED BUDGET	YTD EXPENDED	ENCUMBRANCES	AVAILABLE BUDGET	PCT USED
N1 SALARIES	2,530,519	5,000	2,535,519	1,072,167.09	.00	1,463,351.91	42.3%
N2 BENEFITS	679,622	0	679,622	294,679.30	.00	384,943.05	43.4%
N4 SUPPLIES	32,000	11,700	43,700	26,897.70	8,950.00	7,852.30	82.0%
O1 UTILITIES	23,900	1,000	24,900	6,273.14	.00	18,626.86	25.2%
O3 OUTSIDE SERVICES	3,095,902	162,680	3,258,582	1,580,953.32	692,675.90	984,953.13	69.8%
O4 TRAVEL - TRAIN -DUES	829,903	23,000	852,903	317,404.40	.00	535,498.60	37.2%
O5 CLAIMS AND INSURANCE	138,045	0	138,045	69,022.50	.00	69,022.50	50.0%
O7 MISCELLANEOUS EXP	1,433,809	0	1,433,809	533,022.51	43,596.66	857,189.83	40.2%
P5 TRANSFERS OUT	250,000	314,042	564,042	.00	.00	564,042.00	.0%
GRAND TOTAL	9,013,700	517,422	9,531,123	3,900,419.96	745,222.56	4,885,480.18	48.7%

** END OF REPORT - Generated by Marianne Lauda **

ACCOUNT GROUP DETAIL

CHARACTER CODE	ACCOUNT GROUP	ACCOUNT DESCRIPTION
N1	SALARIES	SUPERVISION EXEMPT NON-EXEMPT PART-TIME OVERTIME SPECIAL PAY INCENTIVE PAY
N2	BENEFITS	FICA LIFE INSURANCE MEDICARE PARS 457 PPO INSURANCE SBP TMRS UNEMPLOYMENT TAXES
N4	SUPPLIES	OFFICE FURN AND FIXT LESS 5000 OFFICE MACHINERY LESS 5000 OFFICE SUPPLIES POSTAGE SOFTWARE LESS 5000 SUBSCRIPTIONS-PUBLICATIONS
O1	UTILITIES	COMMUNICATIONS

CHARACTER CODE	ACCOUNT GROUP	ACCOUNT DESCRIPTION
O3	OUTSIDE SERVICES	EQUIPMENT RENTAL FREIGHT MARKETING RESOURCES MEDIA ADVERTISING POSTAGE EQUIPMENT RENTAL PROFESSIONAL SERVICES PROPERTY MANAGEMENT SERVICES SALES RESOURCES
O4	TRAVEL, TRAIN, DUES	MEMBERSHIP AND DUES MILEAGE REIMBURSEMENT TRAVEL AND TRAINING
O5	CLAIMS AND INSURANCE	INSURANCE
O7	MISCELLANEOUS EXP	ADM COST REIMBURSEMENT BANK CHARGES BUSINESS DEV INCENTIVE PROG CONVENTION SERVICES MATERIALS EVENT SPONSORSHIPS ICVB VOLUNTEER PROGRAM LOCAL PROGRAMS-PROMOTIONS
P5	TRANSFERS OUT	TRSF TO ICVB RESERVE TRSF TO ICVB CONV CENTER

CHARACTER CODE	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	REVISED BUDGET	YTD EXPEND/COLLECT	ENCUMBRANCES	AVAILABLE BUDGET	% USED
RESERVE FUND							
REVENUES							
M4	INVESTMENT INCOME	20,000	20,000	8,786	0	11,214	43.9%
M6	TRANSFER FROM GENERAL FUND	50,000	50,000	0	0	0	0.0%

CHARACTER CODE	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	REVISED BUDGET	YTD EXPEND/COLLECT	ENCUMBRANCES	AVAILABLE BUDGET	% USED
COMPUTER REPLACEMENT FUND							
REVENUES							
M4	INVESTMENT INCOME	5,000	5,000	1,697	0	3,303	33.9%
EXPENDITURES							
N4	COMPUTERS	45,000	45,000	0	0	45,000	0.0%

CHARACTER CODE	ACCOUNT DESCRIPTION	ORIGINAL BUDGET	REVISED BUDGET	YTD EXPEND/COLLECT	ENCUMBRANCES	AVAILABLE BUDGET	% USED
ICVB IRVING CONVENTION CENTER - CIP							
REVENUES							
M4	INVESTMENT INCOME	30,000	30,000	10,134	0	19,866	33.8%
M5	TRANSFER FROM CITY OF IRVING*	0	250,000	165,000	0	85,000	66.0%
M6	TRANSFER FROM GENERAL FUND	200,000	514,042	0	0	0	0.0%
EXPENDITURES							
N7	STRUCTURE MAINT*	1,181,250	1,431,250	468,836	0	962,414	32.8%

*Budget adjustment of \$250,000 in both revenues and expenditures is for the convention center hotel parking lease agreement. The bond trustee makes payment to the city which is then transferred to the ICVB and then paid to SMG.



Irving Convention and Visitors Bureau

Check Register

March 2020

Entity	Check Date	Check #	Vendor Name	Amount
ICVB				
	3/5/2020	80061073	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	400.00
	3/5/2020	80061074	BATTLE OF TEXAS	145.00
	3/5/2020	80061075	BH DFW PROPERTY LP	3,265.00
	3/5/2020	80061076	CUTTS, SUSAN	837.50
	3/5/2020	80061077	DALLAS FORT WORTH AIRPORT MARRIOTT	644.00
	3/5/2020	80061078	DALLAS MARRIOTT LAS COLINAS	1,195.00
	3/5/2020	80061079	DELTA AIR LINES, INC.	4,400.00
	3/5/2020	80061080	DELTA AIR LINES, INC.	4,402.00
	3/5/2020	80061081	FEDERAL EXPRESS CORPORATION	176.66
	3/5/2020	80061082	FOUR SEASONS RESORT & CLUB DALLAS	2,735.00
	3/5/2020	80061083	HYATT PLACE DALLAS/LAS COLINAS	45.00
	3/5/2020	80061084	IRVING ARTS CENTER	30.00
	3/5/2020	80061085	IRVING CONVENTION CENTER AT LAS COLINAS	2,905.00
	3/5/2020	80061086	IRVING CONVENTION CENTER AT LAS COLINAS	10,788.83
	3/5/2020	80061087	MALONEY STRATEGIC COMMUNICATION INC	37,947.15
	3/5/2020	80061088	MEETINGS TODAY	5,200.00
	3/5/2020	80061089	NORTHSTAR TRAVEL MEDIA, LLC	5,000.00
	3/5/2020	80061090	OMNI MANDALAY HOTEL	4,480.00
	3/5/2020	80061091	PROVIDENT GROUP - IRVING PROPERTIES, LLC	300.00
	3/5/2020	80061092	RELIGIOUS CONFERENCE MANAGEMENT	7,000.00
	3/5/2020	80061093	SHERATON DFW AIRPORT HOTEL	2,219.00
	3/5/2020	80061094	SUPERIOR EXTERIOR FENCING	310.00
	3/5/2020	80061095	ZUMBAUGH, MICHAEL	572.89
	3/12/2020	80061096	ALOFT LAS COLINAS	65.00
	3/12/2020	80061097	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	100.00
	3/12/2020	80061098	AMERICAN EXPRESS TRAVEL RELATED SERVICES CO,	87,967.36
	3/12/2020	80061099	AMERICAN LEGAL AND FINANCIAL NETWORK	192.00
	3/12/2020	80061100	BH DFW PROPERTY LP	505.00
	3/12/2020	80061101	BT HOTEL LAS COLINAS LLC	835.00
	3/12/2020	80061102	DALLAS FORT WORTH AIRPORT MARRIOTT	2,046.00
	3/12/2020	80061103	DIPIETRO, KATHERINE	77.29
	3/12/2020	80061104	DOUBLETREE DALLAS DFW AIRPORT	300.00
	3/12/2020	80061105	EMBASSY SUITES DFW INT'L AIRPORT SOUTH	250.00
	3/12/2020	80061106	FOJTASEK, LORI	149.60
	3/12/2020	80061107	FOUR SEASONS RESORT & CLUB DALLAS	4,483.00
	3/12/2020	80061108	HOPKINS, CHERYL	145.00
	3/12/2020	80061109	INTEC BUSINESS SYSTEMS	184.34
	3/12/2020	80061110	IRVING - LAS COLINAS ROTARY CLUB	136.00
	3/12/2020	80061111	LAUDA, MARIANNE	192.15
3/12/2020	80061112	LEVINE, KATHY	75.00	
3/12/2020	80061113	LOPEZ, BRENDA	65.00	
3/12/2020	80061114	MANSELL, LORI	195.00	
3/12/2020	80061115	MCKESSON CORPORATION	865.00	
3/12/2020	80061116	MEETING PROFESSIONALS INTERNATIONAL	2,500.00	



Irving Convention and Visitors Bureau

Check Register

March 2020

Entity	Check Date	Check #	Vendor Name	Amount
	3/12/2020	80061117	MEETINGS TODAY	1,000.00
	3/12/2020	80061118	MOTHERS AGAINST DRUNK DRIVING	200.00
	3/12/2020	80061119	NATIONAL SYSTEMS CONTRACTORS ASSOCIATION	4,695.00
	3/12/2020	80061120	OMNI MANDALAY HOTEL	1,295.00
	3/12/2020	80061121	PATHWAYS CORE TRAINING INC	1,140.00
	3/12/2020	80061122	PFAFF, DIANA	65.00
	3/12/2020	80061123	PRODUCTIVE DENTIST ACADEMY, LLC	1,245.00
	3/12/2020	80061124	ROADRUNNER CHARTERS, INC.	840.00
	3/12/2020	80061125	ROCHE, KELLY	238.03
	3/12/2020	80061126	ROSE, SUSAN	155.02
	3/12/2020	80061127	SHERATON DFW AIRPORT HOTEL	545.00
	3/12/2020	80061128	SIRMEN, LORI	40.61
	3/12/2020	80061129	SOUTHWEST NAHRO	716.00
	3/12/2020	80061130	STAPLES	109.98
	3/12/2020	80061131	STAYBRIDGE SUITES DFW AIRPORT NORTH	468.00
	3/12/2020	80061132	STODDARD, CAROL	49.17
	3/12/2020	80061133	STR, INC	3,350.00
	3/12/2020	80061134	TEXAS ASSOCIATION OF NEUROLOGICAL	1,060.00
	3/12/2020	80061135	TUCKER & ASSOCIATES, LLC	4,078.16
	3/12/2020	80061136	WHITE, MONTY	19.25
	3/19/2020	80061137	COGNIZANT TECHNOLOGY SOLUTIONS U.S. CORP	1,105.00
	3/19/2020	80061138	CUTTS, SUSAN	900.00
	3/19/2020	80061139	FEDERAL EXPRESS CORPORATION	24.14
	3/19/2020	80061140	FOUR SEASONS RESORT & CLUB DALLAS	2,215.00
	3/19/2020	80061141	FOUR SEASONS RESORT & CLUB DALLAS	840.00
	3/19/2020	80061142	GUARANTEED EXPRESS, INC.	24.18
	3/19/2020	80061143	IRVING CONVENTION CENTER AT LAS COLINAS	34,992.08
	3/19/2020	80061144	IRVING CONVENTION CENTER AT LAS COLINAS	229,774.00
	3/19/2020	80061145	IRVING CONVENTION CENTER AT LAS COLINAS	350,000.00
	3/19/2020	80061146	OMNI MANDALAY HOTEL	905.00
	3/19/2020	80061147	SHERATON DFW AIRPORT HOTEL	545.00
	3/19/2020	80061148	SOUTHERN BAPTISTS OF TEXAS CONVENTION INC	1,580.00
	3/19/2020	80061149	TRIPADVISOR, LLC	325.02
	3/19/2020	80061150	VERIZON WIRELESS SERVICES, LLC	596.69
	3/26/2020	80061151	BH DFW PROPERTY LP	1,770.00
	3/26/2020	80061152	CUTTS, SUSAN	200.00
	3/26/2020	80061153	FAIRFIELD INN & SUITES LAS COLINAS	45.00
	3/26/2020	80061154	FEDERAL EXPRESS CORPORATION	35.56
	3/26/2020	80061155	FOUR SEASONS RESORT & CLUB DALLAS	2,200.00
	3/26/2020	80061156	GUARANTEED EXPRESS, INC.	39.68
	3/26/2020	80061157	IMAGO MEDIA, INC.	3,095.00
	3/26/2020	80061158	IRVING ARTS CENTER	185.00
	3/26/2020	80061159	IRVING CONVENTION CENTER AT LAS COLINAS	62,417.97
	3/26/2020	80061160	IRVING CONVENTION CENTER AT LAS COLINAS	144,375.00
	3/26/2020	80061161	MALONEY STRATEGIC COMMUNICATION INC	6,977.80



Irving Convention and Visitors Bureau

Check Register

March 2020

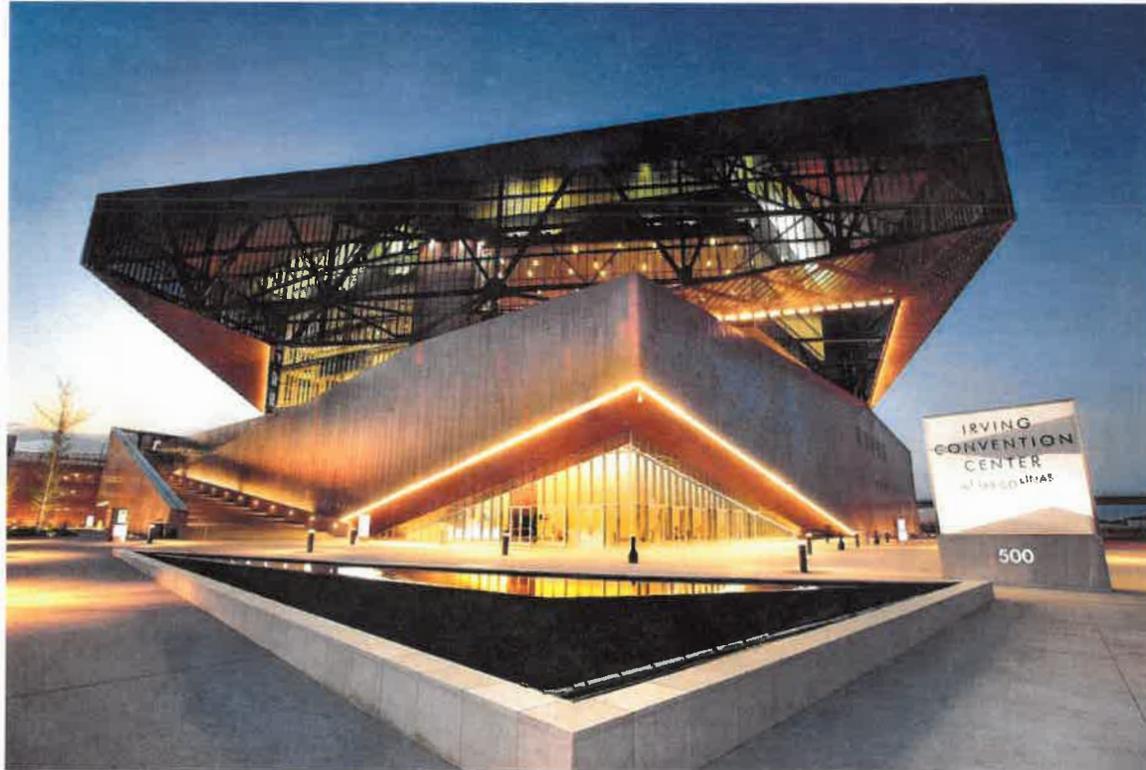
Entity	Check Date	Check #	Vendor Name	Amount
	3/26/2020	80061162	MANSOUR, KAYLA	250.36
	3/26/2020	80061163	NORTHSTAR TRAVEL MEDIA, LLC	1,685.00
	3/26/2020	80061164	PFAFF, DIANA	130.00
	3/26/2020	80061165	PLIEGO, ROSELLE	150.00
	3/26/2020	80061166	ROBERTS, DEBBIE	65.00
	3/26/2020	80061167	ROSE, SUSAN	87.83
	3/26/2020	80061168	SHERATON DFW AIRPORT HOTEL	3,031.00
	3/26/2020	80061169	SOTO, MONICA	25.00
	3/26/2020	80061170	SOUTHWEST COMMISSION ON RELIGIOUS STUDIES	920.00
	3/26/2020	80061171	STALLINGS, APRIL	53.33
	3/26/2020	80061172	STODDARD, CAROL	20.00
	3/26/2020	80061173	STR, INC	7,800.00
	3/26/2020	80061174	TEXAS DEPARTMENT OF TRANSPORTATION	2,679.29
	3/26/2020	80061175	TEXAS STEEL GUITAR ASSOCIATION	2,985.00
	3/26/2020	80061176	TEXAS WINE AND GRAPE GROWERS ASSOCIATION	540.00
	3/26/2020	80061177	TRIPADVISOR, LLC	39.07
	3/26/2020	80061178	TUCKER & ASSOCIATES, LLC	72.81
	10000B	106		1,083,335.80

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Run by: Marianne Lauda



IRVING CONVENTION CENTER
AT LAS COLINAS



Date Distributed: March 16, 2020

Monthly Financial Summary

For Period Ending February 29, 2020

ASM GLOBAL - IRVING CONVENTION CENTER
OCTOBER 1, 2019 TO SEPTEMBER 30, 2020
Board Lead Income Statement - Monthly FY 2020

	October	November	December	January	February	March	April	May	June	July	August	September	Total		
Event Income															
Direct Event Income															
Rental Income	183,185	77,985	38,650	80,100	101,125	108,994	207,238	142,670	48,800	111,341	161,875	120,000	1,381,962		
Service Income	77,389	12,540	19,135	49,059	133,783	56,750	57,050	78,750	40,000	32,250	31,500	32,750	620,956		
Service Expenses	(133,229)	(35,838)	(35,116)	(106,040)	(189,282)	(85,000)	(90,000)	(80,000)	(80,000)	(75,000)	(75,000)	(80,000)	(1,064,505)		
Total Direct Event Income	127,345	54,687	22,669	23,119	45,626	80,744	174,288	141,420	8,800	68,591	111,875	72,750	938,413		
Ancillary Income															
F & B Concessions	24,866	6,231	10,154	12,039	27,561	12,500	20,000	16,000	13,000	5,000	9,000	16,000	172,352		
F & B Catering	605,052	150,709	235,426	794,222	541,888	39,672	261,058	360,286	374,183	165,230	141,360	215,460	3,884,547		
Parking: Self Parking	46,410	12,908	13,104	21,671	35,953	11,890	20,662	24,190	20,172	10,867	5,330	20,500	243,657		
Electrical Services	12,365	4,750	5,220	6,790	16,600	-	16,000	13,000	11,000	5,000	9,000	17,000	116,725		
Audio Visual	347	(0)	(896)	997	(564)	-	-	-	-	-	-	-	(116)		
Internet Services	-	(595)	-	350	1,207	-	3,100	500	1,500	150	2,000	2,500	10,712		
Total Ancillary Income	689,040	174,003	263,008	836,069	622,645	64,062	320,820	413,976	419,855	186,247	166,690	271,460	4,427,877		
Total Event Income	816,385	228,690	285,677	859,188	668,271	144,806	495,108	555,396	428,655	254,838	285,065	344,210	5,366,289		
Other Operating Income	95,000	26,741	24,454	97,002	72,215	25,000	45,000	35,000	45,000	25,000	30,000	25,000	545,412		
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000		
Adjusted Gross Income	911,385	255,431	658,131	956,190	740,486	519,806	540,108	590,396	822,405	279,838	315,065	717,460	7,306,700		
Operating Expenses															
Employee Salaries and Wages	233,091	208,787	217,242	226,057	201,439	243,370	243,370	243,370	242,888	242,888	242,888	242,893	2,788,282		
Benefits	70,845	68,953	59,915	67,392	62,476	74,509	74,509	74,509	74,509	74,509	74,509	188,518	965,153		
Less: Event Labor Allocations	(30,233)	(5,970)	(13,934)	(19,415)	(17,740)	(49,730)	(49,730)	(49,730)	(49,730)	(49,730)	(49,730)	(49,730)	(435,402)		
Net Employee Wages and Benefits	273,703	271,770	263,223	274,034	246,175	268,149	268,149	268,149	267,667	267,667	267,667	381,681	3,318,032		
Contracted Services	56,602	52,476	61,359	57,942	52,715	62,097	62,097	62,097	62,097	62,097	62,097	62,097	715,775		
General and Administrative	91,072	29,306	36,616	98,275	44,210	69,722	57,701	35,031	46,041	60,796	42,726	130,397	741,890		
Operations	65,204	40,269	31,883	40,909	51,535	49,134	49,134	49,134	49,134	49,134	49,134	49,130	573,735		
Repair & Maintenance	63,829	34,962	41,317	44,162	35,373	51,808	51,808	46,808	46,808	58,808	46,808	47,312	569,803		
Supplies	10,646	31,569	11,001	21,278	13,178	17,099	17,099	17,849	17,099	30,432	30,682	30,941	248,875		
Insurance	23,137	8,501	6,489	7,544	6,587	10,203	10,203	10,203	10,203	10,203	10,203	10,203	123,679		
Utilities	48,248	39,696	38,576	43,396	42,077	45,000	45,000	45,000	45,000	45,000	45,000	45,000	526,992		
Other	6	-	34	-	835	208	208	208	208	208	208	212	2,335		
ASM Global Management Fees	67,946	29,543	36,621	83,042	68,803	36,323	36,323	21,983	13,823	13,823	13,823	13,823	435,876		
Total Operating Expenses	700,393	538,092	527,119	670,582	561,488	609,743	597,722	556,462	558,080	598,168	568,348	770,796	7,256,992		
Net Income (Loss) From Operations	210,992	(282,661)	131,012	285,608	178,998	(89,938)	(57,614)	33,934	264,325	(318,331)	(253,283)	(53,336)	49,708	(1,395,000)	(1,945,292)

Budget Forecast Comparison by Month

(35,141)	(11,028)	22,219	120,452	49,708											
355,094	(45,974)	(149,927)	(98,439)	(13,378)	(5,753)	(11,877)	3,100	10,562	33,041	143,191	314,010				

IRVING CONVENTION CENTER/SMG
 Financial Statements Monthly Highlights
 For the Month Ending February 29, 2020

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	21,659	14,022	7,637	15,449
Events	30	20	10	26
Event Days	57	44	13	38
Direct Event Income	45,626	73,700	(28,074)	67,064
Ancillary Income	622,645	466,343	156,302	498,844
Total Event Income	668,271	540,043	128,228	565,908
Other Operating Income	72,215	60,000	12,215	43,462
Adjusted Gross Income	740,486	600,043	140,443	609,370
Indirect Expenses	(561,488)	(559,406)	(2,082)	(519,561)
Net Income (Loss) From Operations	178,998	40,637	138,361	89,809

IRVING CONVENTION CENTER/SMG
Financial Statements Year to Date Highlights
For the Five Months Ending February 29, 2020

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	86,384	72,414	13,970	88,328
Events	119	91	28	105
Event Days	203	167	36	159
Direct Event Income	273,447	371,620	(98,173)	198,534
Ancillary Income	2,584,770	1,708,113	876,657	1,872,637
Total Event Income	2,858,217	2,079,733	778,484	2,071,171
Other Operating Income	315,409	305,000	10,409	200,138
Adjusted Gross Income	3,173,626	2,384,733	788,893	2,271,309
Indirect Expenses	(2,997,672)	(2,770,737)	(226,935)	(2,759,132)
Net Income (Loss) From Operations	175,954	(386,004)	561,958	(487,823)

IRVING CONVENTION CENTER/SMG
Balance Sheet
February 29, 2020

ASSETS

Current Assets		
Cash	\$	969,577
Accounts Receivable		1,644,401
Prepaid Assets		49,747
Inventory		73,486
		2,737,211
Total Current Assets		2,737,211
Total Assets	\$	2,737,211

LIABILITIES AND EQUITY

Current Liabilities		
Accounts Payable	\$	790,432
Accrued Expenses		510,826
Deferred Income		0
Advance Ticket Sales/Deposits		911,999
Other Current Liabilities		0
		2,213,257
Total Current Liabilities		2,213,257
Long-Term Liabilities		
Long Term Liabilites		0
		0
Total Long-Term Liabilities		0
Total Liabilities		2,213,257
Equity		
Net Funds Received		11,550,786
Retained Earnings		(11,202,786)
Net Income (Loss)		175,954
		523,954
Total Equity		523,954
Total Liabilities & Equity	\$	2,737,211

IRVING CONVENTION CENTER/SMG
Income Statement
For the Five Months Ending February 29, 2020

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	101,125	112,950	(11,825)	481,045	515,195	(34,150)	440,209
Service Revenue	133,783	50,750	83,033	291,902	176,425	115,477	210,720
Service Expenses	(189,282)	(90,000)	(99,282)	(499,500)	(320,000)	(179,500)	(452,395)
Total Direct Event In	45,626	73,700	(28,074)	273,447	371,620	(98,173)	198,534
Ancillary Income							
F & B Concessions	27,561	26,000	1,561	80,852	81,500	(648)	74,856
F & B Catering	541,888	395,855	146,033	2,327,299	1,445,774	881,525	1,658,056
Parking	35,953	31,488	4,465	130,049	119,089	10,960	88,549
Electrical Services	16,600	12,000	4,600	45,725	58,000	(12,275)	51,909
Audio Visual	(564)	0	(564)	(117)	0	(117)	(1,413)
Internet Services	1,207	1,000	207	962	3,750	(2,788)	680
Total Ancillary Inco	622,645	466,343	156,302	2,584,770	1,708,113	876,657	1,872,637
Total Event Income	668,271	540,043	128,228	2,858,217	2,079,733	778,484	2,071,171
OTHER OPERATING INCOME							
Other Income	72,215	60,000	12,215	315,409	305,000	10,409	200,138
Total Other Operatin	72,215	60,000	12,215	315,409	305,000	10,409	200,138
Adjusted Gross Inco	740,486	600,043	140,443	3,173,626	2,384,733	788,893	2,271,309
INDIRECT EXPENSES							
Salaries & Wages	201,439	226,745	25,306	1,086,615	1,133,725	47,110	1,165,590
Payroll Taxes & Ben	62,476	68,840	6,364	329,575	344,200	14,625	313,595
Labor Allocations to	(17,740)	(49,730)	(31,990)	(87,292)	(248,650)	(161,358)	(303,230)
Net Salaries and Ben	246,175	245,855	(320)	1,328,898	1,229,275	(99,623)	1,175,955
Contracted Services	52,715	62,090	9,375	281,094	310,450	29,356	313,880
General and Adminis	44,210	51,439	7,229	299,482	231,652	(67,830)	201,619
Operating	51,535	45,751	(5,784)	229,800	228,755	(1,045)	235,404
Repairs & Maintenan	35,373	46,808	11,435	219,643	234,040	14,397	247,229
Operational Supplies	13,178	17,599	4,421	87,673	87,245	(428)	83,483
Insurance	6,587	8,333	1,746	52,258	41,665	(10,593)	32,102
Utilities	42,912	45,208	2,296	212,869	226,040	13,171	225,353
SMG Management F	68,803	36,323	(32,480)	285,955	181,615	(104,340)	244,107
Total Indirect Expens	561,488	559,406	(2,082)	2,997,672	2,770,737	(226,935)	2,759,132

An ASM Global Managed Facility

IRVING CONVENTION CENTER/SMG
Income Statement
For the Five Months Ending February 29, 2020

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	178,998	40,637	138,361	175,954	(386,004)	561,958	(487,823)



IRVING CONVENTION CENTER
AT LAS COLINAS



Date Distributed: April 15, 2020

Monthly Financial Summary

For Period Ending March 31, 2020

ASM GLOBAL - IRVING CONVENTION CENTER
OCTOBER 1, 2019 TO SEPTEMBER 30, 2020
Board Lead Income Statement - Monthly FY 2020

	October	November	December	January	February	March	April	May	June	July	August	September	Total		
Event Income															
Direct Event Income															
Rental Income	183,185	77,985	38,650	80,100	101,125	112,619	-	32,000	36,050	27,900	164,875	141,525	996,013		
Service Income	77,389	12,540	19,135	49,059	133,783	30,892	-	-	20,750	32,250	31,500	32,750	440,048		
Service Expenses	(133,229)	(35,838)	(35,116)	(106,040)	(189,282)	(45,059)	-	-	(40,000)	(75,000)	(75,000)	(80,000)	(814,564)		
Total Direct Event Income	127,345	54,687	22,669	23,119	45,626	98,452	-	32,000	16,800	(14,850)	121,375	94,275	621,497		
Ancillary Income															
F & B Concessions	24,866	6,231	10,154	12,039	27,561	18,115	-	-	-	-	1,000	-	99,967		
F & B Catering	605,052	150,709	235,426	794,222	541,888	62,432	-	-	179,163	80,870	74,100	161,930	2,885,793		
Parking: Self Parking	46,410	12,908	13,104	21,671	35,953	25,741	-	-	2,952	617	1,640	162	161,158		
Electrical Services	12,365	4,750	5,220	6,790	16,600	29,880	-	-	-	-	-	-	75,605		
Audio Visual	347	(0)	(896)	997	(564)	(1,441)	-	-	-	-	-	-	(1,557)		
Internet Services	-	(595)	-	350	1,207	1,450	-	-	-	-	-	-	2,412		
Total Ancillary Income	689,040	174,003	263,008	836,069	622,645	136,177	-	-	182,115	81,487	76,740	162,092	3,223,378		
Total Event Income	816,385	228,690	285,677	859,188	668,271	234,629	-	32,000	198,915	66,637	198,115	256,367	3,844,875		
Other Operating Income	95,000	26,741	24,454	97,002	72,215	158,883	21,625	21,625	21,625	21,625	21,625	21,625	604,045		
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000		
Adjusted Gross Income	911,385	255,431	658,131	956,190	740,486	743,512	21,625	53,625	569,290	88,262	219,740	626,242	5,843,920		
Operating Expenses															
Employee Salaries and Wages	233,091	208,787	217,242	226,057	201,439	191,036	243,370	243,370	242,888	242,888	242,888	242,893	2,735,947		
Benefits	70,845	68,953	59,915	67,392	62,476	60,164	74,509	74,509	74,509	74,509	74,509	188,518	950,808		
Less: Event Labor Allocations	(30,233)	(5,970)	(13,934)	(19,415)	(17,740)	(6,308)	-	-	(5,000)	(10,000)	(10,000)	(10,000)	(128,601)		
Net Employee Wages and Benefits	273,703	271,770	263,223	274,034	246,175	244,892	317,879	317,879	312,397	307,397	307,397	421,411	3,558,155		
Contracted Services	56,602	52,476	61,359	57,942	52,715	59,282	43,772	43,869	49,301	61,869	61,772	61,865	662,822		
General and Administrative	91,072	29,306	36,616	98,275	44,210	39,968	23,467	24,050	32,057	46,437	31,654	70,933	568,045		
Operations	65,204	40,269	31,883	40,909	51,535	41,253	17,084	17,084	17,084	48,384	48,384	48,380	467,453		
Repair & Maintenance	63,829	34,962	41,317	44,162	35,373	48,468	32,183	32,183	39,683	39,683	39,683	40,187	491,712		
Supplies	10,646	31,569	11,001	21,278	13,178	21,170	2,625	2,625	7,808	16,224	16,224	36,232	190,581		
Insurance	23,137	8,501	6,489	7,544	6,587	7,544	7,544	7,544	7,544	8,500	8,500	8,500	107,934		
Utilities	48,248	39,696	38,576	43,396	42,077	38,500	40,317	40,317	40,317	45,000	45,000	45,000	506,443		
Other	6	-	34	-	835	-	-	-	-	-	-	-	875		
ASM Global Management Fees	67,946	29,543	36,621	83,042	68,803	22,223	13,823	13,823	13,823	13,823	13,823	13,823	391,116		
Total Operating Expenses	700,393	538,092	527,119	670,582	561,488	523,300	498,694	499,374	520,014	587,317	572,437	746,331	6,945,137		
Net Income (Loss) From Operations	210,992	(282,661)	131,012	285,608	178,998	220,212	(477,069)	(445,749)	49,276	(499,055)	(352,697)	(120,089)	(1,101,217)	(1,395,000)	(2,496,217)

Budget Forecast Comparison by Month

(35,141)	(11,028)	22,219	120,452	49,708	(1,101,217)							
355,094	(45,974)	(149,927)	(98,439)	(13,378)	(5,753)	(11,877)	3,100	10,562	33,041	143,191	314,010	

IRVING CONVENTION CENTER/SMG
Financial Statements Monthly Highlights
For the Month Ending March 31, 2020

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	18,710	13,900	4,810	22,630
Events	8	7	1	20
Event Days	19	24	(5)	38
Direct Event Income	98,452	94,069	4,383	116,605
Ancillary Income	136,177	290,572	(154,395)	264,153
Total Event Income	<u>234,629</u>	<u>384,641</u>	<u>(150,012)</u>	<u>380,758</u>
Other Operating Income	<u>158,883</u>	<u>50,000</u>	<u>108,883</u>	<u>15,852</u>
Adjusted Gross Income	393,512	434,641	(41,129)	396,610
Indirect Expenses	<u>(523,300)</u>	<u>(556,572)</u>	<u>33,272</u>	<u>(508,023)</u>
Net Income (Loss) From Operations	<u><u>(129,788)</u></u>	<u><u>(121,931)</u></u>	<u><u>(7,857)</u></u>	<u><u>(111,413)</u></u>

IRVING CONVENTION CENTER/SMG
Financial Statements Year to Date Highlights
For the Six Months Ending March 31, 2020

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	105,094	86,314	18,780	110,958
Events	127	98	29	125
Event Days	222	191	31	197
Direct Event Income	371,902	465,689	(93,787)	315,140
Ancillary Income	2,720,946	1,998,685	722,261	2,136,790
Total Event Income	<u>3,092,848</u>	<u>2,464,374</u>	<u>628,474</u>	<u>2,451,930</u>
Other Operating Income	<u>474,292</u>	<u>355,000</u>	<u>119,292</u>	<u>215,991</u>
Adjusted Gross Income	3,567,140	2,819,374	747,766	2,667,921
Indirect Expenses	<u>(3,520,971)</u>	<u>(3,327,309)</u>	<u>(193,662)</u>	<u>(3,267,156)</u>
Net Income (Loss) From Operations	<u><u>46,169</u></u>	<u><u>(507,935)</u></u>	<u><u>554,104</u></u>	<u><u>(599,235)</u></u>

IRVING CONVENTION CENTER/SMG

Balance Sheet
March 31, 2020

ASSETS

Current Assets

Cash	\$	2,095,949	
Accounts Receivable		515,156	
Prepaid Assets		41,294	
Inventory		77,650	
		<hr/>	
Total Current Assets			2,730,049

Total Assets			<hr/> \$ 2,730,049 <hr/>
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	792,114	
Accrued Expenses		362,801	
Deferred Income		0	
Advance Ticket Sales/Deposits		830,965	
Other Current Liabilities		0	
		<hr/>	
Total Current Liabilities			1,985,880

Long-Term Liabilities

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

Total Liabilities			1,985,880
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Equity

Net Funds Received		11,900,786	
Retained Earnings		(11,202,786)	
Net Income (Loss)		46,169	
		<hr/>	
Total Equity			744,169

Total Liabilities & Equity			<hr/> \$ 2,730,049 <hr/>
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IRVING CONVENTION CENTER/SMG
Income Statement
For the Six Months Ending March 31, 2020

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	112,619	122,319	(9,700)	593,664	637,514	(43,850)	599,122
Service Revenue	30,892	56,750	(25,858)	322,794	233,175	89,619	258,515
Service Expenses	(45,059)	(85,000)	39,941	(544,556)	(405,000)	(139,556)	(542,497)
Total Direct Event In	98,452	94,069	4,383	371,902	465,689	(93,787)	315,140
Ancillary Income							
F & B Concessions	18,115	24,000	(5,885)	98,968	105,500	(6,532)	98,774
F & B Catering	62,432	208,340	(145,908)	2,389,729	1,654,114	735,615	1,820,269
Parking	25,741	30,032	(4,291)	155,790	149,121	6,669	123,996
Electrical Services	29,880	26,000	3,880	75,605	84,000	(8,395)	90,787
Audio Visual	(1,441)	0	(1,441)	(1,558)	0	(1,558)	(113)
Internet Services	1,450	2,200	(750)	2,412	5,950	(3,538)	3,077
Total Ancillary Inco	136,177	290,572	(154,395)	2,720,946	1,998,685	722,261	2,136,790
Total Event Income	234,629	384,641	(150,012)	3,092,848	2,464,374	628,474	2,451,930
OTHER OPERATING INCOME							
Other Income	158,883	50,000	108,883	474,292	355,000	119,292	215,991
Total Other Operatin	158,883	50,000	108,883	474,292	355,000	119,292	215,991
Adjusted Gross Inco	393,512	434,641	(41,129)	3,567,140	2,819,374	747,766	2,667,921
INDIRECT EXPENSES							
Salaries & Wages	191,036	226,745	35,709	1,277,648	1,360,470	82,822	1,370,654
Payroll Taxes & Ben	60,164	68,840	8,676	389,740	413,040	23,300	378,010
Labor Allocations to	(6,308)	(49,730)	(43,422)	(93,600)	(298,380)	(204,780)	(349,307)
Net Salaries and Ben	244,892	245,855	963	1,573,788	1,475,130	(98,658)	1,399,357
Contracted Services	59,282	62,090	2,808	340,376	372,540	32,164	369,835
General and Adminis	39,968	49,105	9,137	339,452	280,757	(58,695)	236,144
Operating	41,253	45,751	4,498	271,054	274,506	3,452	280,361
Repairs & Maintenan	48,468	46,808	(1,660)	268,111	280,848	12,737	305,641
Operational Supplies	21,170	17,099	(4,071)	108,843	104,344	(4,499)	90,944
Insurance	7,544	8,333	789	59,802	49,998	(9,804)	38,965
Utilities	38,500	45,208	6,708	251,367	271,248	19,881	267,244
SMG Management F	22,223	36,323	14,100	308,178	217,938	(90,240)	278,665
Total Indirect Expens	523,300	556,572	33,272	3,520,971	3,327,309	(193,662)	3,267,156
Net Income (Loss)	(129,788)	(121,931)	(7,857)	46,169	(507,935)	554,104	(599,235)

DRAFT

MINUTES

IRVING CONVENTION AND VISITORS BUREAU

BOARD OF DIRECTORS – EXECUTIVE COMMITTEE MEETING

ZOOM VIDEO MEETING

APRIL 13, 2020

Attendance: Rick Lindsey – Board Chair; Karen Cooperstein – Board Vice Chair; Bob Bourgeois, David Cole, Debbi Haacke, Julia Kang, Clem Lear, Greg Malcolm – Committee Members; Bob Bettis, Herb Gears and Joe Philipp- Board member; Maura Gast and Susan Rose - ICVB; Councilman Al Zapanta and Mayor Rick Stopfer – Guests.

Board Chair Rick Lindsey called the meeting to order at 8:45 a.m. and noted this meeting is taking place as a video conference due to the COVID-19 restrictions. He inquired if there were any citizen comments; there were none.

Gast gave a presentation to City Council on March 31 and reviewed current data regarding the impact of COVID-19 and the ICVB response. Key points were:

- Irving Hotel Occupancy has changed dramatically. The week of March 22, Occupancy is 25.5% city-wide. The week of March 29, if lucky, will be in the high teens. San Antonio, Texas is hovering at 10% Occupancy.
- The drops in Occupancy are also seeing parallel drops on Average Daily Rate; our assumptions are based on what data is available as there really are no comparisons for what is now occurring.
- Best Case Scenario – June Recovery, No China Relapse:
 - 10% Occupancy for April and May
 - 25% Occupancy for June
 - 30% Occupancy for July
 - 40% Occupancy for August
 - 55% Occupancy for September
 - 60% Occupancy for October
 - Occupancies restored to typical levels by year-end due to pent-up business demand.
- Average daily rate likely will take 12 months minimum to catch up (recovery may be compressed due to rapid decline of remaining business –rate war timing could potentially be limited).

Cash Flow and Funding Challenges are:

- ICVB:
 - Reserve fund balance is half of what it used to be.
 - \$3 million taken from ICVB in 2010 to fund 1st year debt service shortfall of ICC debt.
 - Have been working to rebuild; current balance at \$1.3 million.
 - Computer Reserve Fund - \$244K.
 - Uncommitted ICC Capital Expenditures - \$358K.
 - HOT funds received quarterly; Jan-Mar funds due mid-May.
 - Not sure what percentage of HOT payments actually will be made.
 - April-June funds due mid-August; Anticipating minimal revenues at best.
 - Jul-Sep funds due mid-November; Anticipating some recovery.

- ICC:
 - Event cancellations, postponements, re-bookings, new bookings.
 - Facility still needs to be maintained & protected.

Three Phases for what we are going through: Response, Recovery and Resilience

- ICVB Response:
 - Assumption that ZERO new HOT revenue will be coming in for the next several months
 - Suspend all travel and training.
 - Stopping all advertising that could be stopped.
 - BizDIP - honoring what has been committed but nothing else.
 - Ad agency projects – finishing what is underway but then nothing else.
 - PR agency –pausing contract/retainer.
 - Halted all pursuit of a TPID.
 - Suspend executive director incentive.
- ICC Response:
 - Suspend all travel and training.
 - Security contract restructured.
 - Elevator, mechanical systems contracts being adjusted.
 - F&B service contracts stopped –Cintas, Linens, etc.
 - Reduced janitorial expenditures.
 - Stopped parking contract.
 - Stopped weekly dumpster pulls.
- Staff Adjustment Response:
 - ICVB Staff reduced by 23% in 2010 (6 positions); only 1 of those since has been replaced.
 - City does not currently have furlough, nor temporary pay reduction policies.
 - Evaluating these as possibilities; need to understand TMRS & SBP impacts.
 - Enactments need to be draconian to provide any significant relief, such as:
 - Furloughs of full staff for a minimum of two months.
 - Furloughs for salaried employees preferred to be in (minimum) one-week increments, and furloughed employees would be eligible for unemployment benefits.
 - 25% temporary pay cuts of full (or all salaried –17 of 21) staff for a minimum of six months.
 - ICC has furloughed approximately 20 FTEs.
- Response - Other Issues:
 - Lingering misperceptions re ICVB pay plan changes of 2018.
 - The total cost to implement the plan was \$95,000, across 21 positions.
 - Biggest single portion of that was to the Exec Director position, @ 15%.
 - Recommendations for adjustments to this position.
 - Eliminate incentive for current year FY2020 and FY2021.
 - Reduce pay by 25% for at least 6 months.
- Recovery: ICVB and ICC:
 - Continue to reduce expenditures everywhere possible.
 - Keep the pump primed on all fronts –sales, marketing.

- Continue to maintain the facility.
- Recognize that every destination is operating as a start-up.
- Travel will be changing – unknown for how long and in what ways.

- Resilience:
 - Comes when we can see daylight with recovery.
 - Reserves will need to be rebuilt.
 - Loans will have to be repaid.
 - ICC will still need a subsidy.
 - Other funding sources (TPID) will still need to be pursued.
 - Travel and group gatherings likely will have fundamentally changed.
 - “Small but Mighty” may still be on our side.
 - Political capital will have to be maintained/rebuilt.
 - The impact of the visitor economy on our community’s quality of life will never be clearer.

Board Vice Chair Karen Cooperstein stated the ICVB team is doing a continuously fabulous job of selling Irving as a destination and planning for the future, while proactive in their role to promote and keep local restaurants open and spreading the word. The Marketing and ICVB staff are doing a great job in staying on top of updates every day. She has not seen any other city doing as much for their communities.

Board member Debbi Haacke requested having a review of current financial statements for complete decision-making. Gast noted that the Hotel Occupancy Tax collections are not in yet and will not show on the current financials; these will be provided in advance of the full board meeting, but it is important to understand that the ICVB financials are not a forecast, and it is the forecast that is the issue.

Mayor Rick Stopfer reported the City is down \$16 million in revenue from Sales Tax projections and the Hotel Occupancy Tax projection is a \$8 million shortfall. He noted it is fortunate that the Westin Irving Convention Center Hotel and the Toyota Music Factory have some reserves to make payments to the debt service. The City is reviewing the furlough process and keeping updated on when the government programs will come into place to actually be able to utilize them. He stated the ICVB is a workhorse for the City and generates business revenue. He appreciates keeping the ICVB team lean but realizes they should not be penalized. There is great dialogue between all entities in the City and everyone is working through the red tape. He is looking at the situation from all sides and angles to keep doing business as close to normal as possible. The City will discuss the best way to recover and what things will look like over the next 90 days. He expressed his appreciation for the ICVB team, Board of Directors and Gast for their commitment.

Councilman Al Zapanta expressed his thanks to Gast for the presentation update she gave to City Council. He stated the country may not bounce back as fast as everyone would like and anticipates 12-18 months realistically for a turn-around, and noted caution is critical. Zapanta suggested that before making decisions specific to the Executive Director salary and incentives, that the Board wait until after the City Council meeting later this week when the Council will receive a report on the city’s Hotel Occupancy Tax financials, sales tax and property tax collections. He noted that the financial situation facing the CVB is where the board will “earn its keep” as it works with the Council to find solutions.

Board member Joe Philipp brought to the Committee's attention the City's Supplemental Benefit Program is not a substitute for social security. It is a supplemental benefit plan, knowing there is no social security from the City. In response to a question from Philipp, Gast reported cash projections for the ICVB assume if there is no revenue collected for January through March 2020, the ICVB can operate through August 2020 using all reserves available. If reserves are not utilized, the ICVB can only operate through May 2020. Philipp added the Board needs to work closely with the City on those projections.

Board member Julia Kang added that she would also like to review the current financials. Board member Bob Bourgeois noted that the staff has done a tremendous job and furloughs are the last thing he would want to see; people are and will be needed to continue doing the work.

Board member Greg Malcolm reported Occupancy may recover by 2022, but Average Daily Rate will not recover until 2023. Malcolm's properties have furloughed most employees and working with skeleton crew at each hotel. The company has seven hotels open and running at 6% Occupancy. He stated he appreciates Gast's recommendations on keeping staff, realizing this is a hard time to receive unemployment for employees. Irving hotels were projected to run in March at 83% occupancy and are actually at 42% - that is how fast the impact of COVID-19 has hit. He further noted if the industry maintains rate integrity there is a better fighting chance to recover quicker. Some smaller properties cannot close due to their debt structure and are open running at 6% or less. Gast noted that Hotel Occupancy Tax payments cannot be deferred, nor penalties waived, as they are tied to the city's debt on the Toyota Music Factory and Westin Irving Convention Center Hotel, as well as the Convention Center.

Board member Herb Gears commended the ICVB team for a great job. He suggested to the Committee that if furloughs should become necessary, that it will be important that communications are structured in the same manner as messages from the City Manager and noted the importance of consistency. It will be important to hear the Council and City Manager discussions this week.

Board Member David Cole added iFratelli is fortunate at this time to be a delivery/pick-up business and has not had to adapt like full-service restaurants. He reported Frontburner Restaurants, owners of Whiskey Cake on Hwy 635, has let almost all their staff go and out of 47 El Fenix restaurants, only 14 are open at this time. The Landry's team has furloughed all hourly staff and managers are working at half salary. This has devastated a lot of restaurants, both big and small. Cool River is closed permanently. Some areas of town may not be able to sustain their restaurants anymore, and it may become even more important to revisit the city's R-A-B restrictions to help restaurants survive. He added that remote meetings and video conferences may take the place of business travel and may start to impact office leasing; the sports world may be the glue to get everyone together again with travel and filling hotel rooms, since those can't be replicated via Zoom. The restaurant community has not had recovery discussions to date, only talking survival.

Gast reviewed the ICVB cash flow and gave a recap of cash/investments, payroll and estimated expenses as well as funds available. Going forward there could be no staff travel, no advertising expenses, etc. and staff will power the programs and plan on zero revenue. Gast reported the government's PPP (Paycheck Protection Program) allows loan amounts to be forgiven, as long as employee and compensation levels are maintained. Based on what the staff has been able to learn thus far, the ICVB would rely on the City's banking relationship with Bank of America to acquire the loan, should they become eligible to pursue this avenue of relief. Currently, since most CVBs are either 501©6 organizations (like Chambers) or government agencies, we remain ineligible for coronavirus relief funding under the PPP. The US Travel

Association is working diligently toward a Phase 3 technical correction or a Phase 4 relief package that would specifically include tourism agencies of any structure.

Lindsey asked for a motion to approve the recommendation of Executive Committee for Budget Adjustments from ICVB Reserve, Computer Reserve and Convention Center Capital Improvement Project Reserve and bring forward to the full Board of Directors. Board member Clem Lear made a motion and a second from Cooperstein to approve. Philipp asked for a roll call vote.

Executive Committee members voted in support of the motion:
Lindsey, Cooperstein, Bourgeois; Cole, Haacke, Kang, Lear, Malcolm.

Others in attendance voiced their support of the action:
Bettis, Gears, Philipp, Mayor Stopfer. (Councilman Al Zapanta – not present at time of vote).

The recommendation of Executive Committee for Budget Adjustments from ICVB Reserve, Computer Reserve and Convention Center Capital Improvement Project Reserve passed unanimously and will come forward to the full Board of Directors for action before coming to the Irving City Council.

Lindsey asked for a motion to approve Recommendations for adjustments to the Executive Director position to include the elimination of incentive for the year FY2020 and FY2021 and a reduction in pay by 25% for at least six months to be reviewed at that time.

Discussion was held and Stopfer noted the City will be reviewing the shortfalls and needs. City staff will be pulling down accounts and looking at the boundaries of bond covenants to keep dollars flowing and maintain the City's Triple A rating. There will also be discussion of personnel with hard conversations. The potential hit from declining sales tax and property tax collections and rates will also be reviewed. Gears asked if the City was comfortable making decisions on property tax adjustments at this time and if an adjustment in rate would make a difference. Stopfer replied a tax adjustment can be made during disaster relief and he commended Gast as a team leader for making hard decisions. He stated funds can be put back into reserves and salaries and bonuses reinstated at a later date. In response to a question from Lear, Gast replied the ICVB and City will be compiling budget numbers for FY2021 in the next few months and she is not comfortable adding the Executive Director incentives in that budget.

Lear made a motion to approve and a second from Malcolm. Executive Committee members voted as follows:

Executive Committee members voted in support of the motion:
Lindsey, Cooperstein, Bourgeois; Cole, Haacke, Kang, Lear, Malcolm.

Others in attendance voiced their support of the action:
Bettis, Gears, Philipp, Mayor Stopfer. (Councilman Al Zapanta – not present at time of vote).

The recommendations for adjustments to the Executive Director position to include the elimination of incentive for the current year FY2020 and FY2021 and a reduction in pay by 25% for at least six months to be reviewed at that time were unanimously approved.

Lindsey asked for a motion to approve the Executive Committee February 21, 2020 meeting minutes. A correction on page 3 of the minutes to state "there are three candidates for Councilman Dennis Webb's position - Place 3."

On a motion from Lear and a second from Bourgeois to approve the corrected Executive Committee minutes of February 21, a roll call vote was as follows:

Executive Committee members voted in support of the motion:
Lindsey, Cooperstein, Bourgeois; Cole, Haacke, Kang, Lear, Malcolm.

Others in attendance voiced their support of the action:
Bettis, Gears, Philipp, Mayor Stopfer. (Councilman Al Zapanta – not present at time of vote).

The corrected minutes were approved unanimously.

Next steps:

After the City Council meeting on Thursday, April 16, Gast will coordinate with Chairman Lindsey to identify time for a condensed full Board meeting this month, in order to make the May 7 City Council agenda. ICVB and ICC financials for February and March 2020 will be provided for that meeting.

Lindsey expressed his thanks for the great group of people assembled on the ICVB Board of Directors and their efforts and commitment to protect the ICVB and ICC moving forward.

The meeting was adjourned at 10:37 a.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director

Executive Committee Meeting

ICVB Board of Directors
April 13, 2020

1

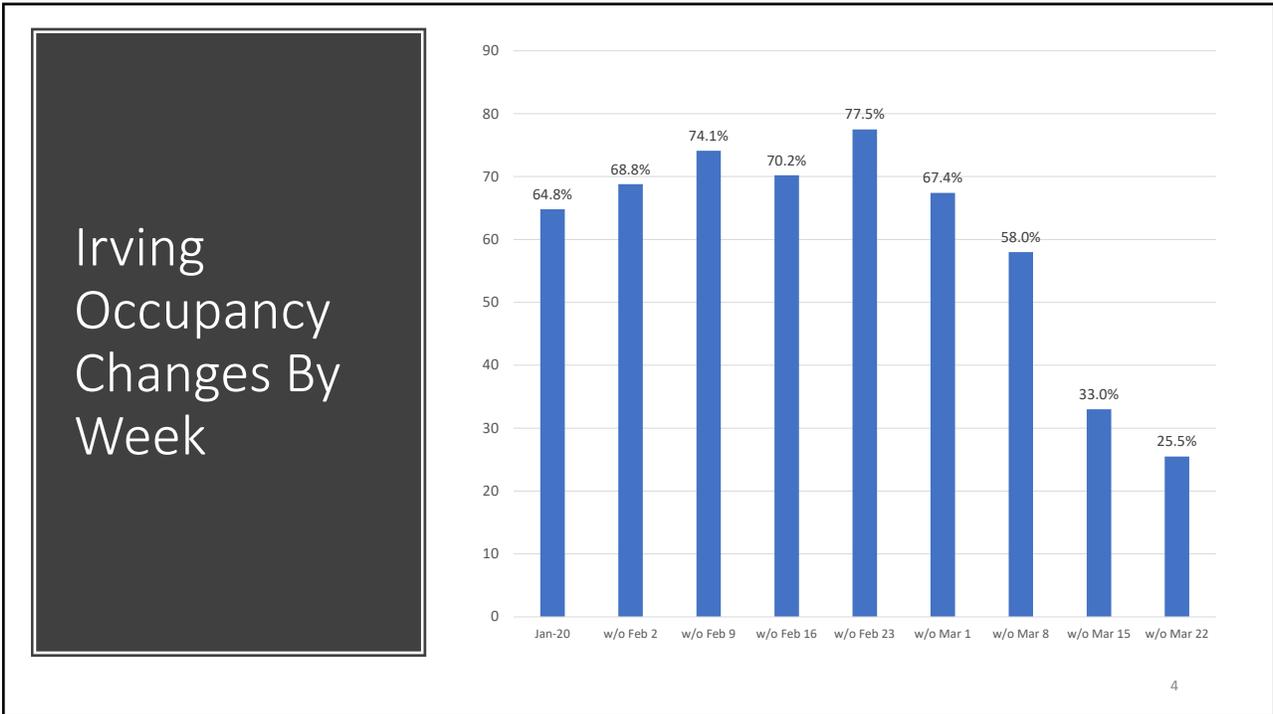
Agenda

- Citizen Comments
- COVID-19 Irving Visitor Economy Situation Analysis
- ICVB/ICC Priorities and Budget Adjustment Recommendations
- Next Steps
- Approving February 21, 2020 Minutes

2

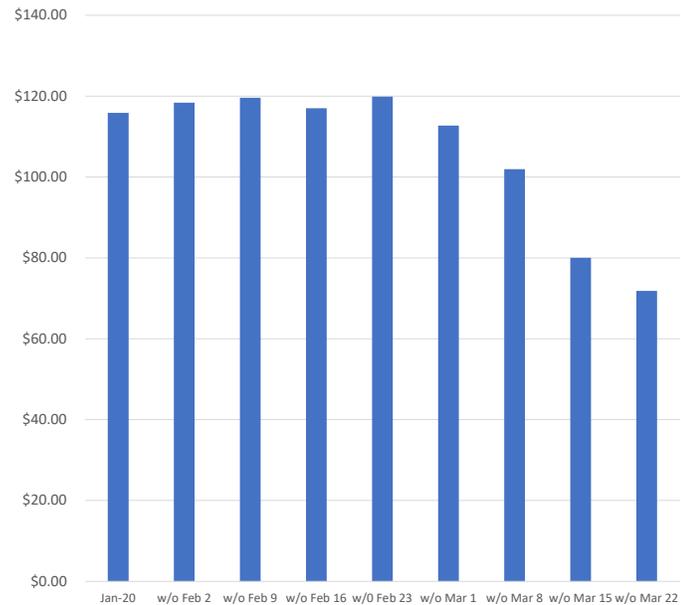
Situation Analysis

3



4

Irving ADR Changes By Week



5

5

Our Current Assumptions

- Best Case Scenario – June Recovery, No China Relapse
 - 10% Occupancy for April and May
 - 25% Occupancy for June
 - 30% Occupancy for July
 - 40% Occupancy for August
 - 55% Occupancy for September
 - 60% Occupancy for October
 - Occupancies restored to typical levels by year-end due to pent-up business demand
 - Average daily rate will take 12 months minimum to catch up (recovery may be compressed due to rapid decline of remaining business – rate war timing could potentially be limited)

6

6

Cash Flow & Funding Challenges

- ICVB
 - Reserve fund balance half of what it used to be
 - \$3 million taken from ICVB in 2010 to fund 1st year debt service shortfall of ICC debt
 - Have been working to rebuild; current balance at \$1.3 million
 - Computer Reserve Fund - \$244K
 - Uncommitted ICC Capital Expenditures - \$358K
 - HOT funds received quarterly
 - Jan-Mar funds due mid-May
 - 2/3 of this quarter were very good; not sure what percentage of payments actually will be made
 - April-June funds due mid-August
 - Anticipating minimal revenues at best
 - Jul-Sep funds due mid-November
 - Anticipating some recovery
- ICC
 - Event cancellations, postponements, re-bookings, new bookings
 - Facility still needs to be maintained & protected

7

Three Phases To Get Past This



8

8

RESPONSE: Cuts To Date

- ICVB
 - Assumption that ZERO new HOT revenue will be coming in
 - All travel and training
 - All advertising that could be stopped
 - BizDIP – honoring what has been committed but nothing else
 - Ad agency projects – finishing what’s underway but then nothing else
 - PR agency – pausing contract/retainer
 - Halted all pursuit of a TPID
 - Executive director incentive
- ICC
 - All travel and training
 - Security contract restructured
 - Elevator, mechanical systems contracts being adjusted
 - F&B service contracts stopped – Cintas, Linens, etc.
 - Reduced janitorial expenditures
 - Stopped parking contract
 - Stopped weekly dumpster pulls

9

RESPONSE: Staff Adjustments to date

- ICVB Staff reduced by 23% in 2010 (6 positions)
 - Only 1 of those has since been replaced
 - City does not have furlough nor temporary pay reduction policies
 - Evaluating these as possibilities; need to understand TMRS & SBP impacts
 - Enactments need to be draconian to provide any significant relief, such as:
 - Furloughs of full staff for a minimum of two months
 - 25% temporary pay cuts of full (or all salaried – 17 of 21) staff for a minimum of six months
 - Furloughs for salaried employees preferred to be in (minimum) one-week increments
 - Furloughed employees would be eligible for unemployment benefits
- ICC has furloughed approximately 20 FTEs

10

RESPONSE: Other Resource Options

- ~~Line of credit~~
- ~~Traditional Bank Loan~~
- ASM/SMG Parent Company
- CARES Act Programs
 - ICVB currently not eligible for any due to status as gov't agency or city population size
 - ICC as government agent also not (yet) eligible
 - Clarifications or addl legislation coming that MAY resolve that, esp for Paycheck Protection Program (PPP loans)
 - Loans with existing banking relationships

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RESPONSE: Other Issues

- 1/3 of the city's debt is tied to Hotel Occupancy Taxes
- Debt service shortfall on ICC debt for this year
 - Debt service reserve (previously \$12 million) went away with the ReFi so the city could have use of those funds elsewhere
 - Brimer debt has DSR; HQ hotel has other protection (COI has still not received state share of Westin HOT yet)
 - Impacts city's bonding capacity on other projects
 - City won't be able to cover the next round of "paying itself back" this year on the shortfall "loan"
- Arts HOT Funds will also be reduced
 - Event cancellations will impact grant revenues
 - Arts eligible for \$150 million in CARES Act programs designated specifically for NEA and NEH (\$75 million each)
 - Arts still has \$1.6 million allocation (should have expired in 2007, and then again in 2022 – now 2026)
- Lingering issues with some re ICVB pay plan changes of 2018
 - Total cost to implement the plan was \$95,000, across 21 positions
 - Biggest single portion of that was to the Exec Director position, @ 15%
 - Recommendations for adjustments to this position
 - Eliminate incentive for current year and the next one
 - Reduce pay by 25% for at least 6 months

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RESPONSE: Needed ICVB Board Actions

- Budget adjustment to approve use of Catastrophic Reserve, Computer Reserve and uncommitted balance of ICC Capital Reserve
 - Committed ICC Capital Funds will be used to sustain ICC operations, along with committed ICC Subsidy
 - Full Board Meeting, then to Council for May meeting
- Approve temporary reduction in Exec Dir pay (25% for 6 months minimum, reassess situation at that point) and elimination for incentive for FY 2020 & FY 2021
- Work with Council to identify funds to carry the ICVB/ICC operations through 12/2021
 - 1/3 of the City's debt is tied to HOT
 - Once ICC can reopen and begin generating event revenues, they can quickly recoup revenues, but will still need operating subsidy (\$1.395/year)
 - ICVB operations would be reduced significantly to "fundamentals"
 - Personnel, minimal programming dollars, memberships, minimal subscriptions, CRM/websites, subsidy, etc.

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Discussion

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RECOVERY: ICVB & ICC Priorities

- Continue to reduce expenditures everywhere possible
- Keep the pump primed on all fronts – sales, marketing
- Continue to maintain the facility
- Recognize that every destination is operating as a start-up
- Travel will be changing – for how long and in what ways, we don't know yet

15

RESILIENCE: Not a Today Conversation

- Comes when we can see daylight with recovery
 - Reserves will need to be rebuilt
 - Loans will have to be repaid
 - ICC will still need a subsidy
 - Other funding sources (TPID) will still need to be pursued
- Travel and group gatherings likely will have fundamentally changed
 - “Small but Mighty” may still be on our side
- Political capital will have to be maintained/rebuilt
 - Never will it be more clear of the impact of the visitor economy on our community's quality of life

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**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
HILTON GARDEN INN DFW SOUTH
FEBRUARY 24, 2020**

Those present for the meeting were: Rick Lindsey – Chair, Karen Cooperstein – Vice Chair, Kim Andres, Bob Bettis, Bob Bourgeois, Beth Bowman, Jo-Ann Bresowar, Herbert Gears, Debbi Haacke, Todd Hawkins, Chris Hillman, Julia Kang, Clem Lear, Kim Limon, Greg Malcolm, Ron Mathai, Hammond Perot, David Pfaff, Joe Philipp, and Mike Riley – Members of the Board; Councilman John Danish, Chief Financial Officer Jeff Litchfield, Assistant City Manager Philip Sanders, City Attorney Janet Spugnardi and Mayor Pro Tem Oscar Ward – City of Irving; General Manager Tom Meehan and Director of Sales Matt Tungett – ASM/Irving Convention Center; Maura Gast, Carol Boyer, Lori Fojtasek, Wendy Foster, Marianne Lauda, Kathy Levine, Kayla Mansour, Diana Pfaff, Susan Rose and Carol Stoddard – ICVB Staff; Guests: Dallas Burke representing Jacky Knox – DCURD; Connie Gifford-Herrington and Pat Nicks – ICVB Convention Services.

Board Chair Rick Lindsey called the meeting to order at 11:45 a.m. and noted no citizens had signed up for comments.

Lindsey asked for a moment of silence for the passing of Assistant City Manager Ramiro Lopez.

CONSENT AGENDA

1. APPROVING ICVB BOARD MINUTES FOR JANUARY 27, 2020
2. ACCEPTING THE IRVING CONVENTION CENTER FINANCIAL REPORT FOR JANUARY 2020
3. ACCEPTING THE ICVB FINANCIALS FOR JANUARY 2020
4. REVIEWING THE HOTEL OCCUPANCY TAX RESULTS FOR FIRST QUARTER 2019-20

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

PRESENTATION

1. LIVE NATION – TOYOTA MUSIC FACTORY ECONOMIC IMPACT ANALYSIS

Board member Mike Riley thanked everyone on the Board and staff who believed in the Toyota Music Factory project and made it a reality. The efforts and battles were positive and resulted in a good place for all and Irving should be proud. Riley gave an overview of the TMF Economic Impact:

- Study was done by Beacon Economics, an independent research and consulting firm with an expertise in Economic Impact Analysis
- Analysis includes five criteria:
 - Overall output
 - Employment
 - Labor income
 - Local tax revenue
 - Social contributions
- Key Findings:
 - TMF leading model for venues across the country
 - TMF located in the fourth largest entertainment hub in the United States
 - Methodology used: Direct + Indirect + Induced = Total Impact

- Total Effect of Economic Impact for Irving:
 - \$277.0 million in Output
 - 2,458 Employment
 - \$138.8 million in Labor Income
- Social Impact = The Story:
 - Workforce diversity
 - Charitable contributions
 - Community unification
- Conclusion:
 - Irving is home to one of the few major entertainment hubs in Dallas County.
 - Total spending by attendees at TMF, venue operations, and tenants generated more than \$347 million in economic output throughout Dallas County.
 - The combined effect of attendee and venue spending created 2,831 jobs and contributed \$166.2 million in labor income.
 - Complex plays a vital role in the region by employing a diverse workforce, supporting local charities and uniting the community through entertainment.

In response to questions, Riley replied:

- Irving residents represent 15-18% of show attendees, but it varies depending on the type of show. Irving residents are the most aware of the TMF location and its ease of access. On non-show nights, Irving residents and workers are spending time at TMF and bringing people to the TMF that might go somewhere else to spend their money.
- Irving is stacking up well against other Dallas venues. The venue is aggressive in securing market share and also in creating new markets, i.e., Latin programming.
- In sustaining the current relationship with Live Nation and growing it, Riley stated open communication will add value, focus on the community and neighborhood.

BOARD CHAIR REPORT

Board Chair Rick Lindsey

- ICVB staff were honored for their years of service:
 - Convention Services Associate Connie Gifford-Herrington – 5 years
 - Convention Services Associate Pat Nicks – 10 years
 - Marketing & Communications Coordinator Carol Stoddard – 5 years
- Calendar of Board meetings and events in the packet for review
- Lindsey thanked all for attending the Irving Hospitality Industry Annual Meeting and encouraged all to research the keynote speaker Rick Antonson's topic of cathedral thinking.
- In recapping the Religious Conference Management Association annual conference at the Irving Convention Center, Lindsey reported everyone he talked to was complimentary on the building, staff, and food which made for a positive event.
- Video from RCMA event was viewed.
- Next Executive Committee meeting – March 20, 2020
- Next Board meeting – March 23, 2020

BOARD AND BUSINESS DEVELOPMENT COMMITTEE

Committee Chair Debbi Haacke

- RCMA event feedback – attendees appreciated the small details that set Visit Irving apart.
- Next Committee meeting – March 14

COMMUNITY ENGAGEMENT COMMITTEE

Committee Chair Bob Bourgeois

- High Spirited Citizen presentations scheduled at City Council meetings:
 - Sammy Romero on March 19
 - Caroline Weinzirl on April 16
- RCMA event feedback – attendees raving about the venue and excited to be in Irving
- Irving Hospitality Industry Annual Meeting recap:
 - Carpenter Award – BioTE Medical
 - Nelson Award – Mama's Party
 - Townsell Award – Teksom
- Next meeting April 14

DESTINATION DEVELOPMENT COMMITTEE

Committee Chair Greg Malcolm

- RCMA feedback – a great event and inspiring speakers
- Recap of February 11 Committee meeting
 - STR Report in-depth review and analysis; the Committee found this very useful.
 - Restaurant Alcohol Ordinance discussion
 - Discussion on AT&T Byron Nelson Championship
- Next Committee meeting – May 5

CITY REPORTS

Councilman John Danish

- May 2 bond election; the ballot will list 12 propositions, totaling \$563.4 million. The largest sums of money are being sought for streets, public safety and parks and recreation.

Mayor Pro Tem Oscar Ward

- Visitation on Thursday, February 27 for Assistant City Manager Ramiro Lopez; funeral on Friday, February 28 at 2:00 pm
- City Council meeting has been moved to Wednesday, February 26

City Manager Chris Hillman

- Asked for thoughts and prayers for the Lopez family
- Thanked Rilley for a great presentation and Live Nation partnership
- Hidden Ridge development news:
 - Verizon developing 110-acre project and recently applied for permits to construct two high-rise office buildings and large parking garage
 - Verizon official announcement pending
 - Hidden Ridge DART station was awarded
 - The \$1 billion plus development will include residential, retail and restaurants as well as three million square feet of Class A office space.

- Amazon announced it has leased 1 million square feet of industrial space in Irving.
- The former Texas stadium site making significant progress, finalizing right-of-way purchase for Diamond Interchange
- TxDOT announced construction on highways surrounding stadium site will begin later this year.
- Signature Bridge project is moving forward, connected pedestrian pieces on both sides of the bridge. The project should be completed by end of calendar year.
- City held two public input meetings regarding the Irving Blvd. project. Project will start end of this year and be completed by the end of 2023.
- Irving's largest employer, Citi, teamed with MacArthur High School business and technology students and invited interested students to apply for Citi's Global Command Center High School Intern Program.
- City of Irving also partnering with Irving ISD for intern program; eight students from North Lake College working in Engineering on Urban Center solutions; four Communication students working with environmental planning.
- North Texas Teen Book Festival – March 7 at Irving Convention Center

BUREAU MANAGEMENT AND STAFF

Executive Director Maura Gast

- RCMA Opening night event held at The Pavilion was an outstanding event; thanked Board members who came to meet and greet and work the Visitor Information kiosk; thanked Rilley, ICC and ICVB staff.
- Hotel Development Ordinance update:
 - Board recommendations were revised and presented to City staff and City Council.
 - Next step will be to go out to General Manager and property owners to weigh in on proposed changes.
 - Surveys will be sent out
 - Gast will keep Board will be updated

Assistant Executive Director Sales/Services Lori Fojtasek

- January 2020 hosted group of 24 planners for Association Societies Alliance Group. Tour included an event at Stumpy's Hatchet House and toured private dining space and dinner was held at Blue Fire Catering.
- RCMA event:
 - Largest attendance over the last twelve years – 860 attendees
 - 99 new meeting planners had never been to an RCMA conference before
 - Irving as a destination and ICC as a venue was a big draw
 - Received 6 Request for Proposals (RFPs) thus far as a result
 - \$85,000 funding through event trust fund and sponsorships were sold
 - Attendees logged 263 hours of community service
 - Many Helping Hands received \$2,000 from a step challenge
 - Irving Family Advocacy Center received \$1,000 and donated games
 - Brighter Tomorrows received \$800 and donated books
- Professional Fraternity Association planners will be hosted in September
- Sponsoring and hosting a pre-familiarization trip for Meeting Professionals International (MPI) in June.

Assistant Executive Director Marketing/Communications Diana Pfaff

- Social media platforms reached 100,000 followers in January. Thanked Marketing Manager Kayla Mansour for her efforts.
- ICC hit 200,000 Facebook check-ins at end of last year
- January was record month: 130 digital RFPs, which equates to 34,000 room nights
- Simpleview rolled out new search engine optimization (SEO) and paid search reports for 2020; will include maps for in and out-of-state traffic and where website visitors are located, what devices they use and what they are doing in the sites, where they stay and where they go.
- Several articles in the packet; one featuring ICC Executive Chef Eduardo Alvarez.
- Thanked all who attended the Annual meeting and congratulated Shining Star award winner ICVB Director of Accounting Marianne Lauda.

Assistant Executive Director Susan Rose

- December STR Report – Irving Texas:
 - AirBNB – 442 available listings, a 34.8% increase over last year
 - Average Daily Rate - \$110.57
 - Interviewing for ICVB IT position; 9 interviews conducted; second round of interviews next week; goal to have position filled by April.
 - Congratulated Lauda and ICVB Accountant Monica Soto for Shining Star award
 - Lauda and Rose working on the Munis human resources project, which includes payroll and risk management components
- Visitor Information kiosk report is included in packet

IRVING CONVENTION CENTER

General Manager Tom Meehan

- Thanked everyone for great comments and feedback from RCMA event. Motivation to keep going and do better.
- January busy month:
 - Set record for Catering with net \$794,000; \$1.256 million gross
- February will be another good month
- Year is looking very strong and well ahead of pace from last year and forecast.
- Year Ten is shaping up to be a solid year; Contributes success to partnerships and relationships
- Projects:
 - New parking garage equipment is being installed and will match equipment at the Westin Irving Convention Center garage.
 - Painting around the building and outside fence
- Congratulated Shining Star award winner ICC Director of Sales Matt Tungett
- Thanked the ICC Operations staff for their hard work; going on eight weeks of non-stop working for events
- North Texas Teen Book Festival will test the building's capacity limits
- Following week, power needs will be tested with the NBM Show

Director of Sales Matt Tungett

- Guest Rooms booked for January 2020; 2,431 and 17,166 year-to-date
- 29 signed contracts; 82 year-to-date

- Surveys show Customer Service scores of 86.7% for month and 95.2% year-to-date

LIVE NATION

Mike Rilley

- RCMA event is good example of synergy and relationship and partnership to sell Irving
- March 13 Excision 2020 Hour, featuring The Evolution
- Comedian Kate Del Castillo on March 14
- Nick Cannon Presents MTV Wild 'n Out Live on March 31; first amphitheater event in 2020
- Working closely with Dallas eSports Team Envy to host two weekends
- Announced Los Tigres Del Norte & La Adictiva on April 11th and Judas Priest on October 3

HOTEL REPORTS

Board member Greg Malcolm – Hotel Association

STR Report for January:

- Occupancy 64.8% - down 2.5%
- Average Daily Rate is \$115.85, up 3.3% to previous year
- RevPAR \$75.6, up .8% year-to-date

Board member Kim Limon

- Hampton Inn Las Colinas:
- Occupancy for December 59%; down against competitive set 2.6%
- RevPAR \$81.7; #1 in competitive set at Average Daily Rate
- Renovations are completed
- Hilton Garden Inn Las Colinas starts lobby renovations in March

DCURD

Assistant General Manager Dallas Burke, representing Board member Jacky Knox

- Flood control efforts:
 - Nine inches of rain and second wettest calendar year on record
 - Stormwater pumping total for the three districts combined is now over 800 million gallons; more than 200-man hours.
- Wrapping up dredging in Valley Ranch and moving efforts to the main lake at E. Valley Ranch Parkway
- IFCD III – STEM program to educate students on flood control:
 - Team kicked off STEM program and Flood Control Project Challenge to three elementary schools
 - Given a presentation on flood control operations
 - Students challenged to design their own models for Valley Ranch
 - Team of judges will return in late February to view the projects

IRVING-LAS COLINAS CHAMBER OF COMMERCE

Chamber President Beth Bowman

- Economic Development, since October 1:
 - Eight total project wins
 - Creating or retaining more than 3,600 jobs
 - Creating \$134 million in capital investment

- 1.4 million square feet of commercial office space
- Excited to continue working with Amazon and their fulfillment center at DFW Airport and put 1,000 new jobs in our community
- Current pipeline:
 - 57 active projects
 - Representing more than 28,000 potential new jobs
 - Over 9 million square feet of commercial space
 - Approximately 19% of those projects represent corporate or U.S. headquarters
- Looking forward to welcoming Team Envy home for eSports and excited to see what it brings
- Proud of TMF and the economic impact
- Important to focus on retaining corporate assets that Irving has and recruit for maintaining more than just TMF and Water Street areas and all the wonderful things and welcoming community Irving has.
- Irving unemployment rate has dropped to 2.7%, down from 2.9% in October and continues to run favorably with State of Texas and nationally, both at 3.5%
- Chamber is highlighting women in business with Passion into Action: Women's Leadership Forum
- Best in Irving competition voting ends March 20

Chamber Chairman David Pfaff

- Jobs and employee talent are important to the Chamber Board
- Excited for internship program with MacArthur High School students – big initiative is to have all Chamber companies in the intern program
- Launched Bridging the Talent Gap Dallas County; encouraged all to participate in the survey
- Calendar Events:
 - April 20-22 Washington D.C. Fly-In with elected officials
 - February 25 Five Star Business Mixer at Thirsty Lion from 4:30 – 6:00 p.m.
 - Mardi Gras celebration at Po' Melvin's
 - Passion into Action Dallas County on May 21
- Texas Senator Ted Cruz attended Chamber lunch meeting with legislative updates
- Reminded everyone to vote
- Thanked Bowman and team for their efforts at the Chamber

IRVING ARTS CENTER

Executive Director Irving Arts and Culture Todd Hawkins

- New museum in soft opening phase – very proud and facility is extremely beautiful
- Upcoming Programming:
 - "Les Ballets Trockadero de Monte Carlo" – February 25
 - Bumper Jackson – March 7
 - The Tap Pack – March 13
 - "Bella Gaia" – April 19
- Upcoming Exhibitions:
 - Courtyard Gallery - North Lake College student photography exhibition
 - ThinkIndia Foundation presents India ala Art – a lifelong learning weekend February 29-March 1 with daily yoga, poetry and more
 - Thrift Style exhibit opens May 15 and Grand Opening of Irving Archives Museum

Arts Board Chair Kim Andres

- India group gave wonderful performance and tremendous way to open the museum as a preview
- Irving Family Advocacy Center will be renamed Carol Susat Family Advocacy Center
- Thanked Hilton Garden Inn DFW staff for hosting Board meeting

Lindsey adjourned the meeting at 1:39 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 27, 2020**

BOARD REPORTS

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





page 3

Registered voters planned to cast their ballots for Irving City Council elections on May 2. Información en español en la página 3.



page 4

Irving voters scheduled to go to the polls May 2 to decide on 12 capital improvement city bond election propositions. Información en español en la página 4.



page 6

Redevelopment plans are underway for Irving's Heritage Park, as part of the city's ongoing infrastructure initiative program.

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IRVING CITY Spectrum

APRIL 2020 / VOL 27 / NO 04

CityofIrving.org



Irving bond election planned for May 2

Irving voters were scheduled to head to the polls on May 2, 2020; due to COVID-19 and out of an abundance of caution for Irving residents, the County has canceled the May 2, 2020 election date. The election will be rescheduled for the next date allowed per the Election Code and by the State of Texas. In addition to the city's general municipal election for Mayor, and Places 3 and 5, the ballot will include 12 propositions that relate to the issuance of up to \$563.4 million in bonds for capital improvement projects.

The projects include street and transportation improvements; city facilities and infrastructure; police, animal services, fire, parks and recreation, information

technology, library, arts center, and joint public safety facilities and improvements.

An 18-member, city council-appointed Citizen Bond Task Force Committee worked for several months, collecting public input and meeting with city leaders. The task force then presented their recommendations to City Council. City Council and city staff finalized the propositions.

More information about this year's bond election is available on page 4. Additional information is also available at CityofIrving.org.

Información en español en la página 4. ■

2020 CENSUS IS HERE – RESPOND TODAY

Irving residents started receiving postcards from the U.S. Census Bureau in March, either inviting or reminding them to respond to the 2020 Census online or by phone.

Residents who have not filled out a survey should visit My2020Census.gov. Residents also have the option to call one of the following numbers.

- English: (844) 330-2020
- Spanish: (844) 468-2020
- Chinese (Mandarin): (844) 391-2020
- Chinese (Cantonese): (844) 398-2020
- Vietnamese: (844) 461-2020
- Arabic: (844) 416-2020
- Korean: (844) 392-2020
- Tagalog: (844) 478-2020



Paper surveys will be sent out April 8-16 to those who have not responded to the census prior. The 2020 Census is available in 13 languages and online assistance guides are available in more languages. The census is a constitutionally mandated count of every resident of the United States, regardless of age, race, sex, national origin or citizenship status. This short survey contains questions relating to a person's household.

If no response is received from a known residential address, census workers will personally visit the home or apartment to speak directly with residents. They may visit multiple times between May 1 and July 30 to collect information about that household.

All responses are confidential and answers cannot be shared with ICE, DEA, landlords, courts or any other law enforcement agencies. The 2020 Census will never ask for full Social Security numbers, bank account information or passwords.

The statistical data gathered by the census will determine the city, state and region's political representation and a fair share of federal funding for a variety of health, transportation and educational programs over the next 10 years.

Respond today. For more information, visit Census.gov. ■



City of Irving Provides COVID-19 Updates

Please know the City of Irving is working diligently to ensure our residents, visitors and businesses are receiving COVID-19 updates as quickly as possible.

We post current information on our website at CityofIrving.org/COVID19, as well Facebook, Twitter and Nextdoor.

Additionally, the city provides an online newsletter that requires opt in. It's called Spectrum Digital. Scroll to the bottom of the homepage on our website and click on Newsletters to subscribe. Also click on Subscribe/NotifyMe. There, you can choose to receive the information that interests you.

Our community's safety and well-being are of utmost importance to us. The city is following Dallas County's Disaster Declarations and guidelines.

The City of Irving has closed public access to City Hall March 24. All public business will be conducted by appointment only.

There will be one meeting held in April due to COVID-19. The meeting date will be April 16, 2020. The Council Work Session and the Council's Regular Meeting Agenda will be combined to this one date. The start time of that meeting will be determined at a later date. Please check back on

our website at CityofIrving.org/Agendas for the most current update.

City Council and Work Session meetings, as well as Planning and Zoning meetings, will be broadcast live via ICTN.tv. Visit CityofIrving.org/ICTN for cable channel guides and links to online content, as well as on-demand shows.

Meetings can be viewed from a home computer online at ictn.tv or television provided there is a cable subscription.

- AT&T U-verse Channel 99 - Click on Irving Community Television Network
- Charter Communications - Channel 95
- Frontier - Channel 31

Again, please follow Dallas County's guidelines and check regularly for updates at CityofIrving.org, Facebook, Twitter and Nextdoor.

Also, please remember to help our local businesses, particularly the restaurants. Most provide take out or delivery.

In the meantime, no one can predict when this situation will end. However, kindness, charity and patience will help us get through this challenge together. ■



Registration is open for summer art and theater camps for ages 4-16, July 6 through Aug. 7.

A Message from the Irving Arts Center Executive Director, Todd Hawkins

While I remain convinced that art is exactly what we need in difficult times, we must put the health and well-being of our staff and patrons first.

As of the publish date of this message, March 23 Irving Arts Center has canceled or postponed in-person events through May 15 as recommended by the Centers for Disease Control and current Dallas County guidelines.

The entire Irving Arts Center facility and Irving Archives and Museum remain completely closed to the public at this time. Management will determine when we are able to safely reopen to the public with adherence to recommended guidelines for protecting visitors, staff and vulnerable populations in a safe environment. Closures and event cancellations may be extended at any time.

Since this situation is extremely fluid, I recommend checking IrvingArtsCenter.com for the latest information on cancellations and facility status.

On a more positive note, amazing art experiences will happen again! Audiences will applaud again! Visual arts will inspire again! Until then, I encourage you to bring art into your homes. Visit our social media (Facebook, Twitter and Instagram) for suggestions, programs and ideas designed to inspire. Most importantly, take care of yourselves and one another.

Todd Eric Hawkins
Irving Arts Center Executive Director



Bring Art Home this April

April 2 | JumpstART Stories and Art "Virtual" Edition
8 a.m. | Free

Story time moves online with video craft demonstrations and stories on the first Thursday of the month. This month the theme is colors, and nothing brightens the day more than making colorful art with family.

April 19 | Second Sunday Funday "To Go" Edition
1 to 4 p.m. | Parking Lot Pickup | Free

Second Sunday Funday moves online to the third Sunday of April with take home craft projects offered for curbside pickup. Projects for pick up will include art-making activities inspired by Mother Earth, since April is Earth Month. Should shelter-in-place restrictions still be in place, check the website for demonstration videos.



Now Enrolling ... Summer Art and Theater Camp Registration is Open Now

This summer, campers can experience the "most excellent" time travel adventures exploring art and culture throughout the ages with hands-on classes in visual arts, theater, music, creative writing and more.

Irving Arts Center Summer Camp will take place from July 6 through Aug. 7. The camp program includes 8 unique camps with a variety of fun, carefully curated educational experiences for kids and teens, ages 4 to 16. Professional art educators give campers a unique art camp experience and tradition that parents have counted on for more than 25 years.

Register today. Online registration is open now at IrvingArtsCenter.org. For more information, call (972) 252-2787.

Note: While galleries remain closed to the public, Irving Arts Center will share photos and videos online to ensure everyone can see these wonderful exhibitions. For information regarding when galleries will be open to the public, please check IrvingArtsCenter.com.

In the Galleries

North Lake College Student Photography Exhibition

Through April 19 | Courtyard Gallery
Photographs taken by North Lake College students will be on display.



Honeycomb by Mark Farinholt

Steven Foutch: Prints

Through April 26 | Dupree Lobby Gallery
Recent work by Steven Foutch, department chair and assistant professor of Printmaking at the University of Dallas, will be on display.



My Private Heart by Steven Foutch

J.J. L'Heureux: Faces from the Southern Ocean

Through April 26 | Carpenter Lobby Gallery
Photographer, painter, adventurer and naturalist: these are the words that describe the artist J.J. L'Heureux. She made her first trip to Antarctica in 2000 where she collected digital images of ice and snow for a white-on-white color field series of landscape paintings. During this expedition she became fascinated with the pristine environment, history and animals L'Heureux discovered there. Her life's work has resulted in two books and her work has been displayed in exhibitions throughout the United States and Europe.



King Penguin, photo by J.J. L'Heureux

Annual Exhibition of Irving Independent School District (IISD) Student Artwork

Through May 6 | Main Gallery
The artwork of IISD students will be on display. Schedule is as follows: April 3-14: High School general and April 17-May 6: High school Senior Portfolio.



Spring 2019 Elementary Student Work

Gallery Hours

9 a.m. to 5 p.m. Mon., Tues., Wed. and Fri.;
9 a.m. to 8 p.m. Thur.; 10 a.m. to 5 p.m. Sat.;
and 1 to 5 p.m. Sun.

Visit
IrvingArtsCenter.com
for the most
up-to-date information
regarding the status of
all Irving Arts Center
programs, events
and operations.

Irving City Council Election Candidates

The office of the Mayor and single-member district council places 3 and 5 are up for election. Irving voters were scheduled to head to the polls on May 2, 2020; due to COVID-19 and out of an abundance of caution for Irving residents, the County has canceled the May 2, 2020 election date. The election will be rescheduled for the next date allowed per the Election Code and by the State of Texas.

Any resident who is a registered voter may vote for office of the Mayor. Only registered voters living in the single-member district places 3 and 5 may vote for the candidate in their respective district. This year's candidates are listed below in ballot order.

Office of the Mayor – The candidates are Rick Stopfer, Retired, who has resided in the territory for 31 years and Olivia Novelo Abreu, Educational Consultant, who has resided in the territory for 32 years.



Rick Stopfer



Olivia Novelo Abreu

Single-Member District Place 3 – Candidates seeking election are Mark Zeske, Teacher, who has resided in the territory for 32 years; Abdul Khabeer, Business Consultant, who has resided in the territory for 14 years; and Mohammed Akbar, Systems Engineer, who has resided in the territory for seven years.



Mark Zeske



Abdul Khabeer



Mohammed Akbar

Single-Member District Place 5 – Candidate seeking re-election for the seat is J. Oscar Ward, Retired, who has resided in the territory for 53 years.



J. Oscar Ward

A district map, candidate information and Election Day voting locations are at CityofIrving.org/Elections. For more information, call the City Secretary's Office at (972) 721-2493.

Early Voting Information

Any registered voter can vote during early voting at any polling location in Dallas County. Visit DallasCountyVotes.org for entire list.

Irving Early Voting Polling Locations

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

Election Day – Election Day polling locations are listed at CityofIrving.org/Elections. ■

Información sobre Candidatos para la Elección

La oficina del Alcalde y el consejo de distrito de un solo miembro, los lugares 3 y 5 están a la orden del día. Los votantes de Irving estaban programados a ir a las urnas electorales el 2 de mayo del 2020; debido a COVID-19 y con un sentido de cautela para con los residentes de Irving, el condado ha cancelado la elección del 2 de mayo del 2020. La elección será reprogramada para la próxima fecha de elección permitida por el Código de Elecciones y por el estado de Texas.

Cualquier residente que sea votante registrado podrá votar por la oficina del alcalde. Los lugares 3 y 5 son distritos uninominales y sólo los votantes registrados que viven en los respectivos distritos pueden votar por estos candidatos. Los candidatos de este año se enumeran a continuación en la orden de la boleta electoral.

Oficina del Alcalde – Los candidatas son Rick Stopfer, Jubilado, que ha residido en el territorio durante 31 años y Olivia Novelo Abreu, Consultora educativa, que ha residido en el territorio durante 32 años.

Distrito de "Miembro Único" Lugar 3 – Los candidatas son Mark Zeske, Teacher, que ha residido en el territorio durante 32 años, Abdul Khabeer, Consultor de negocios, que ha residido en el territorio durante 14 años y Mohammed Akbar, Ingeniero de sistemas, que ha residido en el territorio durante siete años.

Distrito de un solo miembro Lugar 5 – Los candidatos que buscan elecciones son J. Oscar Ward, Jubilado, que ha residido en el territorio durante 53 años.

Un mapa del distrito, solicitudes para candidatos y lugares para votar durante el Día de la Elección se encuentran en CityofIrving.org/Elections. Para más información, llame a la Oficina del Secretario de la Ciudad al (972) 721-2493.

Tiempos de votación temprana, Ubicaciones

Cualquier votante inscrito puede votar durante la votación adelantada en cualquier lugar de votación en el Condado de Dallas. Visite DallasCountyVotes.org para ver la lista completa.

Lugares de votación temprana en Irving

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

Día de las Elecciones – Las localidades electorales del día de las elecciones se listan en CityofIrving.org/Elections. ■

New Voting Centers

The Dallas County Elections Department has adopted a new Countywide Polling Place Program. On Election Day, eligible voters may cast a ballot at ANY Vote Center location they choose, because now Dallas County votes anywhere! This will allow eligible voters to vote as conveniently on Election Day as they do during early voting no matter where they live, work, go to school or play in Dallas County.

Visit DallasCountyVotes.org/Voter-Information to find a voting center.

Nuevos Centros de Votación

El Departamento de Elecciones del Condado de Dallas ha establecido un nuevo Programa de Centros Electorales a Nivel del Condado. El Día de las Elecciones, los votantes elegibles podrán emitir su voto electoral en CUAQUIER centro de votación que ellos escojan, porque ahora ¡el Condado de Dallas vota en cualquier lugar! Esto permitirá a los votantes elegibles a votar donde les



convenga el Día de las Elecciones tal como lo hacen durante la votación adelantada sin importar donde vivan, trabajen, estudien, o se divierten en el Condado de Dallas.

Visite DallasCountyVotes.org/Voter-Information, para encontrar un centro electoral. ■

2020 CITY COUNCIL MEETINGS

Below are the remaining dates for City Council meetings in 2020. All meetings begin at 7 p.m.

City Council Meeting Schedule

April 16
 May 7
 June 4 and 25 or TBD*
 July 16 and 30 or TBD*
 Aug. 20
 Sept. 3, 10 and 17
 Oct. 8 and 22
 Nov. 12
 Dec. 10

*Due to COVID-19, please refer to the city's website for June and July meeting dates.

Residents can attend the meetings at City Hall, 825 W. Irving Blvd., or view them live on Irving Community Television Network (ICTN Channel 95 – Spectrum; ICTN Channel 31 – Frontier; or ICTN Channel 99 – AT&T U-verse). Webcasts also are available at CityofIrving.org/ICTN or ICTN.tv.

Meeting times and dates are subject to change. Call the City Secretary's Office at (972) 721-2493 or visit CityofIrving.org/City-Secretary to confirm a meeting date. ■

FREQUENTLY CALLED NUMBERS

Keep this list of frequently called numbers handy for future reference. The City of Irving relies heavily on resident input, whether it is on code violations, lost pets or street and traffic problems. Residents are encouraged to save the frequently called list for easy access to city services. Visit CityofIrving.org/City-Services for more information.

Animal Services	(972) 721-2256
Arts Box Office	(972) 252-2787
Arts Center	(972) 252-7558
City Secretary	(972) 721-2493
Code Enforcement	(972) 721-4929
Family Advocacy Center	(972) 721-6555
Fire (nonemergency)	(972) 721-2308
Housing Programs	(972) 721-4800
Human Resources	(972) 721-2696
Library	(972) 721-2628
Litter Hotline	(972) 721-5487
Mosquito Hotline	(972) 721-3755
Municipal Court	(972) 721-2451
Parks	(972) 721-2501
Permits and Inspections	(972) 721-2371
Police (nonemergency)	(972) 273-1010
Pothole Hotline	(972) 721-7303
Streets	(972) 721-2201
Traffic and Lights	(972) 721-2646
Trash and Recycling	(972) 721-8059
Utility Billing	(972) 721-2411
Water Utilities	(972) 721-2281

DISABILITY PARKING REGULATIONS REMINDER

The Irving Police Department reminds motorists of parking regulations regarding marked disability parking spaces. Violations can result in fines of up to \$522. It is illegal to park vehicles in a disability parking space:

- Without displaying the appropriate plate or placard, even if a driver or passenger of the vehicle has a disability.
- While displaying an expired plate or placard, even if a driver or passenger of the vehicle has a disability.
- When neither the driver nor any passenger has a disability, even if the vehicle displays the appropriate plate or placard.

Visit CityofIrving.org/Municipal-Court or call Municipal Courts Service at (972) 721-2451 for more information. ■



NEW VOTING CENTERS

The Dallas County Elections Department has adopted a new Countywide Polling Place Program. On Election Day, eligible voters may cast a ballot at ANY Vote Center location they choose, because now Dallas County votes anywhere!

This will allow eligible voters to vote as conveniently on Election Day as they do during early voting no matter where they live, work, go to school or play in Dallas County.

Visit DallasCountyVotes.org/Voter-Information to find a voting center. ■



NUEVOS CENTROS DE VOTACIÓN

El Departamento de Elecciones del Condado de Dallas ha establecido un nuevo Programa de Centros Electorales a Nivel del Condado. El Día de las Elecciones, los votantes elegibles podrán emitir su voto electoral en CUAQUIER centro de votación que ellos escojan, porque ahora ¡el Condado de Dallas vota en cualquier lugar!

Esto permitirá a los votantes elegibles a votar donde les convenga el Día de las Elecciones tal como lo hacen durante la votación adelantada sin importar donde vivan, trabajen, estudien, o se divierten en el Condado de Dallas.

Visite DallasCountyVotes.org/Voter-Information, para encontrar un centro electoral. ■

Residents to Vote on Bonds

Proposition A

The issuance of \$207,800,000 general obligation bonds for street and transportation improvements and the levying of a tax in payment thereof. Proposed projects include paving improvements for major thoroughfares, neighborhood streets, traffic congestion relief, sidewalks, and alleyways. Funding is also planned for street signalization, street lighting, and local participation in state projects.

Proposition B

The issuance of \$9,200,000 general obligation bonds for existing City facilities located at the City Hall Campus and the levying of a tax in payment thereof. Proposed projects would include the replacement of the elevators at city hall and other structural, electrical, mechanical, and HVAC improvements to city hall, the purchasing/records building, and the Jack D. Huffman building and surrounding parking areas.

Proposition C

The issuance of \$10,200,000 general obligation bonds for improving general government facilities consisting of field operations, fleet maintenance, and central warehousing facilities and levying of a tax in payment thereof. Proposed projects include the replacement of the fleet garage buildings at the Briery Road complex, which are over fifty years old, as well as improvements to the central warehouse building and general government areas of the Valley View Municipal Complex.

Proposition D

The issuance of \$1,300,000 general obligation bonds for Human Services offices and facilities and the levying of a tax in payment thereof. The Human Services Building is located at 440 S. Nursery Road. This building houses the City's East Branch Library and Learning Center. Non-City tenants include Irving Cares, State of Texas Human Services, and the Dallas County Health and Human Services Immunization Clinic. Proposed capital improvements to the facility include replacing the elevator, replacing tile and carpet throughout the building, updating plumbing and electrical fixtures, repairing and painting walls and counter tops, and repairing and replacing exterior lighting, sidewalks and the parking lot.

Proposition E

The issuance of \$29,930,000 general obligation bonds for police facilities and the levying of a tax in payment thereof. Proposed projects include construction of a property and evidence building, technology and equipment upgrades, and renovations to the Criminal Justice Center, which is over 30 years old.

Proposition F

The issuance of \$5,770,000 general obligation bonds for

the existing animal care campus and the levying of a tax in payment thereof. The proposed projects will expand the existing animal care campus by over 11,000 square feet to provide more space for adoption, veterinary services and kenneling for large animals.

Proposition G

The issuance of \$34,300,000 general obligation bonds for firefighting facilities and the levying of a tax in payment thereof. Proposed projects include the construction of a Central Fire Station in downtown Irving and reconstruction of Fire Stations #8 and #9. Both fire stations are over 30 years old.

Proposition H

The issuance of \$78,300,000 general obligation bonds for park and recreation facilities and the levying of a tax in payment thereof. Proposed projects include park development, expansion of recreation facilities, and the acquisition of additional land for future parks and recreation amenities.

Proposition I

The issuance of \$10,700,000 general obligation bonds for City information technology infrastructure and equipment and the levying of a tax in payment thereof. Funding is proposed to expand the city's fiber-optic network to provide connectivity to all mission-critical city facilities.

Proposition J

The issuance of \$20,200,000 general obligation bonds for library facilities and the levying of a tax in payment thereof. Proposed projects include the development of a new library facility, library technology projects and alternative library service points.

Proposition K

The issuance of \$3,000,000 general obligation bonds for the Irving Arts Center and the levying of a tax in payment thereof. The primary proposed project will be the replacement of the roof of the Irving Arts Center as well as other structural, electrical, and mechanical repairs and replacements to the facility.

Proposition L

The issuance of \$152,700,000 general obligation bonds for joint public safety facilities including a public safety campus and the levying of a tax in payment thereof. This proposition would provide funding for additional infrastructure and facilities for joint Police and Fire public safety operations and training at a shared campus. Proposed projects include an emergency management operations center, gun range, training facilities, Police dispatch center, vehicle storage, a driving skills and training pad, and the relocation of the North Police Station to the campus. ■

Elección de bonos de Irving programada para el 2 de mayo

Los votantes de Irving estaban programados a ir a las urnas electorales el 2 de mayo del 2020; debido a COVID-19 y con un sentido de cautela para con los residentes de Irving, el condado ha cancelado la elección del 2 de mayo del 2020. La elección será reprogramada para la próxima fecha de elección permitida por el Código de Elecciones y por el estado de Texas. Además de la elección municipal general de la ciudad para Alcalde, y los Lugares 3 y 5, la boleta electoral incluirá 12 proposiciones que se vinculan con la emisión de hasta \$563.4 millones en bonos para proyectos de mejora de infraestructura capital.

Los proyectos incluyen mejoras viales y de transporte; instalaciones e infraestructura de la ciudad; y policía, servicios para animales, bomberos, parques y recreación, informática, biblioteca, centro de artes y mejoras a instalaciones conjuntas de seguridad pública.

Un Comité de Bonos Especial de Ciudadanos designado por el concejo municipal y conformado por 18 miembros, trabajó por varios meses recopilando sugerencias del público y reuniéndose con líderes de la ciudad. El comité especial después presentó sus recomendaciones al Concejo Municipal. El Concejo Municipal y el plantel de la ciudad finalizaron las proposiciones.

Información adicional también está disponible en CityofIrving.org.

Proposición A

La emisión de \$207,800,000 en bonos de obligación general para mejoras viales y de transporte y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen mejoras de pavimentación para importantes vías públicas, calles de los vecindarios, alivio de congestión de tránsito, aceras y callejones. También se planifican fondos para señalización vial, iluminación vial y participación local en proyectos estatales.

Proposición B

La emisión de \$9,200,000 en bonos de obligación general para instalaciones existentes de la ciudad ubicadas en el campus de la alcaldía y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluirían el reemplazo de los elevadores de la alcaldía y otras mejoras estructurales, eléctricas, mecánicas y de aire acondicionado de la alcaldía, al edificio de compras/archivos y al edificio Jack D. Huffman y zonas de estacionamiento circundantes.

Proposición C

La emisión de \$10,200,000 en bonos de obligación general

para mejorar instalaciones gubernamentales generales compuestas de instalaciones de operaciones de campo, mantenimiento de flota y centros de almacenamientos centrales y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen el reemplazo de edificios de taller de flota en el complejo de Briery Road, que tienen más de cincuenta años de antigüedad, así mismo, mejoras al edificio central de almacenamiento y zonas generales del gobierno en el Complejo Municipal de Valley View.

Proposición D

La emisión de \$1,300,000 en bonos de obligación general para oficinas e instalaciones de Servicios Sociales y la imposición de un impuesto para el pago de los mismos. El edificio de Servicios Sociales se ubica en 440 S. Nursery Road. Este edificio alberga la sede de la Biblioteca del Este de la ciudad y el centro de aprendizaje. Inquilinos ajenos a la ciudad incluyen Irving Cares, Servicios Sociales del Estado de Texas y la Clínica de Inmunización de Servicios Sociales y de Salud del Condado de Dallas. Las mejoras de infraestructura propuestas a la instalación incluyen reemplazo del elevador, reemplazo de losetas y alfombras en todo el edificio, actualización de artefactos de plomería y eléctricos, reparación y pintura de paredes y mostradores, y reparación y reemplazo de iluminación exterior, aceras y estacionamiento.

Proposición E

La emisión de \$29,930,000 en bonos de obligación general para instalaciones de la policía y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen construcción del edificio de evidencias y bienes, actualización tecnológica y de equipos, y renovaciones al Centro de Justicia Penal, el cual tiene más de 30 años de antigüedad.

Proposición F

La emisión de \$5,770,000 en bonos de obligación general para el campus actual de cuidado de animales y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos ampliarán el campus actual de cuidado de animales con más de 11,000 pies cuadrados para proporcionar más espacio para adopción, servicios veterinarios y perreras para animales grandes.

Proposición G

La emisión de \$34,300,000 en bonos de obligación general para instalaciones de los bomberos y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen la construcción de una Estación Central

de Bomberos en el centro de Irving y la reconstrucción de las estaciones de bomberos Nro. 8 y Nro. 9. Ambas estaciones de bomberos tienen más de 30 años de antigüedad.

Proposición H

La emisión de \$78,300,000 en bonos de obligación general para instalaciones de parques y recreación y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen desarrollo de parques, ampliación de centros recreativos y la adquisición de terrenos adicionales para futuros parques y lugares de recreación.

Proposición I

La emisión de \$10,700,000 en bonos de obligación general para infraestructura y equipos de informática de la ciudad, y la imposición de un impuesto para el pago de los mismos. Se proponen fondos para ampliar la red de fibra óptica de la ciudad para proveer conectividad a todas las instalaciones cruciales de la ciudad.

Proposición J

La emisión de \$20,200,000 en bonos de obligación general para instalaciones de las bibliotecas y la imposición de un impuesto para el pago de los mismos. Los proyectos propuestos incluyen la planeación y construcción de una nueva biblioteca, proyectos de tecnología para las bibliotecas y asuntos alternativos de servicio de la biblioteca.

Proposición K

La emisión de \$3,000,000 en bonos de obligación general para el Centro de Artes de Irving y la imposición de un impuesto para el pago de los mismos. El principal proyecto propuesto será el reemplazo del techo del Centro de Artes de Irving además de otras reparaciones y reemplazos estructurales, eléctricos y mecánicos del lugar.

Proposición L

La emisión de \$152,700,000 en bonos de obligación general para instalaciones de seguridad pública conjuntas incluyendo un campus de seguridad pública y la imposición de un impuesto para el pago de los mismos. Esta proposición proveería fondos para infraestructura e instalaciones adicionales para operaciones y capacitación de seguridad pública conjuntas para la policía y los bomberos en un campus compartido. Los proyectos propuestos incluyen un centro administrativo de operaciones de emergencias, campo de tiro, instalaciones de capacitación, centro de comunicaciones para la policía, depósito de vehículos, un área para formación y destreza para conducir, y la reubicación de la Estación Norte de la Policía al campus. ■

Irving Public Library's Digital Download Options

Looking for free entertainment without leaving the house? Irving Public Library (IPL) offers a variety of digital download resources for library card holders. Visit CityofIrving.org/2665 to get started with the following offerings:

Axis 360 is an electronic book service that gives residents access to IPL's eBook and digital audiobook collections. Browse for titles on the Axis 360 collection home page or directly through the library catalog to find titles by author or genre. Borrow up to five titles at a time for 21 days.

Hoopla Digital is a media service with a collection including more than 500,000 content titles in eBooks, digital audiobooks, comic books, music, movies and television shows. With Hoopla, never worry about holds and wait periods. Borrow titles anytime. During April, the check out limit has been raised from five to seven titles total. Borrow movies and TV shows for three days, music for seven days and eBooks, digital audiobooks and comics for 21 days.

Flipster is a digital newsstand with on-demand access to popular magazines. Through Flipster, access 107 magazine titles straight from the newsstand, cover-to-cover, for all ages and interests. Get started on the Flipster home page (requires IPL card and PIN) or download the app to start borrowing titles right away.

Freegal Music collection offers download or streaming access to more than 15 million songs and 40,000 music videos, including Sony Music's catalog of legendary artists. IPL card holders in good standing have a weekly download limit of five songs or two videos. Stream up to three hours of music each day.

Kanopy is a video streaming service for libraries with one of the largest and most unique collections in the world. The service features more than 30,000 movies, documentaries and indie and foreign films from hundreds of producers including "The Criterion Collection," "The Great Courses," Kino Lorber, PBS and thousands of independent filmmakers. Users are limited to seven checkouts per month with up to 72 hours to watch movies and videos after clicking "play."



Kanopy Kids has a diverse selection of educational and entertaining content that range across movies, TV series, animated storybooks, live action, and animated favorites. The collection of films and TV series, such as select seasons of "Sesame Street," inspire and inform, helping children develop social and emotional skills and reinforce valuable learning topics, such as history, science and new languages. Kanopy Kids is appropriate for children ages 2 and older, with a focus on kids age 2-8.

New York Times online gives readers access to one of America's premiere newspapers for free through the IPL website. Get started with a complimentary code for 72-hour activation which can be used from a computer, tablet or smartphone. Customers must log in first to their IPL account to access the service. Detailed instructions can be found online at CityofIrving.org/3239.

Most services require the 14-digit library card number and PIN to log in or create an account, so have the card handy. For help getting started with digital services, refer to the library's Digital Downloads page at CityofIrving.org/2665 to find step-by-step instructions and the most common troubleshooting tips and tricks. Online video tutorials for digital services also are available through Niche Academy.

Email LibAdmin@CityofIrving.org for additional assistance. Expect a return message during regular business hours, 8 a.m. to 5 p.m. Monday to Friday. ■

FOSTER TO ADOPT A LOVABLE COMPANION

Sky was an emaciated young pup, weighing 19.6 pounds, when Irving Animal Services' (IAS) officers picked her up one cold November afternoon. When she arrived at the Irving Animal Care Campus, 4140 Valley View Lane, the clinic staff jumped into action caring for Sky. That is when staff discovered she had heartworms.

Heartworms are blood-borne parasites that are transmitted by mosquitoes. If left untreated, heartworms can be fatal. Fortunately for Sky, IAS' "Foster to Adopt" program provided the life-saving heartworm treatment she needed, and at the same time, found her a "forever" home.

During treatment, heartworm positive pets need to have a quiet space away from the shelter commotion, so IAS relies on fosters during that process. Sky's foster family gave her a safe home environment to thrive, all while bonding with their new companion.

Sky, now heartworm negative and 36 pounds, was adopted by her foster family in January.



While dogs are in the program, IAS covers the cost of heartworm treatment, other medical care and basic supplies.

There are no fees or expenses to participate in the program. Additionally, IAS is always looking for foster volunteers to help with:

- Puppies and kittens too young to be adopted.
- Animals recovering from surgery or an illness.
- Pets that need socialization and training.

For more information about the program or request to become a foster, visit CityofIrving.org/136/Foster. ■

RESIDENTS REMINDED TO FIGHT THE BITE WITH FOUR DS

The City of Irving takes mosquito control very seriously. Trapping continues across the city's 57 trap and spray locations. If any traps test positive, Irving's vector control technicians will spray at night. The city's mosquito control staff works along with the Texas Department of State Health Services and the Dallas County Health and Human Services to conduct surveillance and testing year-round of the mosquito population for diseases.

How can residents help? Self-protection is the best course of action, so be sure to follow the four Ds:

- **Dusk and Dawn** – When mosquitoes are most active.
- **Drain** – Eliminate standing water, such as in flower pots, rain gutters, etc.
- **DEET** – Make sure insect repellent contains this ingredient. DEET has been tested and approved by the U.S. Environmental Protection Agency.
- **Dress** – Wear long sleeves, pants, shoes and socks when outside.

Residents can learn how to take the fight to the mosquitos. Share this information with family members and neighbors. The best way to stay safe is to take precaution. Visit IrvingFightsTheBite.org for more information. ■



CELEBRATE EARTH DAY'S 50TH ANNIVERSARY

Earth Day celebrates its 50th anniversary in 2020. Since 1970, Earth Day is a chance for communities all across the world to celebrate the earth and all of its natural wonder. This year, participate by incorporating these simple habits into everyday routines. If every Irving resident makes a small change every day, it adds up in a big way.

- Walk, bike or take public transportation to school or work.
- Ditch the plastic. Bring reusable bags to the store.
- Switch out lightbulbs and other household items for more energy-efficient ones.
- Carpool with co-workers.
- Stay hydrated with a reusable water bottle.
- Save water by monitoring faucets and irrigation systems.
- Make the choice to recycle.
- Ditch the paper sack. Use reusable containers to pack lunches.



BECOME A GREEN NEIGHBOR

The Green Neighbor Program is designed to foster resident awareness and encourage best practices of an environmentally friendly lifestyle. This voluntary program encourages residents to evaluate their current practices and determine new ways they can live a greener life. To sign up go to the website, pick the appropriate list and submit the application. To learn more, visit CityofIrving.org/3535.



IRVING'S GREEN RESOURCE

Residents looking for ways to make their homes or businesses more energy efficient can look to one city resource: Irving's Think Green Be Green webpage, at CityofIrving.org/BeGreen. In fact, residents interested in learning more about gardening, air quality, water conservation and just about any other "green" topic, can find a wealth of information right at their fingertips.



The city's Think Green Be Green initiative was created to serve as a hub for environmentally conscious residents, business owners and community members. The website is designed as a one-stop shop for environmental issues, providing residents with an assortment of helpful tips, educational resources and upcoming classes.

NEW FIRE STATION NO. 4 WILL BETTER SERVE CITY AND PROTECT FIREFIGHTERS

Construction crews working on the new Fire Station No. 4 completed the foundation and infrastructure, and are now installing the frame, landscaping features and other details.

The 1.9-acre facility is located at 800 Metker St. near Toler Lane. An interesting design element of the new station is the position of the bathrooms and showers. Architects specifically placed the facilities between the apparatus bay and living quarters to keep equipment, used in the field, out of the station's common areas. This helps mitigate fire crews' exposure to harmful carcinogens when they are not responding to an emergency.

"Whether or not they're fighting a fire, the safety and well-being of our firefighters is always a top priority," said City Manager Chris Hillman.

The new station will replace the existing Fire Station No. 4 that opened in September 1960. Fire officials say they have outgrown the space. The apparatus bay in the current station is too small for the equipment used today. The new station will have a larger bay and more spacious living and sleeping quarters. The department also chose a new location for Station No. 4, which officials say will improve response times to the area the station serves.

"The city has different needs now than when the original station was built. We'll now have a stronger department and a better-protected community," said Mayor Rick Stopfer. The more than 8,000 square-foot station will house five firefighters: Three on a pumper engine and two on an ambulance.

The Fire Department hopes to welcome the first shift of personnel later this year. ■



Fire Station No. 4 Construction



Artist Renderings

Heritage Park Renovations to Breathe New Life into the Area

In 2021, Irving residents and visitors will see the city's history spring back to life at Heritage Park.



Soon, contractors will block off the perimeter of Heritage Park from public access. The city will redevelop the area, including moving some of the current fixtures and buildings to other sections of the park, as well as adding lighting, walking paths and a performance stage building. Construction on the \$6.5 million project is estimated to run through summer 2021.

The city's Parks and Recreation Department and Capital Improvement Program began collaborating on the redevelopment project in 2016. The city met with interested residents on three separate occasions, gaining valuable input while discussing the ongoing project design. In February — after several years of design and consulting work — construction on the project was awarded. Plans for the redevelopment will include the valuable perspective and input the city gained from Irving residents.

Historical Metamorphosis

Heritage Park currently consists of two lots. One is an empty field that was the site of a U.S. post office, and the other is a small park dotted with historical landmarks. Once construction is underway, crews will update the park to create a more immersive gathering space for residents and visitors to enjoy.

The cabin will stay in its current location, near the corner of Second and Main streets. The home was originally crafted as a dogtrot cabin — a single roof home with two separate structures and a breezeway in between. One of the structures was destroyed in a fire prior to the city's ownership of the cabin in the mid-1980s. Crews will build a marked foundation where the destroyed room would have stood, so that residents can gain an understanding of the scope of the original building.

The crown jewel of the park, Pioneer Walk, is a circular pathway that will encompass eight plaques describing the city's founding communities. While residents and visitors can find historical landmarks scattered throughout the city, Pioneer Walk will provide a venue to experience all of Irving's rich history in one location, as well as images of the people and places it honors.

The train depot, which sits in the center of the park, will be restored and relocated to the west side of the park facing Hastings Street, adjacent to the antique caboose. Crews will relocate the railroad semaphore to a more visible section of the park, near Second and Hastings streets, and install railroad tracks for the caboose.

The city also will relocate the windmill and water tower to more prominent and visible locations throughout

the park. The historic water tower will be displayed only a few hundred feet from its original location in the intersection of Second and Main streets. Most of the trees are already established in the park; however, the city anticipates adding additional large trees, as well as native ornamental landscaping.

Drawing a Crowd

One of the most significant changes to the park is the inclusion of a performance stage at the corner of Third and Hastings streets. The stage building's architecture will reflect early 20th century warehouse buildings, like those once seen along railroad corridors. The new stage will include a large LED video screen and a green room for performers, as well as stage lighting and sound for events and performances. Family-style restrooms will be added for public access to the right of the stage building.

The city's first library building, which is currently located within the park, will rotate 90 degrees and will be moved to the corner of Third and Main streets. The city plans to restore the structure with a new roof, accessible restrooms, storage and a kitchenette, and new exterior features, such as a deck and outdoor string lights. The updated library building will continue to serve as a venue that the public can reserve for private events.

Food truck parking spaces will line Third Street. Visitors will have a seating grove, between the library and performance stage building, to enjoy street fare, as well as any outdoor entertainment that may be scheduled. The city hopes to regularly draw in food vendors

and visitors to the area after its completed.

As part of the project, ONCOR crews will place existing utility lines underground, including the lines that currently bisect the park. Second, Hastings and Third streets will be power line-free once the renovation is complete. The change will help showcase the natural beauty and historical preservation of the area.

Additional park bench seating and lighting fixtures, like those found at the Main Street Plaza, will be added to the park. The lighting will help increase visibility and safety throughout the park.

Once construction is complete, the city hopes the park will serve as a gathering destination for citywide events, as well as a captivating locale for visitors in the Heritage District and downtown Irving.

Visit CityofIrving.org/2255/Investing-In-Our-Future for more information on the city's ongoing infrastructure initiative. ■

Irving's History Unfolds

The redeveloped Heritage Park will highlight Irving's historical features, including:

- Irving's first library, which was opened in 1941 by Esther Hurwitz, with the assistance of Dallas County officials. The collection included books from the library of Hurwitz's husband. Hurwitz ran the establishment until the city opened its first municipal library in 1962.
- Eight communities throughout the city: Bear Creek, Eagle Ford (Dallas), Elm, Estelle, Kit, Sowers, Twin Wells and Union Bower.
- The city's first water tower, which will once again stand prominently on Main Street. The water tower, first built at the intersection of Second and Main streets, will be relocated to the eastern side of the park.

Pay Utility Bills from Home

There are a number of ways residents can pay their utility bills by mail, phone or satellite centers. But the easiest and most convenient way is online.

The City of Irving's Utility Payment website accepts Discover, MasterCard and Visa debit or credit cards and e-Checks. Customers can submit one-time payments or set up an account and take advantage of several other features, including:

- Recurring payments from a checking account or credit/debit card.
- Managing multiple accounts at one time, such as businesses or multifamily homes.

- Paperless billing with email reminders.
- Billing and payment history.
- Monitoring usage.

Customers need their account number and service address to make one-time payments or to set up an account.

Residents using their bank's website to submit payments should be aware that those payments can take at least two businesses days to reflect on their account. Late payments are subject to additional fees and penalties, per city ordinance.



Payments are also accepted by mail or over the phone by calling (972) 721-3774.

Residents also have the option of paying at any Ace Cash Express, Fiesta grocery store or Western Union in Irving. For more information on paying online, visit MyIrvingBill.CityofIrving.org/app. ■



PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST April 2020

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. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Savannah Apts	300 O'Connor Ridge Ave.	Apts	58,342 SF	\$9,000,000	Permit Pending	2/14/2020	Irving	Mar-20
2	Amenity Center	E. Valley View Ranch P	Amenity Ctr	2,110 SF	\$633,000	Permit Pending	3/3/2020	C-FB	Mar-20

OFFICE									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Texasland & Bus	410 E. Airport Fwy.	3-story office	18,900 SF	\$3,100,000	Permit Issued	10/1/2019	Irving	Feb-20
2	Star Park Las Colinas	5901, 5941, 5981 High Point Dr.	Shell Bldgs.	37,341 SF	\$7,600,000	Permit Pending	12/14/2019	Irving	Jan-20
3	Market Place Shopping Ctr	2150 Market Place Blvd	Shell Bldg.	18,078 SF	\$1,260,000	Permit Pending	1/23/2020	Coppell	Feb-20
4	Verizon	401-451 Hidden Ridge	Office, Parking Garage	2,258,116 SF	\$272,000,000	Permit Pending	1/31/2020	Irving	Feb-20
5	The Parking Spot	00 W. John Carpenter Fw	Car Wash	608 SF	\$201,427	Permit Pending	2/27/2020	Irving	Apr-20

WAREHOUSE/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Metroplex Wheels & Tires	635 S. Belt Line Rd.	Auto Repair	4,658 SF	\$650,000	Permit Pending	10/16/2018	Irving	Oct-18
2	DCURD	780 Lake Carolyn Pkwy	Storage Bldg.	624	\$1,000,000	Permit Approved	8/29/2019	Irving	Oct-19
3	Electrical Surplus of Texas	822 E. Shady Grove Rd.	Storage Bldg.	4,800 SF	\$149,650	Permit Revoked	9/24/2019	Irving	Mar-20
4	RDO	3200 E. Airport Fwy.	Auto Repair	36,405 SF	\$8,800,000	Permit Issued	12/20/2019	Irving	Mar-20
5	Shell Bldg.	8480 Esters Blvd.	Warehouse	8,028 SF	\$4,000,000	Permit Issued	1/9/2020	Coppell	Mar-20
6	Xtra Lease	3080 Recognition Point Dr.	Office/Warehouse	14,262 SF	\$850,000	Permit Pending	4/1/2020	Irving	Apr-20

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Shell Bldg.	604 S. Valley Ranch Pkwy.	Retail	5,000 SF	\$500,000	Permit Issued	10/15/2018	Irving	Jan-20
2	CVS	8700 N. Belt Line Road	Retail	15,081 SF	\$1,400,000	Permit Pending	5/1/2019	Irving	Jun-19
3	Shell Bldg.	1625 W. Airport Fwy	Retail	5,100 SF	\$490,000	Permit Cancelled	9/6/209	Irving	Apr-20
4	Liquor Express	4910 W. Airport Fwy.	Retail	2,278 SF	\$150,000	Permit Pending	10/29/2019	Irving	Nov-19
5	Murphy Express	5140 N. Belt Line Rd.	Gas Station	7,940 SF	\$2,500,000	Permit Issued	10/28/2019	Irving	Feb-20
6	Lee Plaza	5101 N. Belt Line Rd.	Retail/Apts.	22,880 SF	\$3,000,000	Permit Issued	11/6/2019	Irving	Mar-20
7	Goody Goody	3340 W. Royal Lane	Retail	19,602 SF	\$2,195,000	Permit Issued	11/22/2019	Coppell	Feb-20
8	SOS Collision	222 W. Airport Fwy.	Auto Repair	29,598 SF	\$410,000	Permit Issued	8/27/2019	Irving	Apr-20
9	Shell Bldg.	1215 N. Belt Line Road	Retail	3,500 SF	\$290,000	Permit Issued	9/18/2019	Irving	Feb-20

HOTEL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Hampton Inn & Suites	4600 Plaza	Hotel	121,770 SF	\$2,000,000	Permit Pending	11/8/2019	Coppell	Dec-19
2	Fairfield Inn & Suites/ Marriott	4800 W. John W. Carpenter Fwy.	Hotel	59,700 SF	\$8,000,000	Permit Issued	1/23/2020	Coppell	Apr-20

RESTAURANT									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX.	PROJECT STATUS	APPLICATION	SCHOOL	VERIFICATION

INSTITUTIONAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Templo Evangelico	511 W. Shady Grove	Church	4,960 SF	\$400,000	Permit Pending	4/5/2018	Irving	May-18

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS									
#	DATE	TOTAL UNITS	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE	HOMES	VALUE
	Mar-20	53	\$19,339,715	41	\$16,703,979	12	\$2,635,763	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, APRIL 27, 2020

**BUREAU MANAGEMENT
AND
STAFF REPORTS**





ICVB Memorandum

Date: April 14, 2020
 To: Maura Gast, FCDME, Executive Director
 From: Lori Fojtasek, Vice President, Sales & Services
 RE: Sales & Services Department Board Report for February and March 2020

Convention Sales & Services Staff Activities

Leads Generated	February	YTD
Irving CVB – Hotel Leads	170	804
Irving Convention Center Leads	36	148

Leads Generated	March	YTD
Irving CVB – Hotel Leads	131	935
Irving Convention Center Leads	49	197

February

Room Nights Generated	Monthly Goal	February 2020 Actuals	February 2019 Actuals	FY 2019-20 Annual Goal	FY 2019-20 YTD Actuals	FY 2018-19 YTD Actuals	February Convention Center	Convention Center YTD
Definite Room Nights	16822	23040	20755	201853	78835	100945	5788	22954
Lost Room Nights		59553	50706		257847	156914	21378	103468

March

Feb/March	Organization	Event	Location
Feb 2-7	Religious Conference Management Association	Emerge 2020	Irving, TX
Feb 13-15	Texas Music Educators	Annual Meeting	San Antonio, TX
Feb 19-22	Collinson Publishing	CONNECT Travel Marketplace	Kissimmee, FL
March 16-19	Christian Meetings and Conventions Association – CANCELLED due to COVID19	Annual Conference	Colorado Springs, CO
March 25	Texas Society of Association Executives – CANCELLED due to COVID19	Women’s Conference	Austin, TX
March 23-28	Sales Trip- CANCELLED due to COVID19	Austin Quarterly Sales Calls and Luncheon	Austin, TX
March 29-31	National Football League	Travel Director’s Meeting	Las Vegas, NV

Room Nights Generated	Monthly Goal	March 2020 Actuals	March 2019 Actuals	FY 2019-20 Annual Goal	FY 2019-20 YTD Actuals	FY 2018-19 YTD Actuals	March Convention Center	Convention Center YTD
Definite Room Nights	16822	21225	29596	201853	96002	130541	2309	26579
Lost Room Nights		47385	66573		304976	223117	13235	116673

Travel & Activity Customer Services Activity

February/March Servicing & Inventory

Groups Serviced	
February	24
March	7
YTD	91

Proclamations/Welcomes/Flags:

- Welcome Back- Zest Fest, January 24, 2020, Councilman Al Zapanta
- Welcome/ Flag Presentation – Religious Conference Management Association, February 5, 2020, Mayor Pro Tem Oscar Ward
- Welcome/Special Recognition/Flag-Texas Council of Deliberation, March 7, Mayor Rick Stopfer

Rescheduled:

- Ribbon Cutting/Welcome Back- Opening of DFW Minority Supplier, July 21, 2020, TBD
- Luncheon/Welcome Back- DFW Minority Supplier, July 21, 2020, TBD

Cancelled:

- Welcome/Ribbon Cutting/Proclamation/Flag - National Guard Association of Texas, March 27, 2020, Mayor Rick Stopfer
- Proclamation/Flag - National Guard Association of Texas, March 28, 2020, Councilman Al Zapanta,

	February	
Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	1	Mayoral/Council Appearance/Letter/Flags for Convention Programs
Name Badge/Lanyard Services	12	4618 Badges/2983 Lanyards
Pens	14	4533 White
Bags	6	1690
Promotional Materials	16	2210 Restaurant Maps/2936 TMF maps/ 180 Surveyors
Staffing Services	5	84 Event Hours

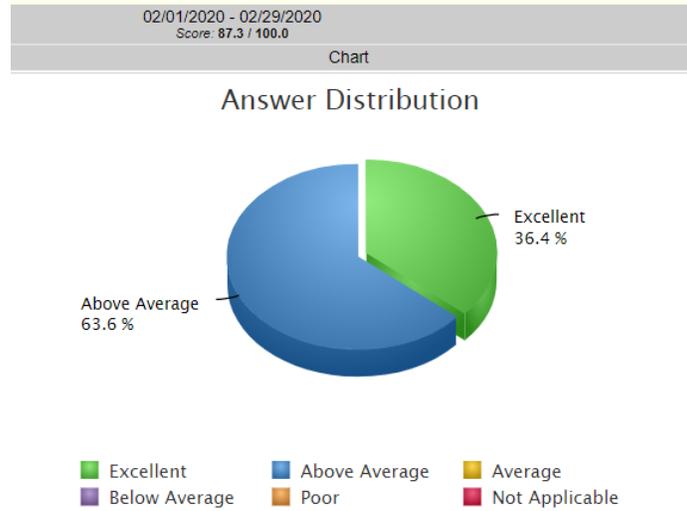
Event Location: **Hotels: 13** **Irving Convention Center: 7** **Other: 4**

	March	
Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	2	Mayoral/Council Appearance/Letter/Flags for Convention Programs
Name Badge/Lanyard Services	4	1595 Badges/1662 Lanyards
Pens	4	1600 White
Bags	3	1450
Promotional Materials	5	950 Restaurant Maps/1550 TMF maps/ 180 Surveyors 1Welcome Sign
Staffing Services	3	50 Event Hours

Event Location: **Hotels: 5** **Irving Convention Center: 2** **Other: 0**

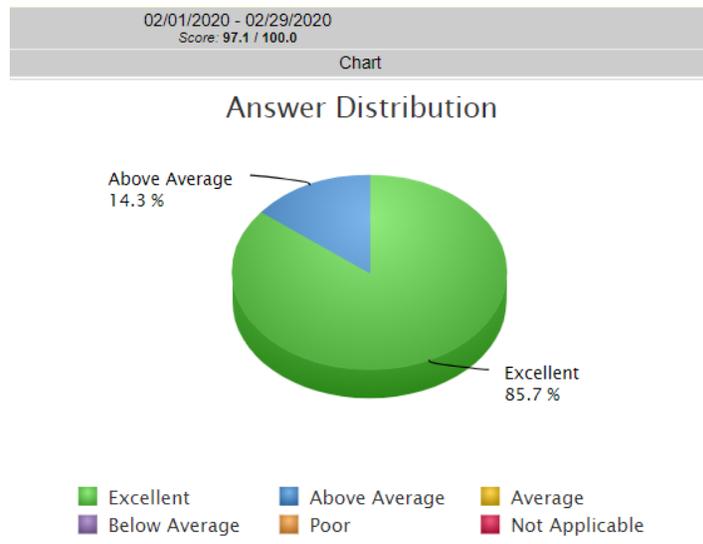
Customer Service Satisfaction Survey Results February 1-29, 2020

How was your overall destination experience?



2/01/2020 -2/29/2020
Score: **87.3%** / 100.0

How was your overall Convention and Visitors Bureau experience?

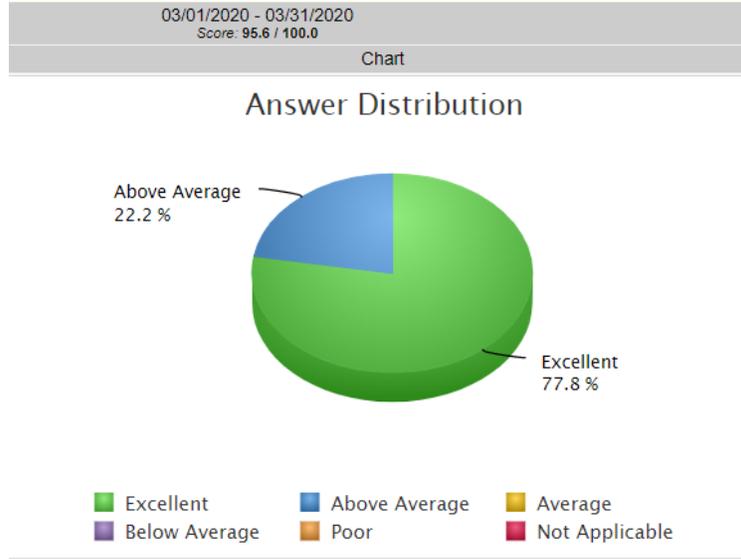


2/01/2020 -2/29/2020
Score: **97.3%** / 100.0

Customer Service Satisfaction Survey Results

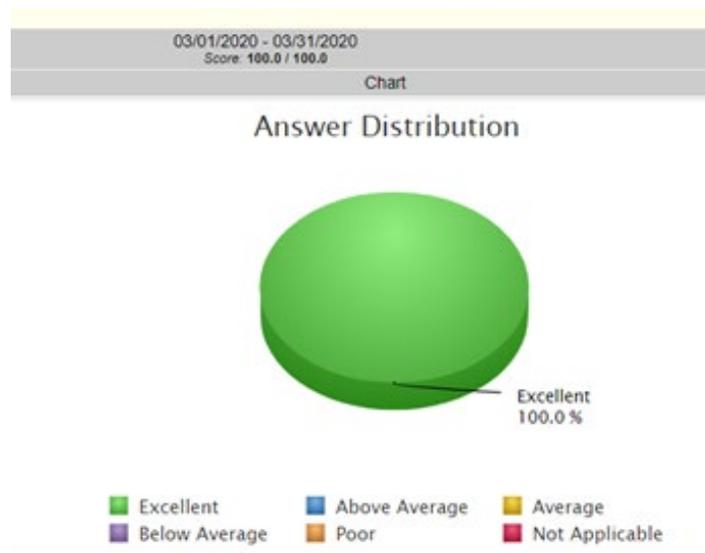
March 1-31, 2020

How was your overall destination experience?



3/01/2020 -3/31/2020
Score: 95.6% / 100.0

How was your overall Convention and Visitors Bureau experience?



3/01/2020 -3/31/2020
Score: 100.0% / 100.0

Definite Bookings
February - May 2020

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Tampa Bay Rays	Tampa Bay Rays vs Texas Rangers 2020	4/2/2020	4/5/2020	100	207
Pathways Core Training	Pathways Monthly April 2020	4/3/2020	4/18/2020	100	272
McKesson Corporation	National Independent Advisory Board (NIAB) Spring Meeting 2020	4/5/2020	4/8/2020	24	36
Houston Astros Baseball Club	Houston Astros vs Texas Rangers 2020	4/9/2020	4/12/2020	100	210
Teladoc	Teladoc Partner Summit 2020	4/14/2020	4/15/2020	40	39
Scrapbooking Expo	Scrapbooking Expo	4/15/2020	4/18/2020	3000	1075
Tour-Rific of Texas	Deer Park High	4/17/2020	4/18/2020	110	112
McKesson Corporation	#11527 TMJ VIP Customer Visit April 2020	4/19/2020	4/23/2020	16	80
ED311	Spring ED311	4/20/2020	4/22/2020	800	63
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers 2020	4/23/2020	4/26/2020	100	198
Fujitsu America	Fujitsu Americas SKO 2020	4/26/2020	4/30/2020	300	779
McKesson Corporation	#12087-2020 Six Sigma Conference	4/26/2020	4/30/2020	125	385
Oakland Athletics	Oakland A's vs Texas Rangers 2020	4/26/2020	4/29/2020	100	180
Verizon Communications, Inc.	April 2020 Business Markets New Employee Experience	4/27/2020	4/30/2020	40	160
Pathways Core Training Inc.	Pathways Monthly May 2020	5/1/2020	5/16/2020	100	272
American Association of Nurse Practitioners	AANP May 2020 Meeting	5/1/2020	5/1/2020	10	10
CSL Plasma Inc	CSL Plasma Meeting	5/4/2020	5/8/2020	90	360
McKesson Corporation	#11952 CSMP 2020 Team Meeting	5/4/2020	5/7/2020	60	130
Drive Nation Sports	Nike Pro-Skills Boys EYBL Session 4 DFW	5/8/2020	5/9/2020	20	20
Toronto Blue Jays	Toronto Blue Jays vs Texas Rangers 2020	5/10/2020	5/13/2020	100	210
American Staffing Association	American Staffing Association - Connect South 2020	5/13/2020	5/15/2020	130	80
BioTE Medical	May-20	5/14/2020	5/16/2020	150	300

International Association for Orthodontics	2020 IAO Institute Meeting - May 2020	5/14/2020	5/16/2020	15	27
Collaborative Communications Group	Verizon Innovative Learning Schools Leader Summit	5/17/2020	5/19/2020	175	296
Smurfit Kappa	Smurfit Kappa Group	5/18/2020	5/21/2020	85	86
Vizient, Inc.	Vizient, Inc. 2020 Pharmacy Institute	5/20/2020	5/20/2020	25	25
Washington Nationals	Washington Nationals vs Texas Rangers 2020	5/25/2020	5/27/2020	100	183
AmerisourceBergen	RFP #3 - AmerisourceBergen Board of Directors Meetings May 2020	5/26/2020	5/27/2020	30	60
Washington Nationals	Washington Nationals Sponsor Group 2020	5/26/2020	5/27/2020	100	48
Upper Room	Upper Room Irving	5/27/2020	5/31/2020	4000	5900
SEMPA	SEMPA 2020 Conference	5/28/2020	5/31/2020	160	350
Oakland Athletics	Oakland A's vs Texas Rangers 2020	5/28/2020	5/31/2020	100	180
United In Purpose	United in Purpose	5/30/2020	6/3/2020	350	946
Oklahoma Independent Petroleum Association	OIPA Annual Meeting 2020	6/1/2020	6/6/2020	450	802
McKesson Corporation	12371 PSaS Senior Leadership Meeting	6/1/2020	6/4/2020	75	160
Flowserve Corporation	Pump & Mechanical Seal Reliability-June 1	6/1/2020	6/5/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-June 1	6/1/2020	6/4/2020	14	42
Reliance Steel & Aluminum Company	Reliance Steel and Aluminum Conference Jun2020	6/1/2020	6/2/2020	200	170
MADD National Headquarters	MADD Board Member Room Block June 2020	6/1/2020	6/4/2020	26	45
North Texas RPG-Con	North Texas RPG-Con 2020	6/3/2020	6/8/2020	500	439
Express Cheer	Cheer Express Summer Camp Guest Rooms Only	6/4/2020	6/7/2020	450	189
Pathways Core Training Inc.	Pathways Monthly June 2020	6/5/2020	6/20/2020	100	272
Mutual of America Life Insurance Company	2020 National Sales Conference	6/5/2020	6/12/2020	320	1005
Bob Rogers Travel	Cincinnati Boys Choir	6/5/2020	6/6/2020	75	50
National Lawn and Garden Show	National Lawn and Garden Show 2020	6/6/2020	6/10/2020	150	385
National Association of Railroad Trial Counsel	College of Railroad Trial Advocacy	6/7/2020	6/12/2020	50	263
American Red Cross	Donor Recruitment Training	6/8/2020	6/11/2020	15	48

BioTE Medical	Jun-20	6/11/2020	6/13/2020	150	300
Cleveland Indians	Cleveland Indians vs Texas Rangers 2020	6/11/2020	6/14/2020	100	222
Marcus Evans	Healthcare CMO/CNO/CIO Fall Summit	6/12/2020	6/16/2020	240	595
Cleveland Indians	Cleveland Indians Sponsor Group Trip 2020	6/12/2020	6/14/2020	27	56
Learning Forward Texas	Learning Forward	6/14/2020	6/18/2020	1000	700
Kansas City Royals	Kansas City Royals vs Texas Rangers 2020	6/14/2020	6/17/2020	100	231
JLM Creative Events	Applique Getaway 2020	6/15/2020	6/22/2020	450	403
Fresenius Medical Care	2020 June 15-19--CMT West Training Series	6/15/2020	6/19/2020	70	360
Flowserve Corporation	Pump & Mechanical Seal Principles-June 15	6/15/2020	6/19/2020	12	48
NHS Global Events	Texas Association of Law Enforcement Polygraph Investigators 2020	6/15/2020	6/18/2020	115	260
Steubenville	Steubenville Lone Star 2020 Host Hotel Guest Room Block	6/17/2020	6/20/2020	4600	2800
USA Volleyball	USAV Girl's Junior National Championships 2020	6/21/2020	7/5/2020	30000	1573
VRM	VRM - Financial Services Industry Week	6/22/2020	6/26/2020	500	150
American College of Emergency Physicians	ACEP - Finance Committee & BOD Meeting Room Block June 2020	6/22/2020	6/25/2020	27	70
Flowserve Corporation	Centrifugal Pump Fundamentals-June 22	6/22/2020	6/26/2020	12	48
McKesson Corporation	#11956 APP ONBOARDING	6/22/2020	6/25/2020	30	112
Lucky Leaf Expo	Lucky Leaf Expo 2020	6/25/2020	6/27/2020	2000	320
Atlanta Braves Baseball Club	Atlanta Braves vs Texas Rangers 2020	6/28/2020	7/1/2020	100	231
Chicago White Sox	Chicago White Sox vs Texas Rangers 2020	7/2/2020	7/5/2020	100	201
USA Rice Federation	2020 USA Rice Federation Annual Business Meeting	7/5/2020	7/9/2020	200	455
PAMM Expo, LLC	MB Model and Talent Expo July 2020	7/6/2020	7/11/2020	900	1755
Flowserve Corporation	CRT Engineered Overhung Pump Repair-July 6	7/6/2020	7/9/2020	14	42
State Bar of Texas	Texas Bar CLE - IP Litigation 2020	7/8/2020	7/10/2020	125	125
Texas Center for the Judiciary	Magistrate Training A	7/8/2020	7/9/2020	50	100

BioTE Medical	Jul-20	7/9/2020	7/11/2020	150	300
Pathways Core Training Inc.	Pathways Monthly July 2020	7/10/2020	7/25/2020	100	272
University of Texas Southwestern UT Southwestern	Research Community Forum	7/11/2020	7/16/2020	500	890
Capgemini U.S., LLC	Campus Orientation 2020 Dallas	7/12/2020	7/23/2020	40	300
Fresenius Medical Care	2020 July 13-17-CMT West Training Series	7/13/2020	7/17/2020	70	280
American Red Cross	Donor Recruitment Training	7/13/2020	7/16/2020	15	48
Flowserve Corporation	CRT Between Bearing Pump Repair-July 13	7/13/2020	7/17/2020	14	56
Big 12 Conference	Joint Officials Conference 2020	7/16/2020	7/21/2020	400	517
Kojain	Kojain 2020	7/16/2020	7/19/2020	500	450
Young Presidents' Organization	YPO Management Organization Meeting 2020	7/17/2020	7/23/2020	75	251
TexSom	Court of Master Sommelier MSE Theory Exam 2020	7/18/2020	7/20/2020	100	160
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2020 - Staff Room Block	7/19/2020	7/21/2020	400	14
Houston Astros Baseball Club	Houston Astros vs Texas Rangers 2020	7/19/2020	7/23/2020	100	280
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2020	7/20/2020	7/22/2020	400	42
Fresenius Medical Care	CMT West Training Series	7/20/2020	7/24/2020	90	360
ACE Cash Express, Incorporated	July 2020-Quarterly Meeting-(3) of 4 meetings	7/20/2020	7/23/2020	15	66
International Myeloma Foundation	IMF Support Group Leaders Summit 2020	7/21/2020	7/26/2020	98	295
Cedar Crest Cathedral CME Church	Christian Methodist Episcopal Church	7/21/2020	7/24/2020	400	460
Region 10	Region 10 Conference	7/22/2020	7/23/2020	500	600
Flowserve Corporation	Pump System Analysis-July 27	7/27/2020	7/31/2020	12	48
International Porcelain Artists & Teachers	Porcelain Artists and Teachers 2020 Conference	8/1/2020	8/7/2020	200	550
Literacy Texas	Literacy Texas	8/2/2020	8/5/2020	200	384
Flowserve Corporation	Pump & Mechanical Seal Principles-Aug 3	8/3/2020	8/7/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Aug 3	8/3/2020	8/6/2020	14	42

Louisiana Farm Bureau Insurance	Louisiana Farm Bureau Insurance - President's Weekend 2020	8/6/2020	8/8/2020	100	135
Pathways Core Training Inc.	Pathways Monthly August 2020	8/7/2020	8/22/2020	100	272
North Texas Sewing and Quilt Expo	Original Sewing & Quilt Expo & North Texas Quilt Festival	8/8/2020	8/15/2020	5000	296
Infrastructure Advancement Institute	Infrastructure Advancement Institute - 2020 Annual Conference	8/9/2020	8/11/2020	250	390
Texas Society of CPA's	TXCPA Summit 2020 Conference	8/9/2020	8/11/2020	350	60
American Red Cross	Donor Recruitment Training	8/10/2020	8/13/2020	15	48
Flowserve Corporation	Centrifugal Pump Fundamentals-Aug 10	8/10/2020	8/14/2020	12	48
Philadelphia Phillies	Philadelphia Phillies vs Texas Rangers 2020	8/10/2020	8/13/2020	100	170
CMG Financial	CMG Financial - Sales Mastery	8/11/2020	8/13/2020	75	65
TexSom	2020 TEXSOM Conference - Guest Room Block (Rooming List)	8/11/2020	8/19/2020	500	645
TexSom	2020 TEXSOM Conference - Vendor Room Block (Individual Call-In/Online Reservations)	8/11/2020	8/19/2020	500	747
BioTE Medical	Aug-20	8/13/2020	8/15/2020	150	300
CEDIA	CEDIA Technology & Amp; Business Summit Dallas-Grapevine	8/17/2020	8/18/2020	100	80
Flowserve Corporation	Pump & Mechanical Seal Reliability-Aug 17	8/17/2020	8/21/2020	12	48
International Association for Orthodontics	2020 IAO Institute Meeting - August 2020	8/20/2020	8/22/2020	15	27
Oklahoma Society of Anesthesiologists	2020 Annual Meeting	8/21/2020	8/22/2020	80	80
Equis Financial	Equis Financial Training Conference Aug 2020	8/21/2020	8/22/2020	400	150
Colorado Rockies	Colorado Rockies vs. Texas Rangers 2020	8/23/2020	8/26/2020	100	140
Southwest Benefits Association	SWBA 2020 Conference - Westin ICC Room Block	8/23/2020	8/24/2020	200	160
Fresenius Medical Care	2020-August 24-28--CMT West Training Series	8/24/2020	8/28/2020	70	280
Flowserve Corporation	Root Cause - August 24	8/24/2020	8/27/2020	12	36

Whole Heart Ministries	Whole Heart Ministry	8/26/2020	8/30/2020	800	289
Baltimore Orioles	Baltimore Orioles vs Texas Rangers 2020	8/26/2020	8/30/2020	100	280
ECI Software Solutions	ECI ELT Meeting 2020	8/28/2020	9/4/2020	100	322
Marine GSE Reunion	Reunion	8/28/2020	8/30/2020	110	90
Kingdom Global Ministries	KGM World Connect 2020	8/30/2020	9/5/2020	350	335
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Aug 31	8/31/2020	9/3/2020	14	42
MADD National Headquarters	MADD Board Member Room Block September 2020	8/31/2020	9/3/2020	26	47
BNSF Railway Company	BNSF 2020 Coal Conference	9/1/2020	9/5/2020	50	150
Gaelco Darts USA	Gaelco Darts USA Tournament 2020	9/3/2020	9/7/2020	200	305
Pathways Core Training Inc.	Pathways Monthly September 2020	9/4/2020	9/19/2020	100	272
Rangaraya Medical College Alumni of North America	RMCANA Alumni Meeting	9/4/2020	9/6/2020	500	570
Bangladesh Association of North Texas	FOBANA 2020	9/4/2020	9/6/2020	1200	1353
Bangladesh Association of North Texas	FOBANA 2020 - Overflow Rooms - Texican Court	9/4/2020	9/6/2020	1200	150
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers 2020	9/6/2020	9/10/2020	100	264
Transplace, Incorporated	2020 Transplace Carrier Symposium	9/7/2020	9/10/2020	286	313
Professional Fraternity Association	2020 PFA Annual Conference	9/9/2020	9/13/2020	100	255
Dallas Security Traders Association	2020 DSTA Annual Convention	9/9/2020	9/12/2020	100	183
Vizient, Inc.	Vizient, Inc. 2020 Pharmacy Institute	9/9/2020	9/9/2020	25	25
BMW Car Club of America	BMW Car Club of America	9/9/2020	9/14/2020	300	315
Houston Astros Baseball Club	Houston Astros vs Texas Rangers 2020	9/9/2020	9/13/2020	100	320
Women's Business Council-Southwest	2020 Annual Conference	9/9/2020	9/10/2020	375	7
BioTE Medical	Sep-20	9/10/2020	9/12/2020	150	300
Plunder Design	Plunder Palooza	9/10/2020	9/12/2020	600	550
Lion Street	Lion Street Indaba 2020	9/12/2020	9/15/2020	265	570
Property Management Inc	PMI Annual Summit 2021	9/13/2020	9/19/2020	200	582
National Council for State Authorization Reciprocity Agreements	NCSARA State Meeting	9/14/2020	9/17/2020	115	256

Fresenius Medical Care	2020-September 14-18--- CMT West Training Series	9/14/2020	9/18/2020	70	280
American Red Cross	Donor Recruitment Training	9/14/2020	9/17/2020	15	48
Flowserve Corporation	Mechanical Seal Fundamentals-Sept 14	9/14/2020	9/18/2020	12	48
Flowserve Corporation	CRT Between Bearing Pump Repair-Sept 14	9/14/2020	9/18/2020	14	56
Texas Physical Therapy Association	TPTA 2020 Annual Conference	9/16/2020	9/19/2020	800	380
Productive Dentist Academy	Productive Dentist Academy September	9/16/2020	9/18/2020	150	225
National Procedures Institute	NPI Conference 2020	9/16/2020	9/20/2020	65	236
FenCon	2020 FenCon	9/17/2020	9/20/2020	400	399
Auto Body Association of Texas	2020 Texas Auto Body Trade Show	9/17/2020	9/19/2020	750	200
Texas Association of Life and Health Insurers	2020 TALHI Round Up	9/20/2020	9/22/2020	90	120
Oakland Athletics	Oakland A's vs Texas Rangers 2020	9/20/2020	9/24/2020	100	260
Michaels Stores, Inc.	Michaels 2020 Partner Summit	9/21/2020	9/24/2020	150	269
BNSF Railway Company	BNSF 2020 Industrial Products Summit	9/21/2020	9/24/2020	115	145
Flowserve Corporation	Pump System Analysis-Sept 21	9/21/2020	9/25/2020	12	48
HWCG Regional Meeting I - September 2020	HWCG Regional Meeting I - September 2020	9/21/2020	9/23/2020	75	70
Texas Podiatric Medical Association	2020 Southwest Foot and Ankle Conference	9/23/2020	9/26/2020	400	315
The Southwestern Invitational	Southwestern Invitational Championship 2020	9/24/2020	9/27/2020	312	298
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers 2020	9/24/2020	9/27/2020	100	198
University of Arkansas Athletics	University of Arkansas vs TX A&M 2020	9/25/2020	9/26/2020	150	123
Collegiate Sports Travel	University of Arkansas Team Travel	9/25/2020	9/26/2020	75	123
Texas Trial Lawyers Association	Trial Advocacy College of Texas (TACT) 2020 at the Irving Convention Center	9/27/2020	9/29/2020	70	60
American Recovery Association	2020 NARS and Annual Meeting	9/27/2020	10/3/2020	300	838
East African Chamber of Commerce	East African Chamber of Commerce - 2020 Meeting	9/29/2020	10/4/2020	200	104
Masters Dermatological Association	MDA 2020	9/30/2020	10/5/2020	50	235

Texas Boyz Entertainment	All Black and Bling Steppers Ball 2020	9/30/2020	10/5/2020	300	337
PLH Group	PLH Group Safety Summit Sept 2020	9/30/2020	10/2/2020	75	134
BioTE Medical	Oct-20	10/1/2020	10/3/2020	150	300
Pathways Core Training Inc.	Pathways Monthly October 2020	10/2/2020	10/17/2020	100	272
Marcus Evans	Real Estate Investors Summit	10/3/2020	10/7/2020	130	335
Fresenius Medical Care	2020-October 5-9--CMT West Training Series	10/5/2020	10/9/2020	40	160
Flowserve Corporation	Pump & Mechanical Seal Principles-Oct 5	10/5/2020	10/9/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Oct 5	10/5/2020	10/8/2020	14	42
The Unified Group	Unified Group Financial Forum 2020	10/7/2020	10/9/2020	20	90
Southern Region A-Plus	A-Plus Southern Region 2020	10/7/2020	10/10/2020	200	280
University of Oklahoma - Alumni Association	OU TX Football Game 2020	10/8/2020	10/11/2020	400	675
Irving Arts Center	Damien Sneed We Shall Overcome Show	10/8/2020	10/9/2020	20	14
ServiceNow	5678 ServiceNow NowSummit 2020 DC	10/10/2020	10/13/2020	90	229
Southwest Collectors Association	2020 Annual Regional Conference	10/10/2020	10/14/2020	120	135
Boy Scouts of America	National Executive Board & Committees Meeting 10/2020	10/11/2020	10/13/2020	75	153
Insurance Designers of America	2020 Annual Fall Conference 2020	10/11/2020	10/17/2020	89	214
American Red Cross	Donor Recruitment Training	10/12/2020	10/15/2020	15	48
Kimley-Horn and Associates, Inc.	Kimley-Horn Fundamentals of Consulting Oct 2020	10/14/2020	10/16/2020	150	160
Confluent Health	Confluent Health PTville2/ Key Leader	10/15/2020	10/17/2020	115	124
Assemblies of God/Marriage	Marriage Encounters	10/16/2020	10/18/2020	80	80
National Ovarian Cancer Coalition	NOCC 2020 Fall Meeting	10/16/2020	10/17/2020	400	700
Sidewalk Advocates for Life	Sidewalk Advocates for Life Oct2020	10/16/2020	10/17/2020	200	200
Globallee, Inc.	DISCOVER Globallee	10/16/2020	10/17/2020	800	400
Gathering of the Eagles International Worship Summit	Gathering of The Eagles International Summit	10/17/2020	10/26/2020	1500	1282

SANS Institute	SANS Dallas Fall 2020	10/17/2020	10/24/2020	100	589
National Brokerage Agencies, Inc.	National Brokerage Agencies Fall Conference	10/19/2020	10/22/2020	120	255
Vizient, Inc.	Vizient, Inc. 2020 Leadership Development	10/19/2020	10/22/2020	12	35
ACE Cash Express, Incorporated	ACE Cash Express-October 2020-Quarterly Meetings-(4) of (4) Meetings	10/19/2020	10/22/2020	15	66
Flowserve Corporation	Pump & Mechanical Seal Reliability-Oct 19	10/19/2020	10/23/2020	12	48
Monster Vision Productions	12th Annual Dallas Bachata Festival	10/21/2020	10/25/2020	250	405
Federation of Fire Chaplains	Federation of Fire Chaplains Training	10/21/2020	10/29/2020	150	448
Hispanic IT Executive Council	2020 IT Leadership Summit	10/24/2020	10/29/2020	200	625
Fresenius Medical Care	2020-October 26-30---CMT West Training Series	10/26/2020	10/30/2020	70	280
Flowserve Corporation	Centrifugal Pump Fundamentals-Oct 26	10/26/2020	10/30/2020	12	48
Career Colleges and Schools of Texas	2020 Annual Conference	10/28/2020	10/30/2020	150	90
Kimley-Horn and Associates, Inc.	Kimley-Horn Fundamentals of Practice Oct 2020	10/28/2020	10/30/2020	100	160
Foresters Financial	Foresters COM Central US Regional Meeting Dallas Oct 2020	10/30/2020	11/1/2020	120	219
Pleasant Holidays	Pleasant Holidays	11/1/2020	11/2/2020	200	172
Fresenius Medical Care	2020-Nov. 2-6--CMT West Training Series	11/2/2020	11/6/2020	40	280
Flowserve Corporation	Pump & Mechanical Seal Principles-Nov 2	11/2/2020	11/6/2020	12	48
McKesson Corporation	#11957 APP ONBOARDING	11/2/2020	11/5/2020	30	112
Family Life	Weekend to Remember	11/4/2020	11/9/2020	500	585
Home Staging and Redesign Association	2020 Home Staging Summit	11/4/2020	11/7/2020	400	210
Texas State Genealogical Society	Texas State Genealogical Society 2020 Conference	11/5/2020	11/8/2020	300	400
BioTE Medical	Nov-20	11/5/2020	11/7/2020	150	300
Dallas Dance Festival	Dallas Dance Festival 2020	11/5/2020	11/8/2020	200	455
International Association for Orthodontics	2020 IAO Institute Meeting - November 2020	11/5/2020	11/7/2020	15	27
Pathways Core Training Inc.	Pathways Monthly November 2020	11/6/2020	11/21/2020	100	272
American Legal and Financial Network	2020 ALFN Foreclosure Intersect	11/8/2020	11/10/2020	120	96

Texas Association of Local Housing Finance Agencies	TALHFA 2020 Annual Conference	11/8/2020	11/10/2020	200	295
American Red Cross	Donor Recruitment Training	11/9/2020	11/12/2020	15	48
Flowserve Corporation	Pump & Mechanical Seal Reliability-Nov 9	11/9/2020	11/13/2020	12	48
Flowserve Corporation	CRT Between Bearing Pump Repair-Nov 9	11/9/2020	11/13/2020	14	56
American College of Emergency Physicians	ACEP - EMBRS Room Block November 2020	11/15/2020	11/20/2020	15	90
L3 Harris Technologies	FMG / AFRCC / FAA Spectrum Workshop	11/16/2020	11/20/2020	100	280
Fresenius Medical Care	CM Tier 3: Leading your business	11/16/2020	11/19/2020	64	256
Flowserve Corporation	Centrifugal Pump Fundamentals-Nov 16	11/16/2020	11/20/2020	12	48
Flowserve Corporation	Root Cause - Nov 16	11/16/2020	11/19/2020	12	36
PAMM Expo, LLC	Model and Talent Expo November 2020	11/17/2020	11/21/2020	400	1140
American Bar Association	2020 November Council Committee Meeting	11/18/2020	11/21/2020	60	102
USA Judo	2020 USA Judo President's Cup	11/18/2020	11/22/2020	500	280
American Country Dance Association	ACDA American Country Dance Association 2020	11/19/2020	11/22/2020	300	230
Flowserve Corporation	Pump System Analysis-Nov 30	11/30/2020	12/4/2020	12	48
BioTE Medical	Dec-20	12/3/2020	12/5/2020	150	300
United Network for Organ Sharing	UNOS December 2020 Board of Directors' Meeting	12/5/2020	12/7/2020	800	263
The Pre-Trib Research Center Calvary University	The Pre-Trib Research Center 2019	12/6/2020	12/9/2020	300	300
American Red Cross	Donor Recruitment Training	12/7/2020	12/10/2020	15	48
Fresenius Medical Care	CM Tier 3: Leading your business	12/7/2020	12/10/2020	64	256
Flowserve Corporation	Centrifugal Pump Fundamentals-Dec 7	12/7/2020	12/11/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Dec 7	12/7/2020	12/10/2020	14	42
International Association for Orthodontics	2020 IAO Institute Meeting - December 2020	12/10/2020	12/12/2020	15	27
Fresenius Medical Care	2020-Dec. 14-18--CMT West Training Series	12/14/2020	12/18/2020	40	280

**Highlighted items above are Target Industries for Irving



Marketing Communications

To: Maura Gast, Executive Director

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

Date: April 16, 2020

Re: March 2020 Board Report

RFPS

March saw a drop in the number of RFPs from the previous month with **55 RFPs**, a year-over-year decline of 54%, with much of the decrease in RFPs occurring immediately after the national emergency declaration and the Dallas County shelter-in-place order (March 13). There was a slight increase in associated room nights over the previous month, with **44,273 associated room nights** (above average). In looking ahead, April is seeing some RFPs, but the number of RFPs and associated room nights during the first half of April is indicating a downward trend.

Requests for Proposal

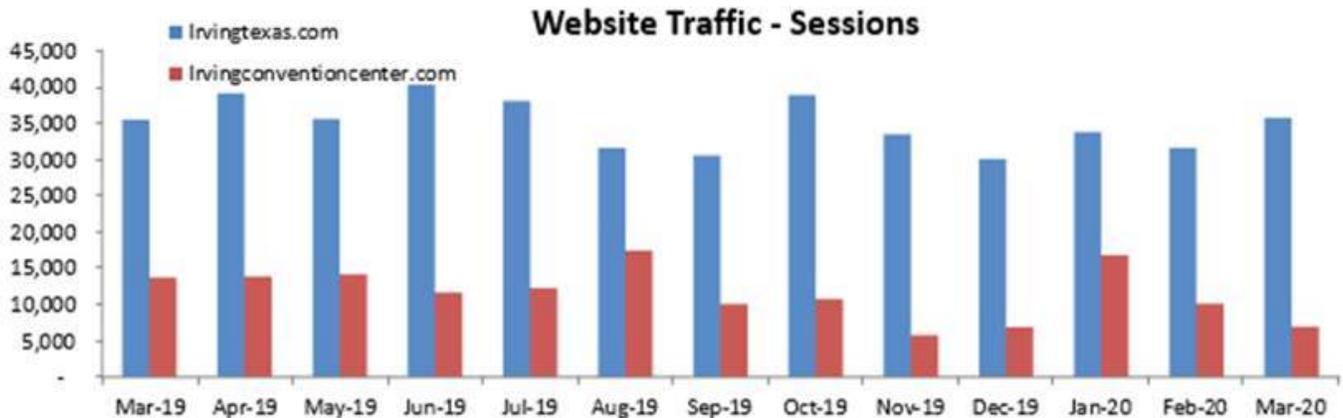


Requested Room Nights



Website Traffic

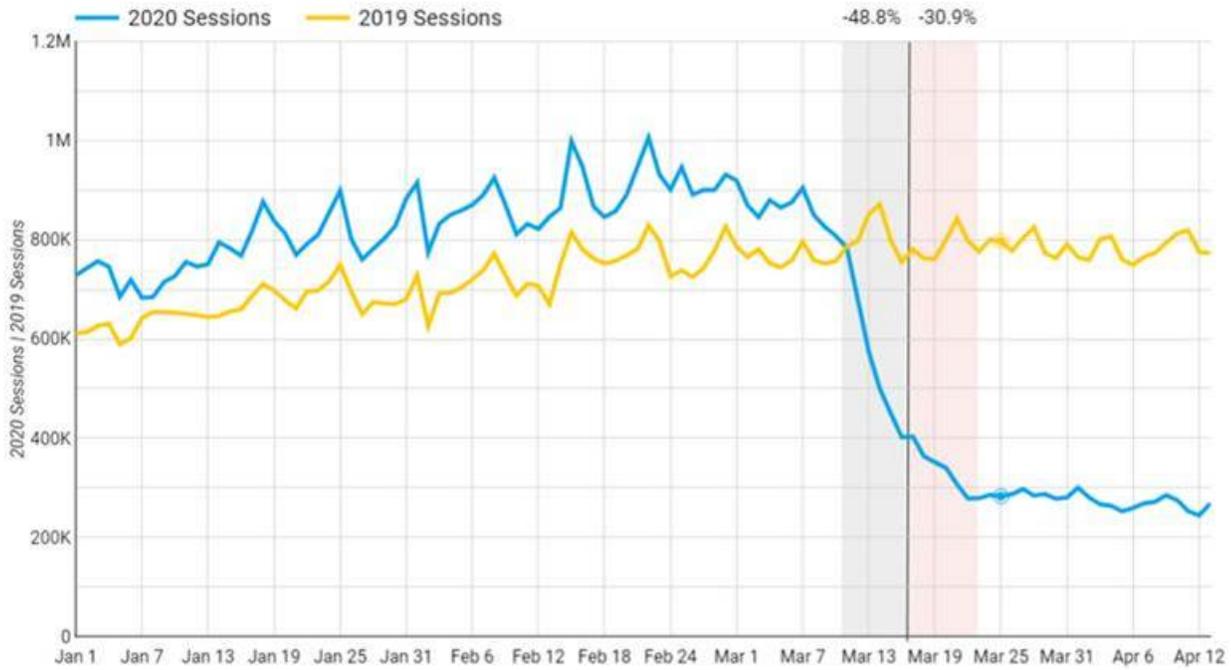
Overall website traffic in March remained steady in March with **42,622 total sessions** and **36,276 users** visiting both websites. The Visit Irving website had a slight increase with 35,689 sessions (above average), while the Irving Convention Center site had a decrease with 6,933 sessions (below average). The year-over-year performance showed a dip in the total number of combined sessions with the Visit Irving site having a nearly identical number of sessions in March 2019 and the Irving Convention Center site seeing a drop in sessions.



The graph on the follow page, provided by Simpleview, shows a sample set of aggregated website traffic of 200 DMOs from January 1 through April 12. The DMOs in this sample set show a sharp decline in overall traffic to DMO websites since the declaration of a national emergency. To date, the ICVB has been largely unaffected by this decline in website traffic, which is indicated in the following graph. This is due to the addition of the [Coronavirus Resources pages](#) and the popularity of the [frequent blog postings](#).

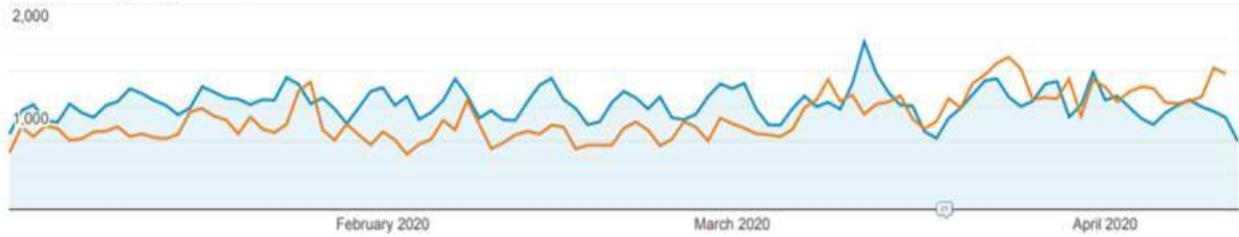
The Coronavirus Resource pages report an average time on page of 10 minutes (2-3 minutes is average) and a bounce rate of 18% (40-50% is average), indicating that this content has been relevant to website visitors. While these new pages continue to be the most viewed with 19,869 pageviews, the average daily traffic to these pages peaked in March and is beginning to decline somewhat in April. This trend is in line with reporting from Destinations International that shows overall COVID-19 inquiries beginning to decline.

Aggregated YOY DMO Website Traffic: January 1 – April 12 *provided by Simpleview Inc.*



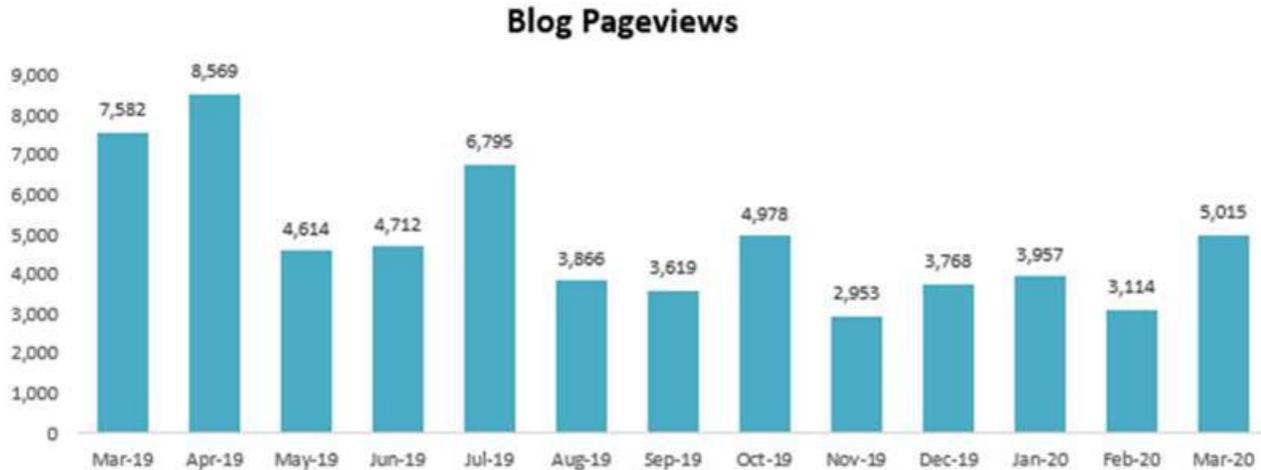
Visit Irving YOY Website Traffic: January 1 – April 12

Jan 1, 2020 - Apr 12, 2020: ● Users
Jan 1, 2019 - Apr 12, 2019: ● Users



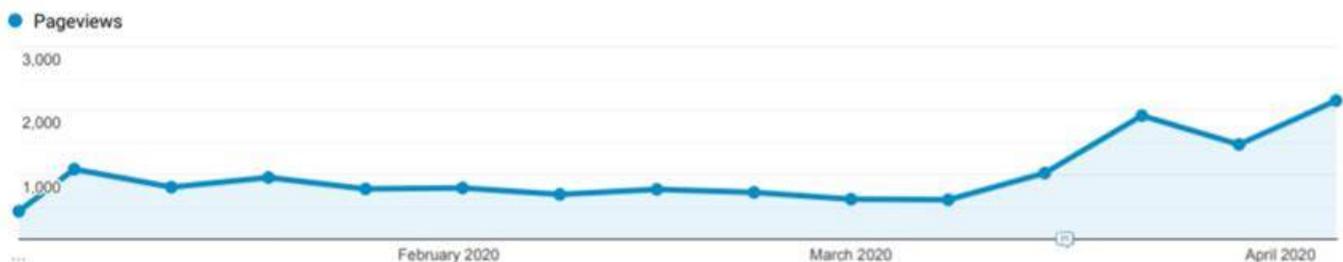
Blog Traffic

Blog traffic increased in March with **5,015 pageviews** and 4,251 unique pageviews. The top three blog posts in March were “Eat Locally While Distancing Socially in Irving,” with 1,908 pageviews, “It’s Takeout Tuesday: March 31,” with 418 pageviews, and “A Guide to Food Delivery in Irving,” with 416 pageviews.



Both the frequency of blog postings and traffic to the Blog has increased since the declaration of a national emergency. From March 13th through April 14th, the blog postings have had a combined 6,750 pageviews. The graph below shows the increase in weekly blog traffic since the beginning of the year. The “Eat Locally While Distancing Socially” blog post has had 2,377 pageviews, the recently posted “Irving Dine-Around Bingo” post has had 833 pageviews, and “Takeout Tuesday: March 31” has had 580 pageviews. The Blog will continue to be an essential tool to communicate with the community and partners and to support Irving’s local businesses during shelter-in-place.

Blog Pageviews: January 1 - April 11



Email Communications

On March 13th, the day of the Dallas County prohibition on public gatherings, the ICVB sent an email communicating the situation to its industry partners and community stakeholders. On April 9th, another email was sent from Maura to the ICVB's industry partners communicating the state of the Irving hospitality industry, and the steps the ICVB is taking to support its partners. In the weeks ahead, the ICVB will continue to communicate updates on the current state of the industry, trends, ICVB and partner activities and other relevant information. Below are the analytics of the March 13th and April 9th communications.

Open Rate: The number (%) of recipients that opened the email (a good rate is 15-25%).

Click Rate: The number of links clicked (a good rate is 2.5%)

March 13, 2020

Subject: Visit Irving Coronavirus Resources and Protocol

From: Visit Irving (info@irvingtexas.com)

OPEN RATE	CLICK RATE	CLICK-TO-OPEN RATE
37.1% 343	4.97% 46	13.4%

April 9, 2020

Subject: A Message to Our Visit Irving Partners

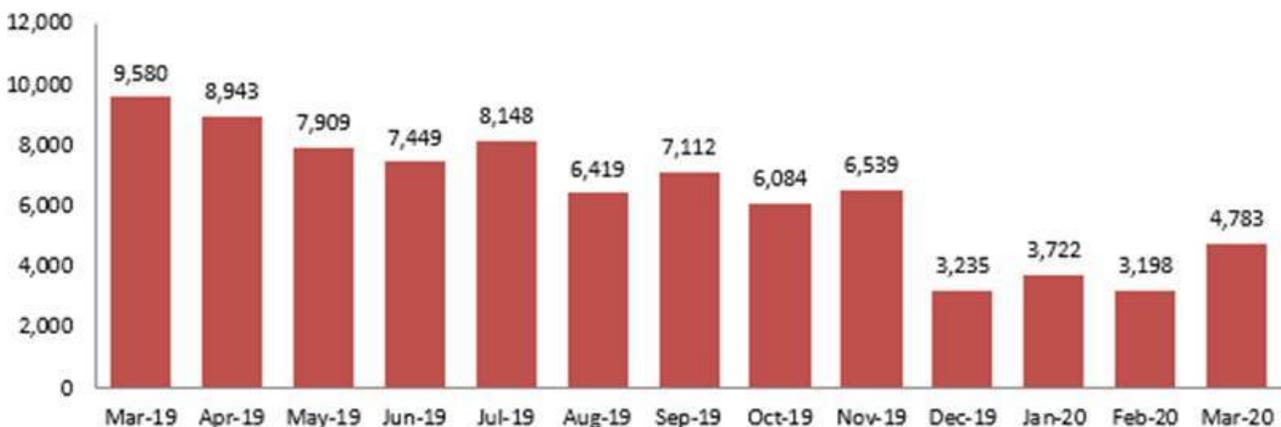
From: Maura Gast (mgast@irvingtexas.com)

OPEN RATE	CLICK RATE	CLICK-TO-OPEN RATE
42.1% 225	3.18% 17	7.6%

Advertising

With the prohibition on public gatherings, the ICVB suspended most of its advertising until the fall. Prior to the suspension of our advertising, advertising engagement in March saw **4,783 advertising impressions** and **1,147 site visits**, which is an increase over the previous month, but a 50% decline in year-over-year performance. MPI was the top performer in March with 1,187 impressions and 460 site visits, followed by Tegna Media with 873 impressions and 448 site visits.

Advertising Engagement

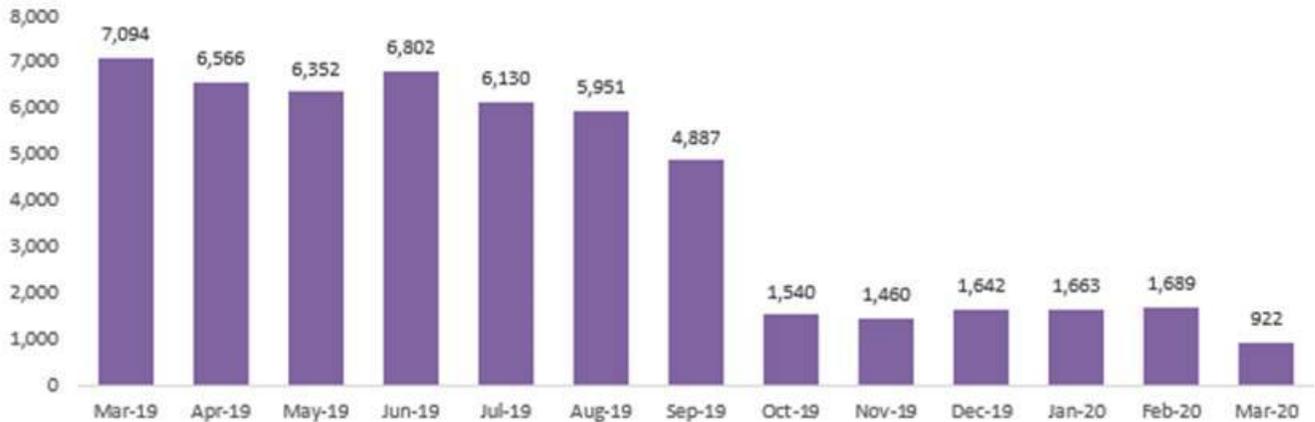


Paid Search

The Google AdWords paid search campaigns have also been suspended. Before the suspension, the campaigns generated **7,072 impressions** and **922 site visits**, and 4 RFP submissions. March saw a year-over-year site visit decline of 87%. The year-over-year decline in paid search traffic can be attributed to both the reduced spend in the first half of the month and the suspension of the campaigns in the second half of the month.

Before the suspension, resources were shifted to meetings-focused campaigns, which increased the number of RFPs generated from these campaigns during this fiscal year despite the drop in overall impressions and site visits. The resources allocated for the AdWords campaigns during the suspension is accruing, which will allow these campaigns to have an outsized impact when these meetings-focused campaigns resume.

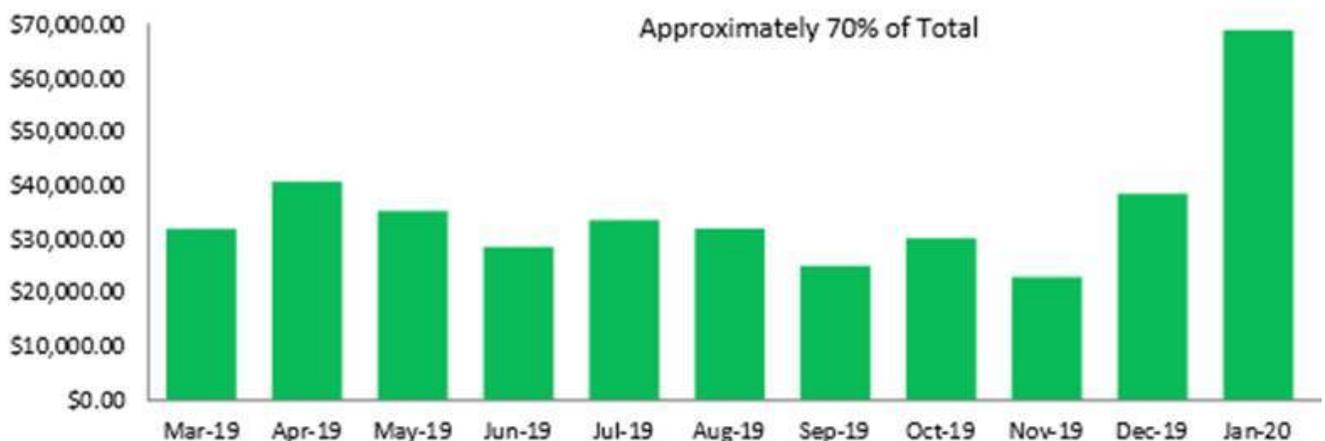
Adwords Site Visits



Hotel and Flight Bookings

Information available through the ADARA Magellan travel intelligence platform displays approximately 70% of the hotel bookings, room nights, hotel booking revenue and flights booked by travelers who viewed the bureau's digital advertising or visited either website. The attribution window is 60 days, which means that the most complete information available to date is from January 2020. In January, 176 hotel reservations were booked, which accounts for 410 room nights and \$68,800 in hotel revenue. Travelers also booked 330 flights in January.

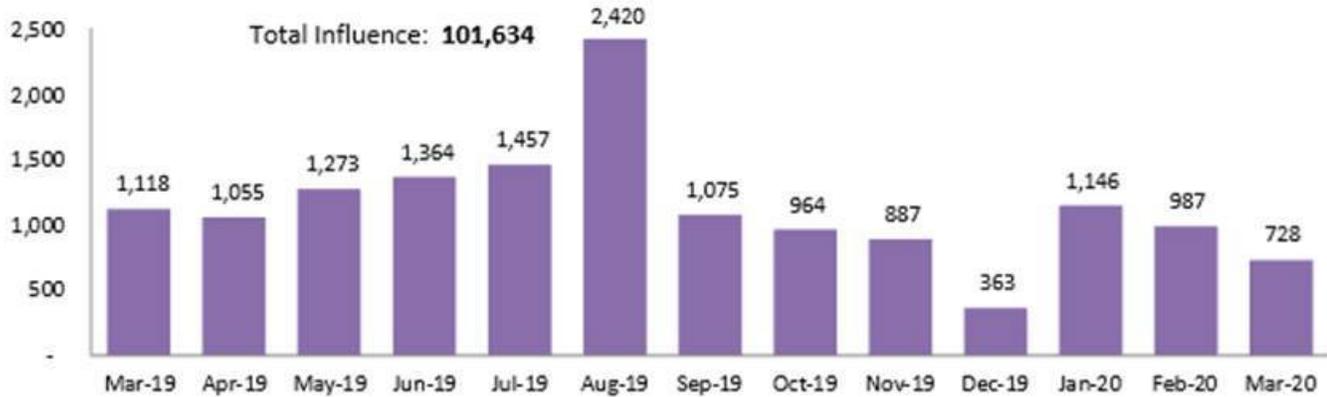
Hotel Booking Revenue from Website Visitors



Social Media

The number of new social media followers dipped in March with **728 new followers**, and **total influence is now at 101,634**. The Visit Irving Facebook Page saw the largest increase with 625 new likes for a total of 69,762 likes.

Additional Social Media Followers



IRVING CVB/ IRVING CC Social	Facebook Likes	Facebook Check-Ins	Twitter Followers	Instagram Followers	LinkedIn
Visit Irving Texas	69,762		5,724	6,548	685
<i>Impressions</i>	86,435		52,900	15,449	
<i>Profile Visits</i>	66,593		402		
Convention Center	13,125	208,991	2,551	2,049	363
<i>Impressions</i>	497,037		3,454	N/A	
<i>Profile Visits/Users</i>	228,830		97		
Impacting Irving	1,190				

Hashtags #VisitIrving
#IrvingRocks

Irving Convention and Visitors Bureau username on Facebook, Twitter, Instagram - @VisitIrvingTx
Irving Convention Center username on Facebook, Twitter, Instagram - @IrvingTxCC

Earned Media Analytics

IRVING CVB IRVING CONVENTION CENTER COMBINED MEDIA VALUES	1 st Quarter	2 nd Quarter	3 rd Quarter**	4 th Quarter	TOTALS
MEDIA IMPRESSIONS*	41,620,629	293,859,985			360,191,967
ADVERTISING EQUIVALENCY ⁺	\$384,991	\$2,946,784			\$3,331,775
PUBLIC RELATIONS VALUE ⁺⁺	\$1,154,973	\$8,840,352			\$9,995,325

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

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

⁺⁺From a measurement perspective, public relations value is traditionally estimated at three times (3.03x) the ad rate since it comes in the form of editorial coverage.

Attachments

 Visit Irving Social Facts

 ICC Social Stats

SOCIAL MEDIA FACTS

MAR
2020



FOLLOWERS



69,762
+625



5,724
+27



6,548
+40



82,034
+692

FACEBOOK



86,435 Impressions



66,593 Users

TWITTER



52,900 Impressions



402 Profile Visits

INSTAGRAM



15,449 Impressions



Impressions - The total number of times any user (fan or non fan) could have potentially seen any content associated with your Page or by visits to the Page directly.



Users/Visits - The number of unique users (fans or non fans) that have seen on any content associated with the page.

SOCIAL MEDIA FACTS

MAR
2020



IRVING
CONVENTION CENTER
AT LAS COLINAS

FOLLOWERS



13,125
+0



2,551
+8



2,049
+9



17,725
+17

FACEBOOK



497,037 Impressions



228,830 Users



208,991 Check-Ins

TWITTER



3,454 Impressions



97 Profile Visits

INSTAGRAM



0 Impressions



Impressions - The total number of times any user (fan or non fan) could have potentially seen any content associated with your Page or by visits to the Page directly.



Users/Visits - The number of unique users (fans or non fans) that have seen on any content associated with the page.

SOCIAL MEDIA FACTS

MAR
2020



FOLLOWERS



69,762
+625



5,724
+27



6,548
+40



82,034
+692

FACEBOOK



86,435 Impressions



66,593 Users

TWITTER



52,900 Impressions



402 Profile Visits

INSTAGRAM



15,449 Impressions



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SOCIAL MEDIA FACTS

MAR
2020



IRVING
CONVENTION CENTER
AT LAS COLINAS

FOLLOWERS



13,125
+0



2,551
+8



2,049
+9



17,725
+17

FACEBOOK



497,037 Impressions



228,830 Users



208,991 Check-Ins

TWITTER



3,454 Impressions



97 Profile Visits

INSTAGRAM



0 Impressions



Impressions - The total number of times any user (fan or non fan) could have potentially seen any content associated with your Page or by visits to the Page directly.

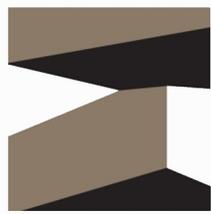


Users/Visits - The number of unique users (fans or non fans) that have seen on any content associated with the page.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 27, 2020**

**CONVENTION CENTER
MANAGEMENT REPORTS**





**IRVING
CONVENTION CENTER
AT LAS COLINAS**

AN ASM GLOBAL MANAGED FACILITY

April 15, 2020

TO: Maura Gast, Executive Director ICVB
 FROM: Verenis Pedraza, ASM Global Director of Finance
 Matt Tungett, ASM Global Director of Sales
 SUBJECT: **Monthly Financial & Sales Report – March 2020**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	98,452	94,069	116,605	371,902	465,689	315,140
Ancillary Income	136,177	290,572	264,153	2,720,946	1,998,685	2,136,790
Total Event Income	234,629	384,641	380,758	3,092,848	2,464,374	2,451,930
Other Income	158,883	50,000	15,852	474,292	355,000	215,991
Adjusted Gross Income	393,512	434,641	396,610	3,567,140	2,819,374	2,667,921
Indirect Expenses	(523,300)	(556,572)	(508,023)	(3,520,971)	(3,327,309)	(3,267,156)
Net Income (Loss)	(129,788)	(121,931)	(111,413)	46,169	(507,935)	(599,235)

- Even with a severely shortened month, we managed to surpass our rental target for the month by \$4,000.
- Total ancillary income for the month fell short by \$150,012, due to the unprecedented restrictions that followed COVID-19. We had a total of eight groups that either canceled or postponed: DFW Church, Medical City Health, Mary Kay, National Guard, CVS, GameStop, Elevate IT, and Head Start. Together, these events would have generated a *minimum* of \$157,000, making up for the shortage of the month.
- Other operating income exceeded expectations due to funds received for August 2019-February 2020 rental for the Westin garage.
- Indirect expenses were on track for the month.
- Overall, the ICC missed the budget target by \$7,857.

ASM Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	98,911	340,340	301,833	3,577,067	2,706,102	3,091,732
Net Income/(Loss)	62,432	226,340	162,213	2,389,729	1,698,334	1,820,269
Net Income/(Loss) %	63.12%	66.50%	53.74%	66.81%	62.76%	58.88%

ICC by the Numbers

EVENTS	
This month	To date
8	127
Current Year	Current Year
20	125
Prior Year	Prior Year

VISITORS	
This month	To date
18,710	105,094
Current Year	Current Year
22,630	110,958
Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED	
This month	To date
2,309	25,263
Current Year	Current Year
3,438	22,015
Prior Year	Prior Year

SURVEY RESULTS	
Returned	Score
0	-
This Month	Current Month
23	95.7%
Year to Date	Year to Date

SIGNED CONTRACTS	
This month	To date
9	91
Current Year	Current Year
23	113
Prior Year	Prior Year

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 27, 2020

INDUSTRY REPORTS / BOARD PARTNERS





Paws Colinas Dog Park

Have you been yearning for a dog park in Las Colinas? Your dream is coming true! Seeing the deficit of a dog park in the community, the Las Colinas Association in partnership with the City of Irving has begun construction on a community dog park located at Riverside Drive and California Crossing. The park will have one large and one small dog enclosure. Use between the enclosures will alternate to prevent land damage. The park will also have shade, Champion Trail access, water facilities, restrooms and parking.

Construction began in December of 2019 and LCA anticipates to open the dog park in the summer of 2020. Ultimately, the City of Irving will own the park and LCA will maintain the property. The park will be the perfect place to bring Fido for a fun afternoon in the Las Colinas sun! Keep on the look out on our social media and website for more information to come on an official opening date.



PAWS COLINAS



CONSTRUCTION

Left photo: Rendering of Paws Colinas Dog Park. Top right photo: Land for Paws Colinas after it was acquired in August 2019. Bottom right photo: Work being done on Paws Colinas dog park on February 7th.



A MESSAGE TO OUR COMMUNITY



Dear Las Colinas Community,

In a very short time, the world has changed and it looks much different today than it did even last week. COVID - 19 has changed the way everyone is doing normal, everyday life. It is completely normal to feel anxious and worried - we are right there with you.

Practice social distancing. There's a lot of evidence emerging that people are able to spread the disease before they start showing symptoms, which means you can feel totally fine but accidentally infect others.

To that end, we have several updates to make you aware of:

1. We are postponing the **Annual Meeting of Members** that was scheduled for March 24th at 4pm. It is rescheduled for April 21, 2020 at 4pm at the LCA office. Please watch for additional information regarding the April 21st Annual Meeting.
2. For the time being, we are implementing new office procedures which allows for outside visitors by appointment only - no walk-ins. If you are able, please conduct business with the staff via phone or email. If you know the email address of a specific staff member, you may use that; or you may use our general email: lca@lascolinas.org . Our office number is 972-541-2345. If you need to deliver anything to our office, please let us know in advance.

We are here for you, our community. Please let us know how we can assist you.



LCA NEWS

3rd Annual Charity Bowl-a-Thon Postponed

Out of an abundance of caution, the Las Colinas Association has decided to reschedule the 3rd Annual Charity Bowl-a-Thon. Our community's health and safety is our top priority. We will be rescheduling for Fall of 2020 and as soon as we have a date, we will let everyone know. If you have already purchased a team or attendee registration, it will still be honored. If you have any questions or concerns, please feel free to reach out to us at lca@lascolinas.org.

HOURS

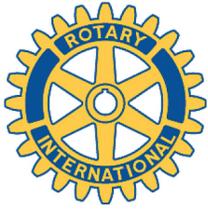
LCA offices will close at noon on Thursday, April 9th and be closed Friday, April 10th. Our offices will reopen on Monday, April 13th.

In Observance of Memorial Day, LCA offices will close at noon on Friday, May 22 and be closed on Monday, May 25th. Our Offices will reopen on Tuesday, May 26th.



Recognized Property Program

Las Colinas Association is excited to announce our new Recognized Property Program. This program was created to highlight exceptional, picturesque properties in the development. Each month our Property Compliance team will choose 4 residential properties and 2 commercial properties to be given this honor. A sign recognizing the property will be placed on the owner's property upon their permission and removed at the end of the month. These properties will be featured on Las Colinas's social media platforms. This program began on March 1st. So, keep your eye out for the signs and maybe your property could be LCA's next Recognized Property!



2020 Flags Over Las Colinas

The Irving-Las Colinas Rotary Club invites you to join your friends and neighbors in displaying the American Flag on the 5 major holidays of **Memorial Day, Flag Day, Independence Day, Labor Day, and Veteran's Day.** The "Flags Over Irving" Program gives Irving residents an opportunity to show their pride and love for our country. It gives our community a great patriotic spirit and at the same time helps so many people.

This is a service project, of the Irving-Las Colinas Rotary Club. Rotarians are dedicated businessmen and women who provide humanitarian service to people throughout the world and in the local community. 100% of the proceeds are used to support the Rotary scholarships and youth programs in our community of Irving.

We will place a PVC plastic sleeve in the ground, 15" from your front sidewalk or curb and



mark the curb with a small Blue Star.

On the 5 holidays, a 3' x 5' United States Flag, mounted on a 10' metal pole, is placed in sleeve. Rotary Club volunteers, with the help of Boy Scouts, will do all the work. We display and store the flags. The flags and the sleeves remain the property of the Irving-Las Colinas Rotary Club. There are no brackets or fixtures attached to your home and the plastic sleeve cap will be barely visible.

2020 Annual Flag Lease is only \$45 for the year.
Memorial Day, Flag Day, Independence Day, Labor Day, and Veterans Day

To Lease online: www.FlagsOverIrving.com

Or complete this form and mail it along with your payment to:

Irving-Las Colinas Rotary Club

P.O. Box 141714 Irving, TX 75014

Please make checks payable to: Irving-Las Colinas Rotary Club

Thank you! We do appreciate your support!

If you have any questions, **Flag Hotline: 972-523-9616** kchoward@verizon.net

YES! We want to participate in the **Flag Program of the Irving-Las Colinas Rotary Club.** It is my responsibility to advise in the placement for the plastic sleeve to avoid sprinklers, plumbing and electrical hazards or if the sleeve becomes a hazard to lawn equipment.

NAME: _____ **EMAIL:** _____ .com .net

ADDRESS: _____ **PHONE:** _____

Please check if you Need Sleeve & Star **or Renewal** ~Home Flag(s) # _____ @ \$45 (\$40 prior to 4/1/20) = \$ _____

YES, I also want to Sponsor a Flag(s) for our Gate or Common Areas # 1 **2** **or** _____ @ \$30 = \$ _____

By Check MasterCard Visa Disc CC# _____ **Total Amount Paid** = \$ _____

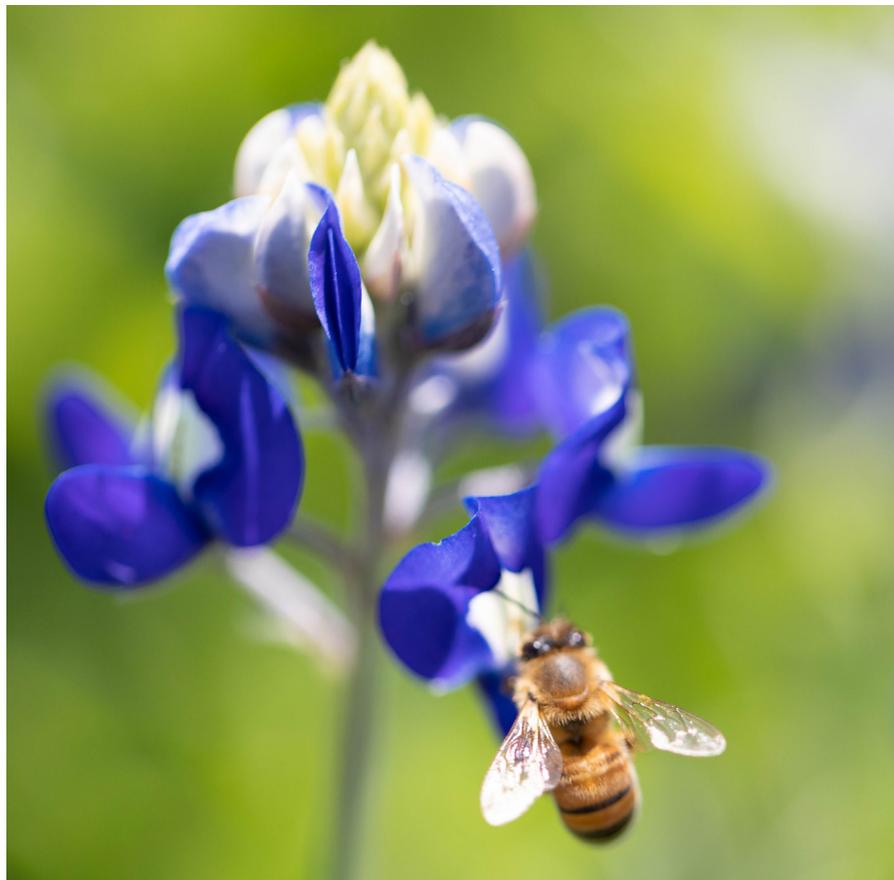
Exp _____ (CVC) _____ Billing Zip _____ Signature _____ Date _____

Memorial Day May25th, 2020



DISCOVER

Spring in Las Colinas





KITCHEN 101 FOOD TRUCK

Kitchen 101 is a fast-casual concept that will be opening in the Toyota Music Factory. They are a modern kitchen with whole foods that are straightforward and always gratifying. .

Ahead of their brick and mortar store opening, Kitchen 101 has opened a state-of-the-art food truck that is available for corporate events, weddings and parties. The food is made to order and fast, yet fresh. The truck has its own speaker system, TV screen and commercial kitchen inside.

The food truck menu offers everything from breakfast to sandwiches to tacos. Their tacos are a popular item and served street taco style on small corn tortillas with cilantro and onions. They offer a hot chocolate and coffee bar which is perfect for cold months or a morning event. Their innovative banana pudding cinnamon sugar tacos are a crowd favorite too. They fill a cinnamon sugar shell with homemade banana pudding for an eclectic twist on a classic comfort food.

The Kitchen 101 food truck is the impeccable touch for your next occasion. If you are interested in booking the Kitchen 101 food truck you can email them at contact@kitchen101.com or call them at (214) 231-0048.

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



REMINDER

NO FISHING

Please remember that fishing is prohibited in Lake Carolyn, Rochelle Park, Old Rochelle Park, Lago de Claire, Rosita Park, Pea Patch Lake and Wingren Park. Fishing hooks and lines pose a threat to wildlife, domestic animals and people trying to enjoy the beautiful parks in Las Colinas. Please help protect the beauty and safety of our community . To report fishing you can call Las Colinas Security at 972-541-1312.



3838 Teleport Blvd.
Irving, Texas 75039-4303



RESTAURANT GUIDE
Download at LasColinas.org



WEATHER APP
Search "Weather Link" in Apple App Store
or Google Play Store



STORY SUGGESTIONS
Email us at liaisons@LasColinas.org



CONTACT US
LasColinas.org
liaisons@LasColinas.org
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@LasColinasTex