



IRVING CONVENTION AND VISITORS BUREAU

Board of Directors Meeting

Monday, April 30, 2018 @ 11:45 a.m.

**Irving Convention Center
Fourth Floor
Grand Ballroom 6-7**

500 W. Las Colinas Blvd

(Lunch Served 11:15 a.m.)

AGENDA
Irving Convention & Visitors Bureau Board of Directors
Monday, April 30, 2018 at 11:45 a.m.
Irving Convention Center at Las Colinas
Fourth Floor, Grand Ballroom 6-7
500 W. Las Colinas Blvd.
Irving, Texas 75039

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

Consent Agenda

1. Approving ICVB Board Minutes for March 26, 2018
2. Accepting ICVB Financial Reports for March 2018
3. Accepting Irving Convention Center Financial Reports for March 2018

Reports

4. Board Chair Report
 - a. Recognition of Robert & Jill Martinez as High Spirited Citizens
 - b. Schedule of Upcoming Meetings and Activities
 - c. Next Board Meeting – May 21, 2018
 - d. Next Executive Committee Meeting – May 18, 2018
5. Board Committee Reports
 - a. Board Development – Debbi Haacke
 - DestinationNEXT Survey reminder
 - Strategic Plan Retreat details
 - Next Meeting – June 5, 2018
 - b. Community Relations – Rick Lindsey
 - Meeting Recap - April 3, 2018
 - National Travel & Tourism Week Proclamation – May 3, City Council Meeting
 - Next Meeting – July 17
 - c. Destination Development – Greg Malcolm
 - Spring Trail Park Proposal update
 - Next Meeting – May 15, 2018
 1. Hotel Development Ordinance Discussion
6. City Reports
 - a. Council Liaison – John Danish
 - b. Mayor & Other Council Members
 - c. City Manager – Chris Hillman
 - Visitor Development Updates
 - Headquarter Hotel
 - Irving Music Factory/Entertainment Venue
 - Other City Updates

AGENDA - Continued

7. Bureau Monthly Management Reports

- a. Executive Director – Maura Gast
- b. Sales and Services – Lori Fojtasek
- c. Marketing and Communications – Diana Pfaff
- d. Finance and Administration – Mike Zumbaugh

8. Convention Center Management Report – Tom Meehan

9. Industry Partner Reports

- a. The Pavilion at the Music Factory/Live Nation Report – Mike Rilley
- b. Smith Travel Research Monthly Reports/Snapshot
- c. Air DNA Monthly Reports
- d. Hotel Industry Updates
- e. Restaurant Industry Update

10. Partner Organization & Stakeholder Reports

- a. DART/Transportation and Infrastructure – Mayor Rick Stopfer
- b. The Las Colinas Association – Hammond Perot
- c. DCURD – Jacky Knox
- d. TIF – John Haigler
- e. Salesmanship Club of Dallas – Jon Drago
- f. University of Dallas – Bob Galecke
- g. Chamber of Commerce – Lori Bunger/Beth Bowman
- h. Irving Arts and Culture – Todd Hawkins

CERTIFICATION

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

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

Deputy Clerk, City Secretary's Office

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

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

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
REGULAR/SPECIAL MEETINGS
OCTOBER 2017 - SEPTEMBER 2018**

NAME	OCT 20	NOV 20	DEC 18	No Mtg	FEB 26	MAR 26	APRIL 30	MAY 21	JUNE 25	JULY 23	AUG 27	SEPT 24
CLEM LEAR	X	X	X		X	X						
RON MATHAI	X	X	X		X	X						
BOB BETTIS	X	X	X		X	X						
BOB BOURGEOIS	=	=	X		X	X						
BETH BOWMAN	X	X	X		X	X						
JO-ANN BRESOWAR	X	X	+		X	X						
DIRK BURGHARTZ	+	#	#		+	+						
KAREN COOPERSTEIN	X	X	X		X	X						
BOB GALECKE	#	X	X		#	+						
DEBBI HAACKE	X	X	X		X	X						
JOHN HAIGLER	=	=	=		X	X						
CHRIS HILLMAN	+	X	X		X	X						
JULIA KANG	=	=	X		X	X						
JACKY KNOX	+	+	#		X	+						
KIM LIMON	+	+	X		+	X						
RICK LINDSEY	X	X	X		X	X						
GREG MALCOLM	X	X	X		X	X						
JOE MARSHALL	X	X	X		X	X						
HAMMOND PEROT	=	=	=		X	X						
JOE PHILIPP	X	+	+		X	X						
MICHAEL RILLEY	+	X	+		X	X						
HOLLY TURNER	=	=	=		#	X						
‡ JOHN DANISH	+	X	X		X	X						
RICK BIDNE	X	X	=		=	=						
DAVID COLE	X	X	=		=	=						
MARK CRONENWETT	+	+	X		=	=						
DAN MATKIN	#	X	=		=	=						
JACK SPURLOCK	X	X	=		=	=						

X - PRESENT
 * - ABSENT-BUREAU/CITY/COUNTY BUSINESS
 + - ABSENT-COMPANY BUSINESS
 # - ABSENT-OTHER

= - Not Member At Time
 ‡ - Council Liaisons
 † - Represented
 ∞ - Budget Retreat

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 30, 2018**

AGENDA ITEMS



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
IRVING CONVENTION CENTER
MARCH 26, 2018**

Those present for the meeting were: Clem Lear – Chair, Ron Mathai – Vice Chair, Bob Bettis, Bob Bourgeois, Beth Bowman, Jo-Ann Bresowar, Karen Cooperstein, Debbi Haacke, John Haigler, Chris Hillman, Julia Kang, Kim Limon, Rick Lindsey, Greg Malcolm, Joe Marshall, Hammond Perot, Joe Philipp, Mike Rilley, and Holly Turner – Members of the Board; Deputy Mayor Pro Tem John Danish – City Council Liaison. From the City of Irving: Senior City Attorney Karen Brophy, Irving Arts and Culture Executive Director Todd Hawkins, Deputy City Manager Mike Morrison, Mayor Rick Stopfer, and City Attorney Christine Weber. From SMG/Irving Convention Center: General Manager Tom Meehan and Director of Sales Matt Tungett. From CVB Staff: Maura Gast, Carol Boyer, Lori Fojtasek, Marianne Lauda, Diana Pfaff, Monty White, and Mike Zumbaugh; Guests: Councilman Oscar Ward, and Donna Bourgeois.

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

CONSENT AGENDA

1. MINUTES – FEBRUARY 26, 2017
2. ICVB FINANCIAL REPORTS: FEBRUARY 2018
3. ICC FINANCIAL REPORTS: FEBRUARY 2018

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

INDIVIDUAL CONSIDERATION

Executive Director Maura Gast presented an item to approve the recommended changes to the City of Irving Ordinance 16B-1 to forward to City Council. She reminded the Board the language change recommends formalizing the position of the Arts and Culture and DART representatives to the Board. Language was also added to the Restaurant position for term of service at the recommendation of the Greater Dallas Restaurant Association, in line with the Greater Irving-Las Colinas Hotel Association chair's seat; clarifying language regarding the term of the seat for the Former Board Member was also added. Board Member Debbi Haacke made a motion to approve the language changes as presented; second by Board Member Karen Cooperstein. With no opposition and no further discussion, the recommended changes to the City of Irving Ordinance 16B-1 were unanimously approved.

PRESENTATION

Gast gave an overview of the 2018-21 Strategic Planning Process, Destination NEXT background, and the D-NEXT Survey Kickoff. She asked that Board members respond to the survey online and explained the information collected will be categorized in many ways to ensure accurate results; i.e., age group, role in the community, client responses, etc. She further commented the data is only as good as the number and diversity of respondents. An email draft and postcard that Board members can use to distribute to encourage getting the word out to the community will be sent in the next week. The survey will launch April 4 and closes May 1, results will be presented to the Board on May 21 and incorporated into the Strategic Planning Retreat June 21-22.

REPORTS:

BOARD CHAIR - EXECUTIVE COMMITTEE

It was noted that Board Member Mark Cronenwett was not present for the meeting and recognition of his service to the Board and as Chair of the TIF Board will be postponed to a later date.

Lear recognized and congratulated High Spirited Citizen awardees Bob and Donna Bourgeois. She commented it is an honor to have Bourgeois on the Board and thanked him and Donna for their service to the community.

An ICTN video of the recent water infrastructure tour was viewed. A bus tour on March 9 toured the water infrastructure system and several Board members attended. Lear commented the tour was very informative and something that all Board members should attend if offered again. A suggestion was made to have a tour of the City's parks.

Lear reviewed the upcoming meetings and activities. Board Member Julia Kang reported the Big Beat Dallas ribbon cutting at the Toyota Music Factory will be on Thursday, March 29 at 4:00 p.m. The Grand Opening celebration is scheduled through April 2. A listing of activities for the weekend with details was distributed. Lear requested Board Members to "Like" and "Share" the Big Beat Dallas Facebook page. It was reported the Kid Kraddick radio show will be broadcasting live on Thursday, March 29 at 6:00 a.m. The Westin Convention Center Hotel topping off celebration will be held on April 12 at 11:00 a.m. at the construction site and will include lunch. The Toyota Music Factory ribbon cutting is scheduled for April 13 at 11:00 a.m. with a full weekend of activities planned. It was further reported the Las Colinas Association Bowl-a-thon supporting Irving Cares is on April 26 at the Irving Pinstack location. Board members were encouraged to sign up.

BOARD DEVELOPMENT COMMITTEE

Committee Chair Debbi Haacke reported the Committee met on March 16 and reviewed the strategic plan process. The Destination NEXT Survey will lay the foundation for a meaningful strategic planning retreat in June. She encouraged Board members to ask others to participate in order to achieve the diverse and beneficial information needed. Haacke reported new board orientation is scheduled for April 5, and she encouraged everyone to attend if they haven't attended in the last few years. She thanked the Board for approving the Ordinance language changes. The next meeting is scheduled for June 5 at the Irving Convention Center.

COMMUNITY RELATIONS COMMITTEE

Committee Chair Rick Lindsey reported March was a busy month for the Committee. He thanked everyone who attended the City Council meeting to honor Jim and Virginia Meler as High Spirited Citizens. He further reported he was honored to attend the City Council meeting and participate in Irving's recognition as a Purple Heart City. The award is very unique and is a special identifier for the City of Irving. The next Committee meeting will be held on April 3 at 10:00 a.m., and the Committee will brainstorm in identifying ways to contact active groups in Irving for the Destination NEXT survey. The Committee is aiming for 200-400 responses in order to have an adequate amount of data to make some good decisions and plan the future. He encouraged everyone to attend the April 3 Committee meeting.

DESTINATION DEVELOPMENT COMMITTEE

Committee Chair Greg Malcolm reported a Memorandum of Understanding with the Rugby Club organizers for the Spring Trail Park is being considered at the April 5 City Council meeting. The next Committee meeting will be held on May 15 at the Convention Center.

CITY REPORTS:

In response to a question from Deputy Mayor Pro Tem John Danish, discussion on hotel room size zoning cases was postponed until a later date if added as an agenda item. Chair Lear asked that the Destination Development committee take up the subject at its next meeting.

Councilman Oscar Ward shared his passion about the Toyota Music Factory and Big Beat Dallas and the opportunities they hold for the community. He further reported Irving was recognized as a Purple Heart City at the March 1 City Council meeting, remembering and honoring purple heart recipients.

Mayor Rick Stopfer reported he attended the Easter egg hunt last weekend, with over 5,000 children attending. Library Director Chris Dobson is retiring from the City and he congratulated her on years of service. He commented Live Nation has done an outstanding job in covering all the bases of diversity in booking events and he noted it is a great place for a networking opportunity. He assured the Board the City is working with the developer on some issues and noted it is a complex project, but City staff is dedicated to finding solutions to finish the project. Stopfer reported he is excited about the Westin Convention Center hotel and the project is moving at a good pace. An agreement with Verizon has been signed and the City will continue to work on the Texas Stadium site project, and hopefully the bridge will be started on the site in the next two months. Infrastructure construction will move forward in August/September, and the housing community continues to grow. The new owners of Williams Square will be reviewing the ground floor layout and some redesigning will be coming. He thanked everyone that participated in the water tour. Stopfer reported DART will have a hearing tomorrow night regarding the Cotton Belt, which creates north-south connections.

City Manager Chris Hillman thanked Ramiro Lopez and the City water staff for the water infrastructure tour. He commented it was very eye-opening and appreciated the time everyone took to see the facilities. He reported Verizon entered into an economic development agreement with the City, and Hillman thanked Senior City Attorney Karen Brophy and City Attorney Christine Weber in finalizing the documents and Irving-Las Colinas Chamber of Commerce President Beth Bowman for her coordination with Verizon on the project. Council of Governments (COG) and Texas Department of Transportation will transfer ownership of Irving Boulevard in the Heritage District. He thanked City staff for working hard on the project, and noted COG will fund 70% of \$12 million, and the project now has 100% funding up front by COG and will reimburse through TIF dollars. The "Road to the Future: \$100 Million in Five Years" project increased to a \$112 million investment, with \$12 million in the Heritage District. Hillman reported the Irving Police Department was recognized with the nation's highest award for good business practices. The Irving Police Athletic League is looking to expand their program to the armory building, and received a matching grant to retrofit the building and there will be further fundraising events to help that effort. The Police Awards Banquet will be held tomorrow night at the Irving Convention Center, and is a fundraising effort as well.

STAFF:

Gast reported Irving hotels will be receiving an email for the annual Needs Analysis Survey to kick off the budget process and assess priorities. She noted this is a separate survey from the Destination NEXT survey, but they will be receiving both soon.

Assistant Executive Director/Sales and Services Lori Fojtasek reported February was a short but busy month for the Sales and Services Department. The team has been traveling and now playing catch up, while doing budgets and local activities. In response to a question from Lear, Fojtasek report Drive Nation is started to schedule tournaments and room nights are beginning to be booked.

Assistant Executive Director Diana Pfaff reported website traffic was high again in February and the irvingtexas.com site had the second highest number of visits this fiscal year with 22,154 users. The Irving Convention Center website had 13,889 users, also above average. She reported information available through the ADARA Magellan travel intelligence platform indicates February performed exceptionally well and was the highest month since launched in May 2017. Estimates show that approximately 192 flights (which do not include Southwest Airlines), along with 785 room nights were booked, which accounts for \$123,968.25 in hotel revenue for the month.

Assistant Executive Director/Finance and Administration Mike Zumbaugh reported the January and February 2018 STR data are included in the packet. He reported Irving's Hotel Occupancy in February for the Competitive Set Comparison was higher than the U.S. and Texas at 74.4% and year-to-date at 70.2%. Comparing to last year, the U.S. maintained 1.2%, Texas is up 4%, most of last year Irving's Occupancy is down compared to 2016. However, February 2018 Irving's Occupancy is up 3.6%. Average Daily Rate for Irving is down 1.4% and year-to-date up 1.1% over last year. Zumbaugh reviewed a new report featuring data for AirBNB activity. He reported as of March 2018, there are 210 active listings in Irving; 83 rent the entire home, 110 private rooms and 17 shared rooms. He noted the data will fluctuate monthly. There are 107 active hosts, 73 rent a single property and 34 host multiple rental properties, 29 are considered super hosts (highly rated in the Air BNB system – achieved 4.8 rating or better, responsive, active hosting 10 stays per year, and reliable). He reviewed rental growth from 2011. He reported there will be graphs in the upcoming Board packets reviewing the data. In response to a question from Danish, Gast noted there is not specific information available for each separate property.

CONVENTION CENTER:

General Manager Tom Meehan reported the Convention Center is gearing up for a tremendous year. Staff is working on addressing lights on the outside upper canopy and will put in LED lights this year; lights over the escalator and the parking garage lights will be converted to LED. Lighting in the Grand Ballroom will be upgraded with more functionality. Safety and security continues to be a priority. Director of Sales Matt Tungett gave a report for February 2018. The building had 25 events, five more than last year for the month. To date there have been 111 events compared to 101 last year. The month of February set a record for 31 contracts to go "definite", compared to 14 February 2017. There are 134 Definite contracts for the year. The Convention Center surveys are scoring at 91.1% for the year, and 93.3% for the month. Leads are coming in for longer term bookings and the first contracts for the Westin have been received. DFW Fiber Fest will be held again on April 6-8. The event has been here for six years and has expanded its footprint and doubled space this year. The National College Fair will be here on April 9. The North Texas Teen Book Festival is quickly becoming one of the most well-attended shows and is scheduled for April 20-21. The Scrapbooking Expo was held last weekend. They relocated from Grapevine and 350 rooms were picked up at the Marriott Las Colinas (previously at the Gaylord Resort). They are working on details for booking next year and in the future.

INDUSTRY REPORTS:

THE PAVILION AT THE MUSIC FACTORY/LIVE NATION REPORT

Board Member Mike Riley reported the Pavilion is celebrating 198 days of operating. The excitement with more and more opening in the Toyota Music Factory campus the guest experience has great energy and vibe, and he is proud to be a part of it. There are 70 confirmed shows this year, 23 are amphitheater seating. By the end of the year there should be more than 80 shows confirmed. The Pavilion has the advantage of being a year-round set up and not just seasonal. He reviewed some of the upcoming shows: The Australian Pink Floyd, Rise Against, Three Doors Down & Collective Soul. Managers and agents are started to book returning events, like Need to Breathe, the same manager for the G3 show books Sammy Hagar. Jeff Beck show last Friday night was sold out and it was the first show of the tour. They have a high-level management company that has booked some other bands at The Pavilion. This is about building relationships and the importance of making that happen. He announced two exciting shows in June: Post Malone on June 14 and Leon Bridges on June 19. Bridges is from Fort Worth and is a contemporary soul and gospel singer, and is treating this as one of the highest "coming home" parties this year. He is also starting his tour kickoff at The Pavilion. There are several more Latin shows announcing soon. On April 10, Gladys Knight and the O'Jays will be announced for a show in August. Riley said everything is getting better and coming together, and it is a project to be proud of.

HOTELS AND RESTAURANTS

Board Member Greg Malcolm March is pacing the same as last year, Occupancy is 70.2%. Board Member Holly Turner reported the Omni had a soft January, but February and March have picked up and looking at a very strong first quarter.

TIF

Board member John Haigler reported TIF Board met on March 20. He reported the Water Street project is delayed slightly, but believes the agreement will be extended. The TIF Board is actively engaged with City Council on the recommendation of the TIF extension.

GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

Chamber President Beth Bowman reported City Council approved the City's incentive for the Hidden Ridge development. This mixed-use development will transform Carpenter Ranch into a vibrant community. It will include walkable lifestyle core with retail, restaurants, and residential property, leveraging the new Carpenter Ranch DART station which will open as part of the Hidden Ridge project. It also includes two large office tracts, with another expected 1 million square feet of office space. The Irving Economic Development Partnership worked closely with Verizon, the project master developer and City staff to bring the deal to fruition. She reported Irving's unemployment rate for February is 3.6%, which is 0.1% higher than in January (up from 3.0% in December 2017). Texas' unemployment rate is 4.0, and national rate is 4.1%. Bowman reminded everyone the Irving Chamber Technology Leadership Council kicks off their 2018 Speaker Series tomorrow morning at the Jack E. Singley Academy. The Chamber's next quarterly program will be held on April 3 at the Dallas Marriott Las Colinas and will kick off a "Generations in the Workplace" series presented by Citi. On April 4th, the Chamber has partnered with the U.S. Chamber of Commerce and MetLife to launch the nationwide Small Business Master Class series at the Irving Convention Center from 8:00 a.m. – 2:00 p.m. The 2018 BEST in Irving Awards reception is scheduled for April 12 at Southern Junction.

CULTURAL AFFAIRS

Executive Director Todd Hawkins reported he attended NAFSA Advocacy Day in Washington, D.C. and met with state representatives to build arts and culture in Irving. Hawkins reported the Irving Arts camps are open for registration and run Monday through Fridays from 8:00 a.m. to 6:00 p.m. The week-long camps run from June 4 through the last week of July. The "Grant Wood and the American Heartland: Prints & Works on Paper" exhibit runs from April 7 through July 1. The exhibit features 19 lithographs Wood created during the Great Depression, and Irving is the only place in the country to see all of them.

With no further business or comments, the meeting was adjourned by Lear at 1:25 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



ICVB
FINANCIAL STATEMENTS

For Period Ending: March 31, 2018

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
BALANCE SHEET
MARCH 31, 2018

ASSETS

Cash	546
Petty Cash	250
Investments	2,103,000
Accounts Receivable	12,486
Total Assets	<u>2,116,282</u>

LIABILITIES AND FUND BALANCE

LIABILITIES

Accounts Payable	15,044
Accrued Wages and Benefits	38,308
Due to City of Irving General Fund	877
	<u>54,229</u>

FUND BALANCE

Reserved for Encumbrances	1,378,998
Unreserved	683,055
Total Fund Balance	<u>2,062,053</u>
Total Liabilities and Fund Balance	<u>2,116,282</u>

Notes:

Reserved for Encumbrances:

Business Development Incentive Program - 466,954
Connect (Sales Sponsorship Pkg) - 27,000
Destination Analysts - 70,000
Maloney Strategic Communications - 109,514
Media Advertising - 422,226
Performance-Solutions Group - 26,500
Simpleview - 138,002
SMG/Technology Support - 39,499
Tucker & Associates - 28,668
Miscellaneous - 50,635

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE SIX MONTH PERIOD ENDING MARCH 31, 2018

	----- Budget -----		----- Actual -----			Unencumbered	Percent	Prior
	Adopted	Adjusted	Current Month	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
<u>REVENUES:</u>								
Hotel/Motel Taxes:								
Current Year	8,485,907	8,485,907	0	1,928,422	0	6,557,485	22.72%	1,888,795
Penalties and Interest	0	0	0	4,051	0	(4,051)	0.00%	5,883
Prior Years	0	0	0	0	0	0	0.00%	58,624
Interest	17,000	17,000	2,568	10,107	0	6,893	59.45%	7,180
State of Texas Events Trust Fund	50,000	50,000	0	9,622	0	40,378	19.24%	0
Miscellaneous	5,000	5,000	12,486	15,443	0	(10,443)	308.86%	6,632
Total Revenues	<u>8,557,907</u>	<u>8,557,907</u>	<u>15,054</u>	<u>1,967,645</u>	<u>0</u>	<u>6,590,262</u>	<u>22.99%</u>	<u>1,967,114</u>
TOTAL REVENUES AND TRANSFERS IN	<u>8,557,907</u>	<u>8,557,907</u>	<u>15,054</u>	<u>1,967,645</u>	<u>0</u>	<u>6,590,262</u>	<u>22.99%</u>	<u>1,967,114</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
<u>EXPENDITURES:</u>								
Salaries	2,106,626	2,106,626	226,121	933,940	0	1,172,686	44.33%	880,450
Benefits	561,825	561,825	60,015	263,734	0	298,091	46.94%	245,408
Supplies	61,900	61,900	3,601	13,418	5,625	42,857	30.76%	32,196
Equipment Maintenance	6,900	6,900	529	1,856	0	5,044	26.90%	1,173
Miscellaneous	180,095	180,095	4,364	82,975	0	97,120	46.07%	75,694
Equipment Rentals	7,900	7,900	0	825	2,475	4,600	41.77%	0
Special Services	1,675,881	1,810,881	233,835	831,886	447,925	531,070	70.67%	396,322
Facility Management Services	1,395,000	1,395,000	350,000	698,000	0	697,000	50.04%	686,250
Advertising Projects	140,000	140,000	2,670	6,192	6,793	127,015	9.28%	40,564
Sponsorships / Partnerships	174,000	174,000	0	53,966	27,000	93,034	46.53%	113,848
Media Advertising	680,000	698,292	78,693	193,776	422,226	82,290	88.22%	237,991
Travel	680,265	680,265	46,949	189,780	0	490,485	27.90%	147,163
Promotions / Special Events	1,171,000	1,625,476	56,750	340,327	466,954	818,195	49.66%	314,662
Memberships	82,615	82,615	1,344	43,069	0	39,546	52.13%	39,780
Total Expenditures	<u>8,924,007</u>	<u>9,531,775</u>	<u>1,064,871</u>	<u>3,653,744</u>	<u>1,378,998</u>	<u>4,499,033</u>	<u>52.80%</u>	<u>3,211,501</u>
<u>TRANSFERS OUT:</u>								
Transfer to ICVB Reserve Fund	200,000	200,000	0	0	0	200,000	0.00%	200,000
Transfer to ICC Reserve/CIP Fund	900,000	1,215,249	0	0	0	1,215,249	0.00%	0
Total Transfers Out	<u>1,100,000</u>	<u>1,415,249</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,415,249</u>	<u>0.00%</u>	<u>200,000</u>
TOTAL EXPENDITURES AND TRANSFERS OUT	<u>10,024,007</u>	<u>10,947,024</u>	<u>1,064,871</u>	<u>3,653,744</u>	<u>1,378,998</u>	<u>5,914,282</u>	<u>45.97%</u>	<u>3,411,501</u>

Percent of year completed = 50.0%

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE SIX MONTH PERIOD ENDING MARCH 31, 2018

SUMMARY:

Beginning Fund Balance at October 1, 2017	3,748,152
Revenues and Transfers In	1,967,645
Expenditures and Transfers Out	<u>(3,653,744)</u>
Ending Fund Balance at March 31, 2018	2,062,053
Encumbrances	<u>(1,378,998)</u>
Unreserved Fund Balance at March 31, 2018	<u><u>683,055</u></u>

NOTES:

Adjusted Budget:

The adjusted budget includes prior year encumbrances in the amount of 607,768.

Transfer to ICC Reserve/CIP Fund - After approval by the Board and Council, the budget was adjusted by 315,249 which is the FY17 subsidy refund. The transfer will be made prior to year end.

Revenues & Transfers In:

Hotel Tax: The first quarter hotel taxes have been received.

State of Texas Events Trust Fund: Funds received were for the 2017 USA Wrestling Event.

Expenditures & Transfers Out:

Special Services: Advertising Agency - 190,115; Outside Services - 43,493; Miscellaneous - 227

Facility Management Services: The second subsidy payment was processed in March.

Promotions / Special Events: Business Development Incentive Program - 45,655; Toyota Music Factory - 73; Local Programs - 11,022

Irving Convention and Visitors Bureau

Check Register Report - March 2018



Generated: 4/17/2018 4:56:47 PM

Batch: 7248

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059038	03/01/18	ADARA, INC	\$	30,000.00
80059039	03/01/18	AERIAL PHOTOGRAPHY	\$	97.00
80059040	03/01/18	AJR MEDIA GROUP	\$	3,145.00
80059041	03/01/18	AUSTIN CONVENTION & VISITORS BUREAU	\$	524.01
80059042	03/01/18	BH DFW PROPERTY LP (WESTIN)	\$	1,575.00
80059043	03/01/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	1,200.00
80059044	03/01/18	KATHERINE DIPIETRO	\$	50.00
80059045	03/01/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	4,020.00
80059046	03/01/18	IRVING CONVENTION CENTER	\$	20,295.59
80059047	03/01/18	LIVE NATION MARKETING INC	\$	10,000.00
80059048	03/01/18	OMNI MANDALAY HOTEL	\$	3,813.00
80059049	03/01/18	PATHWAYS CORE TRAINING	\$	1,535.00
80059050	03/01/18	PCMA SERVICES	\$	6,500.00
80059051	03/01/18	RESIDENCE INN BY MARRIOTT DALLAS/LAS COLINAS	\$	230.00
80059052	03/01/18	SHERATON DFW AIRPORT HOTEL	\$	2,765.00
80059053	03/01/18	SIMPLEVIEW	\$	20,833.66
80059054	03/01/18	STAPLES	\$	179.51
80059055	03/01/18	TEXAS DEPARTMENT OF TRANSPORTATION	\$	660.25
80059056	03/01/18	WORKMAN PUBLISHING COMPANY, INC	\$	313.55
19 payments Batch Total: \$				107,736.57

Batch: 7254

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059057	03/08/18	AMERICAN ACADEMY OF OTOLARYNGIC ALLERGY	\$	860.00
80059058	03/08/18	BH DFW PROPERTY LP (WESTIN)	\$	1,375.00
80059059	03/08/18	BOY SCOUTS OF AMERICA	\$	710.00
80059060	03/08/18	KIMBERLY J. CONDON	\$	73.40
80059061	03/08/18	COURTYARD BY MARRIOTT DALLAS LAS COLINAS	\$	40.00
80059062	03/08/18	CVENT INC	\$	51,009.00
80059063	03/08/18	DALLAS MARRIOTT LAS COLINAS	\$	230.00
80059064	03/08/18	GUARANTEED EXPRESS, INC.	\$	33.75
80059065	03/08/18	HILTON GARDEN INN DFW AIRPORT SOUTH	\$	215.00
80059066	03/08/18	HOLT LAW FIRM	\$	1,338.00
80059067	03/08/18	MALONEY STRATEGIC COMMUNICATIONS	\$	190,115.45
80059068	03/08/18	MEETINGS TODAY	\$	7,200.00

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Batch: 7254

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059069	03/08/18	PCMA SERVICES	\$	15,330.00
80059070	03/08/18	PETTY CASH	\$	101.73
80059071	03/08/18	RESIDENCE INN BY MARRIOTT DALLAS/LAS COLINAS	\$	130.00
80059072	03/08/18	SHERATON DFW AIRPORT HOTEL	\$	738.00
80059073	03/08/18	TIGER OAK MEDIA, INC	\$	8,500.00
80059074	03/08/18	TRIPADVISOR, LLC	\$	343.09
80059075	03/08/18	TUCKER & ASSOCIATES, LLC	\$	79.38
80059076	03/08/18	WHO'S CALLING, INC.	\$	799.99
20 payments Batch Total: \$				279,221.79

Batch: 7260

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059077	03/15/18	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$	95.00
80059078	03/15/18	AMERICAN EXPRESS	\$	41,303.28
80059079	03/15/18	BH DFW PROPERTY LP (WESTIN)	\$	955.00
80059080	03/15/18	CAROL BOYER	\$	70.12
80059081	03/15/18	COURTYARD BY MARRIOTT DALLAS LAS COLINAS	\$	55.00
80059082	03/15/18	SUSAN D. CUTTS	\$	662.50
80059083	03/15/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	2,700.00
80059084	03/15/18	KATHERINE DIPIETRO	\$	213.18
80059085	03/15/18	FEDERAL EXPRESS CORPORATION	\$	193.47
80059086	03/15/18	LORI M. FOJTASEK	\$	47.00
80059087	03/15/18	WENDY FOSTER	\$	77.99
80059088	03/15/18	GUARANTEED EXPRESS, INC.	\$	29.42
80059089	03/15/18	IRVING - LAS COLINAS ROTARY CLUB	\$	112.00
80059090	03/15/18	MARIANNE LAUDA	\$	79.77
80059091	03/15/18	KATHY LEVINE	\$	65.00
80059092	03/15/18	LORI MANSELL	\$	44.88
80059093	03/15/18	DEBORA C. MANUSAMA	\$	445.09
80059094	03/15/18	NATIONAL SYSTEMS CONTRACTORS ASSOCIATION	\$	4,295.00
80059095	03/15/18	OMNI MANDALAY HOTEL	\$	2,085.00
80059096	03/15/18	PERFORMANCE-SOLUTIONS-GROUP, INC.	\$	5,500.00
80059097	03/15/18	DIANA PFAFF	\$	65.00
80059098	03/15/18	ROSELLE PLIEGO	\$	225.00
80059099	03/15/18	RESIDENCE INN BY MARRIOTT DALLAS/LAS COLINAS	\$	180.00
80059100	03/15/18	DEBBIE ROBERTS	\$	80.00
80059101	03/15/18	KELLY ROCHE	\$	175.41
80059102	03/15/18	BARBARA SCHINGLE	\$	146.11

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Batch: 7260

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059103	03/15/18	SHERATON DFW AIRPORT HOTEL	\$	576.00
80059104	03/15/18	SOCIETY OF EMERGENCY MEDICINE PHYSICIAN	\$	100.00
80059105	03/15/18	STR, INC	\$	2,812.50
80059106	03/15/18	VISIT DALLAS	\$	7,500.00
80059107	03/15/18	MARK WALTERS	\$	365.00
80059108	03/15/18	MONTY WHITE	\$	200.00
80059109	03/15/18	MICHAEL ZUMBAUGH	\$	94.26

33 payments Batch Total: \$ 71,547.98

Batch: 7265

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059110	03/22/18	AERIAL PHOTOGRAPHY	\$	97.00
80059111	03/22/18	ARES TRAVEL INC.	\$	1,250.00
80059112	03/22/18	IRVING CONVENTION CENTER	\$	4,485.25
80059113	03/22/18	IRVING HERITAGE SOCIETY	\$	125.00
80059114	03/22/18	MEETINGS TODAY	\$	2,000.00
80059115	03/22/18	PCMA SERVICES	\$	2,500.00
80059116	03/22/18	SIMPLEVIEW	\$	20,833.66
80059117	03/22/18	SPORTS CLUB AT FOUR SEASONS	\$	791.43
80059118	03/22/18	STAPLES	\$	206.94
80059119	03/22/18	TUCKER & ASSOCIATES, LLC	\$	4,000.00
80059120	03/22/18	WHO'S CALLING, INC.	\$	799.99

11 payments Batch Total: \$ 37,089.27

Batch: 7267

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059121	03/22/18	VERIZON WIRELESS	\$	528.59

1 payment Batch Total: \$ 528.59

Batch: 7276

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059122	03/29/18	AMERICAN SOCIETY OF TMJ SURGEONS	\$	964.00
80059123	03/29/18	ARROW ELECTRONICS, INC	\$	1,652.00
80059124	03/29/18	BT HOTEL LAS COLINAS LLC (NYLO)	\$	591.00
80059125	03/29/18	CROWDRIFT INC.	\$	4,166.00
80059126	03/29/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	870.00
80059127	03/29/18	DOUBLETREE DALLAS DFW AIRPORT	\$	564.00
80059128	03/29/18	ELEMENT DFW AIRPORT NORTH	\$	245.00
80059129	03/29/18	FAIRFIELD INN & SUITES	\$	475.00

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Batch: 7276

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059130	03/29/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	3,660.00
80059131	03/29/18	HILTON GARDEN INN DFW AIRPORT SOUTH	\$	580.00
80059132	03/29/18	INNOVATIVE PACKAGING GROUP INC.	\$	258.57
80059133	03/29/18	IRVING CONVENTION CENTER	\$	350,000.00
80059134	03/29/18	OMNI MANDALAY HOTEL	\$	399.00
80059135	03/29/18	SHERATON DFW AIRPORT HOTEL	\$	1,105.00
80059136	03/29/18	TEXAS STEEL GUITAR ASSOCIATION	\$	4,545.00
80059137	03/29/18	TRIPADVISOR, LLC	\$	310.52
80059138	03/29/18	WORKMAN PUBLISHING COMPANY, INC	\$	5,250.00
17 payments Batch Total: \$				375,635.09
101 payments Sub Total: \$				871,759.29

SUMMARY

101 payments TOTAL: \$	871,759.29
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IRVING CONVENTION AND VISITORS BUREAU
RESERVE FUND
BALANCE SHEET
MARCH 31, 2018

ASSETS

Cash	111
Investments	935,300
Total Assets	<u>935,411</u>

LIABILITIES AND FUND BALANCE

LIABILITIES

None	0
Total Liabilities	<u>0</u>

FUND BALANCE

Unreserved	935,411
Total Fund Balance	<u>935,411</u>
Total Liabilities and Fund Balance	<u>935,411</u>

The primary purpose for this fund is to serve as a catastrophic reserve, to protect the Bureau from events beyond the control of the organization which substantially and negatively impact funding for operations.

The only source of revenues for this fund is transfers from the ICSV General Fund.

Per the ICSV General and Reserve Fund Policy, the goal is to achieve and sustain six months of operating revenues in this fund.

Funds are designated for the following future events:

- 1 - Headquarter hotel grand opening event - \$75,000
- 2 - Texas Society of Assn Executives 2022 Annual Meeting - \$50,000

IRVING CONVENTION AND VISITORS BUREAU
RESERVE FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE SIX MONTH PERIOD ENDING MARCH 31, 2018

	----- Budget -----		----- Actual -----			Unencumbered	Percent	Prior
	Adopted	Adjusted	Current Quarter	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
Interest	3,000	3,000	2,902	4,514	0	(1,514)	150.47%	1,395
Transfer from ICVB General Fund	200,000	200,000	0	0	0	200,000	0.00%	200,000
<u>TOTAL REVENUES AND TRANSFERS IN</u>	<u>203,000</u>	<u>203,000</u>	<u>2,902</u>	<u>4,514</u>	<u>0</u>	<u>198,486</u>	<u>2.22%</u>	<u>201,395</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
None	0	0	0	0	0	0	0.00%	0
<u>TOTAL EXPENDITURES AND TRANSFERS OUT</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0.00%</u>	<u>0</u>

*Percent of year completed = 50%

SUMMARY:

Beginning Fund Balance at October 1, 2017	930,897
Revenues and Transfers In	4,514
Expenditures and Transfers Out	<u>0</u>
Ending Fund Balance at March 31, 2018	935,411
Encumbrances	<u>0</u>
Unreserved Fund Balance at March 31, 2018	<u><u>935,411</u></u>

NOTES:

--Fund Balance increased \$205,979 over the prior year.

IRVING CONVENTION AND VISITORS BUREAU
COMPUTER REPLACEMENT FUND
BALANCE SHEET
MARCH 31, 2018

ASSETS

Cash	62
Investments	<u>272,500</u>
Total Assets	<u><u>272,562</u></u>

LIABILITIES AND FUND BALANCE

LIABILITIES

None	<u>0</u>
Total Liabilities	<u>0</u>

FUND BALANCE

Unreserved	<u>272,562</u>
Total Fund Balance	<u><u>272,562</u></u>
 Total Liabilities and Fund Balance	 <u><u>272,562</u></u>

Funds are designated to replace Bureau computer hardware and systems, including large software packages (such as the CRM system) and other technology-related upgrades.

The only source of revenues for this fund is transfers from the ICVB General Fund or ICVB Reserve Fund.

IRVING CONVENTION AND VISITORS BUREAU
COMPUTER REPLACEMENT FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE SIX MONTH PERIOD ENDING MARCH 31, 2018

	----- Budget -----		----- Actual -----			Unencumbered	Percent*	Prior
	Adopted	Adjusted	Current Quarter	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
Interest	1,200	1,200	849	1,322	0	(122)	110.17%	544
<u>TOTAL REVENUES AND TRANSFERS IN</u>	<u>1,200</u>	<u>1,200</u>	<u>849</u>	<u>1,322</u>	<u>0</u>	<u>(122)</u>	<u>110.17%</u>	<u>544</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
Computers/Software	16,500	16,500	0	0	0	16,500	0.00%	0
<u>TOTAL EXPENDITURES AND TRANSFERS OUT</u>	<u>16,500</u>	<u>16,500</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>16,500</u>	<u>0.00%</u>	<u>0</u>

*Percent of year completed = 50%

SUMMARY:

Beginning Fund Balance at October 1, 2017	271,240
Revenues and Transfers In	1,322
Expenditures and Transfers Out	<u>0</u>
Ending Fund Balance at March 31, 2018	272,562
Encumbrances	<u>0</u>
Unreserved Fund Balance at March 31, 2018	<u>272,562</u>

NOTES:

--Fund Balance decreased \$12,894 over the prior year.

IRVING CONVENTION AND VISITORS BUREAU
CONVENTION CENTER RESERVE/CAPITAL PROJECTS FUND
BALANCE SHEET
MARCH 31, 2018

ASSETS

Cash	118
Investments	<u>1,184,000</u>
Total Assets	<u><u>1,184,118</u></u>

LIABILITIES AND FUND BALANCE

LIABILITIES

None	<u>0</u>
Total Liabilities	<u>0</u>

FUND BALANCE

Assigned	<u>1,184,118</u>
Total Fund Balance	<u>1,184,118</u>
Total Liabilities and Fund Balance	<u><u>1,184,118</u></u>

This fund provides funding for repair and replacement projects and the capital improvement program for the Irving Convention Center, which are budgeted annually and reflected in a 20-year plan that is updated annually.

The only source of revenues for this fund is transfers from the ICVB General Fund or ICVB Reserve Fund.

Per the ICVB General and Reserve Fund Policy, the goal is to achieve and sustain a balance of \$1,300,000 in this fund.

IRVING CONVENTION AND VISITORS BUREAU
CONVENTION CENTER RESERVE/CAPITAL PROJECTS FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE SIX MONTH PERIOD ENDING MARCH 31, 2018

	----- Budget -----		----- Actual -----			Unencumbered	Percent*	Prior
	Adopted	Adjusted	Current Quarter	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
Interest	3,200	3,200	3,686	6,360	0	(3,160)	198.75%	1,430
Transfer from ICVB General Fund	900,000	1,215,249	0	0	0	1,215,249	0.00%	0
<u>TOTAL REVENUES AND TRANSFERS IN</u>	<u>903,200</u>	<u>1,218,449</u>	<u>3,686</u>	<u>6,360</u>	<u>0</u>	<u>1,212,089</u>	<u>0.52%</u>	<u>1,430</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
Capital Expenditures	798,000	798,000	0	0	0	798,000	0.00%	0
<u>TOTAL EXPENDITURES AND TRANSFERS OUT</u>	<u>798,000</u>	<u>798,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>798,000</u>	<u>0.00%</u>	<u>0</u>

*Percent of year completed = 50%

SUMMARY:

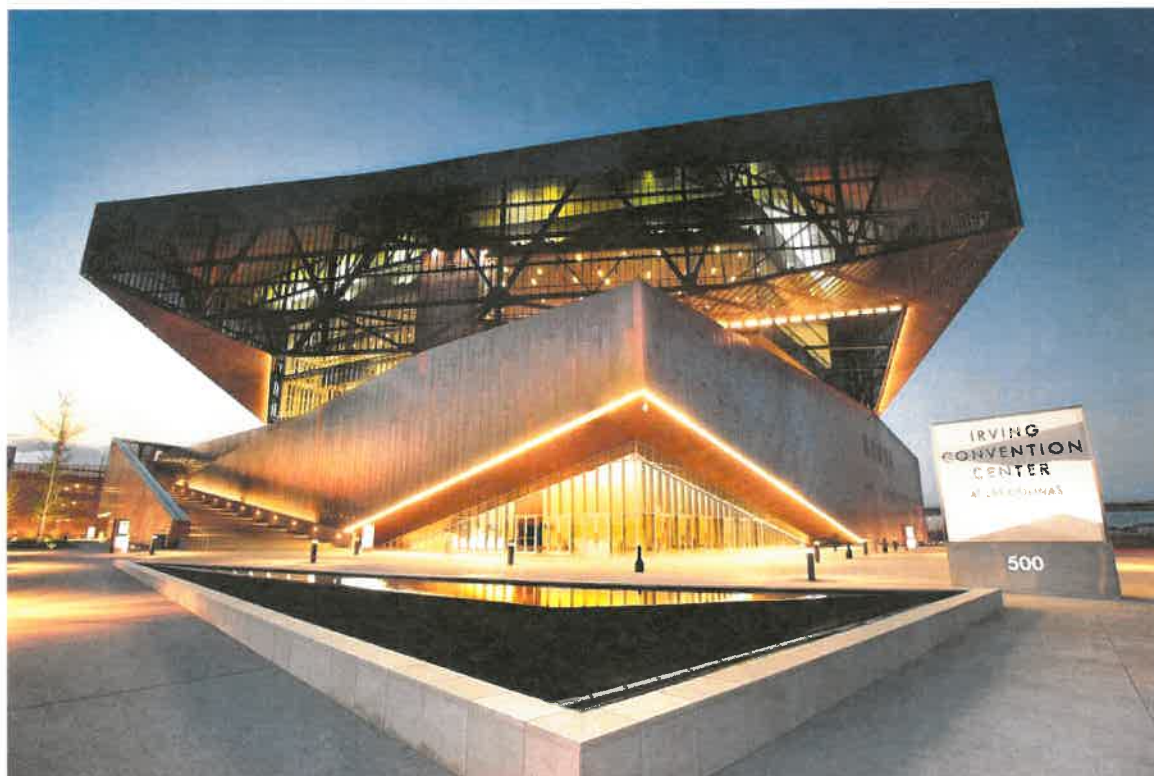
Beginning Fund Balance at October 1, 2017	1,177,758
Revenues and Transfers In	6,360
Expenditures and Transfers Out	<u>0</u>
Ending Fund Balance at March 31, 2018	1,184,118
Encumbrances	<u>0</u>
Unreserved Fund Balance at March 31, 2018	<u>1,184,118</u>

NOTES:

--Fund Balance increased \$517,480 over the prior year.



IRVING CONVENTION CENTER
AT LAS COLINAS



Date Distributed: April 16, 2018

Monthly Financial Summary

For Period Ending March 31, 2018

IRVING CONVENTION CENTER AT LAS COLINAS / SMG

OCTOBER 1, 2017 TO SEPTEMBER 30, 2018

Board Lead Income Statement - Monthly FY 2018

	October	November	December	January	February	March	April	May	June	July	August	September	Total		
Event Income															
Direct Event Income															
Rental Income	117,100	35,954	39,927	105,725	86,890	155,975	145,000	130,000	20,000	85,000	115,500	98,000	1,135,071		
Service Income	43,471	23,129	46,456	10,029	60,981	104,848	30,288	38,066	29,066	35,066	39,066	58,522	518,986		
Service Expenses	(66,060)	(48,030)	(49,564)	(58,278)	(99,378)	(139,154)	(57,452)	(38,975)	(47,475)	(41,225)	(52,885)	(69,980)	(768,455)		
Total Direct Event Income	94,511	11,053	36,819	57,476	48,493	121,669	117,836	129,091	1,591	78,841	101,681	86,542	885,602		
Ancillary Income															
F & B Concessions	29,160	6,220	5,350	12,588	7,039	35,895	13,750	13,000	8,500	7,500	12,500	14,000	165,503		
F & B Catering	326,765	289,373	461,572	275,097	361,456	217,908	201,000	396,375	261,000	119,250	132,000	270,450	3,312,245		
Parking: Self Parking	32,197	4,910	(5,280)	24,287	22,250	44,897	10,860	21,600	18,800	5,200	6,800	6,000	192,522		
Electrical Services	9,865	12,261	5,800	23,227	21,715	22,195	8,500	6,055	5,500	700	6,350	13,800	135,967		
Audio Visual	(90)	(1,331)	(117)	(0)	33	(2,103)	-	-	-	-	-	-	(3,608)		
Internet Services	580	3,350	-	1,050	405	5,310	3,000	1,500	1,250	900	780	950	19,075		
Total Ancillary Income	398,477	314,783	467,325	336,249	412,898	324,102	237,110	438,530	295,050	133,550	158,430	305,200	3,821,703		
Total Event Income	492,988	325,836	504,144	393,725	461,391	445,771	354,946	567,621	296,641	212,391	260,111	391,742	4,707,306		
Other Operating Income	130,093	64,477	25,394	52,536	45,837	82,058	37,056	45,200	37,056	41,000	39,200	33,063	632,969		
ICVB Operating Subsidy				348,000		350,000			348,750			348,250	1,395,000		
Adjusted Gross Income	623,081	390,313	529,538	794,260	507,228	877,828	392,002	612,821	682,447	253,391	299,311	773,055	6,735,275		
Operating Expenses															
Employee Salaries and Wages	202,542	161,560	251,329	202,263	189,429	191,145	207,414	207,410	207,410	207,410	207,410	207,410	2,442,732		
Benefits	55,111	(12,565)	65,173	62,849	54,030	62,802	60,028	63,199	64,044	64,044	64,044	64,044	666,804		
Less: Event Labor Allocations	(33,730)	(27,044)	(24,368)	(32,171)	(34,182)	(34,851)	(35,887)	(35,887)	(35,887)	(35,887)	(35,887)	(35,887)	(401,669)		
Net Employee Wages and Benefits	223,923	121,951	292,134	232,940	209,277	219,096	231,555	234,722	235,567	235,567	235,567	235,567	2,707,867		
Contracted Services	95,696	69,337	59,442	58,844	66,482	58,325	43,539	43,539	43,539	43,539	43,539	43,539	669,361		
General and Administrative	85,386	62,214	31,815	55,129	59,562	76,670	39,160	39,160	39,160	39,160	39,160	39,160	605,736		
Operations	46,466	38,029	49,515	49,985	36,347	67,056	40,125	40,125	40,125	40,125	40,125	40,125	528,148		
Repair & Maintenance	64,590	64,407	42,606	34,412	54,214	54,719	44,856	44,856	44,856	44,856	44,856	44,856	584,084		
Supplies	34,869	15,124	8,277	23,982	10,218	34,195	15,449	15,449	15,449	15,449	15,449	15,449	219,359		
Insurance	5,266	5,538	6,635	4,726	5,538	5,388	8,333	8,333	8,333	8,333	8,333	8,333	83,089		
Utilities	44,174	56,170	34,558	43,923	57,817	45,763	46,666	46,666	46,666	46,666	46,666	46,666	562,402		
SMG Management Fee	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	154,788		
SMG F&B Incentive Fee	33,224	12,769	38,991	29,601	34,013	32,229	15,000	15,000	15,000	15,000	15,000	14,173	270,000		
Total Operating Expenses	646,493	458,438	576,872	546,442	546,367	606,340	497,582	500,749	501,594	501,594	501,594	500,767	6,384,833		
Net Income (Loss) From Operations	(23,412)	(68,125)	(47,334)	247,818	(39,139)	271,489	(105,580)	112,072	180,853	(248,203)	(202,283)	272,288	350,441	-1395000	(1,044,559)
Other Income (Expenses)	-	-	-	-	-	-	-	-	-	-	-	-	-		
Net Income After Other Income (Expenses)	(23,412)	(68,125)	(47,334)	247,818	(39,139)	271,489	(105,580)	112,072	180,853	(248,203)	(202,283)	272,288	350,441		
Budget Forecast Comparison by Month															
2018	47,856	494,666	472,986	314,913	336,267	350,441	-	-	-	-	-	-			
2017	(990,976)	(850,624)	(812,492)	(808,222)	(760,116)	(621,850)	(538,064)	(102,394)	(16,789)	273	79,067	315,251			

IRVING CONVENTION CENTER/SMG
Financial Statements Monthly Highlights
For the Month Ending March 31, 2018

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	21,925	19,600	2,325	29,582
Events	21	23	(2)	16
Event Days	34	33	1	31
Direct Event Income	121,669	93,849	27,820	103,655
Ancillary Income	324,102	316,068	8,034	276,412
Total Event Income	445,771	409,917	35,854	380,067
Other Operating Income	82,058	32,000	50,058	15,031
Adjusted Gross Income	527,829	441,917	85,912	395,098
Indirect Expenses	(606,340)	(512,732)	(93,608)	(489,261)
Net Income (Loss) From Operations	(78,511)	(70,815)	(7,696)	(94,163)

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Financial Statements Year to Date Highlights
For the Six Months Ending March 31, 2018

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	108,245	130,012	(21,767)	103,351
Events	132	159	(27)	117
Event Days	195	208	(13)	172
Direct Event Income	370,022	430,436	(60,414)	294,071
Ancillary Income	2,253,835	1,547,635	706,200	1,909,462
Total Event Income	2,623,857	1,978,071	645,786	2,203,533
Other Operating Income	400,393	284,514	115,879	182,860
Adjusted Gross Income	3,024,250	2,262,585	761,665	2,386,393
Indirect Expenses	(3,380,951)	(3,076,397)	(304,554)	(2,962,865)
Net Income (Loss) From Operations	(356,701)	(813,812)	457,111	(576,472)

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG

Balance Sheet

March 31, 2018

ASSETS

Current Assets

Cash	\$	1,478,016
Accounts Receivable		598,398
Prepaid Assets		15,407
Inventory		48,567

Total Current Assets		2,140,388
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Total Assets	\$	2,140,388
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LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	492,832
Accrued Expenses		272,332
Deferred Income		0
Advance Ticket Sales/Deposits		1,034,932
Other Current Liabilities		0

Total Current Liabilities		1,800,096
---------------------------	--	-----------

Long-Term Liabilities

Long Term Liabilities		0
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Total Long-Term Liabilities		0
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Total Liabilities		1,800,096
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Equity

Net Funds Received		9,721,919
Retained Earnings		(9,024,926)
Net Income (Loss)		(356,701)

Total Equity		340,292
--------------	--	---------

Total Liabilities & Equity	\$	2,140,388
---------------------------------------	-----------	------------------

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Income Statement
For the Six Months Ending March 31, 2018

	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	155,975	120,000	35,975	541,571	532,000	9,571	431,861
Service Revenue	104,848	36,432	68,416	288,913	251,567	37,346	256,576
Service Expenses	(139,154)	(62,583)	(76,571)	(460,462)	(353,131)	(107,331)	(394,366)
Total Direct Event Inco	121,669	93,849	27,820	370,022	430,436	(60,414)	294,071
Ancillary Income							
F & B Concessions	35,895	29,300	6,595	96,257	132,993	(36,736)	80,750
F & B Catering	217,908	232,499	(14,591)	1,932,171	1,227,939	704,232	1,653,008
Parking	44,897	21,449	23,448	123,258	107,526	15,732	104,920
Electrical Services	22,195	32,070	(9,875)	95,063	72,450	22,613	69,449
Audio Visual	(2,103)	0	(2,103)	(3,609)	2	(3,611)	(970)
Internet Services	5,310	750	4,560	10,695	6,725	3,970	2,305
Total Ancillary Income	324,102	316,068	8,034	2,253,835	1,547,635	706,200	1,909,462
Total Event Income	445,771	409,917	35,854	2,623,857	1,978,071	645,786	2,203,533
OTHER OPERATING INCOME							
Advertising	12,000	0	12,000	12,000	0	12,000	0
Other Income	70,058	32,000	38,058	388,393	284,514	103,879	182,860
Total Other Operating In	82,058	32,000	50,058	400,393	284,514	115,879	182,860
Adjusted Gross Income	527,829	441,917	85,912	3,024,250	2,262,585	761,665	2,386,393
INDIRECT EXPENSES							
Salaries & Wages	191,145	213,307	22,162	1,198,271	1,279,840	81,569	1,196,822
Payroll Taxes & Benefit	62,802	64,806	2,004	287,398	388,841	101,443	325,877
Labor Allocations to Ev	(34,851)	(51,902)	(17,051)	(186,347)	(311,414)	(125,067)	(241,324)
Net Salaries and Benefit	219,096	226,211	7,115	1,299,322	1,357,267	57,945	1,281,375
Contracted Services	58,325	41,697	(16,628)	408,124	250,182	(157,942)	259,893
General and Administrat	76,670	50,487	(26,183)	370,776	302,922	(67,854)	331,204
Operating	67,056	41,604	(25,452)	287,400	249,624	(37,776)	312,950
Repairs & Maintenance	54,719	41,327	(13,392)	314,948	247,962	(66,986)	224,525
Operational Supplies	34,195	20,712	(13,483)	126,666	124,272	(2,394)	29,083
Insurance	5,388	8,333	2,945	33,091	49,998	16,907	61,436

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Income Statement
For the Six Months Ending March 31, 2018

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Utilities	45,763	46,966	1,203	282,403	281,800	(603)	252,056
SMG Management Fees	45,128	35,395	(9,733)	258,221	212,370	(45,851)	210,343
Total Indirect Expenses	606,340	512,732	(93,608)	3,380,951	3,076,397	(304,554)	2,962,865
Net Income (Loss)	(78,511)	(70,815)	(7,696)	(356,701)	(813,812)	457,111	(576,472)

An SMG Managed Facility

March 2018 - ICC, L1, EXH and 66 other(s)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
25	26	27	28	1	2	3
Southern Baptists of Texas Evangelism Conference				FIRST Robotics 2018 Competition		
				Camden Awards Luncheon	Dallas Institute of Internal Auditors	Family Promise of Irving Gala
					Texas A&M Women, Wealth & Wisdom	
4	5	6	7	8	9	10
FIRST Robotics 2018 Competition	American Numismatic Association National Money Show					
11	12	13	14	15	16	17
American Numismatic Association National Money Show		Herc Rental Trade Show		Mary Kay Career Conference 2018		
	Head Start of Greater Dallas					
18	19	20	21	22	23	24
	Lexus Photo Shoot	Sparkhound: SharePoint Workshop		CVS/Caremark CST Symposium		
		GDMF Board Meeting	Scrapbooking Show			
	Dallas Association of Health Underwriters Annual Symposium			ULI Center for Leadership-Design & Construction Day		
			CDM Media			
25	26	27	28	29	30	31
	ICVB Board of Directors Meeting	Irving Police Department Annual Banquet	Century 21 Awards Banquet			
	Redtail University			US Bank Quarterly Executive Roadshow		

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 30, 2018**

BOARD REPORTS



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
*UPCOMING MEETINGS AND ACTIVITIES**

2018

May 15, 2018	Destination Development Committee Irving Convention Center	11:30 a.m.
May 18, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
May 21, 2018	Board Meeting TBD	11:45 a.m.
June 5, 2018	Board Development Committee Irving Convention Center	9:00 a.m.
June 21-22, 2018	Board Strategic Planning Retreat Alamo Draft House / TBD	TBD
June 25, 2018	Board Meeting TBD	11:45 a.m.
July 17, 2018	Community Relations Committee Irving Convention Center	11:30 a.m.
July 20, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
July 23, 2018	Board Meeting Irving Convention Center	11:45 a.m.
August 7, 2018	Destination Development Committee Irving Convention Center	11:30 a.m.
August 17, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
August 20, 2018	Board Meeting Irving Convention Center	11:45 a.m.
September 14, 2018	Board Development Committee Irving Convention Center	9:00 a.m.
September 21, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
September 24, 2018	Board Meeting Irving Convention Center	11:45 a.m.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
2018 UPCOMING MEETINGS AND ACTIVITIES
PAGE 2**

October 2, 2018	Community Relations Committee Irving Convention Center	11:30 a.m.
October 19, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
October 22, 2018	Board Meeting Irving Convention Center	11:45 a.m.
November 6, 2018	Destination Development Committee Irving Convention Center	11:30 a.m.
November 16, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
November 19, 2018	Board Meeting Irving Convention Center	11:45 a.m.
December 7, 2018	Board Development Committee Irving Convention Center	9:00 a.m.
December 14, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
December 17, 2018	Board Meeting Irving Convention Center	11:45 a.m.

* The ICVB Board of Directors routinely meets on the 4th Monday of the month; lunch is available at 11:15 a.m.; the meeting is called to order at 11:45 a.m.
+ Dates changed due to holiday, industry or schedule conflicts.

From: Andrew Rittler
To: kbenson@kbaconsulting.com; [Maura Gast](#)
Subject: FW: GDRA/Irving CVB Position
Date: Wednesday, March 28, 2018 10:20:12 AM
Attachments: [image001.png](#)
Importance: High

FYI

From: Andrew Rittler
Sent: Wednesday, March 28, 2018 10:19 AM
To: 'mayor@cityofirving.org' <mayor@cityofirving.org>; 'ktaylor@cityofirving.org' <ktaylor@cityofirving.org>; 'dpalmer@cityofirving.org' <dpalmer@cityofirving.org>; 'Jcdanish@cityofirving.org' <Jcdanish@cityofirving.org>
Cc: 'Maura Gast' <mgast@irvingtexas.com>; 'David Cole ' <davidcole@ifratelli.net>; 'John Gessner' <John.Gessner@fbrest.com>; 'chris@rockstrategic.com' <chris@rockstrategic.com>; 'feargalmc@hotmail.com' <feargalmc@hotmail.com>; 'Ernie Quilantan' <ebartexmex@gmail.com>
Subject: GDRA/Irving CVB Position
Importance: High

Mayor Rick Stopfer
Councilman Kyle Taylor
Councilman David Palmer
Deputy Mayor Pro Tem John Danish – ICVB Liaison
825 W. Irving Boulevard
Irving, TX 75060

Dear Mayor, Deputy Mayor Pro Tem and Councilmembers:

On behalf of the Greater Dallas Restaurant Association, we would like to respectfully request the opportunity to provide you with recommendations for the Restaurant Industry seat on the Board of Directors for the Irving Convention and Visitors Bureau, similar to the courtesy you have extended to the Irving-Las Colinas Hotel Association (a division of the Hotel Association of North Texas) for the hotelier seats on that same board.

While there is not a separate Irving Restaurant Association, your Irving restaurateurs are represented through our organization, the GDRA, which is a division of the Texas Restaurant Association. TRA and GDRA work tirelessly to represent Texas' \$52.4 billion foodservice industry. Whether it is providing cutting edge training and certification products for our members, navigating the complex waters of ever-changing regulations, or empowering our members to improve their bottom lines through relevant business solutions, our association serves as a one-stop resource for the wide-ranging foodservice industry. Our diverse network of members ranges from restaurant owners, operators, staff and suppliers, to educators and students.

We appreciate the opportunity to maintain a position on a board with an important focus that expands well beyond Irving city limits. As is our practice, we share reciprocal board positions with

CVBs that extend us the very same courtesy. We currently share reciprocal board positions with VisitDallas and would like to extend that courtesy to the Irving CVB as well.

With the tremendous investment the City of Irving has made into its entertainment district, as well as the strength of your individually-owned restaurants that have been part of the City for decades, it is important to our association that our representative is someone connected to and engaged with the Irving restaurant community and its civic leaders, as well as with the issues facing our industry on a state and national level.

On behalf of the Greater Dallas Restaurant Association, we wish to recommend David Cole, i Fratelli, be appointed to fill the seat recently vacated by Chelsey Fairless. We recognize that David has served in this role previously, and believe that his engagement with the Irving community and his peers, as well as his continued leadership in our association at all levels, leaves him uniquely qualified to serve in this role at this time.

We appreciate your consideration of these recommendations and should you have any questions, please contact me directly, at arittler@gdra.org.

Best regards,

Andy

CC: Ernie Quilantan, CEO – E-Bar Tex Mex (GDRA President)
John Gessner, General Counsel – Frontburner Restaurants (The Ranch) (GDRA Government Affairs Senior Advisor)
Chris Aslam, CEO – Rock Strategic (GDRA Government Affairs Co-Chair)
Feargal McKinney – Old Monk, Black Friar (GDRA Government Affairs Co-Chair)
David Cole – iFratelli
Maura Gast, President – Irving CVB

Andy Rittler | Executive Director
Greater Dallas Restaurant Association
14785 Preston Road, Ste.455, Dallas, TX 75254
O: 972.671.4372 | Fax: 972.671.4373 | Cell: 469.500.2006
gdra.org | Find us on [Facebook](#), [Twitter](#) & [Instagram](#)



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John Danish City Council Place 1

Fair and Proven Leadership

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In The Media

News Articles

Irving Rambler – Planes, Trains, and Automobiles (01/28/2017)

The City of Irving was born at the corner of what is now Main Street and the Trinity Rail Express. Two railroad surveyors were sent by the ROCK ISLAND RAILROAD to survey a new rail stop in the year 1903. The wife of one of the railroad surveyors was a member of the Washington Irving Society (whose namesake was America’s first man of Letters), and she suggested naming this new rail stop “Irving”.

Irving’s reason for existence begins with transportation. Our great City’s successes over the years have been built on transportation. Whether it be the Texas Stadium construction on the confluence of the three major freeways of Loop 12, Highway 183, and Highway 114 (which today we refer to as the Diamond Interchange of Walton Walker Freeway, Airport Freeway and John Carpenter Freeway) through which threads the NAFTA Highway of Interstate 35 connecting Mexico to Canada; or the

building of the Dallas Fort Worth International Airport (for which Irving serves as a one of the four host cities).

Irving's future success will continue to be based upon transportation with the modernization of Airport Freeway/Midtown Express and the completion of the Dallas Area Rapid Transit light rail line to terminal A at DFW Airport.

Irving's downtown centers have evolved from its original Main Street location to Plymouth Park, the Irving Mail, and the Las Colinas Urban Center. Further, the eighty-acre tear drop at the site of the former Texas Stadium offers the possibility for a four hundred acre spectacular, mega downtown.

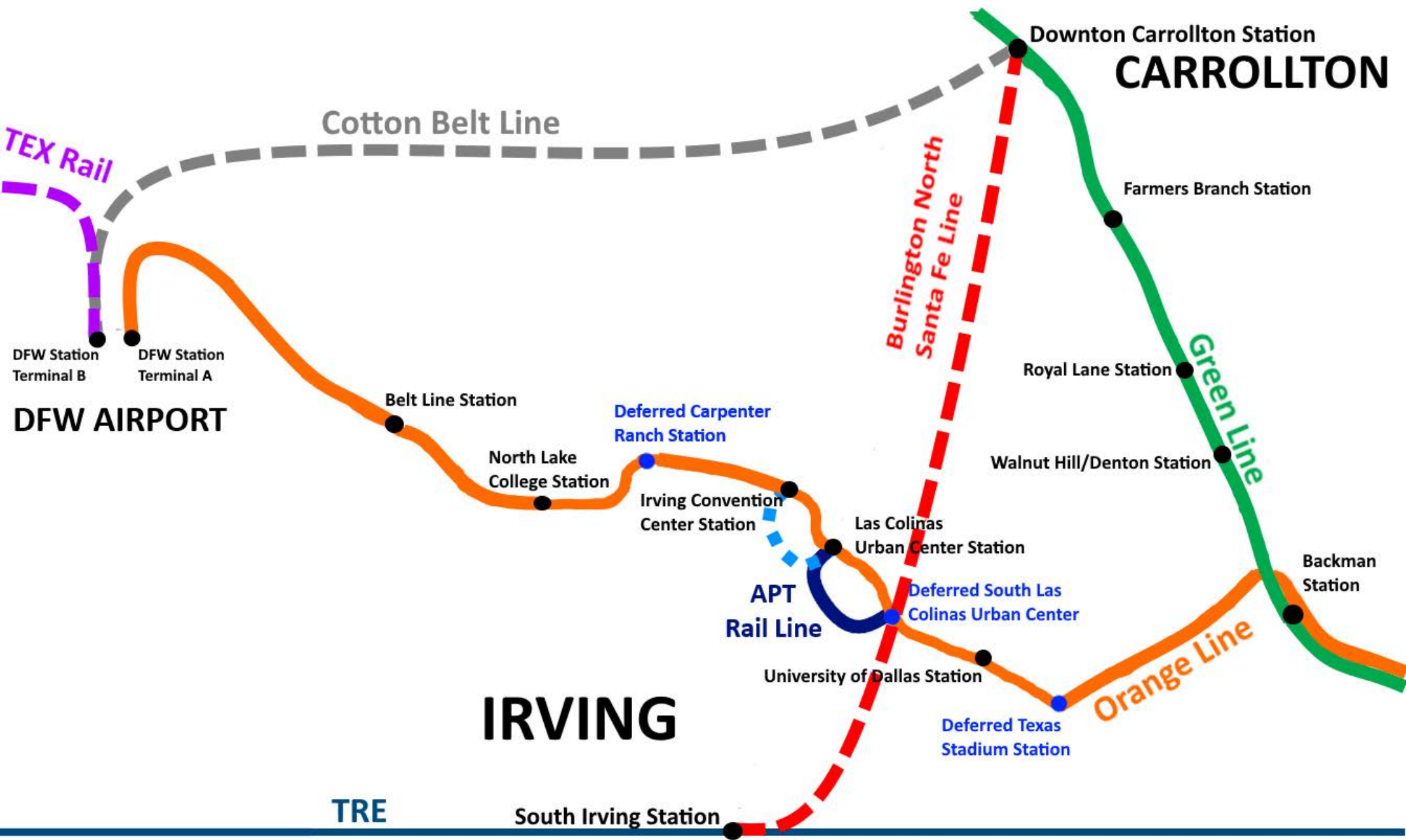
Irving must maintain a clear focus on the full development of its transportation network rail component if it wishes to realize its full potential. I have attempted, via the following Exhibit, to portray how the rail corridors will complete Irving's future transportation needs connectivity.

Each rail corridor offers expanding opportunity for goods and services to trigger future development like the new VERIZON CAMPUS we anticipate at the Deferred Carpenter Ranch Station on the DART Orange Line.

Fort Worth's TEX Rail; the Cotton Belt Line; Burlington North Santa Fe Line; DART Orange Line; DART Green Line; and the Trinity Rail Express, when completed and fully operational, will provide Irving, Texas with one of the most comprehensive rail connectivity networks in any North Texas city.

In conclusion, it is not a coincidence that the new concrete panels along the updated Airport Freeway will portray Planes, Trains, and Automobiles. It is the essence of our heritage. Only by maintaining our commitment and focus to the rail component of Irving's transportation network can we achieve the full measure of the Birthright that our pioneering ancestors bestowed upon our great City.

JOHN DANISH,
IRVING CITY COUNCILMAN



The Texas Central Railway, a 200 mile per hour train connecting Houston and Dallas, has identified the Cedars Station (south side of Lamar) on the DART BLUE LINE as the preferred site for the Dallas high-speed rail platform

IRVING CITY Spectrum

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April 18, 2018 | [CityofIrving.org](#)



Irving Convention and Visitors Bureau Seeks Resident Input

In the last few years, Irving has seen exciting changes all over the city, from the renewed energy restaurant entrepreneurs have brought to Main Street and the massive Midtown Express project, to the plans for the Irving Archives and Museum and Toyota Music Factory. A series of strategic plans put these projects into motion, all built on the input of our residents, customers, partners and corporations.

As city leaders start to think about Irving's next chapter as a destination, they need input from residents. They'll gather that information with the DestinationNEXT survey. The survey provides a broad range of input in addressing the factors critical to the success of every destination: the destination's strength and the level of community support and engagement for visitor-facing initiatives. Responses will help form a new strategic roadmap to continue building Irving as a strong visitor destination and improve quality of life for Irving's residents, corporations and workforce.

To begin the survey, [click here](#).

Celebrate Young Adult Literature at the North Texas Teen Book Festival

The 2018 North Texas Teen Book Festival (NTTBF) will draw thousands of teens, parents and educators to the Irving Convention Center at Las Colinas (ICC) on April 20 and 21. The festival



Quick Links

[Construction Updates](#)

[ICTN on Demand](#)

[Mayor and City Council](#)

[Meetings](#)

[Online Payments](#)

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Report Streetlight Outage to Oncor

Streetlights are owned and maintained by Oncor. Residents should report outages directly to Oncor at (888) 313-4747 or by visiting the [Oncor online reporting tool](#). Repairs normally are made by Oncor within 10 to 15 working days.

For more information, visit [Oncor's website](#).

Special Events

Apr. 20 | [Irving Concert Series](#)

7 to 8:45 p.m. | Whistlestop Plaza, 123 W. Irving Blvd.

Apr. 28 | [Bicycle Fest](#)

10 a.m. to 2 p.m. | North Lake College,

is one of the largest in the country and the region's premier literary event celebrating young adult and middle grade literature.



The festival kicks off April 20 with Educator Day.

Professors from Sam Houston State University will host "Books, Books, Books: A Symposium for Educators." The conference will focus on practical and exciting ways to engage readers from elementary through high school.

Festival Day, April 21, is packed with panel discussions and book signings. This year more than 70 authors will attend, including Dav Pilkey, the best-selling author of the "Captain Underpants" series. Due to Pilkey's popularity, organizers added a second opening keynote session. The first session starts at 8 a.m. and the second at 9 a.m., featuring Cassandra Clare ("Mortal Instruments" series) and Angie Thomas ("The Hate U Give") begins at 3 p.m.

[Click here](#) for more information.

Public Meeting to Discuss Naming Options for Golf Course

The City of Irving is asking for public consideration of naming options for the former Twin Wells Golf Course. The city's Parks and Recreation Department will host a public meeting at 6 p.m. April 25 at Northwest Park Recreation Center, 800 Cheyenne St. During the meeting, attendees will discuss different naming options for the golf course. The golf course is currently under construction and is expected to open in December 2018.

For more information, [click here](#) or call (972) 721-2501.

Heritage Aquatic Center Renovations Scheduled for Summer



The Heritage Aquatic Center will close for approximately eight weeks for pool renovations, beginning May 31. The Parks and Recreation Department is working with the City of Irving Building and Equipment Services Department on the \$690,000 project.

The aquatic center, which opened in early 2003, will receive updates to its 120,000-gallon pool, which includes resurfacing and replacing tile in the pool, and resurfacing the large spa and current channel. A new climate control unit will be installed to provide cooling and dehumidification of the air, as well as heat for the pools and spa.

Residents may use the North Lake Natatorium, 5001 N. MacArthur Blvd., for public swim during the renovation.

[Click here](#) to learn more about the renovation project.

Earn Money and Spend the Summer Poolside; Be An Irving Lifeguard

Lifeguard positions are especially good for students considering a career in the medical or emergency response fields. Lifeguards are certified in first aid, CPR and automated external defibrillator, which can be listed on résumés and college applications. Lifeguard certification classes are offered through the City of Irving. The next certification class begins April 27.



There is a fee to take the class, but scholarships are available on a case-by-case basis to help with the cost. There also are physical requirements that candidates must meet to qualify.

5001 N. MacArthur Blvd.

May 4 | [Irving Concert Series 4 Kids](#)

9 to 10 a.m. | Irving Soccer Complex, 3585 World Cup Way

Upcoming Events

Apr. 21 | [Saturday Farmers Market, Four Seasons Markets](#)

10 a.m. to 2 p.m. | Irving Arts Center, 3333 N. MacArthur Blvd.

Apr. 21 | [Spring Neighborhood Garage Sale](#)

8 a.m. to 1 p.m. | Georgia Farrow Recreation Center, 530 Davis Drive

Apr. 27 | [Affordable Spay/Neuter for Pets - Appointments Required](#)

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

Apr. 27 | [Affordable Vaccinations for Pets - No Appointments Required](#)

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

Apr. 27 | [Teen Job Fair](#)

2 to 5:30 p.m. | Lively Pointe Youth Center, 909 N. O'Connor Road

Apr. 28 | [Family Field Day](#)

10 a.m. to 1 p.m. | Cimarron Park Recreation Center, 201 Red River Trail

Apr. 28 | [Poetry in the Park: A Celebration of National Poetry Month](#)

2 to 3 p.m. | Centennial Park, 444 W. Second St.



PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST

April 2018

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	Jefferson Promenade	555 Promenade Pkwy	Apts-Parking Garage	881,793 SF	\$46,400,000	Permit Issued	5/8/2017	Irving	Nov-17
2	Brownstones Bldg 7	101 Decker Dr.	Condos	15,640 SF	\$991,990	Permit Issued	9/21/2017	Irving	Dec-17

OFFICE									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Shell Bldg.	840 Ranchview Dr.	Office Complex	5,655 SF	\$650,000	Permit Issued	5/11/2016	Irving	Dec-17
2	EZ Bail Bonds	320 Virginia	Bail Bonds Office	4,810 SF	\$200,000	Permit Issued	10/10/2016	Irving	Apr-18
3	Office Bldg.	935 E. Pioneer	Office	4,644 SF	\$120,000	Permit Pending	6/13/2017	Irving	Jul-17
4	Clay Cooley Car Wash Addn.	1255 E. Airport Fwy	Service Shop	1,240 SF	\$270,000	Permit Issued	7/27/2017	Irving	Dec-17
5	Verizon	750 Hidden Ridge Dr.	Parking Garage	143,788 SF	\$8,800,000	Permit Issued	11/1/2017	Irving	Apr-18
6	Summit's Edge	701 W. John Carpenter Fwy	3-story office	7,280 SF	\$1,066,824	Permit Pending	12/29/2017	Irving	Feb-18
7	Shell Bldg.	1701 W. Royal Lane	Office Bldg.	10,471 SF	\$2,500,000	Permit Pending	3/15/2018	Irving	Apr-18
8	Parking Garage	6051 Connection Dr.	4-story garage	176,060 SF	\$5,000,000	Permit Pending	3/21/2018	Irving	Apr-18

WAREHOUSE/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Johnny's Automotive	1091 N. Britain Road	Auto Repair	4,500 SF	\$171,000	Permit Pending	9/21/2016	Irving	Jan-17
2	J & J Repair	702 S. Irving Heights	Auto Repair	3,535 SF	\$134,330	Permit Approved	1/31/2017	Irving	Mar-17
3	Exxon	1201 E. Airport Fwy	Office	5,064 SF	\$4,000,000	Permit Issued	9/22/2017	Irving	Dec-17
4	Shell Bldg	5350 Frye Rd.	Warehouse	172,120 SF	\$5,500,800	Permit Issued	12/26/2017	Irving	Mar-18
5	Shell Bldg	5251 Frye Rd.	Warehouse	112,500 SF	\$5,500,000	Permit Issued	12/26/2017	Irving	Apr-18
6	Shell Bldg	5250 Frye Rd.	Warehouse	118,500 SF	\$6,750,000	Permit Issued	12/26/2017	Irving	Apr-18
7	Reece Supply	3820 Valley View	Office/Warehouse	126,949 SF	\$4,000,000	Permit Issued	12/18/2017	Irving	Apr-18
8	Auto Repair	4950 W. Northgate	Auto Repair	3,400 SF	\$300,000	Permit Cancelled	1/23/2018	Irving	Mar-18
9	Warehouse	701 N. Main St.	Warehouse	6,000 SF	\$200,000	Permit Pending	3/27/2018	Irving	Apr-18

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	QuikTrip	7575 N. Belt Line	Convenience store/gas	14,515 SF	\$540,000	Permit Pending	6/23/2017	Irving	Apr-18
2	Lucky Texan #10	4455 W. Northgate	Convenience store/gas/laundromat	13,000 SF	\$1,000,000	Permit Pending	2/1/2018	Irving	Apr-18
3	Shell Bldg	6561 Riverside	Retail	13,650 SF	\$875,000	Permit Pending	8/30/2017	Irving	Jan-18
4	Shell Bldg	6581 Riverside	Retail	5,886 SF	\$375,000	Permit Pending	1/22/2018	Irving	Feb-18

HOTEL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Woolley's Classic Suites	4850 W. Royal Ln	Hotel	251,481 SF	\$30,000,000	Permit Pending	1/29/2016	Coppell	Jan-16
2	Aloft Hotel	4921 Regent Blvd.	Hotel	87,722 SF	\$11,000,000	Permit Issued	6/15/2016	Coppell	Nov-17
3	Embassy Suites Hotel	771 W. John W. Carpenter Fwy.	Hotel	148,826 SF	\$24,000,000	Permit Pending		Irving	Aug-16
4	Westin Hotel (Conv. Ctr. Hotel)	400 W. Las Colinas Blvd.	Hotel & Parking Garage	553,427 SF	\$82,000,000	Permit Issued	2/28/2017	Irving	May-17
5	Texican Hotel	501 W. Las Colinas Blvd.	Hotel (4 bldgs)	110,000 SF	\$17,600,000	Permit Issued	4/21/2017	Irving	Jul-17
6	Element by Westin	606 W. John Carpenter Fwy.	Hotel	105,565 SF	\$14,000,000	Permit Pending	3/1/2018	Irving	Apr-18

RESTAURANT									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Taco Bell	3255 Regent	Restaurant	2,730 SF	\$200,000	Permit Issued	12/29/2016	Coppell	Jul-17
2	El Pollo Regio	1300 E. Airport Fwy	Restaurant	1,171 SF	\$750,000	Permit Issued	1/9/2017	Irving	Apr-18
3	Whiskey Cake	3225 Regent	Restaurant	8,623 SF	\$2,600,000	Permit Issued	5/1/2017	Coppell	Sep-17
4	Texas Road House	2525 I.H. 635	Restaurant	7,163 SF	\$750,000	Permit Issued	8/21/2017	Coppell	Jan-18
5	Chick-Fil-A	7850 N. MacArthur Blvd	Restaurant	4,995 SF	\$925,000	Permit Pending	10/13/2017	Irving	Dec-17
6	Walk On's Bistreaux Bar	3165 Regent Blvd.	Restaurant	8,602 SF	\$2,000,000	Permit Issued	1/17/2018	Irving	Apr-18
7	McDonald's	4202 W. Airport Fwy	Restaurant	6,946 SF	\$750,000	Permit Pending	3/26/2018	Irving	Apr-18
8	Lupes Tortilla Mexican Rest.	3131 Regent Blvd.	Restaurant	6,894 SF	\$1,200,000	Permit Pending	3/8/2018	Irving	Apr-18

INSTITUTIONAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Iglesia de Dios	2102 Rock Island	Church	4,485 SF	\$150,000	Permit Issued	11/23/2016	Irving	Jan-18
2	Valley Ranch Islamic Center	351 Ranchview	Church	15,814 SF	\$4,000,000	Permit Issued	6/14/2017	Irving	Dec-17
3	Baylor MOB III	2005 West Park Dr.	Med. Office	58,485 SF	\$6,000,000	Permit Issued	8/4/2017	Irving	Dec-17
4	Holy Trinity Seminary	3135 Vince Hagan Dr.	Seminary	23,670 SF	\$8,000,000	Permit Issued	12/11/2017	Irving	Mar-18
5	Medical City Las Colinas Addn	6800 N. MacArthur Blvd	Hospital	7,292 SF	\$6,000,000	Permit Issued	1/10/2018	Irving	Apr-18
6	Med Express Irving	3413 N. Belt Line	Medical Clinic	4,680 SF	\$1,300,000	Permit Issued	1/18/2018	Irving	Apr-18
7	Baylor Scott & White Hosp. Addn	1901 N. MacArthur Blvd	Hospital	148,830 SF	\$56,000,000	Permit Issued	2/15/2018	Irving	Apr-18
8	Coppell ISD	1205 Santa Fe	School	111,970 SF	\$30,000,000	Permit Issued	2/16/2018	Coppell	Apr-18
9	Med. Shell bldg.	1175 Kinwest Pkwy	Medical Office	6,285 SF	\$600,000	Permit Pending	3/21/2018	Coppell	Apr-18
10	Ibloom Montessori	7650 Bent Branch Dr.	Daycare	16,600 SF	\$1,500,000	Permit Pending	3/20/2018	Coppell	Apr-18

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS									
#	DATE	TOTAL UNITS ISSUED	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE		
	Mar-18	59	\$24,647,965	48	\$22,458,274	11	\$3,850,000		

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 30, 2018**

STAFF REPORTS



ICVB Memorandum

Date: April 19, 2018
 To: Maura Gast, FCDME, Executive Director
 From: Lori Fojtasek, Assistant Executive Director/Sales & Services
 RE: Sales & Services Department Board Report for March 2018

Convention Sales & Services Staff Activities

Leads Generated	March	YTD
Irving CVB – Hotel Leads	184	916
Irving Convention Center Leads	47	547

March

Room Nights Generated	Monthly Goal	March 2018 Actuals	March 2017 Actuals	FY2017-18 Annual Goal	FY2017-18 YTD Actuals	FY 2016-17 YTD Actuals	March Convention Center	Convention Center YTD Actuals
Definite Room Nights	19139	25464	25690	229657	114784	103848	2045	4839
Lost Room Nights		31725	18407		120443	102334	14530	47386

Travel & Activity

March	Organization	Event	Location
4-7	Collinson Publishing	Connect Chicago Show	Chicago, IL
5-9	CMCA	Tradeshow & Annual Conference	Roanoke, VA
19	Dallas Fort Worth Association Executives	A-Day	Plano, TX
25-28	Conference Direct	Annual Partners Meeting	Los Angeles, CA
26-28	National Football League	Travel Directors Tradeshow	Los Angeles, CA

Customer Services Activity March 2017

Groups Served	
March	23 groups served
YTD	104 groups served

Proclamations/Welcomes/Flags:

- Proclamation, Mayor Letter – East African Chamber of Commerce, October 6, 2017
- Mayor Welcome Letter – Texas Council for Social Studies, October 17, 2017
- Mayor Welcoming/Open Meeting – Southwest Commission on Religious Studies, March 10, 2018

Pending

- Mayor Greeting and Proclamation - Texas State Association of Parliamentarians May 5, 2018
- Ribbon Cutting – Opening Ceremony – DFW Minority Council May 8, 2018
- Mayor Greeting and Proclamation – Texas Youth Conference June 13, 2018
- Mayor Welcoming - Open meeting – Texas Industrial Vocational Association July 16, 2018

March Servicing & Inventory:

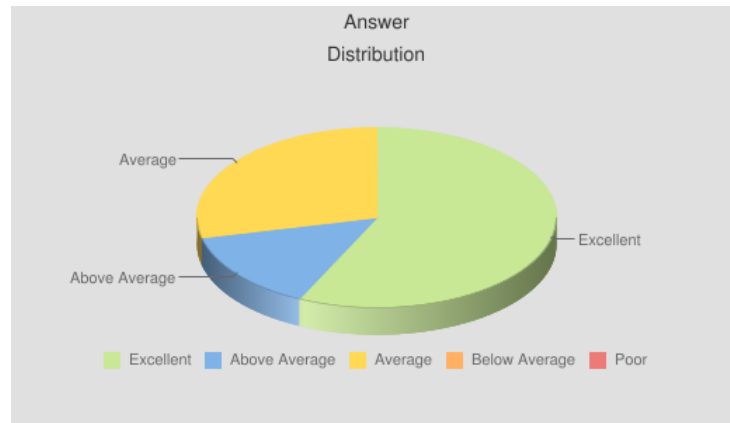
Service Type	# of Groups Served in March	Total Inventory Utilized
Proclamations/Flags/Welcomes	1	Mayoral Appearance/Letter for Convention Programs
Name Badge/Lanyard Services	10	4600 Badges/4600 Lanyards
Pens	13	3600
Bags	9	4300
Promotional Materials	11	1500+
Staffing Services	5	115 Event Hours

Event Location: Hotels: 10 Irving Convention Center: 8 Other: 5

Customer Service Satisfaction Survey Results

March 1-28, 2018

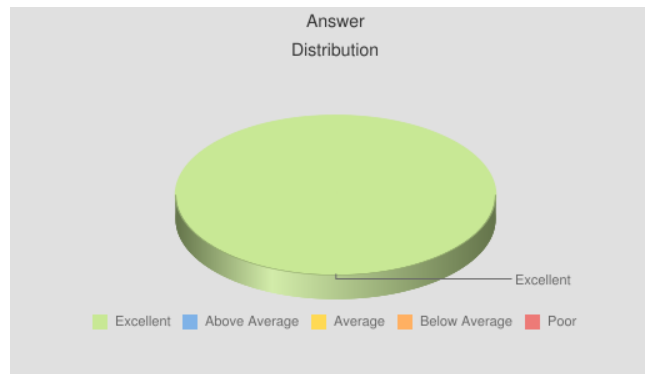
1. How was your overall destination experience?



3/01/2018 – 3/31/2018

Score: **85.7 / 100.0**

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



3/01/2018 – 3/31/2018

Score: **100.0 / 100.0**

Definite Bookings

April - July 2018

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
NASCAR	NASCAR Productions - April 2018	4/1/2018	4/7/2018	100	234
Dallas Baptist University	Dallas Baptist University Golf Tournament 2018	4/1/2018	4/3/2018	90	90
U.S. Bank National Association	U.S. Bank - Managed Services User Group	4/2/2018	4/5/2018	50	51
EBAA Iron Sales, Inc.	National Sales Meeting	4/2/2018	4/6/2018	70	245
Fox Sports	2018 O'Reilly Auto Parts 500 - Fox Sports	4/2/2018	4/8/2018	125	602
Bitcoin	CryptoCurrency	4/2/2018	4/9/2018	500	80
Caliber Home Loans	Nat'l Retail Integration-April 2-5, 2018	4/2/2018	4/5/2018	20	90
McKesson Corporation	LEK Read-out/GTM Strategy Session	4/2/2018	4/3/2018	18	13
SMU Dedman School of Law	SMU Dedman School of Law	4/3/2018	4/7/2018	450	620
Merit Energy Company	Merit Energy Company	4/3/2018	4/3/2018	130	130
DFW Fiber Fest	DFW Fiber Fest	4/4/2018	4/8/2018	1000	380
DFW Fiber Fest	DFW Fiber Fest	4/4/2018	4/8/2018	1000	380
Pathways Core Training Inc.	Pathways Monthly April 2018	4/4/2018	4/21/2018	110	275
Greystar Management Services, LP	National Leadership Development Cohort 1 Room Block	4/4/2018	4/6/2018	35	40
Toronto Blue Jays	Toronto Blue Jays 2018	4/4/2018	4/7/2018	100	296
Church of God International Office	Church of God Kid Fest	4/5/2018	4/7/2018	800	360
Outdoors Tomorrow Foundation	Outdoors Tomorrow Foundation	4/5/2018	4/6/2018	400	20
Drive Nation Sports	Jermaine O'Neal Battle of the Best Showcase	4/5/2018	4/8/2018	1000	378
Tour-Rific of Texas	Tomball Memorial Choir	4/5/2018	4/9/2018	75	96
Unique Travels & Tours, Inc.	Ponca City	4/6/2018	4/9/2018	65	84
SINC USA	SINC USA Spring Forum	4/8/2018	4/9/2018	100	200
Specialty Food Association	Specialty Food Association 2018 Business Summit	4/8/2018	4/10/2018	200	185
American Red Cross	American Red Cross - Donor Recruitment Training	4/8/2018	4/12/2018	27	50

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
HopeHouse International	HopeHouse International	4/9/2018	4/13/2018	600	36
Crossville Inc	Crossville Studios Sales Meeting	4/9/2018	4/10/2018	25	50
Greystar Management Services, LP	National Leadership Development Cohort	4/9/2018	4/11/2018	35	40
AARP	AARP - April 2018 Meeting	4/9/2018	4/12/2018	55	120
Caliber Home Loans	Nat'l Retail Integration-April 9-12, 2018	4/9/2018	4/12/2018	20	90
American Airlines	April-Rooms Only	4/9/2018	4/11/2018	100	140
Academy of Veterinary Consultants	Academy of Veterinary Consultants 2018	4/11/2018	4/13/2018	200	450
American Airlines	AA Reservations	4/11/2018	4/13/2018	500	292
McGraw-Hill Educational Holdings, LLC	MHE - Texas Literacy Symposium 2018	4/11/2018	4/13/2018	150	300
Varsity Spirit Corporation	2018 Varsity University UDA - TXIRV	4/12/2018	4/15/2018	150	141
SIGMA America's Leading Fuel Marketers	SIGMA Spring Convention	4/13/2018	4/21/2018	500	1305
Greater Dallas Military Foundation	Military Ball	4/13/2018	4/15/2018	600	180
Zac's Ridge	Zac's Ridge Monthly - April 2018	4/13/2018	4/14/2018	35	50
World Wide Marriage Encounter (WWME)	World Wide Marriage	4/13/2018	4/15/2018	50	50
Tour-Rific of Texas	Cy Creek	4/14/2018	4/16/2018	75	30
American Recovery Association	2018 NARS and Annual Meeting	4/15/2018	4/21/2018	300	628
American Recovery Association	2018 NARS and Annual Meeting	4/15/2018	4/21/2018	300	628
McKesson Corporation	ERP PI Planning(P4)	4/15/2018	4/20/2018	50	174
Whatabrands LLC	Semi-Annual Business Meeting	4/16/2018	4/17/2018	90	90
2018 Sonepar Price Meeting & Strategic Planning April	2018 Sonepar Price Meeting & Strategic Planning April	4/16/2018	4/18/2018	35	141
Caliber Home Loans	Nat'l Retail Integration-April 16-19, 2018	4/16/2018	4/19/2018	20	90
The Potter's House	IP&L	4/17/2018	4/22/2018	8000	1555
Lean Construction Institute	LCI National Practice Team F2F Meeting	4/17/2018	4/18/2018	40	45
McKesson Corporation	Health Systems Training	4/17/2018	4/20/2018	18	54

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
American Academy of Craniofacial Pain	AACP Mini Residency - Sessions 1-2-3-4	4/18/2018	4/20/2018	20	60
Emerald Irish Dance and Cultural Society, Inc. (EIDCS)	Inishfree Dallas Dance Competition 2018	4/19/2018	4/22/2018	200	148
BioTE Medical	Apr-18	4/19/2018	4/21/2018	200	300
Seattle Mariners Baseball Club	Seattle Mariners 2018	4/19/2018	4/22/2018	100	195
American College of Emergency Physicians	ACEP/EMF SRS Grand Review Room Block April 2018	4/19/2018	4/20/2018	30	60
Assemblies of God/Marriage	Marriage Retreat	4/20/2018	4/22/2018	80	80
Tour-Rific of Texas	Clear Falls	4/20/2018	4/22/2018	75	50
Drive Nation Sports	EYBL - NIKE Tournament	4/20/2018	4/22/2018	500	280
Oakland Athletics	Oakland Athletics 2018	4/22/2018	4/24/2018	100	180
McKesson Corporation	National ASPIRE Board Meeting	4/22/2018	4/24/2018	8	22
Neiman Marcus	Fine Apparel - Neiman Marcus Block	4/22/2018	4/28/2018	110	352
Vizient, Inc.	Vizient - April 2018	4/22/2018	4/27/2018	50	250
Asphalt Institute	Airport Pavement Technical Workshop	4/23/2018	4/27/2018	60	80
ACE Cash Express, Incorporated	Quarterly Meetings-April 2018	4/23/2018	4/26/2018	12	36
Independent Bankers Association of Texas	IBAT's HR & Ops Summit	4/23/2018	4/24/2018	30	30
Flex Health Solutions	Flex Health Solutions - April Meeting	4/23/2018	4/25/2018	100	300
LafargeHolcim	LafargeHolcim	4/23/2018	4/27/2018	250	355
Caliber Home Loans	Nat'l Retail Integration-April 23-26,2018	4/23/2018	4/26/2018	20	90
McKesson Corporation	Generics PI Planning(P2)	4/23/2018	4/25/2018	25	75
Americold Logistics	Leadership Academy April 23, 2018	4/23/2018	4/26/2018	35	105
NHS Global Events	SYNNEX Corporation - Microsoft Surface Training - April 2018	4/24/2018	4/25/2018	35	70
McKesson Corporation	Spend Workstream Meeting	4/24/2018	4/25/2018	40	80
ESP, Inc.	2018 Physics and Specialty Weekend	4/25/2018	4/30/2018	300	471
Stage One Productions	Stage One Productions Regional Competition 2018 - Staff Rooms	4/26/2018	4/30/2018	250	60

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Stage One Productions	Stage One Productions Regional Competition 2018 - Attendee Rooms	4/26/2018	4/30/2018	250	30
It Works Marketing, Inc	It Works Guest room block	4/26/2018	4/28/2018	15	80
Nigeria American Golf Association	Nigeria American Golf Association	4/26/2018	4/28/2018	30	45
Big 12 Conference	National Referee Conference 2018	4/26/2018	4/28/2018	250	273
Unique Travels & Tours, Inc.	Rogers High School	4/27/2018	4/29/2018	200	55
Tour-Rific of Texas	Natalis	4/27/2018	4/29/2018	75	32
Tour-Rific of Texas	Tomball	4/27/2018	4/29/2018	75	20
McKesson Corporation	2018 Six Sigma Annual Conference	4/28/2018	5/3/2018	120	449
McKesson Corporation	Q4 USPSH HR Team Meeting	4/29/2018	5/3/2018	55	138
TenDot Corporate Travel, Inc.	TenDot Haberfeld 2018 Symposium	4/30/2018	5/3/2018	300	920
Performance Food Group	Thrive Foods Summit	4/30/2018	5/1/2018	160	224
Caliber Home Loans	Nat'l Retail Integration-April 30-May 3, 2018	4/30/2018	5/3/2018	20	90
CarMax	Regional Meeting	4/30/2018	5/2/2018	85	126
Diamond Tours	2 nd Quarter Diamond Tour Groups	5/1/2018	7/31/2018	50	270
Pathways Core Training Inc.	Pathways Monthly May 2018	5/2/2018	5/19/2018	110	275
Boston Red Sox	Boston Red Sox 2018	5/2/2018	5/5/2018	100	320
Kameha Con	Kameha Con	5/3/2018	5/7/2018	10000	1150
Society of Allied Weight Engineers	Society of Allied Weight Engineers Annual Conference 2018	5/4/2018	5/9/2018	150	459
Texas State Association of Parliamentarians	Texas State Association of Parliamentarians	5/4/2018	5/5/2018	20	30
Drive Nation Sports	NYBL Middle School League Session 3	5/4/2018	5/6/2018	1200	460
Kaleidoscope Productions	Kaleidoscope Productions	5/5/2018	5/21/2018	100	1096
Classic Elegance Coaches	Cinco de Mayo	5/5/2018	5/6/2018	40	20
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2018	5/6/2018	5/8/2018	400	39
Matheson Advisors	Matheson Advisors - May 2018 Program	5/6/2018	5/8/2018	125	207
Brunswick Bowling Products	Brunswick Showcase May 2018	5/6/2018	5/9/2018	50	110

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
CoreLogic, Inc.	Science and Analytics	5/7/2018	5/10/2018	115	345
Abbott Laboratories	Abbott Vascular Coronary Training # 1	5/7/2018	5/9/2018	150	300
Caliber Home Loans	Nat'l Retail Integration-May 7-10, 2018	5/7/2018	5/10/2018	20	90
National Multifamily Housing Council	National Multifamily Housing Council	5/8/2018	5/11/2018	250	460
Greystar Management Services, LP	National Leadership Development Cohort	5/8/2018	5/10/2018	35	35
Abbott Laboratories	Abbott Vascular Coronary Training # 2	5/9/2018	5/11/2018	150	300
City of Irving Summit for Code Enforcement Attorneys	2018 Annual Code Summit Conference	5/9/2018	5/11/2018	160	27
Caliber Home Loans	Nat'l Retail Integration-May 14-17, 2018	5/14/2018	5/17/2018	20	90
Meeting Protocol Worldwide	2171 Odonate US Investigators	5/14/2018	5/18/2018	202	395
Suneva Medical	Suneva Summit for Success	5/17/2018	5/19/2018	150	147
BioTE Medical	May-18	5/17/2018	5/19/2018	200	310
Cru - Global Missions Services	Red River Summer Mission 2018	5/18/2018	5/22/2018	250	209
Texas School for the Blind and Visually Impaired	TSBVI Family Engagement Series	5/18/2018	5/20/2018	30	30
McKesson Corporation	McKesson Quarterly Board Meeting May 2017-#7078	5/18/2018	5/23/2018	50	122
International Andalusian & Lusitano Horse Association	International Andalusian & Lusitano Horse Association Meeting	5/18/2018	5/20/2018	20	22
Varsity Spirit Corporation	2018 Varsity Spirit VCA TXGV	5/19/2018	5/24/2018	60	115
Building Professional Institute	May 2018 BPI Meeting	5/19/2018	5/24/2018	700	122
Caliber Home Loans	Nat'l Retail Integration-May 21-24, 2018	5/21/2018	5/24/2018	20	90
Pei Wei Asian Diner	Pei Wei 2018 GM Conference	5/22/2018	5/24/2018	250	550
DW Distribution	Spring Show 2018	5/22/2018	5/23/2018	162	182
Emergency Department Practice Management Association	EDPMA May 2018 Meeting	5/22/2018	5/24/2018	80	75
Kansas City Royals	Kansas City Royals 2018	5/23/2018	5/26/2018	100	340
Dallas Area Classic Chevy	Dallas Classic Chevy	5/24/2018	5/28/2018	100	555

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Telangana American Telugu	Telangana American Telugu T.A.T.A.	5/29/2018	6/6/2018	3000	880
North Texas RPG-Con	North Texas RPG-Con	5/30/2018	6/4/2018	700	450
Pathways Core Training Inc.	Pathways Monthly June 2018	5/30/2018	6/16/2018	110	275
Southwest Insulation Contractors Association	60th Annual Conference Southwest Insulation Contractors	6/2/2018	6/5/2018	75	165
Oakland Athletics	Oakland Athletics 2018	6/3/2018	6/5/2018	100	195
National Mental Health Community Symposium	National Mental Health Community Symposium - Dallas	6/4/2018	6/6/2018	250	150
Oklahoma Independent Petroleum Association	OIPA Annual Meeting 2018	6/5/2018	6/11/2018	350	1259
Greystar Management Services, LP	National Leadership Development Cohort	6/6/2018	6/8/2018	35	40
Houston Astros Baseball Club	Houston Astros 2018	6/6/2018	6/9/2018	100	280
Imedex	Great Debates and Updates in Inflammatory Bowel Disease	6/8/2018	6/10/2018	100	27
World Wide Marriage Encounter (WWME)	World Wide Marriage	6/8/2018	6/10/2018	50	50
Texas Association for Supervision & Curriculum Development	TX ASCD Ignite 2018	6/9/2018	6/13/2018	625	290
Americold Logistics	Leadership Academy June 11, 2018	6/11/2018	6/14/2018	35	105
Texas Non-Profit Theatres	2018 TNT Youth Conference	6/12/2018	6/16/2018	500	405
Texas Non-Profit Theatres	2018 TNT Youth Conference - Overflow Hotel	6/12/2018	6/16/2018	500	110
Lutheran Church Missouri Synod	LCMS Texas District Convention	6/13/2018	6/16/2018	500	655
BioTE Medical	Jun 2018	6/14/2018	6/16/2018	200	310
Colorado Rockies	Colorado Rockies 2018	6/14/2018	6/16/2018	100	210
McKesson Corporation	2018 - MSH Extended Leadership Meeting	6/16/2018	6/20/2018	190	158
Learning Forward Texas	Learning Forward Texas	6/17/2018	6/21/2018	500	700
Lehigh Hanson	2018 June Conference	6/17/2018	6/21/2018	40	160
Steubenville	Steubenville	6/19/2018	6/26/2018	5000	3215
Starfleet International Region	Starfleet International Region 3	6/20/2018	6/25/2018	100	80

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Texas State Alcoholics Anonymous Association	Texas State AA Convention	6/21/2018	6/23/2018	1100	465
San Diego Padres	San Diego Padres 2018	6/24/2018	6/26/2018	100	201
National Association of University-Model Schools NAUMS	NAUMS	6/25/2018	6/28/2018	350	273
McKesson Corporation	Lab Force 2018 #7469	6/25/2018	6/29/2018	200	324
Americold Logistics	Leadership Academy June 25, 2018	6/25/2018	6/28/2018	35	105
International Workers' Compensation Foundation	Texas Workers' Compensation Educational Conference Dallas 2018	6/26/2018	6/29/2018	150	349
Alpha Epsilon Phi Sorority	Alpha Epsilon Phi Sorority	6/28/2018	6/30/2018	225	166
Chicago White Sox	Chicago White Sox 2018	6/28/2018	6/30/2018	100	195
Drive Nation Sports	Drive Nation Summer Slam	6/29/2018	7/1/2018	500	240
Houston Astros Baseball Club	Houston Astros 2018	7/1/2018	7/3/2018	100	210
Pathways Core Training Inc.	Pathways Monthly July 2018	7/4/2018	7/21/2018	110	275
Big 12 Conference	CFO West Joint Officials Conference 2018	7/5/2018	7/8/2018	400	450
Drive Nation Sports	Premier Basketball Tournament	7/5/2018	7/8/2018	800	240
USA Rice Federation	USA Rice Federation 2018 Annual Business Meeting	7/7/2018	7/10/2018	150	425
United States Bowling Congress	Junior Gold Championships (Dallas Bidding) 2018	7/9/2018	8/1/2018	16500	3148
Greystar Management Services, LP	National Leadership Development Cohort	7/9/2018	7/11/2018	35	35
Campus Safety	Campus Safety Texas	7/11/2018	7/15/2018	400	245
Lutheran Church Missouri Synod	Glory Bound Conference	7/12/2018	7/14/2018	1200	1050
Varsity Spirit Corporation	2018 Varsity Spirit VU TX	7/12/2018	7/16/2018	200	170
Simulation Football League	Simulation Football League Convention	7/12/2018	7/15/2018	80	80
Texas Industrial Vocational Association	Texas Industrial Vocational Association	7/14/2018	7/20/2018	450	1771
Marcus Evans	Marcus Evans Petrochemical & Refining	7/14/2018	7/18/2018	110	349

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
The Holdsworth Center	The Holdsworth Center	7/16/2018	7/24/2018	350	1087
Americold Logistics	Leadership Academy July 16, 2018	7/16/2018	7/19/2018	35	105
Cleveland Indians	Cleveland Indians 2018	7/19/2018	7/21/2018	100	222
McKesson Corporation	McKesson Quarterly Board Meeting July 2017-#7079	7/20/2018	7/25/2018	50	122
Oakland Athletics	Oakland Athletics 2018	7/22/2018	7/25/2018	100	260
Neiman Marcus	Designer Handbag- Neiman Marcus Block	7/22/2018	7/27/2018	102	441
ACE Cash Express, Incorporated	Quarterly Meetings- July 2018	7/23/2018	7/27/2018	12	48
AARP	AARP - July 2018 Meeting	7/23/2018	7/26/2018	40	90
Miniature Football Association	Electric Football World Championship and Convention 2018	7/25/2018	7/30/2018	500	200
Apostolic Affiliation Inc.	Apostolic Affiliation National Convention	7/26/2018	7/30/2018	500	214
Neiman Marcus	Men's Conclave - Neiman Marcus Block 2018	7/29/2018	8/4/2018	200	863
Americold Logistics	Leadership Academy July 30, 2018	7/30/2018	8/2/2018	35	105
Merial Boehringer Ingelheim	BIAH Summer Regional Sales Meeting	7/30/2018	8/3/2018	225	900
Texas Clown Association	2018 Annual Conference	7/31/2018	8/4/2018	150	225

**Items highlighted above are Target Industries for Irving

Marketing Communications

To: Maura Gast, Executive Director

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

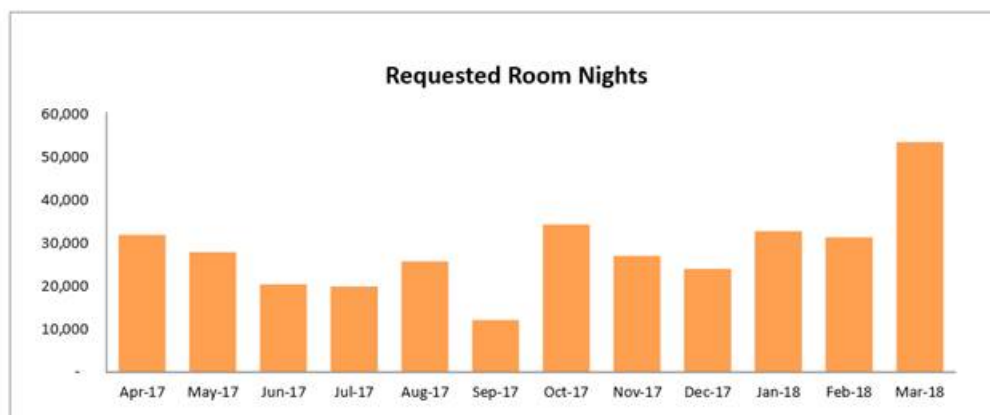
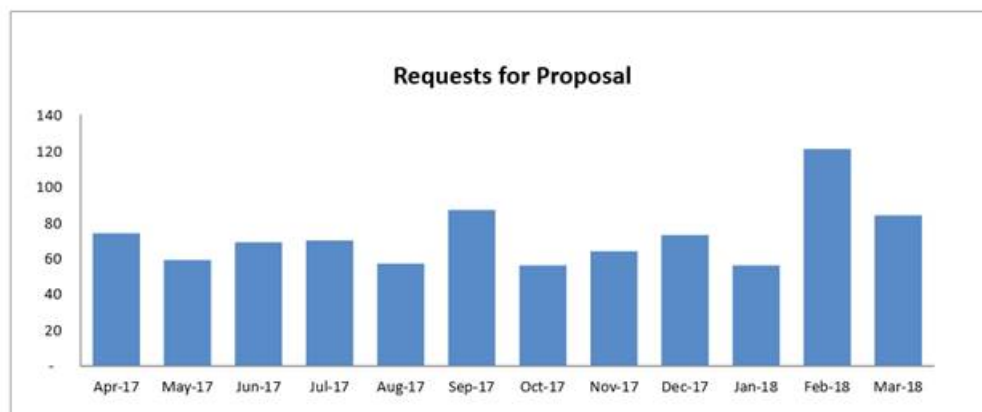
Date: April 20, 2018

Re: March 2018 Board Report

Marketing and Advertising Analytics

RFPS

March was a strong month for RFPs with a total of **86** (above average) and **53,166 associated room nights** (well above average); this represents the highest number of requested room nights in any month to date. Of those room nights, **13,090 were associated with one RFP**.



Website Traffic

Website traffic remained high in March with **43,630** total sessions and **35,009** total users visiting both sites. The irvingtexas.com site had the highest number of website visits to date with **23,347** users (well above average). The Irving Convention Center website had **11,662** users (above average).

Visitors to the blog continues to grow dramatically, with **7,381 pageviews** in March, which is again the highest number of pageviews to date and nearly double the highest number of pageviews previously. The top blog posts were "Top Thing to Do in March in Irving" with **1,524 views** and "Easter Fun Around Irving" with **657 views**. Since the beginning of 2018, the blog has had a total of **21,518 pageviews**.

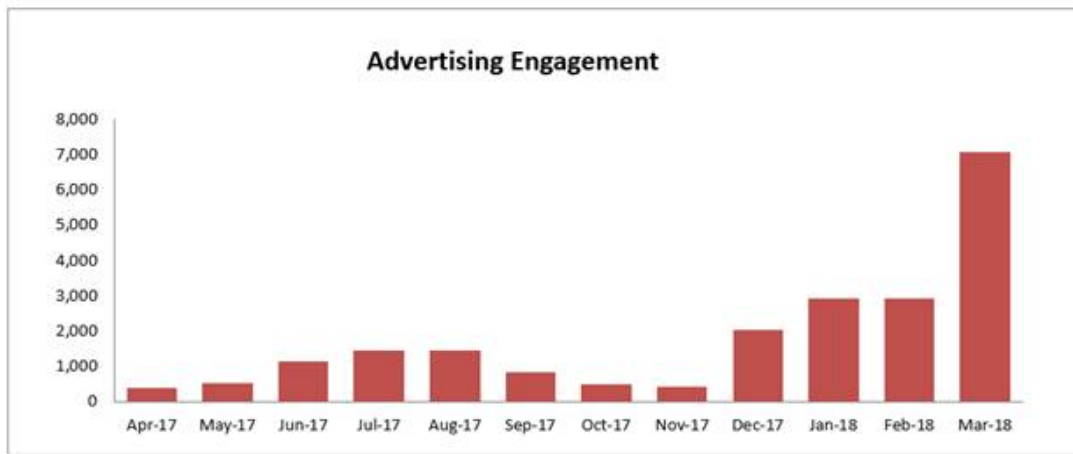


Advertising and Paid Search

Visit Irving's advertising is performing exceptionally well generating **7,083 Impressions** and **1,241 site visits**, which is the highest response to date and more than double the highest response previously. AJR Media was the top performer in March with 2304 impressions followed by MPI with 1,268 impressions, Connect with 575 impressions and 300 site visits, and Tegna Media with 468 impressions and 566 site visits.

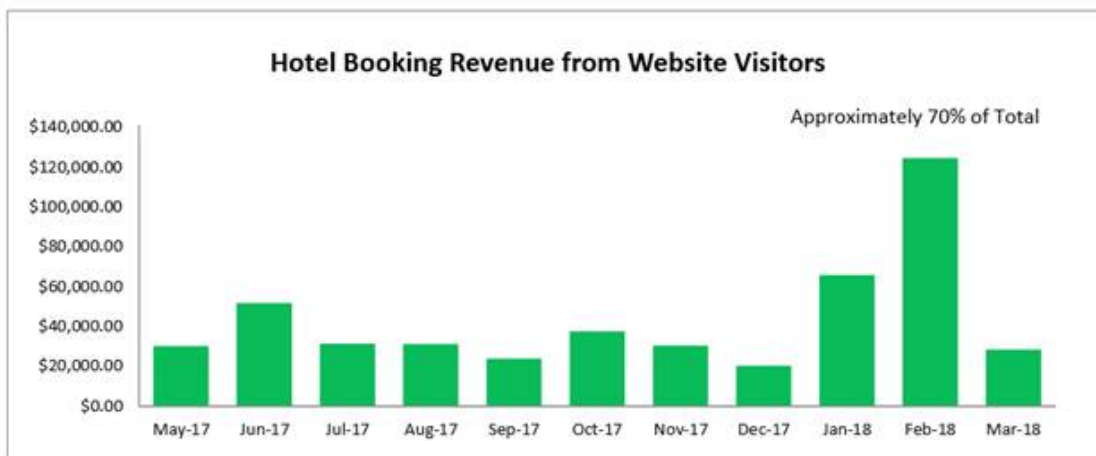
The ICVB's ad campaign with *Fast Company* magazine continued with its fifth Irving-specific wrapped issue. A thousand (1,000) meeting planners throughout the country selected to get a year's worth of wrapped publications have received the May 2018 issue, "Center Stage," which focuses on Irving's new visitor district, highlighting all of its many facets: Toyota Music Factory, The Pavilion, Big Beat Dallas, Alamo Draft House, soon-to-open Westin Irving Convention Center at Las Colinas Hotel and more than 20 combined dining establishment.

Visit Irving's Google AdWords also performed well with **59,111 Impressions** and **6,850 site-visits** to the irvingtexas.com and irvingconventioncenter.com websites.



Hotel and Flight Bookings

Information available through the ADARA Magellan travel intelligence platform indicates that hotel bookings by people exposed to the bureau's advertising and digital marketing slowed down in March. Estimates show that approximately **190 flights** along with **238 room nights** were booked, which accounts for **\$28,255 in hotel revenue** for the month.



Social Media Analytics

IRVING CVB/ IRVING CC	Facebook Likes	Facebook Check-Ins	Twitter Followers	Instagram Followers	LinkedIn
Visit Irving Texas <i>Impressions</i> <i>Profile Visits</i>	48,952 197,417 137,310		5,440 26,500 849	4,721 19,857	554
Convention Center <i>Impressions</i> <i>Profile Visits</i>	12,053 740,075 332,667	163,465	2,353 7,172 276	1,870 1,225	260
Impacting Irving	1,015				

Hashtag – #VisitIrving

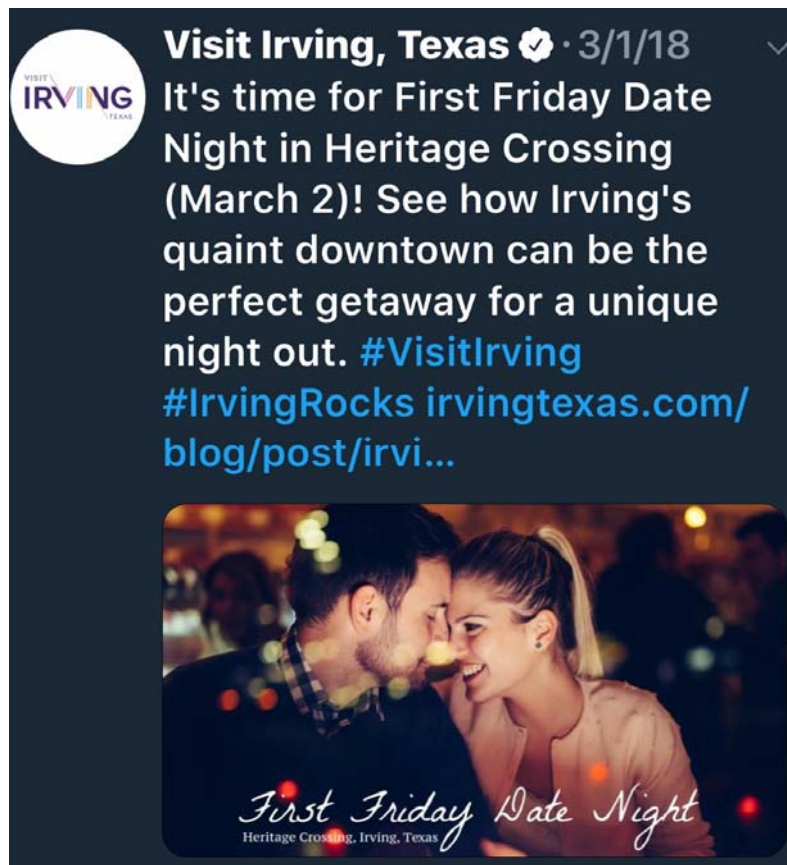
Irving Convention and Visitors Bureau user name on Twitter, Instagram - @VisitIrvingTx

Irving Convention Center user name on Twitter, Instagram - @IrvingTxCC

Social Media

Social media in March slowed down a bit with **500 new followers** (below average) increasing the total influence to **76,660**, with the Visit Irving Facebook page receiving the most likes with 442 new likes.

Social Post of the Month



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*	417,732,153	111,009,256			528,741,409
ADVERTISING EQUIVALENCY ⁺	\$904,213	\$1,020,837			\$1,925,050
PUBLIC RELATIONS VALUE ⁺⁺	\$2,712,639	\$3,062,511			\$5,755,150

*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 prospective, public relations value is traditionally estimated at three times (3.03x) the ad rate since it comes in the form of editorial coverage.

Attachments

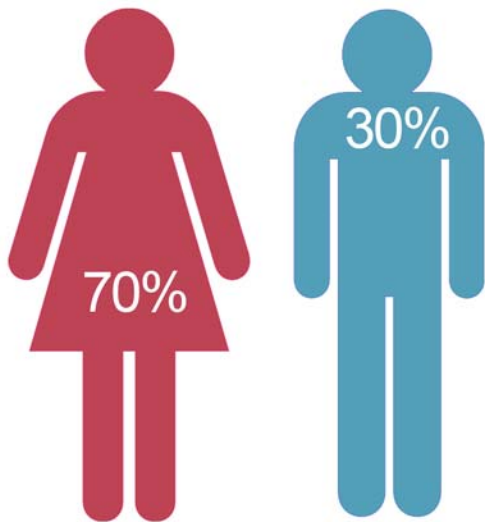
📌 March 2018 Social Insights: Visit Irving & Irving Convention Center at Las Colinas

📌 "10 Fun, Under-the-Radar Things to Do in Texas," oyster.com | picked-up in numerous other publications, March 1, 2018

📌 "New Entertainment District Expands Irving's Meeting Offerings," PCMA *Convene*, March 2, 2018

IRVING TEXAS

Social Media Facts - March 2018



FOLLOWERS



48,394 ↑ 442



5,440 ↑ 18



4,721 ↑ 34



FACEBOOK



197,417 IMPRESSIONS



137,310 USERS



TWITTER



26,500 IMPRESSIONS



849 PROFILE VISITS



INSTAGRAM



19,857 IMPRESSIONS

DALLAS
IRVING
FORT WORTH
ARLINGTON
GRAND PRAIRIE
GARLAND
PLANO
MESQUITE
CARROLLTON
LEWISVILLE

Geographical Breakdown



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 any content associated with the page.



Impressions - Total number of times your posts has been seen.

WHERE LOCATION MEETS INNOVATION



Social Media Insights – March 2018



Followers 12,053



25



740,075

IMPRESSIONS



332,667

USERS



163,465

CHECK-INS



Followers 2,353



13



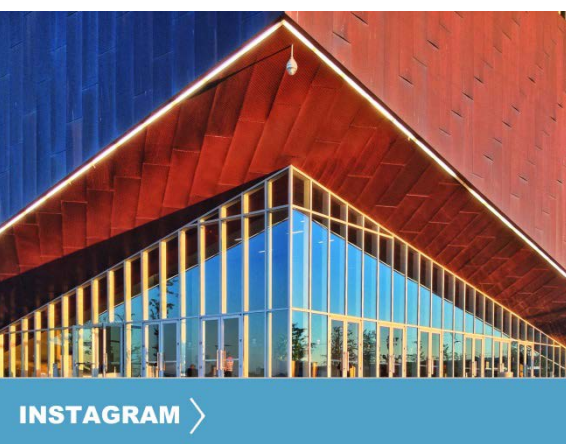
7,172

IMPRESSIONS



226

PROFILE VISITS



Followers 1,870



5



1,225

IMPRESSIONS

10 Fun, Under-the-Radar Things to Do in Texas

Mar 1, 2018 by Alex Temblador

Although “Keep Austin Weird” is the slogan for the capital of Texas, the saying could be extended to the whole state. After all, Texas is filled with a variety of quirky attractions and fun, under-the-radar activities. Typical Texas to-dos include attending a Cowboys’ game, eating barbecue, and experiencing a rodeo, but we’ve created a list of 10 lesser-known, unique things to see and do in the Lone Star State. Check it out below.

1. Get your art fix at Cadillac Ranch.



[Kara/Flickr](#)

The Texas Panhandle is home to some oddball art installations, and perhaps, none more so than Cadillac Ranch. Billionaire Stanley Marsh III bought a bit of property next to Route 66 in Amarillo, Texas, in 1977 in the hopes that an art installation could be built and would interest both locals and out-of-towners. An art group by the name of Ant Farm created what is now known as Cadillac Ranch. The installation features ten Cadillacs buried nose-down in the ground. Since 1977, it has become interactive, with visitors stopping by and spraying artwork or their names on the now-stripped Caddies. So, grab a can of spray paint (or one left behind) and get your art on in Texas.

2. Visit Texas Musicians Museum.



[Steve Rainwater/Flickr](#)

There are a plenty of reasons to visit the Texas Musicians Museum in [Irving, Texas](#). The main draw, however, is the cool displays of famous Texas artists in a variety of genres. Get an up-close look at Willie Nelson's mug shot or watch the first music video on a vintage 50s-style tube TV. Take pics with the Stevie Ray Vaughan display, next to Selena's concert posters, or with ZZ Top's first concert performance flyer from his show in Wichita Falls, Texas. There are even modern displays of Destiny's Child and Jessica Simpson. It's a fun tour to take, and more than surprising when you see just how many famous artists came from Texas. Don't miss out on the live shows on weekends and be sure to snap some photos with the larger-than-life guitar and piano sidewalk art outside. And if you're willing to delve into the creepy aspect of the museum, ask about the ghosts and orbs that party around Janis Joplin's display at night.

New Entertainment District Expands Irving's Meetings Offerings

March 2, 2018



Author: Sarah Beauchamp

Irving, Texas is about to offer a lot more as a prime location for meetings and conventions. The Southwestern destination is currently developing the third phase of a 40-acre mixed-used entertainment district in the heart of Las Colinas Urban Center — the city's international business district. The new visitor's district houses the Irving Convention Center; the recently opened Toyota Music Factory, a mega entertainment complex with dozens of trendy restaurants, bars, and live music; and the soon-to-open 350-room Westin Irving Convention Center Hotel at Las Colinas.

Rise and Shine at the Westin Irving Convention Center at Las Colinas Hotel

Opening late 2018, the \$113-million convention center hotel will offer 16,000 square feet of meeting space, including a 10,000-square-foot ballroom, cocktail lounge, and coffee bar. The 12-story hotel will be perfectly positioned between the convention center and entertainment complex.

The headquarter hotel represents the "crowning piece in Irving's vision (<https://www.dallasnews.com/business/hotels/2017/03/27/irving-breaks-ground-convention-center-hotel-entertainment-district-preps-fall-opening>) for a distinctive, pedestrian-friendly visitor's district," according to Maura Allen Gast, executive director of the Irving CVB. "The Irving Convention Center was the initial anchor; the Irving Music Factory with its Live Nation amphitheater and collection of restaurants is the second piece; and the hotel is the third."

Irving Convention Center at Las Colinas

The convention center itself includes a 50,000-square-foot, column-free exhibit hall and 20,000-square-foot ballroom. The 275,000-square-foot facility's vertical design creates interesting spaces for networking and allows attendees to move fluidly throughout the building. It's adjacent to the Dallas-Fort Worth International Airport and near Dallas' Love Field. The venue can be reached via nonstop flights from more than 170 destinations worldwide, including all major North American cities. And attendees are able to get to and from the convention center easily, with the recently opened Dallas Area Rapid Transit (<https://www.irvingconventioncenter.com/attendees/transportation/>) (DART) Orange Line, connecting the airport to downtown Dallas.

Eat, Drink, Rock 'N Roll at the Toyota Music Factory

The Toyota Music Factory opened in September 2017 and sits adjacent to the Irving Convention Center. This all-in-one dining and entertainment destination features 250,000 square feet of restaurant and retail space, in addition to a state-of-the-art 8,000-seat, indoor-outdoor Live Nation concert hall and amphitheater known as the Pavilion (<http://www.thepaviliontmf.com/special-events/>). The campus also includes a 50,000-square-foot outdoor plaza with daily live entertainment and a restaurant open 24 hours a day — perfect for special events and networking activities. Plus, there are more than 20 restaurants (<https://www.guidelive.com/food-and-drink/2017/11/15/restaurant-guide-dining-drinking-toyota-music-factory-irving>). Attendees can enjoy a beer at the Thirsty Lion Gastropub and Grill, or grab a Teriyaki Twist bowl at the healthy fast-casual spot, Freshii.

"This easily accessed, pedestrian-friendly 40-acre district will provide a wide range of entertainment and dining options to fill free nights on the convention schedule," Gast said, "as well as to provide an excellent venue for opening or closing night events."

Take a Stroll on the Canal

On the edge of Lake Carolyn, Gables Water Street is a \$100-million residential lakefront development with 60,000 square feet of retail and restaurants. Water Street is sure to be a go-to place for attendees to spend leisure time, whether going for a stroll along the lake after a delicious meal, trying stand-up paddle boarding along the canal, cruising on a gondola, or enjoying a day at the spa.

Texas It up at the Texican Court

A kitschy boutique-style hotel, The Texican Court is also slated to open this year, giving visitors to Irving's Las Colinas Urban District another hotel choice within walking distance of the Irving Convention Center. The hotel's design will feature Spanish mission-style architecture with the subtle layer of Texas, making it uniquely Texican architecture. With a more intimate, laid-back feel, the property will offer 152 retro-inspired guest rooms in addition to meeting space, including three distinct courtyards, each with its own style, and featuring a reception area, pool, and fire pits.

Give Your Attendees More Than a Meeting

Access is easy; folks are friendly; service is superior — and Texas hospitality simply can't be beat. Add a new center for food, music, and culture, and you've got a top-notch destination with plenty of options for lodging, nightlife, and innovative off-site events.

"The final piece is nearly here," said Chris Hillman, Irving City Manager. "With tremendous work and vision, this development will soon become a spectacular reality. These centrally located 40 acres will become a high-energy site, full of activity — people, music, entertainment, restaurants, retail, and an upscale hotel."

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 30, 2018**

CONVENTION CENTER





April 19, 2018

TO: Maura Gast, Executive Director ICVB
 FROM: Verenis Pedraza, SMG Director of Finance
 SUBJECT: **Monthly Financial & Sales Report – March 2018**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	121,669	93,849	103,655	370,022	430,436	294,071
Ancillary Income	324,102	316,068	276,412	2,253,835	1,547,635	1,909,462
Total Event Income	445,771	409,917	380,067	2,623,857	1,978,071	2,203,533
Other Income	82,058	32,000	15,031	400,393	284,514	182,860
Adjusted Gross Income	527,829	441,917	395,098	3,024,250	2,262,585	2,386,393
Indirect Expenses	(606,340)	(512,432)	(489,261)	(3,380,951)	(3,074,597)	(2,962,865)
Net Income (Loss)	(78,511)	(70,515)	(94,163)	(356,701)	(812,012)	(576,472)

- Rental income exceeded budget by \$35,000 – kudos to our sales team.
- Overall event revenue met and surpassed budget thanks to several large events that we housed, which included FIRST Robotics, Scrapbooking Expo and National Money Show.
 - These same events generated double the amount of parking that was anticipated for this month.
- Expenses were higher than expected due to: additional security essential for the building during events like the National Money Show; computer software upgrades; and replacement of lighting fixtures throughout the building.
- Despite a net loss of \$8,000 for the month of March, overall, year-to-date the ICC is standing strong at \$455,311 ahead of budget.

SMG Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	380,514	382,787	341,279	2,988,865	2,032,998	2,720,598
Net Income/(Loss)	217,908	232,499	181,846	1,932,171	1,227,939	1,653,008
Net Income/(Loss) %	57.27%	60.74%	53.28%	64.65%	60.40%	60.76%

- Profit margins for March fell just short by 3%; however, year-to-date we have exceeded projections by 4%.

ICC by the Numbers

EVENTS		VISITORS	
This month	To date	This month	To date
21	132	21,925	108,245
Current Year	Current Year	Current Year	Current Year
16	117	29,582	103,351
Prior Year	Prior Year	Prior Year	Prior Year
FUTURE GUESTROOMS BOOKED		SURVEY RESULTS	
This month	To date	Returned	Score
2,045	4,839	7	97.1%
Current Year	Current Year	This Month	Current Month
1,416	4,221	44	93.6%
Prior Year	Prior Year	Year to Date	Year to Date
SIGNED CONTRACTS		GREEN INITIATIVES	
This month	To date	This month	This month
24	158	7,245	9,120
Current Year	Current Year	Pounds Composted	Pounds of Cardboard Recycled
28	142	56,331	49%
Prior Year	Prior Year	Gallons of Reclaimed Water Used	Waste Diversion Rate

Survey Kudos

"Aleese was great to work with. She was prompt in responding to my emails and was always willing to help." – Dallas Institute of Internal Auditors

"Kayla was great. She asked about what time I planned to arrive and she quickly met me in the event space and assisted me in the final things. She was so well organized that we really didn't need her further during the event but I really appreciated her checking in with us." – Dallas Institute of Internal Auditors

City of Irving Target Industries Bookings

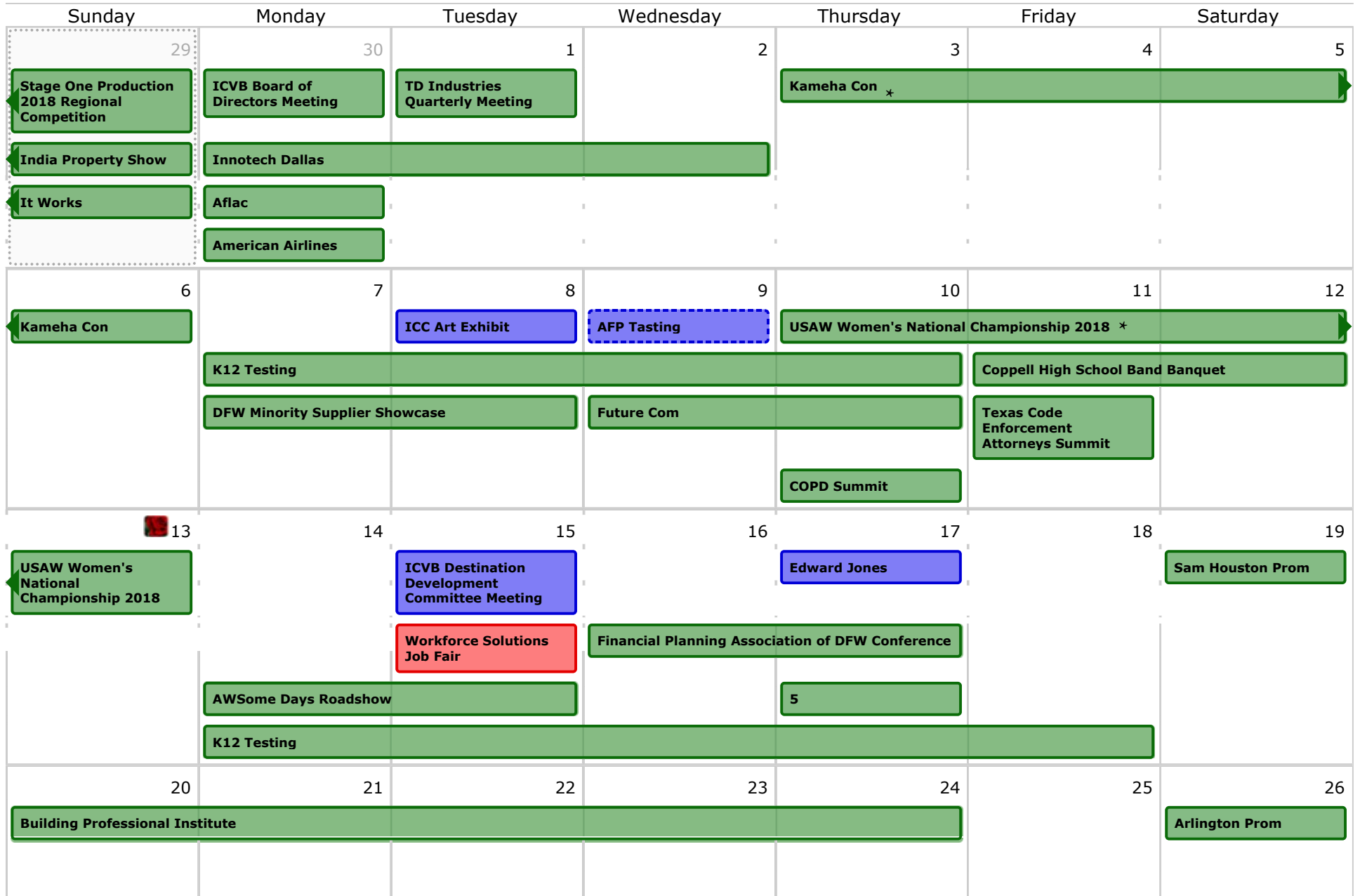
- US Bank Quarterly Executive Roadshow – March 2018
- Aflac – April 2018
- Camp IT – September 2018
- JP Morgan Chase for Business – October 2018

April and May at a Glance

- | | |
|--------------------|---|
| • April 3-4 | US Chamber of Commerce |
| • April 5-8 | DFW Fiber Fest |
| • April 9 | Dallas National College Fair |
| • April 13-15 | Greater Dallas Military Foundation |
| • April 16-17 | Grocer's Supply Food Show |
| • April 19-21 | North Texas Teen Book Festival |
| • April 23-24 | Breakfast with the Stars |
| • April 26-29 | Stage One Production Regional Competition |
| • April 28-29 | India Property Show |
| • April 30 – May 2 | Innotech Dallas |
| • May 3-6 | Kameha Con |
| • May 7-8 | DFW Minority Supplier Showcase |
| • May 10-13 | USAW Women's National Championship |
| • May 16-17 | Financial Planning Association of DFW |
| • May 20-24 | Building Professionals Institute |

cc: Tom Meehan, General Manager, SMG

May 2018 - ICC, L1, EXH and 66 other(s)






Green - Definite 27

Red - Tentative


Blue - Prospect

* - Public Show

June 2018 - ICC, L1, EXH and 66 other(s)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27 Tolu Bakare Wedding	28 	29 Independent Electrical Contractors Graduation	30 Telangana American Telugu Assn	31 EAN Holdings Branch Managers Meeting Aflac	1	2
3 Hilti	4	5	6	7	8	9
10 Tx ASCD Ignite 18	11	12	13	14 	15 Christmas in July Expo	16 Kisula-Mizele Wedding
17  Kisula-Mizele Wedding DFW Church Worship Service	18 Everything Dallas Christus Health COPD Educators Institute	19 Learning Forward Texas 2018	20 Steubenville 2018	21	22	23
24 Steubenville 2018	25 Pri-Med Access 2018	26	27	28 Jehovah Witness Group	29	30

July 2018 - ICC, L1, EXH and 66 other(s)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 Jehovah Witness Group	2	3	4 	5 Jehovah Witness Group	6	7
8 Jehovah Witness Group	9	10	11 Christmas in July	12 Jehovah Witness Group	13	14
15 Jehovah Witness Group	16	17 ICVB Community Relations Committee Meeting	18	19	20 Transatlantic Trade Expo	21
	VRM Mortgage Service Financial Industry Week				North Texas Comic Book Show *	
						Texas USAG Annual Banquet
22 North Texas Comic Book Show Anderson-Crenshaw Wedding	23 ICVB Board of Directors Meeting	24 TD Industries Quarterly Meeting Berkshire Hathaway Automotive	25	26 Let's Play Gaming Expo *	27	28
29	30 American Airlines	31	1 AAHOA North Texas Regional Meeting	2 Jehovah Witness Group	3	4
Let's Play Gaming Expo *						

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 30, 2018**

**INDUSTRY REPORTS /
BOARD PARTNERS**



ICVB MEMORANDUM

DATE: 4/20/2018
TO: Maura Gast
FROM: Mike Zumbaugh
RE: STR and AirBNB Data Reports

STR

Irving's hotel occupancy rate for March remained higher than US and Texas figures at 76.5%, and YTD remained higher as well at 72.4%. When comparing numbers to last year, the US Occupancy maintained a positive growth of 0.9%, while Texas figures were up 3.4% for the month. Irving's occupancy was up 1.8% compared to last year, leaving us with 0.7% YTD growth.

For average daily rate, Irving was \$107.92, up 0.5% in March compared to last year, leaving Irving's YTD average daily rate at \$109.88, up 0.9% over last year.

This month's snapshot feature report is of the Full Service Las Colinas properties.

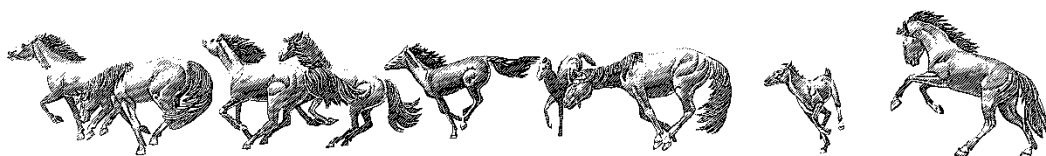
In addition to the 10-year comparison of weekend vs. weekday numbers, I have included in the Board Report the 2017 Daily ADR, Occupancy and RevPAR graphs to help the board understand the pricing and occupancy swings the hoteliers face on a day to day basis.

AirBNB

As I reported last month, we now have access to AirBNB activity through a company called AirDNA.

As of today, there are 217 active rentals in Irving, up from 210 that I reported last month equating to a 3.3% increase in active rental listings. The number of active hosts also increased by 7, which indicates that all 7 new listings are single-listing hosts.

The current YTD average daily rate for these rentals is \$130.19, which is up 15.79% over last year, with an occupancy percentage of 63.9%, up 9.31% over last year. For the hotel comparable subset, the current YTD average daily rate is \$86.58, up 19.92% over last year, with occupancy at 62.2%, down 0.07% from last year. As a reminder, the hotel comparable subset are those properties that are one bedroom or studio apartments. As a comparison, and as noted above, the YTD hotel average daily rate is \$109.88.



Tab 4 - Multi-Segment

Irving TX CVB
For the month of: March 2018

	Current Month - March 2018 vs March 2017												Year to Date - March 2018 vs March 2017											
	Occ %		ADR		RevPAR		Percent Change from March 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	68.5	67.9	131.56	127.70	90.17	86.75	0.9	3.0	3.9	6.0	2.0	2.9	61.6	61.0	127.37	124.25	78.46	75.83	0.9	2.5	3.5	5.6	2.0	3.0
Texas	71.9	69.5	112.60	108.04	80.98	75.14	3.4	4.2	7.8	10.8	2.8	6.3	65.8	63.0	107.35	105.11	70.60	66.21	4.4	2.1	6.6	9.5	2.7	7.2
Atlanta, GA	76.0	76.2	109.91	106.80	83.48	81.42	-0.4	2.9	2.5	4.1	1.6	1.2	69.4	69.6	112.07	107.70	77.78	74.91	-0.2	4.1	3.8	5.5	1.6	1.4
Arlington, TX	74.9	70.9	88.41	84.67	66.23	60.06	5.6	4.4	10.3	9.5	-0.7	4.8	67.3	65.9	87.95	89.30	59.16	58.88	2.0	-1.5	0.5	-0.3	-0.7	1.3
Charlotte, NC-SC	74.4	75.5	114.33	110.29	85.01	83.21	-1.4	3.7	2.2	5.8	3.6	2.1	67.3	67.6	111.70	109.53	75.13	74.02	-0.5	2.0	1.5	6.2	4.6	4.1
Fort Worth, TX+	74.8	75.8	105.98	102.93	79.30	77.97	-1.2	3.0	1.7	6.5	4.8	3.5	72.5	70.7	107.79	104.55	78.15	73.94	2.5	3.1	5.7	10.3	4.3	7.0
Frisco, TX+	72.1	76.9	143.35	135.19	103.41	103.97	-6.2	6.0	-0.5	29.0	29.6	21.6	68.0	71.8	147.83	139.15	100.47	99.90	-5.3	6.2	0.6	30.4	29.6	22.7
Grapevine, TX+	82.3	79.5	196.78	186.97	161.92	148.67	3.5	5.2	8.9	8.9	0.0	3.5	77.1	77.2	183.76	177.84	141.60	137.30	-0.2	3.3	3.1	3.1	0.0	-0.2
Irving, TX+	76.5	75.2	107.92	107.40	82.58	80.72	1.8	0.5	2.3	2.3	0.0	1.9	72.4	71.9	109.88	108.94	79.53	78.31	0.7	0.9	1.6	1.6	0.0	0.7
Nashville, TN	78.2	78.3	146.39	141.97	114.41	111.09	-0.1	3.1	3.0	8.0	4.9	4.8	67.1	68.5	138.27	132.71	92.84	90.84	-1.9	4.2	2.2	7.1	4.8	2.8
Phoenix, AZ	87.2	87.6	188.60	186.46	164.47	163.28	-0.4	1.1	0.7	2.7	2.0	1.5	80.6	79.3	168.72	165.37	135.99	131.07	1.7	2.0	3.8	6.2	2.4	4.1
San Jose, CA+	83.4	79.7	200.88	191.09	167.57	152.32	4.6	5.1	10.0	11.8	1.6	6.4	77.5	75.3	195.54	187.37	151.63	141.06	3.0	4.4	7.5	9.3	1.6	4.7

Competitive Set Comparison														
Actual Figures							Percent of Change from Last Year							
	Current Month			Year-To-Date				Current Month			Year-To-Date			
	OCC	ADR	RvPAR	OCC	ADR	RvPAR		OCC	ADR	RvPAR	OCC	ADR	RvPAR	
US	68.54	131.56	90.17	61.60	127.37	78.46	US	0.9	3.0	3.9	0.9	2.5	3.5	
Texas	71.92	112.60	80.98	65.76	107.35	70.60	Texas	3.4	4.2	7.8	4.4	2.1	6.6	
Irving	76.52	107.92	82.58	72.38	109.88	79.53	Irving	1.8	0.5	2.3	0.7	0.9	1.6	
Best USA	Phoenix	SanJose	SanJose	Phoenix	SanJose	SanJose	Best USA	Arlngtn	Frisco	Arlngtn	SanJose	Frisco	SanJose	
	87.21	200.88	167.57	80.60	195.54	151.63		5.6	6.0	10.3	3.0	6.2	7.5	
Best Texas	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Best Texas	Arlngtn	Frisco	Arlngtn	Ft Worth	Frisco	Ft Worth	
	82.28	196.78	161.92	77.06	183.76	141.60		5.6	6.0	10.3	2.5	6.2	5.7	
Worst USA	Frisco	Arlngtn	Arlngtn	Nshville	Arlngtn	Arlngtn	Worst USA	Frisco	Irving	Frisco	Frisco	Arlngtn	Arlngtn	
	72.14	88.41	66.23	67.14	87.95	59.16		-6.2	0.5	-0.5	-5.3	-1.5	0.5	
Worst Texas	Frisco	Arlngtn	Arlngtn	Arlngtn	Arlngtn	Arlngtn	Worst Texas	Frisco	Irving	Frisco	Frisco	Arlngtn	Arlngtn	
	72.14	88.41	66.23	67.27	87.95	59.16		-6.2	0.5	-0.5	-5.3	-1.5	0.5	
Note: "Best" and "Worst" notations above refer to destinations within this competitive set only														

A blank row indicates insufficient data.

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Irving, Texas & United States Comparison

March 2018

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	109.98	2.2%	109.98	2.2%	66.4%	-3.3%	66.4%	-3.3%	73.07	-1.2%	73.07	-1.2%
FEBRUARY	111.95	-0.1%	110.99	1.1%	74.4%	3.6%	70.2%	0.0%	83.26	3.4%	77.90	1.1%
MAR	107.92	0.5%	109.88	0.9%	76.5%	1.8%	72.4%	0.7%	82.58	2.3%	79.53	1.6%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages: ADR 106.34 1.9% Occupancy 72.9% -1.9% RevPAR 77.54 0.0%												

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	101.95	3.8%	101.95	3.8%	59.1%	6.1%	59.1%	6.1%	60.23	10.1%	60.23	10.1%
FEBRUARY	106.30	-1.8%	104.16	0.8%	66.3%	4.0%	62.5%	5.0%	70.50	2.1%	65.11	5.9%
MAR	112.60	4.2%	107.35	2.1%	71.9%	3.4%	65.8%	4.4%	80.98	7.8%	70.60	6.6%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

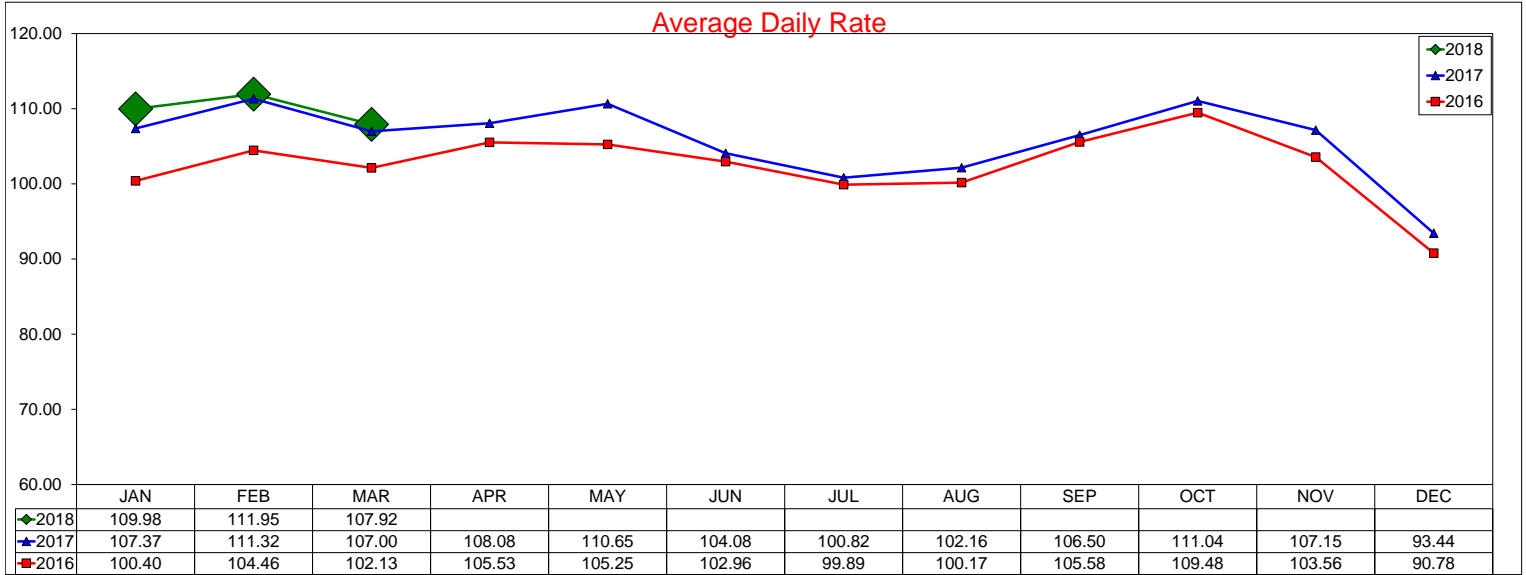
USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	123.33	2.0%	123.33	2.0%	54.5%	0.9%	54.5%	0.9%	67.17	2.9%	67.17	2.9%
FEBRUARY	126.38	2.3%	124.88	2.2%	61.7%	1.2%	57.9%	1.0%	78.02	3.5%	72.30	3.2%
MAR	131.56	3.0%	127.37	2.5%	68.5%	0.9%	61.6%	0.9%	90.17	3.9%	78.46	3.5%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

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

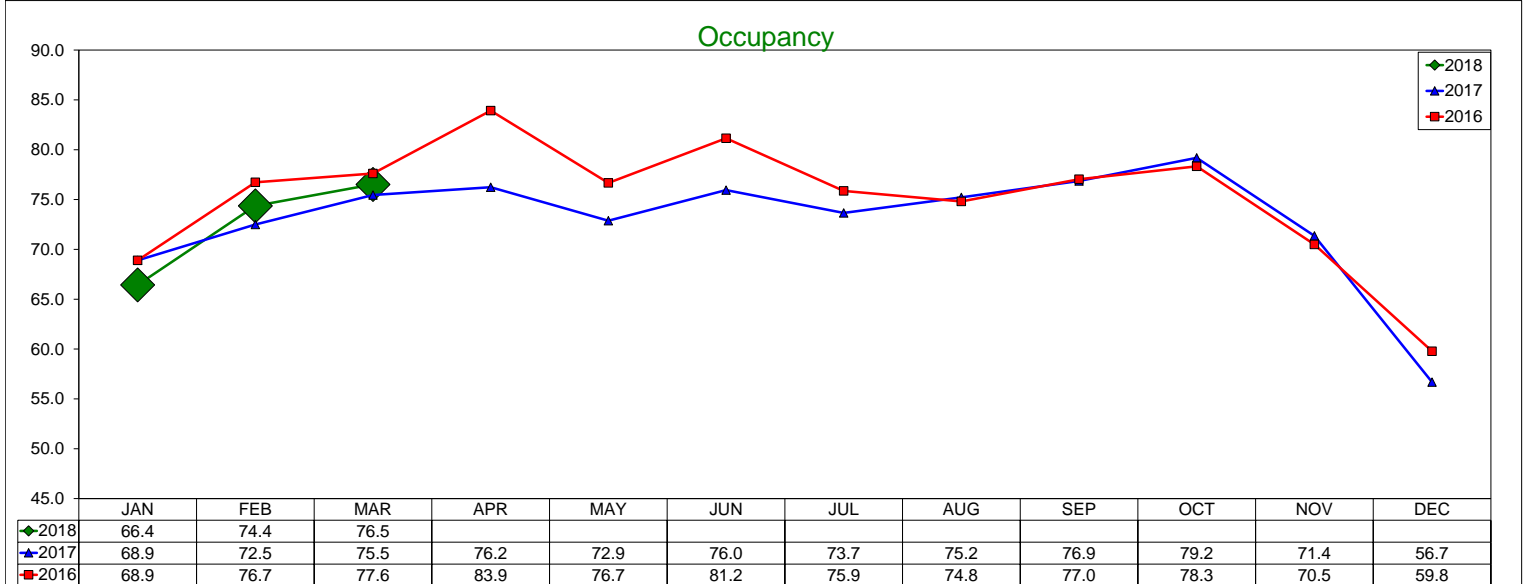
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Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

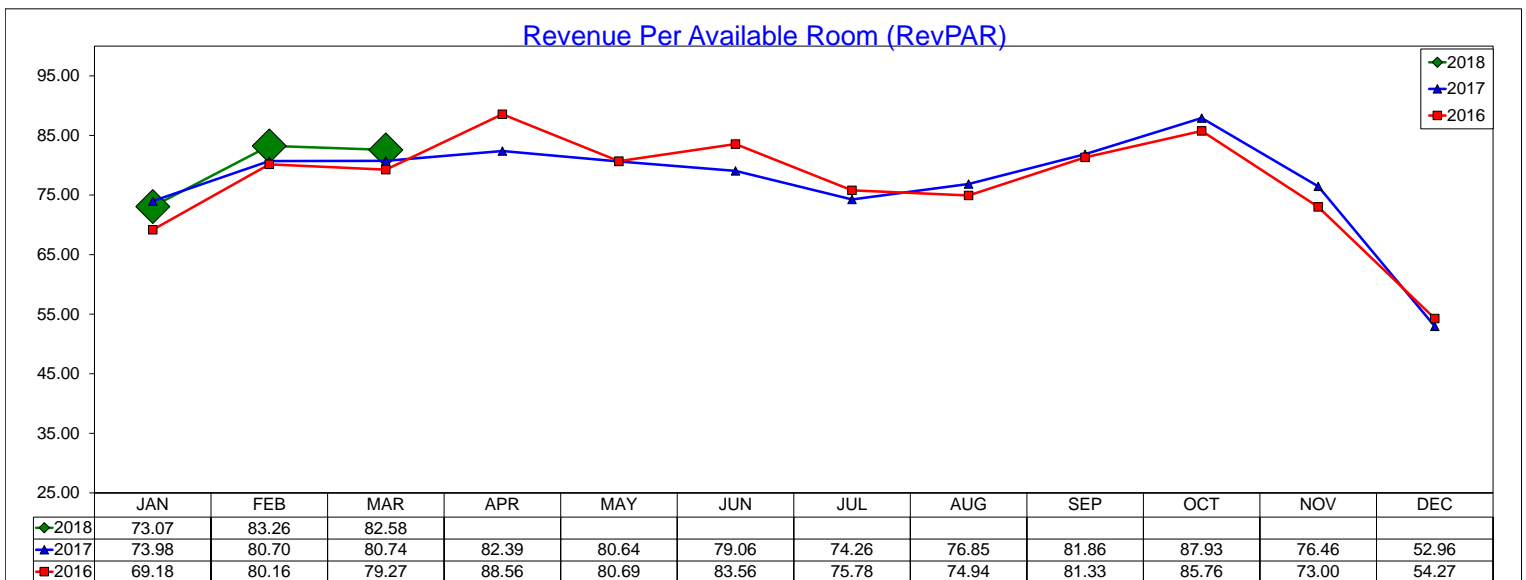
March 2018



12 month ADR Rolling Average through March 2018 is \$106.34 with a change from last year of 1.9%



12 month Occupancy Rolling Average through March 2018 is 72.91% with a change from last year of -1.9%

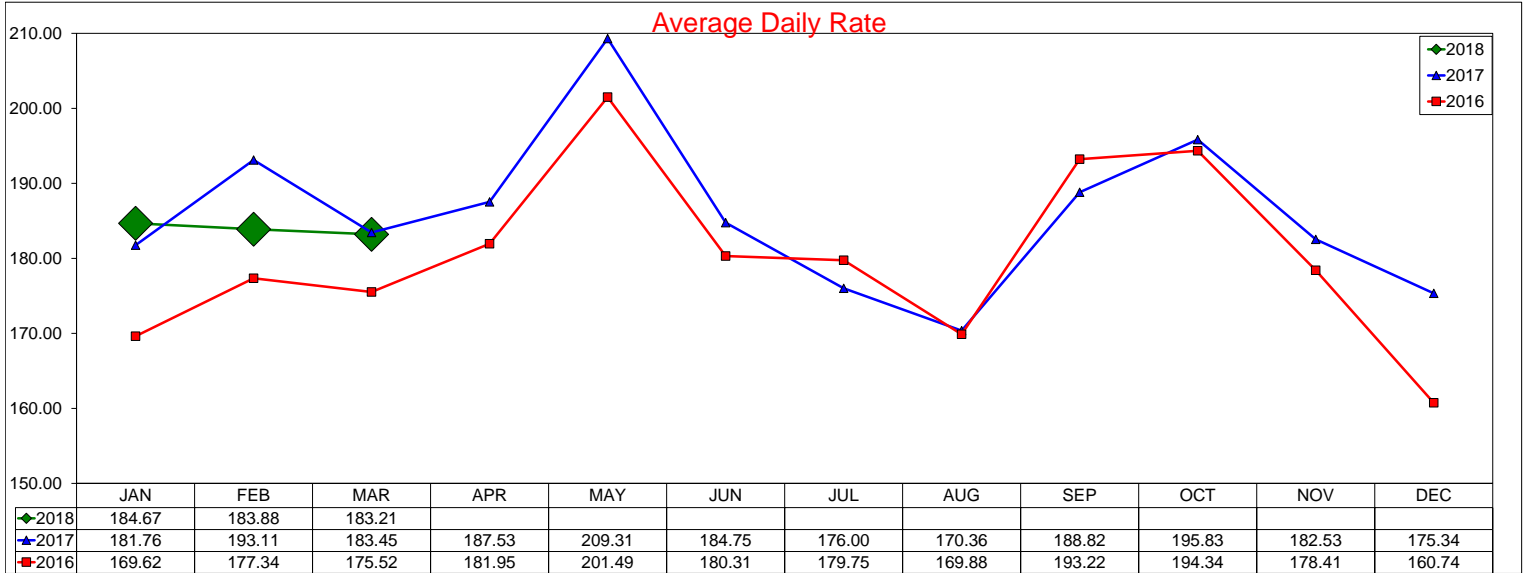


12 month RevPAR Rolling Average through March 2018 is \$77.54 with a change from last year of 0.0%

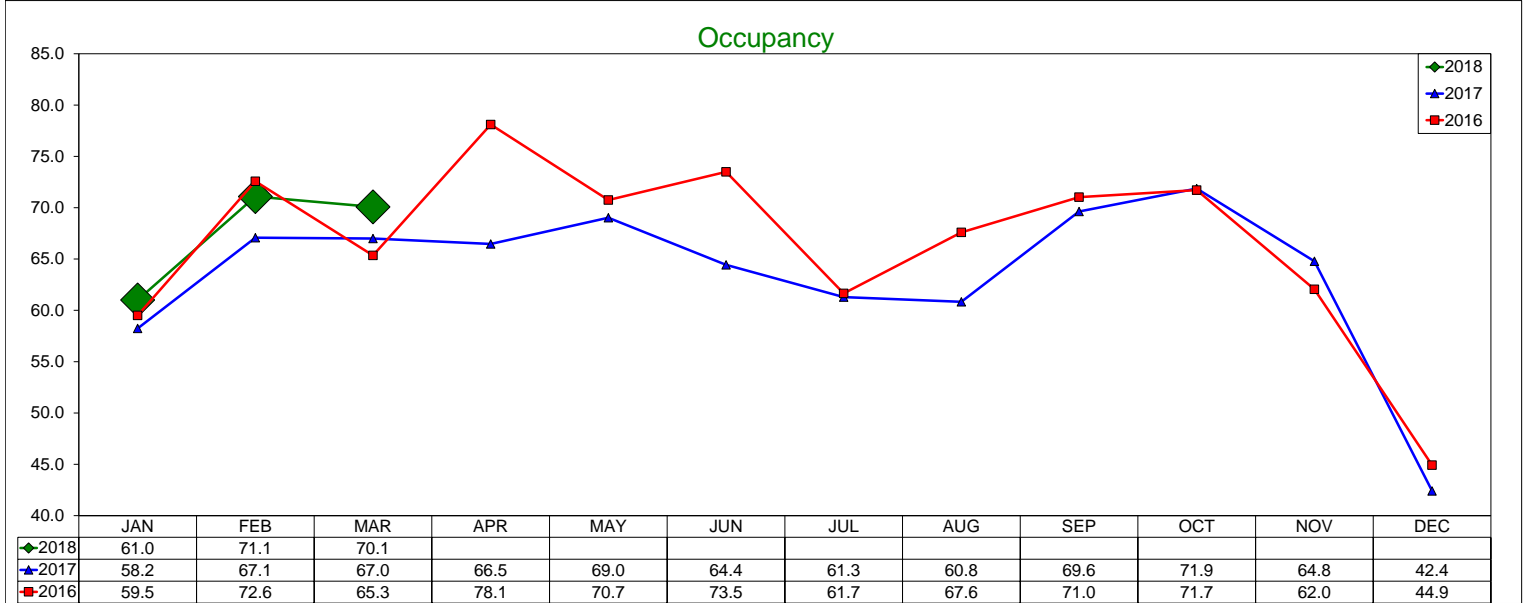
SOURCE: STR, INC. REPLICATION OR OTHER RE-USE OF THIS DATA WITHOUT THE EXPRESS WRITTEN PERMISSION OF STR IS STRICTLY PROHIBITED.

Three Year Comparison - Full Service - Las Colinas

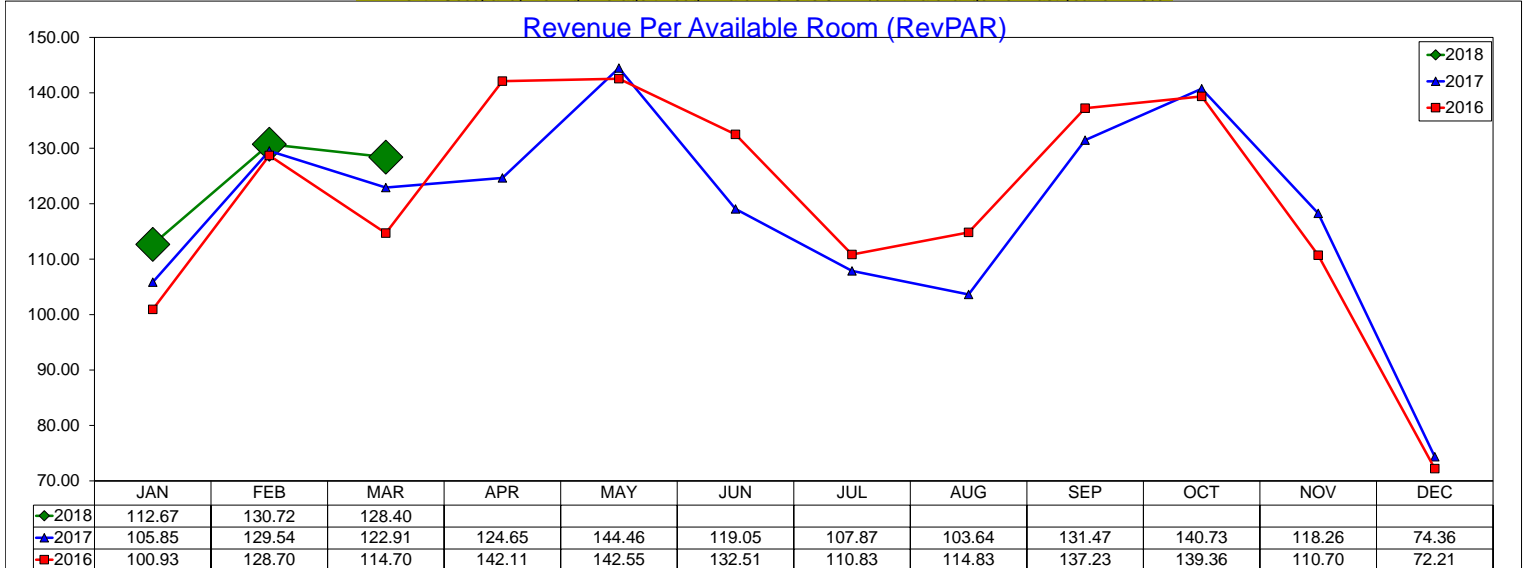
March 2018



12 month ADR Rolling Average through March 2018 is \$185.79 with a change from last year of 1.3%



12 month Occupancy Rolling Average through March 2018 is 64.41% with a change from last year of -1.8%



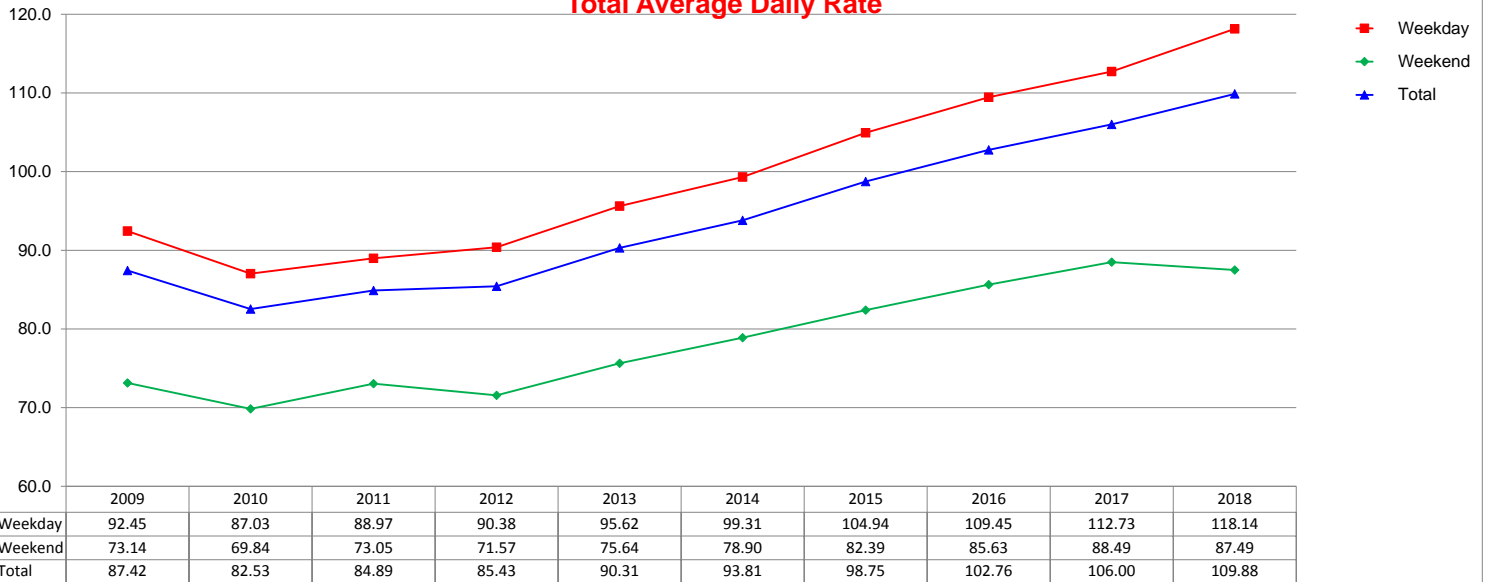
12 month RevPAR Rolling Average through March 2018 is \$119.67 with a change from last year of -0.6%

SOURCE: STR, INC. REPLICATION OR OTHER RE-USE OF THIS DATA WITHOUT THE EXPRESS WRITTEN PERMISSION OF STR IS STRICTLY PROHIBITED.

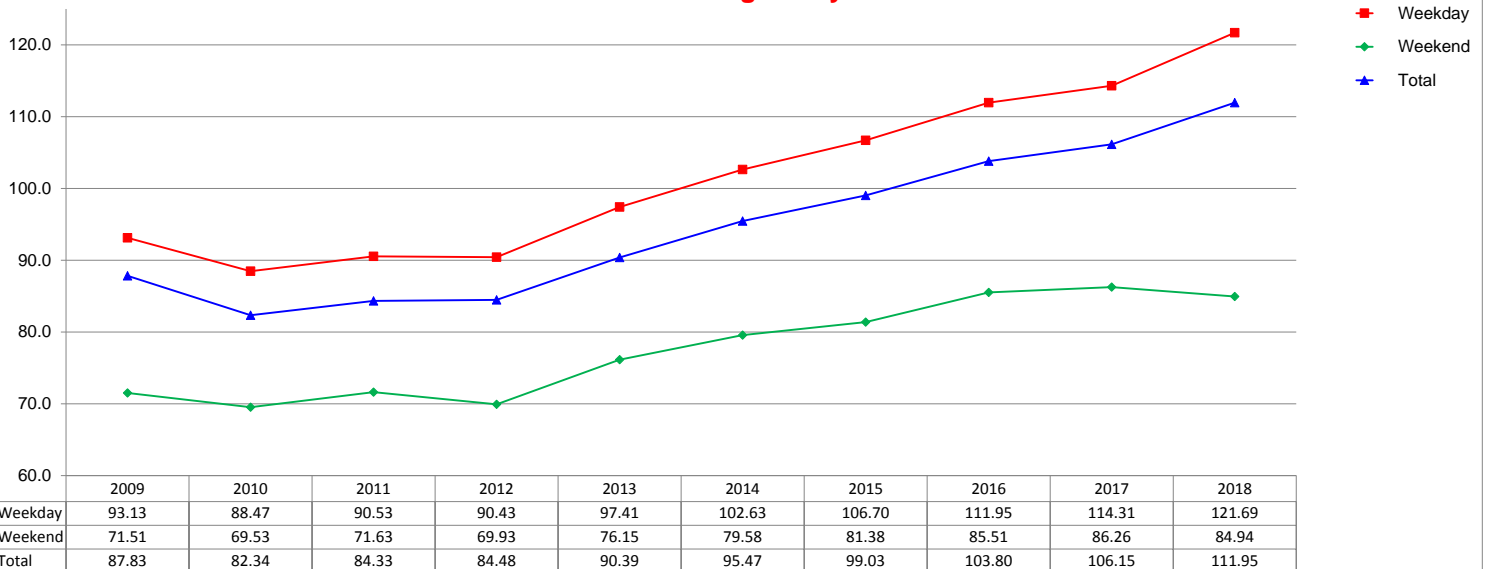
10 Year Occupancy Comparison - Weekday/Weekend

Annual Year End Figures And YTD through March 2018

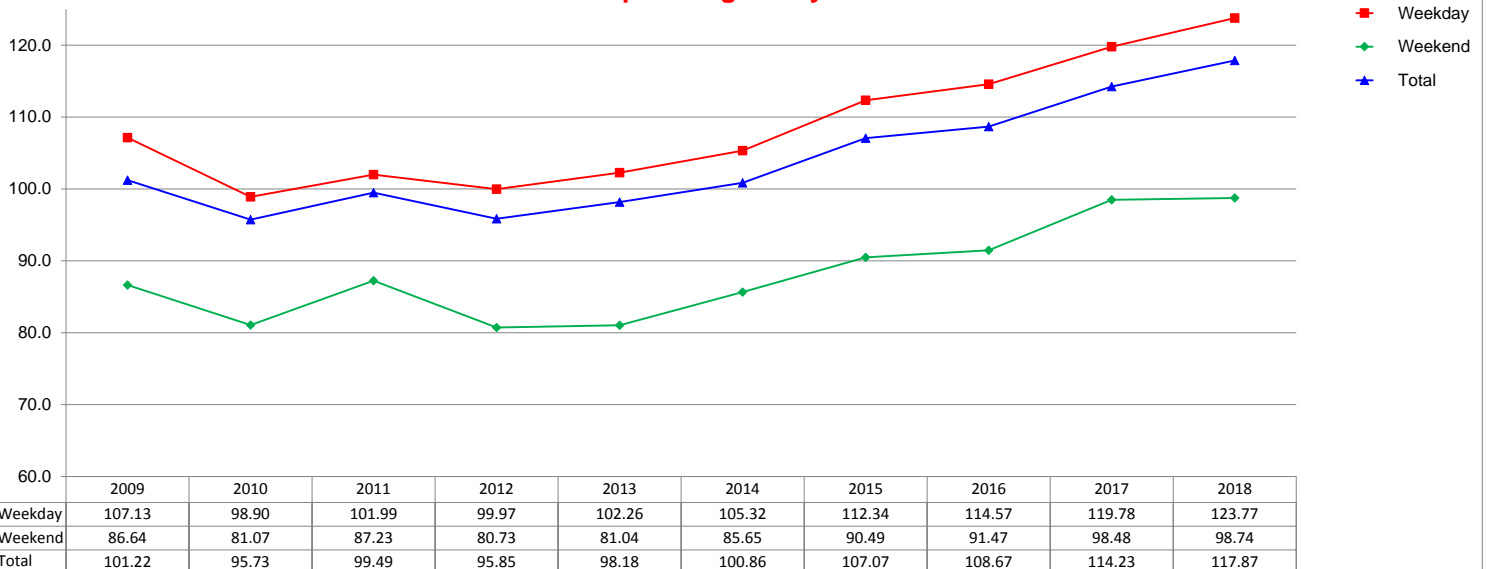
Total Average Daily Rate



Transient Average Daily Rate



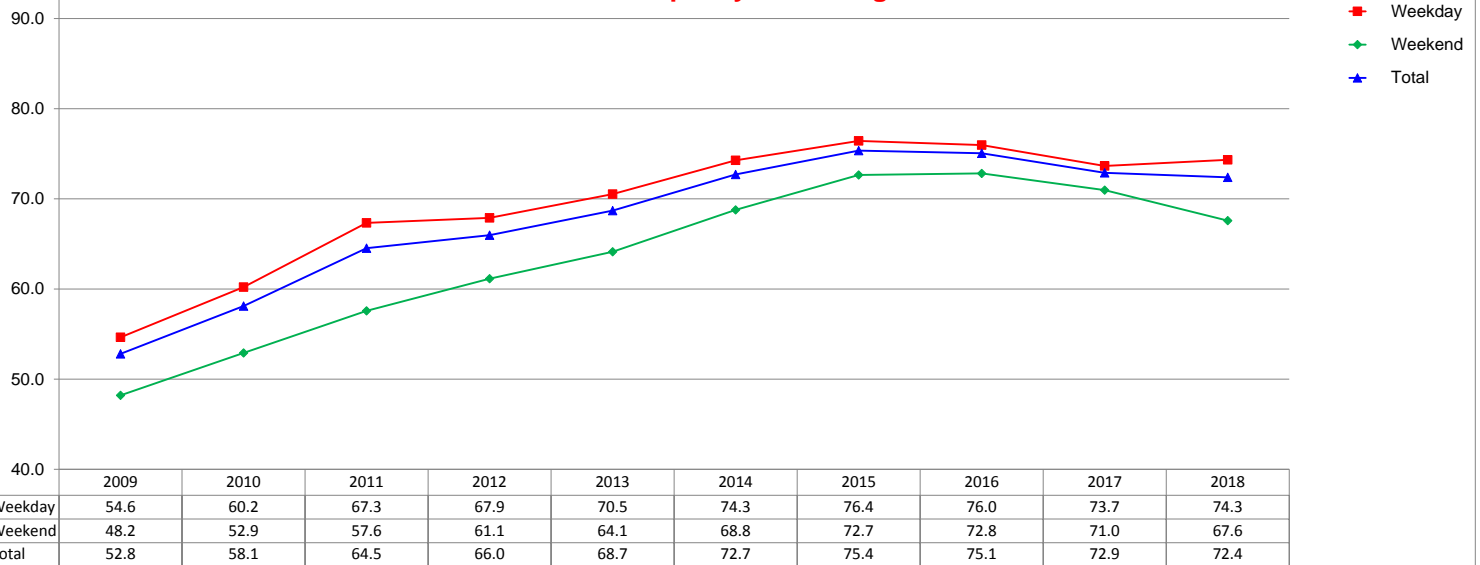
Group Average Daily Rate



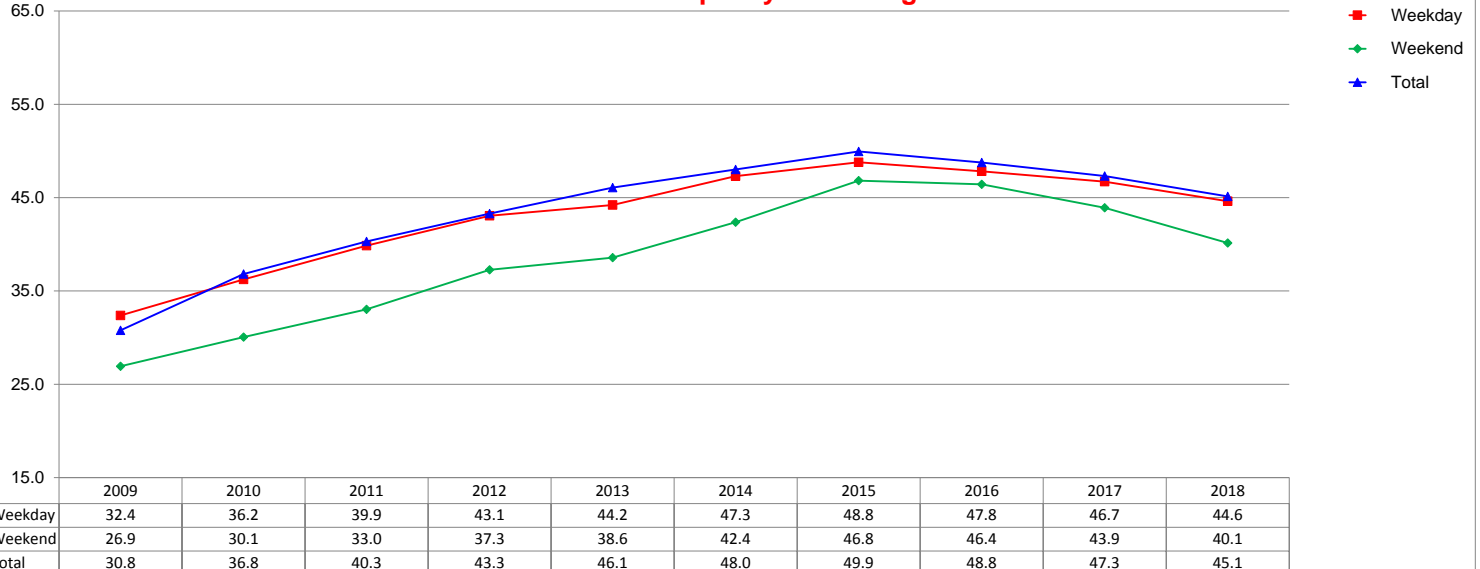
10 Year Occupancy Comparison - Weekday/Weekend

Annual Year End Figures And YTD through March 2018

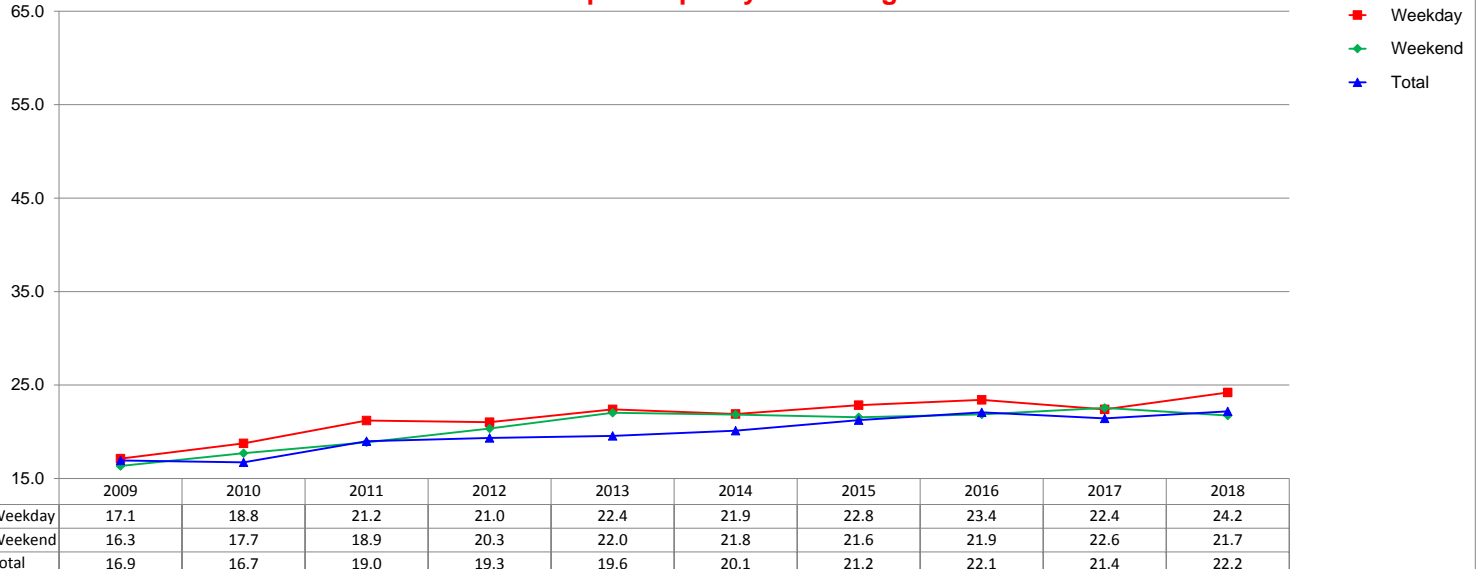
Total Occupancy Percentage



Transient Occupancy Percentage

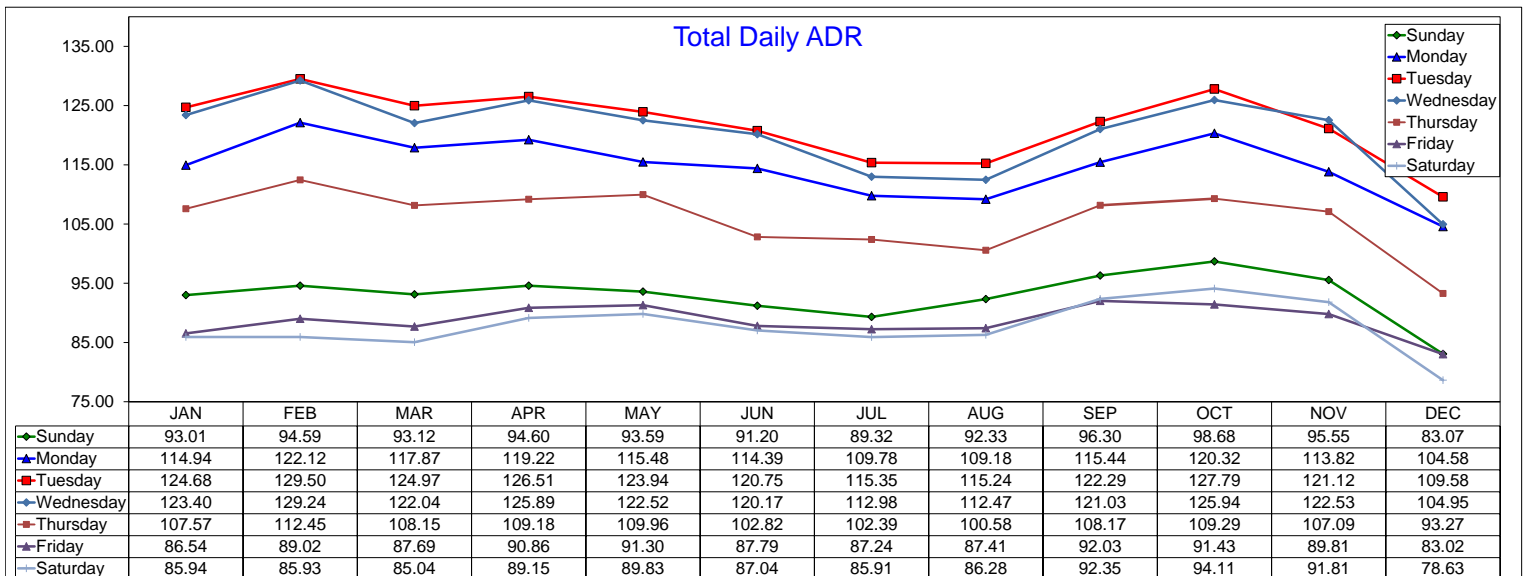
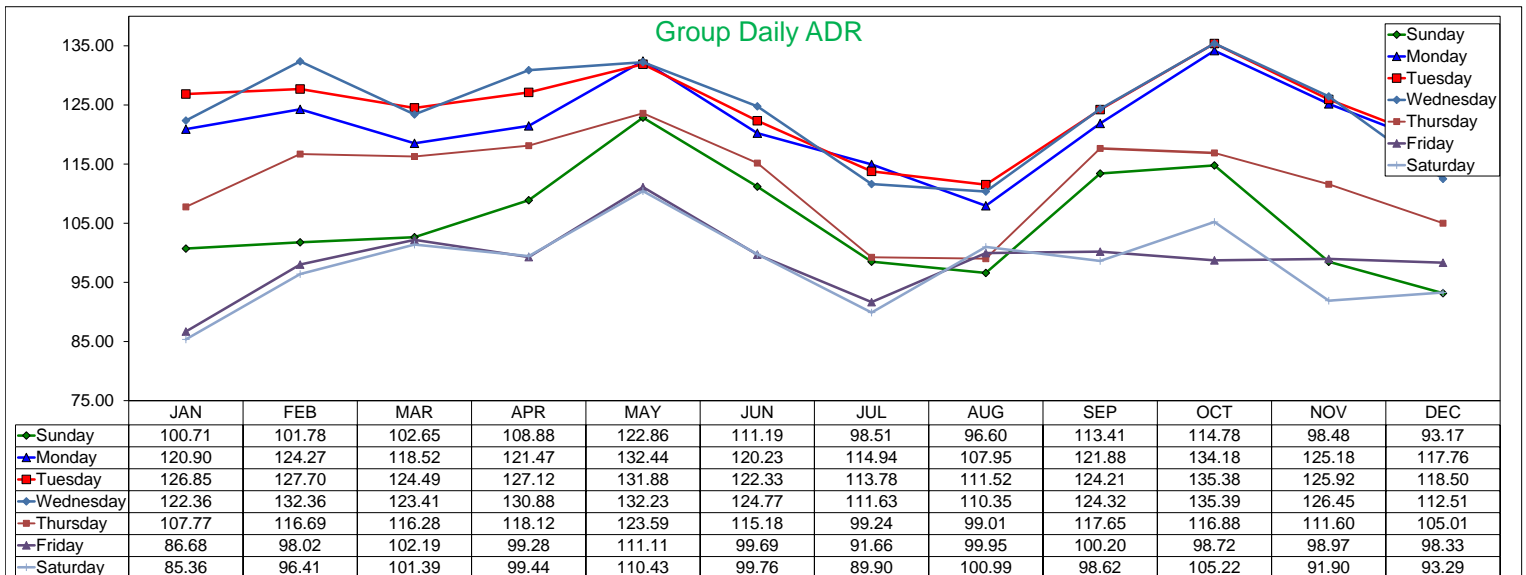
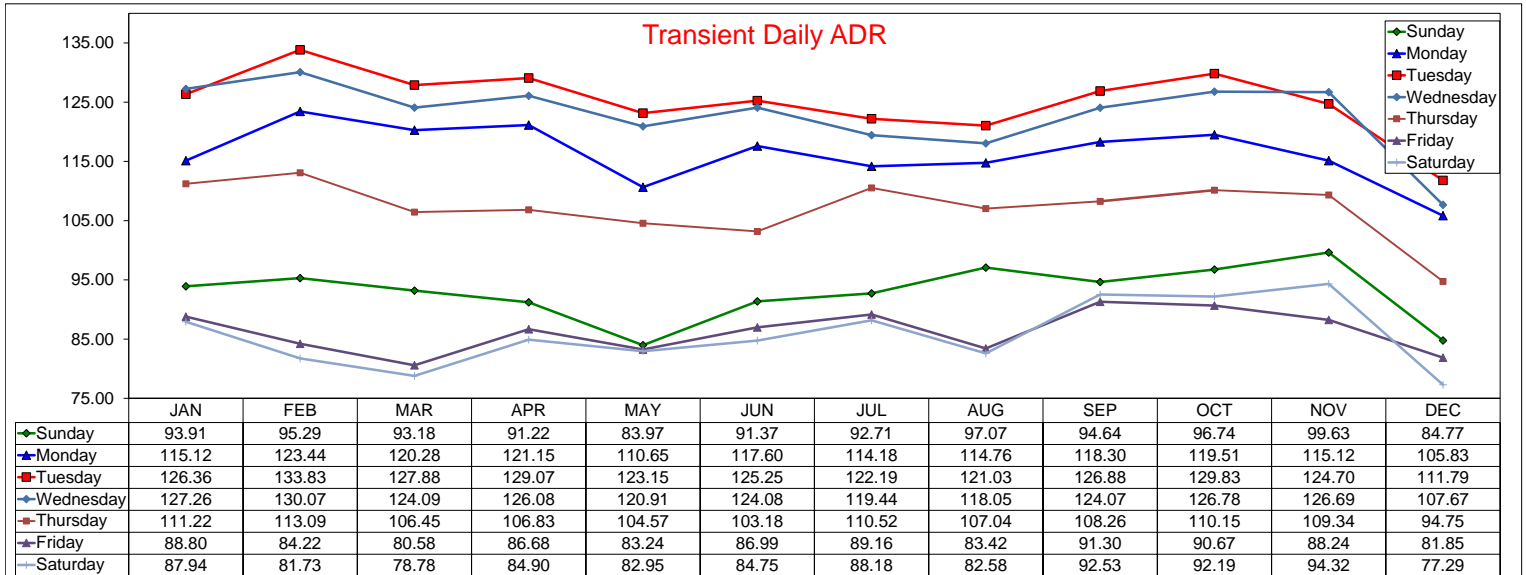


Group Occupancy Percentage

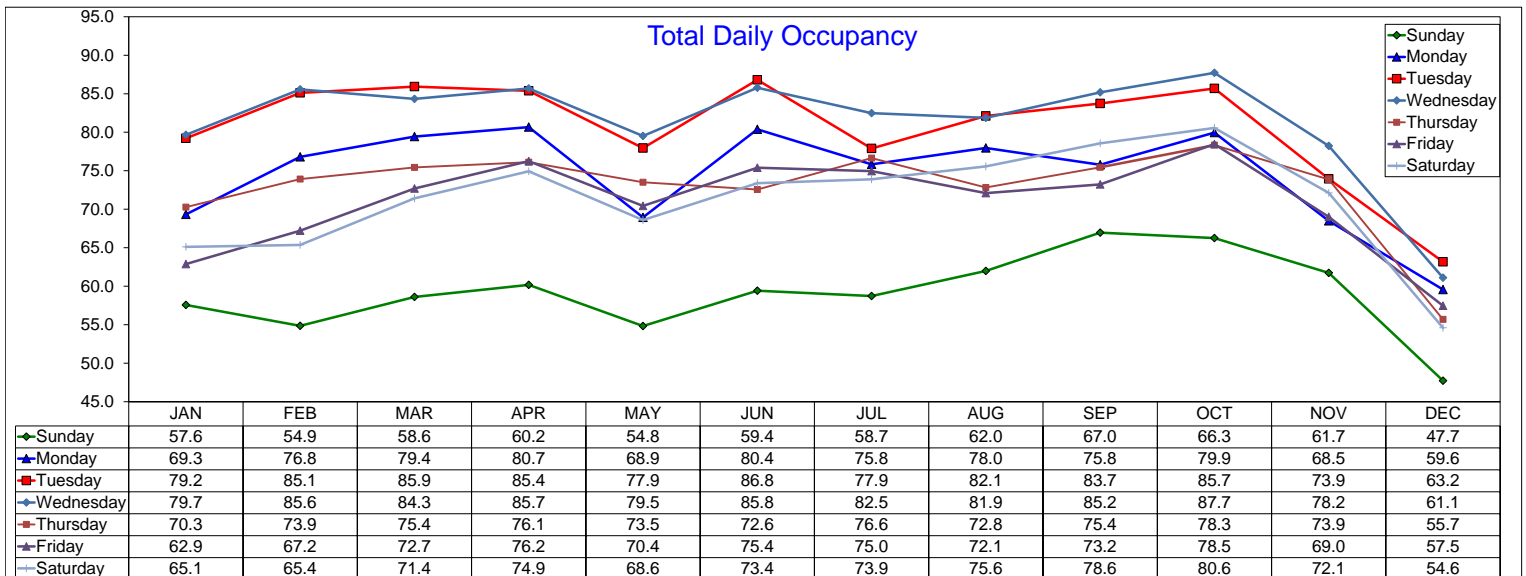
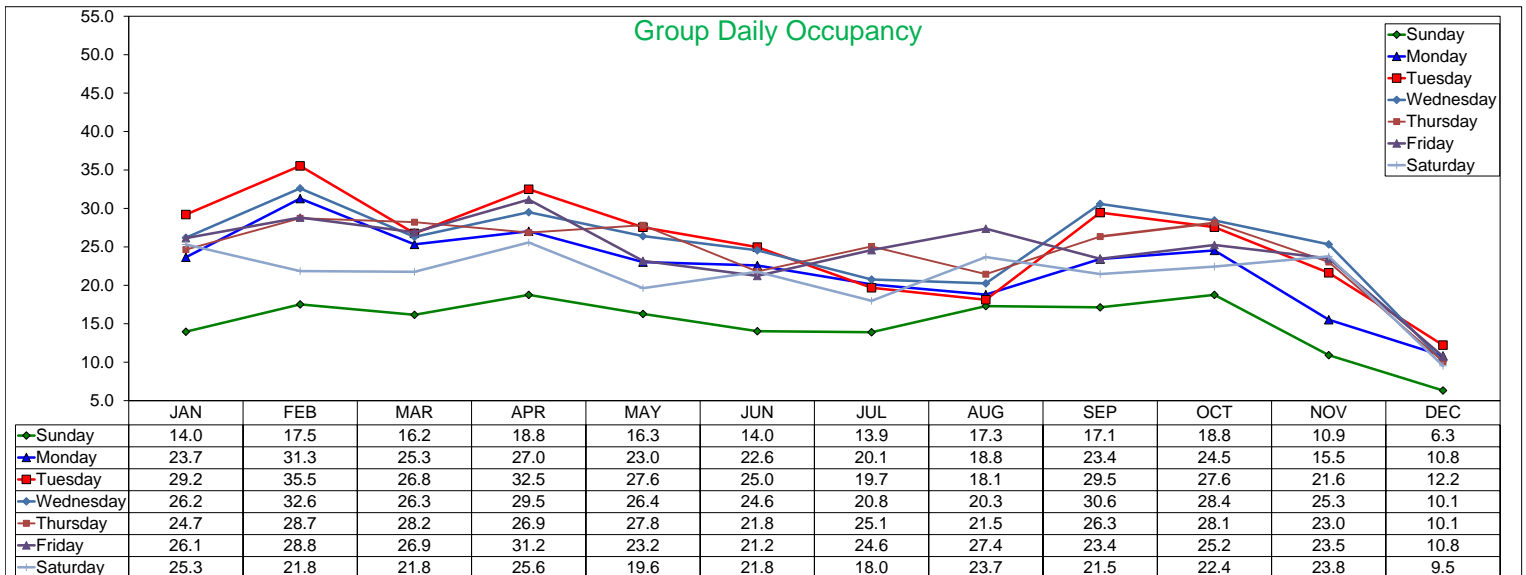
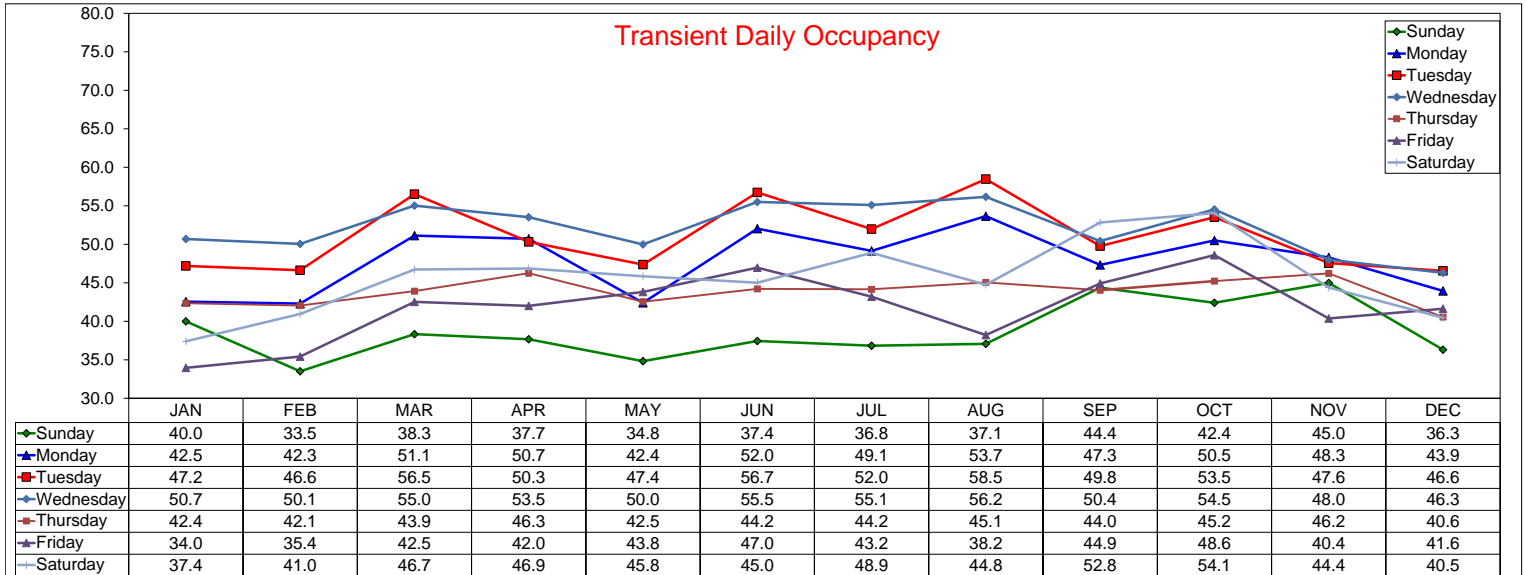


Daily ADR by Month

2017

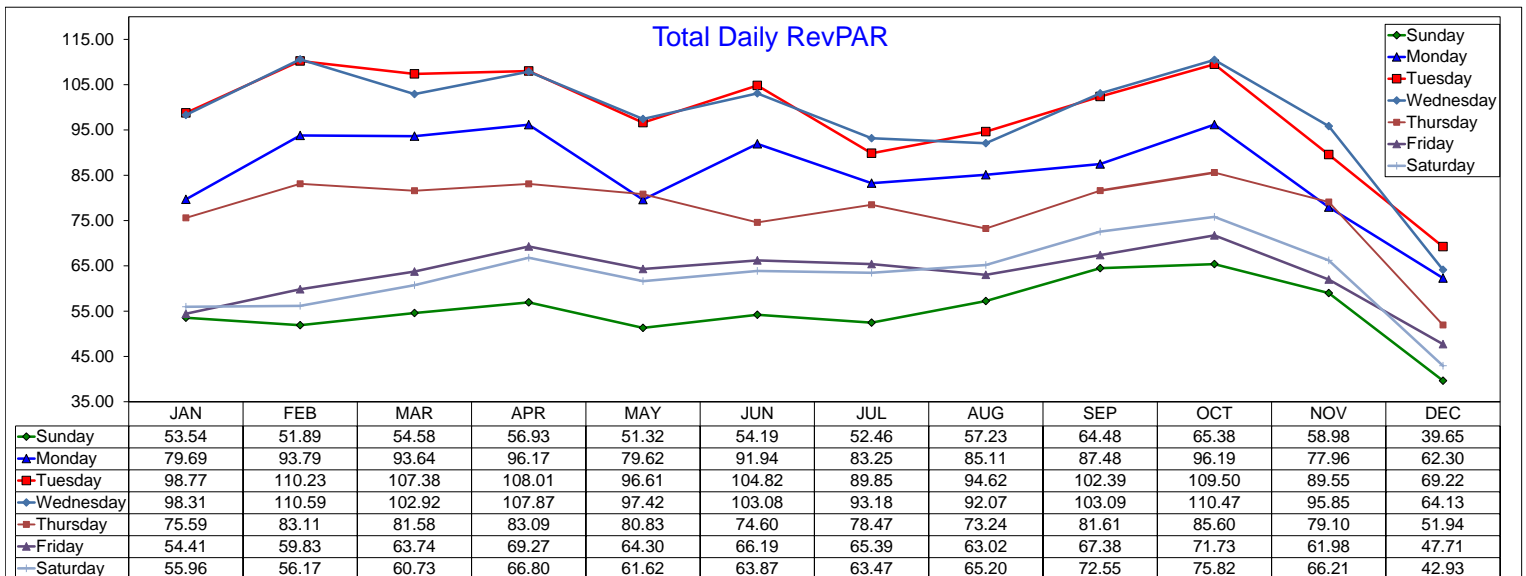
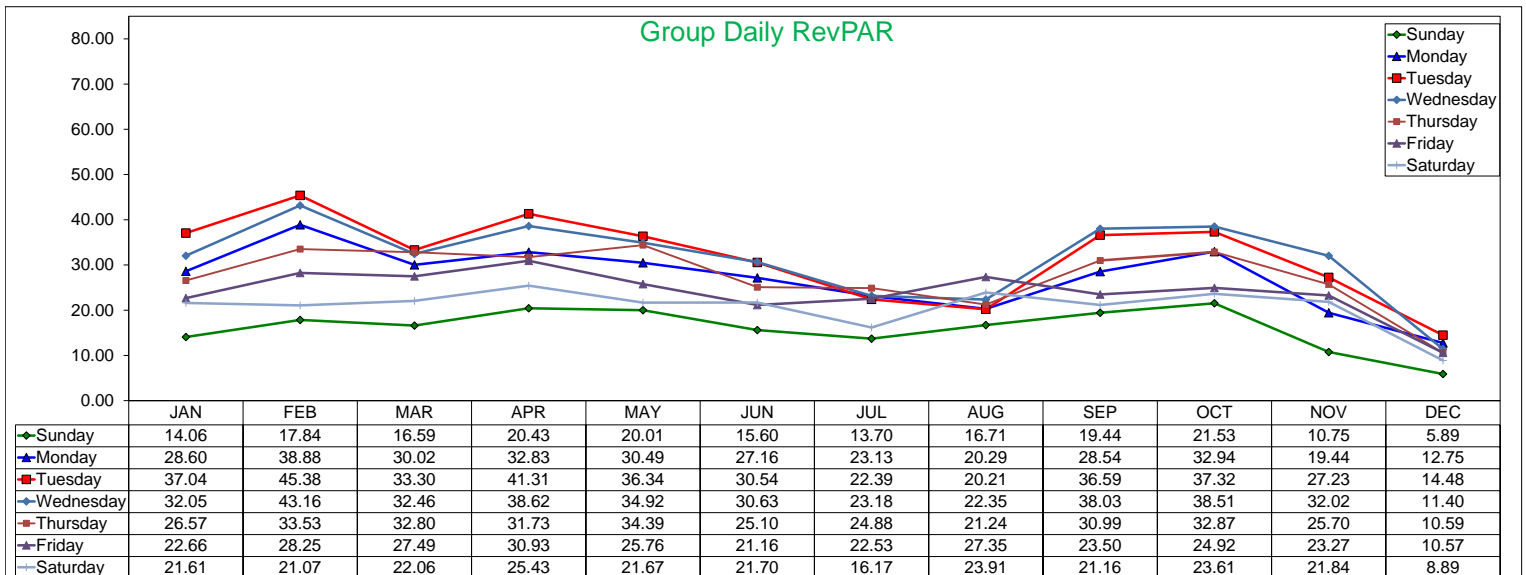
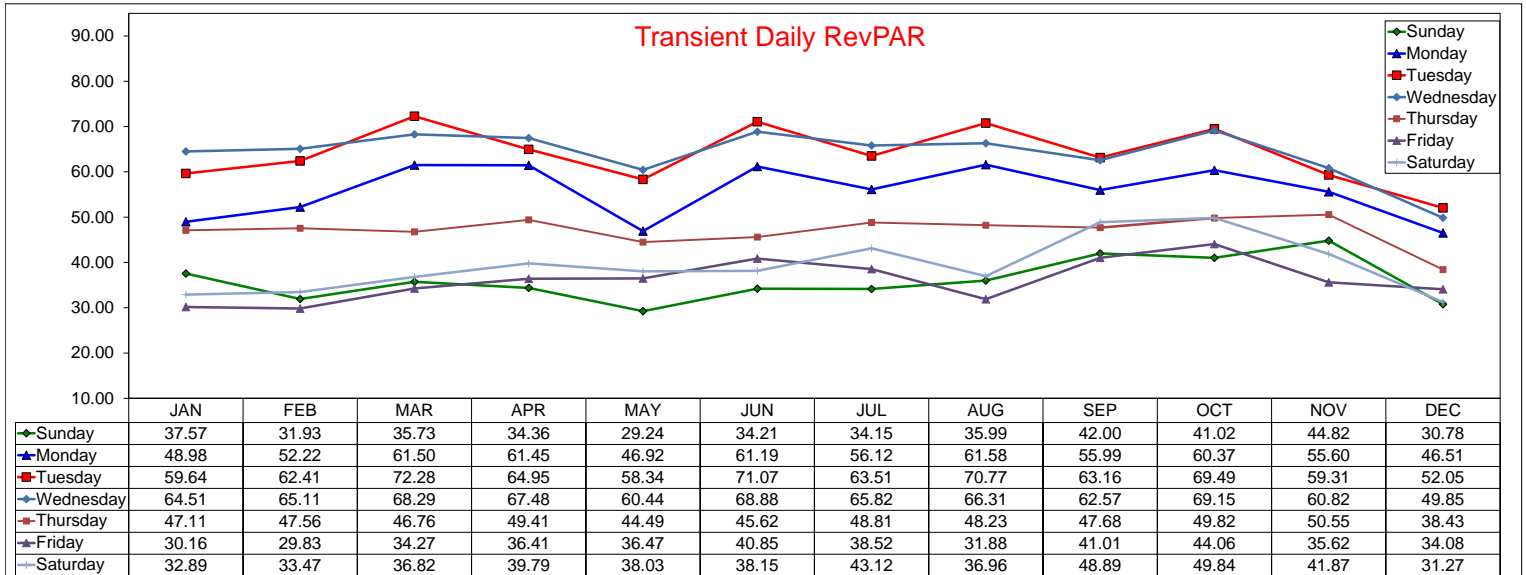


Daily Occupancy by Month 2017



Daily RevPAR by Month

2017



Monthly & YTD AirBNB Data

March 2018

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	127.80	27.00%	127.80	27.00%	63.7%	6.75%	63.7%	6.75%	81.39	35.57%	81.39	35.57%
FEBRUARY	135.73	24.13%	131.52	26.59%	57.3%	0.81%	60.5%	3.32%	77.71	25.13%	79.57	30.80%
MAR	128.47	-0.24%	130.19	15.79%	69.1%	18.33%	63.9%	9.31%	88.72	17.97%	83.26	26.58%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

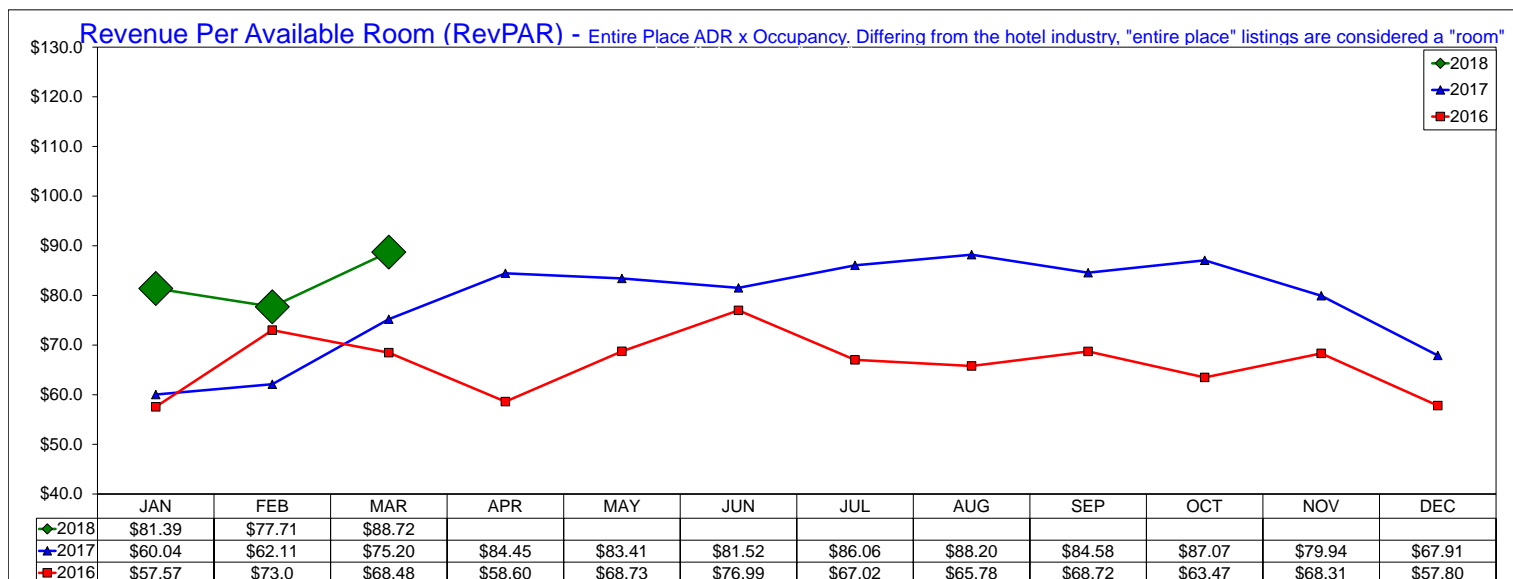
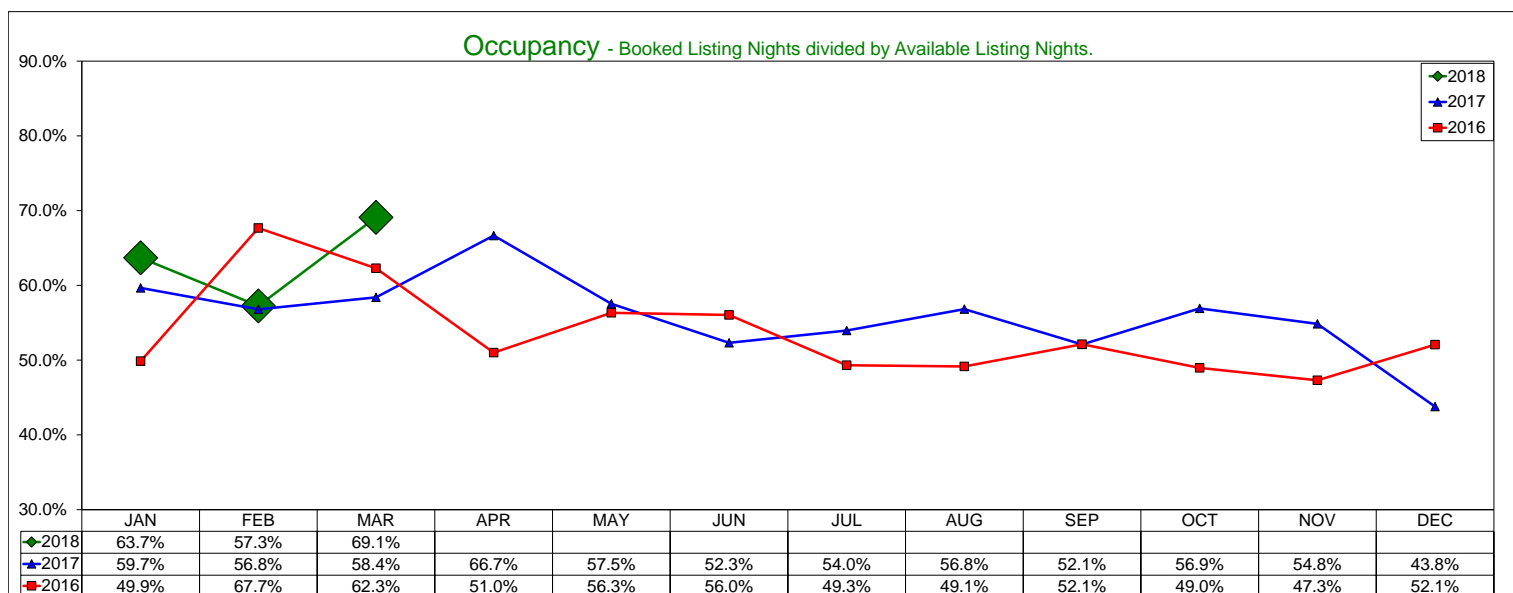
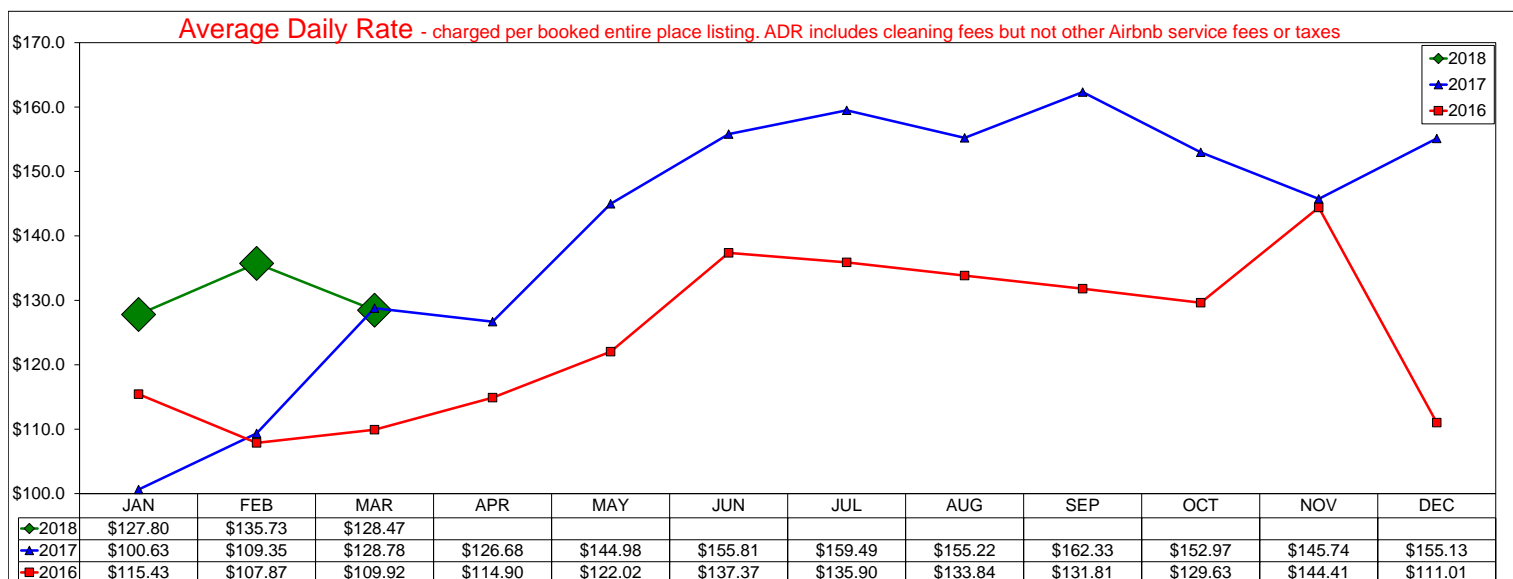
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	90.74	25.45%	90.74	25.45%	60.0%	3.01%	60.0%	3.01%	54.41	29.23%	54.41	29.23%
FEBRUARY	89.81	28.14%	90.30	26.46%	55.5%	-12.54%	57.8%	-4.13%	49.86	12.07%	52.18	21.24%
MAR	81.82	11.30%	86.58	19.92%	69.0%	4.72%	62.2%	-0.07%	56.46	16.57%	53.87	19.84%
APRIL												
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
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DECEMBER												

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

AirBNB - Entire Place

March 2018

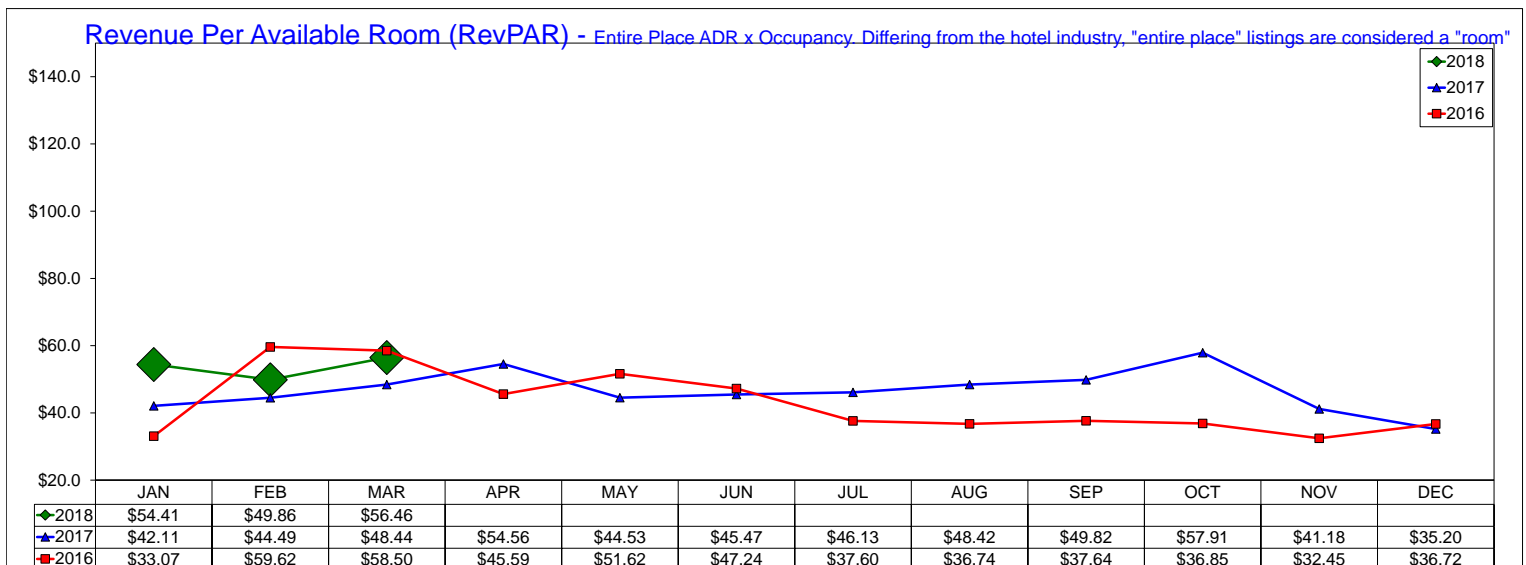
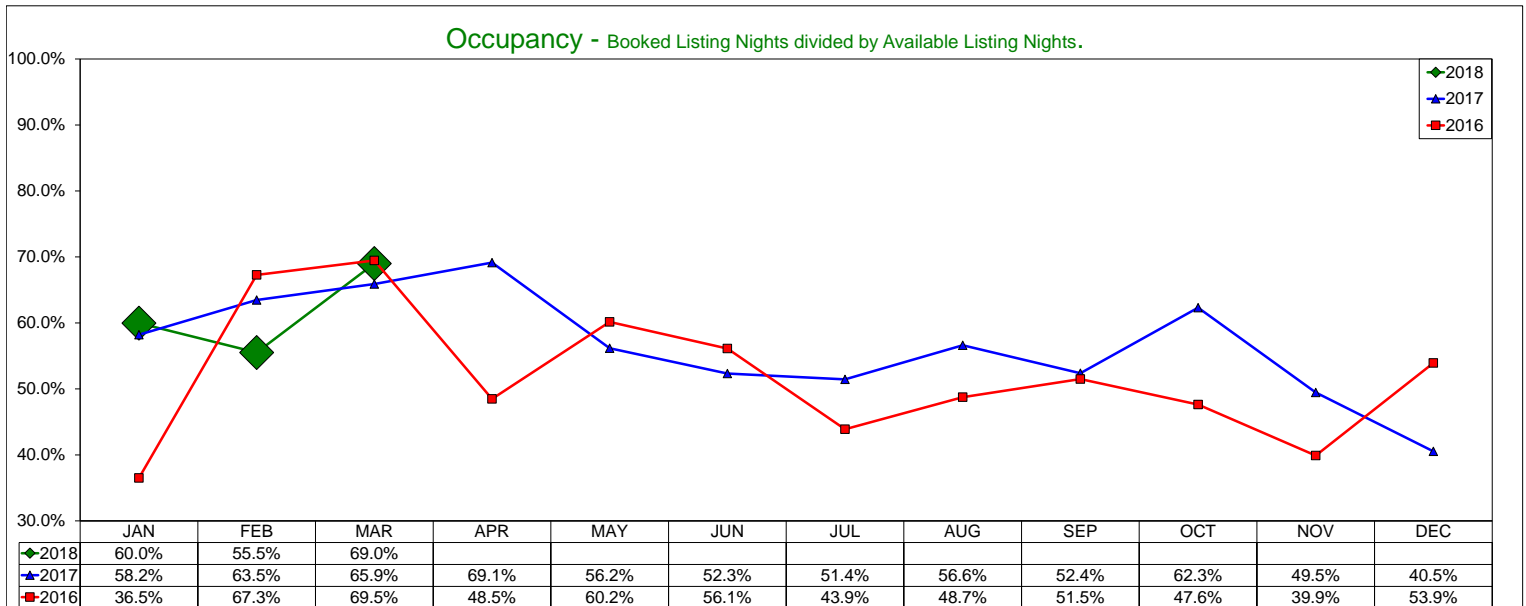
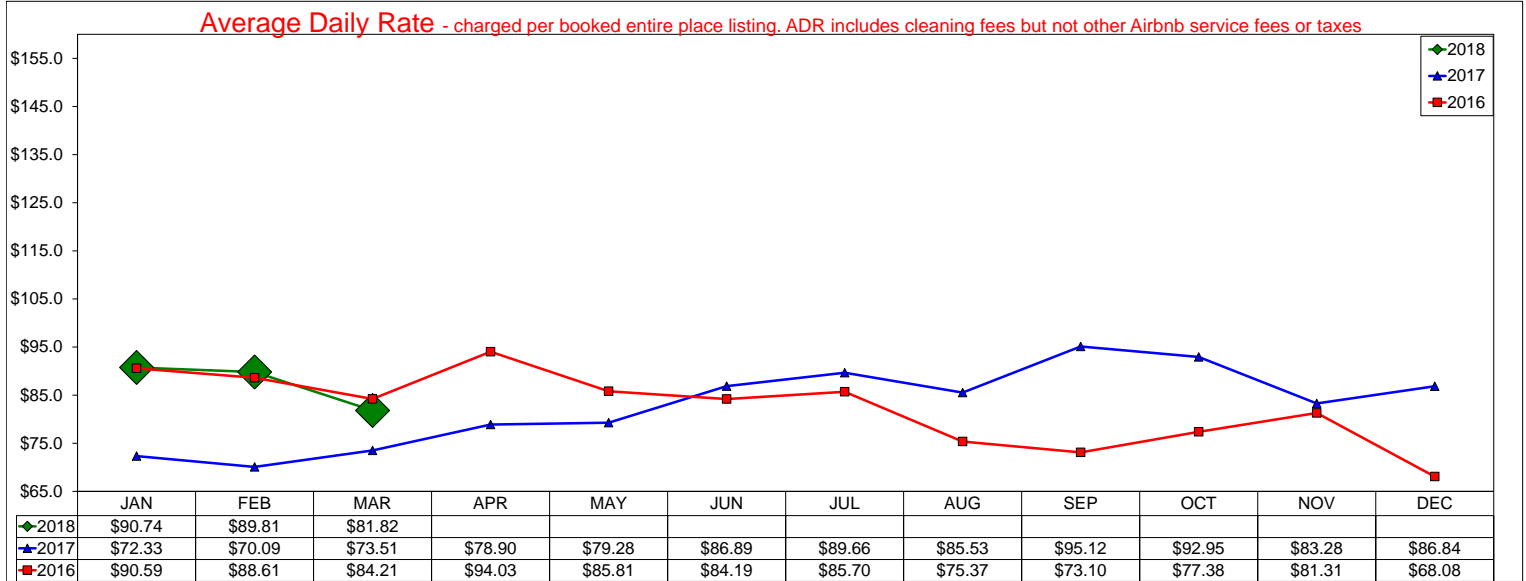
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms



AirBNB - Hotel Comparable Subset

March 2018

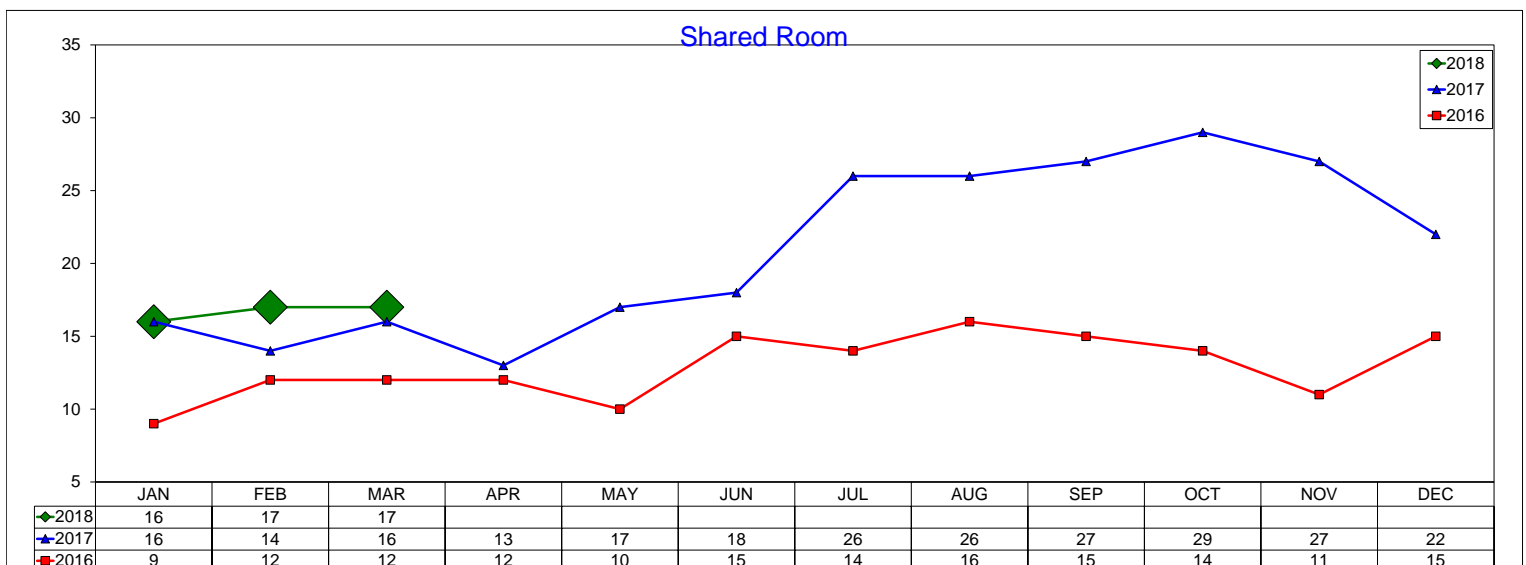
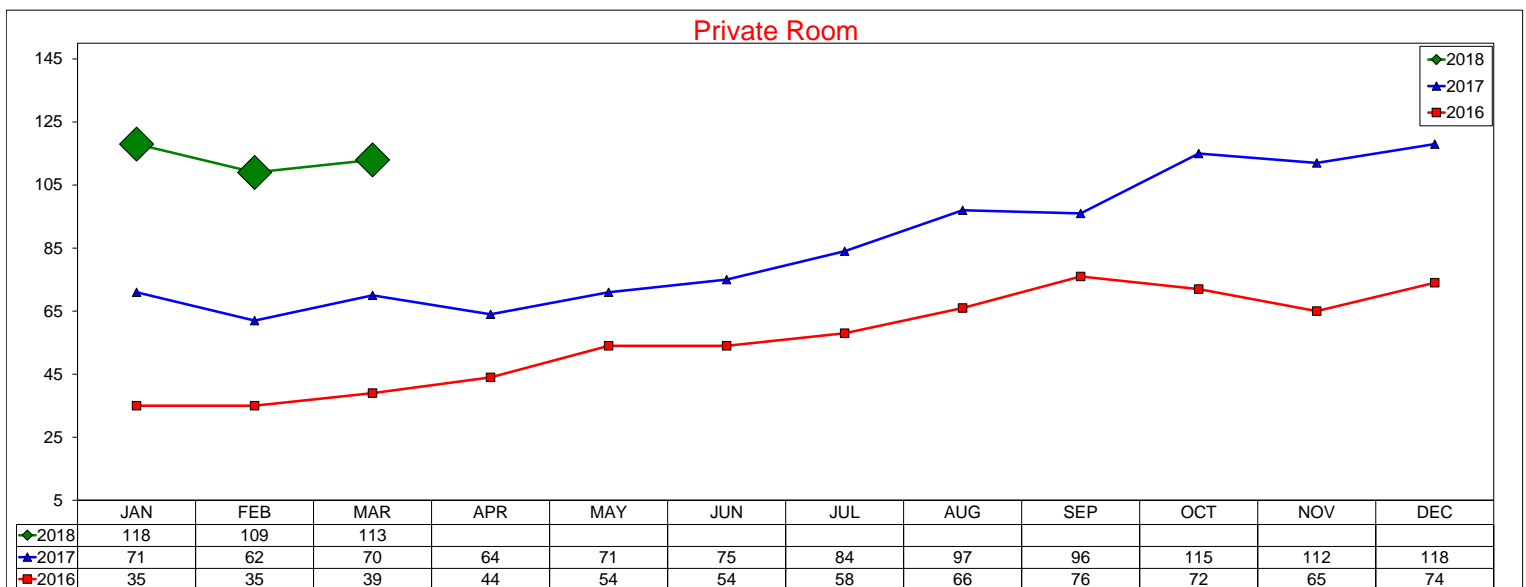
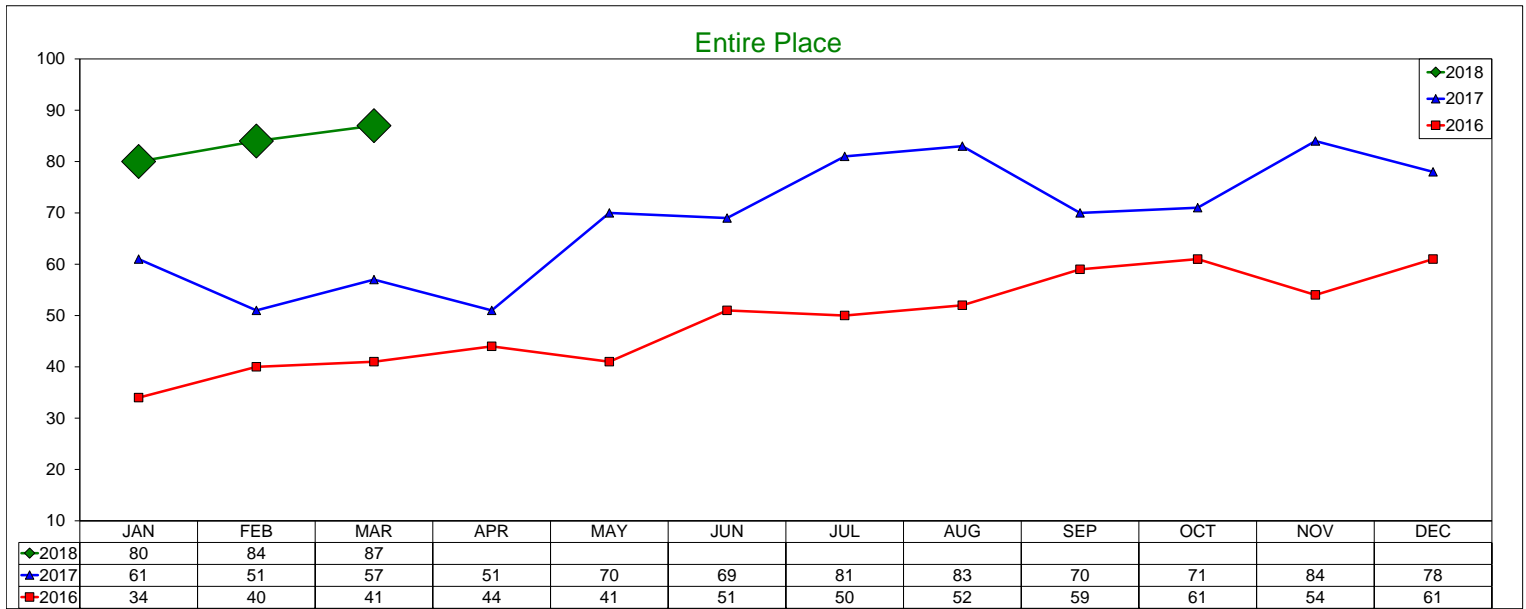
Studio and one bedroom entire place rentals only. AirDNA believes these are the type of listings most likely to compete directly with hotels



AirBNB - Total Available Listings

March 2018

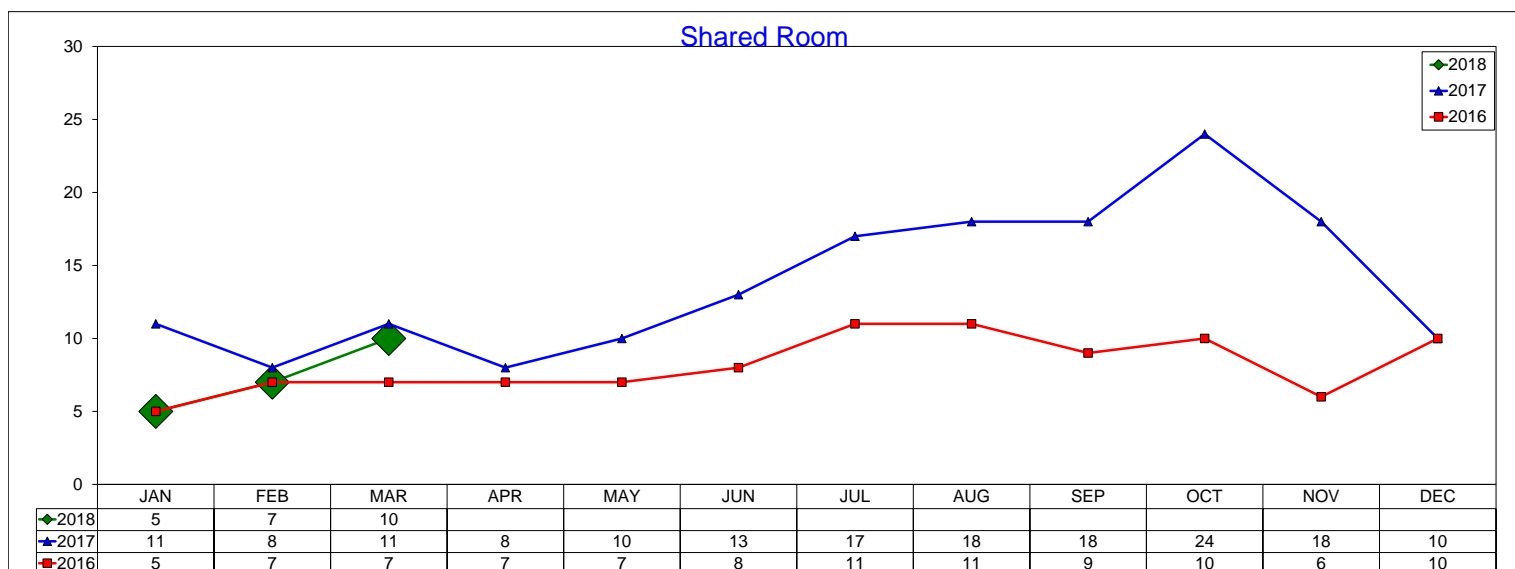
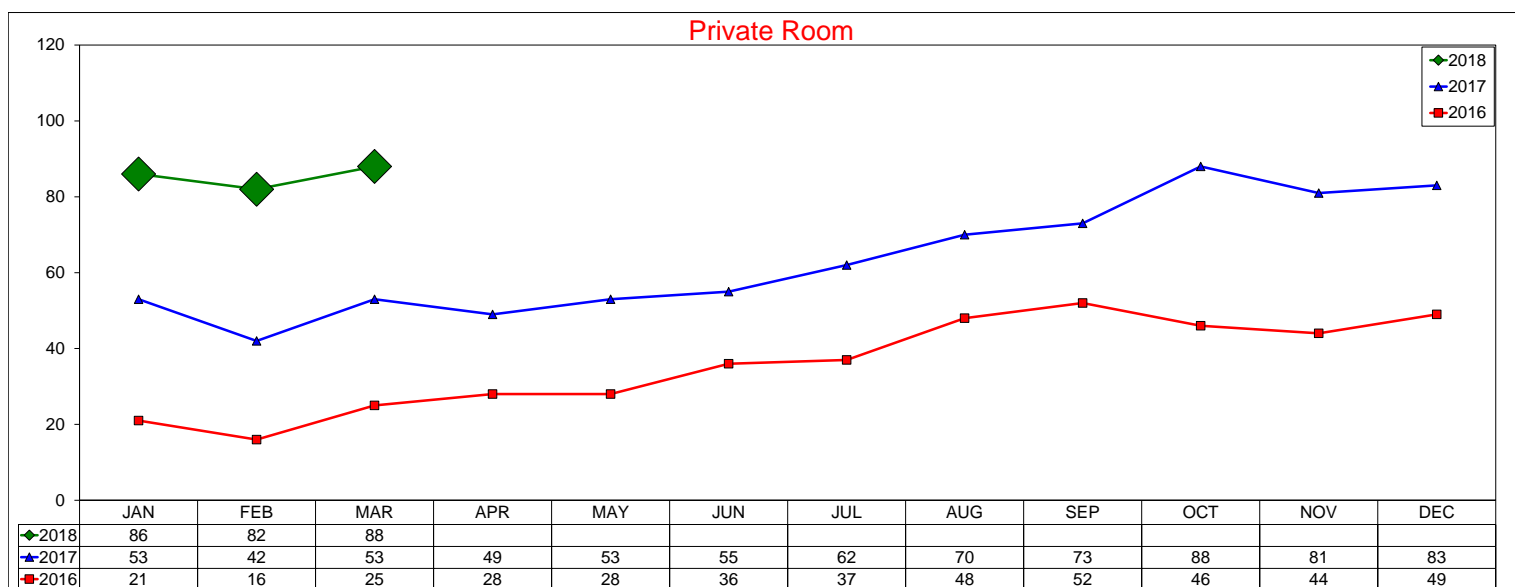
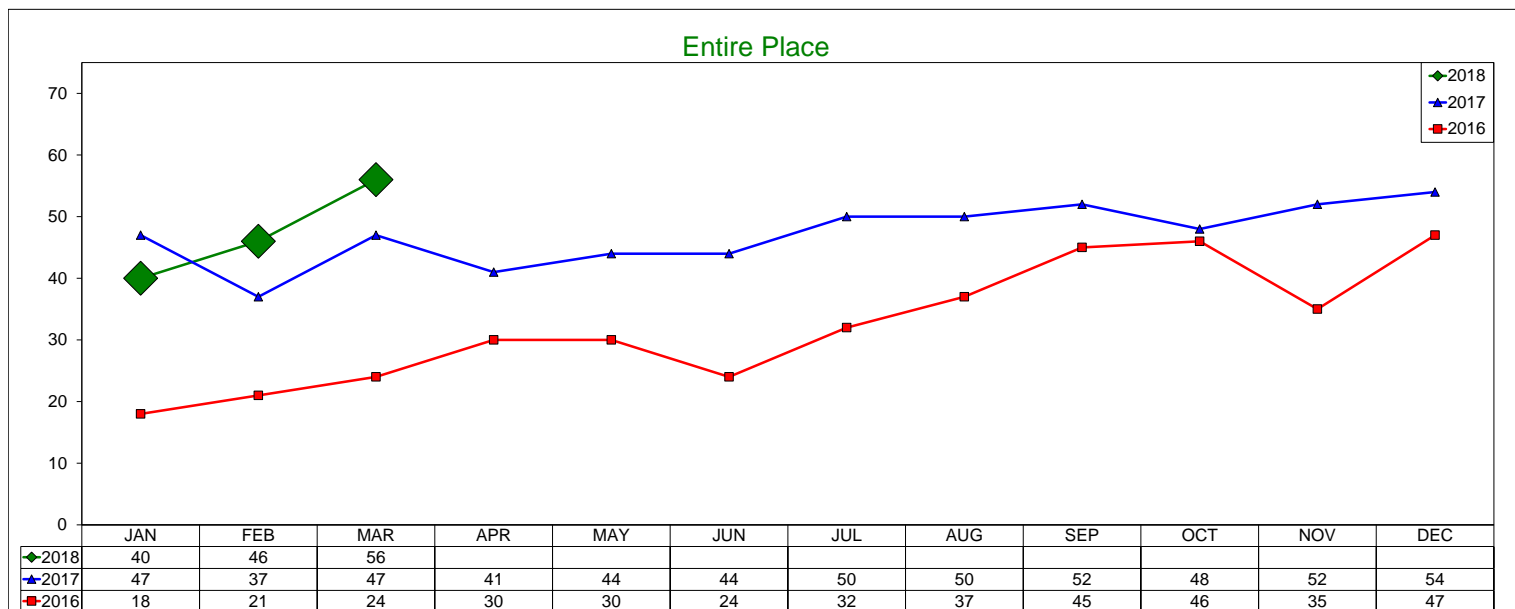
The count of Airbnb listings that were advertised for rent during the month or had a booked day in the month



AirBNB - Booked Listings

March 2018

The count of Airbnb listings that had at least one booked day in the month



Valencia Group Appoints John Thomas as General Manager for Texican Court Set to Open Fall 2018

April 17, 2018 2:20pm

IRVING, TEXAS (April 17, 2018) – Texican Court, the highly anticipated 152-room retro-inspired motor court concept by Valencia Group, scheduled to open in fall 2018, announced today the selection of John Thomas as the property's General Manager. Making for an exceptional travel and hospitality experience, Texican Court is conveniently located across from the Irving Convention Center and thriving Toyota Music Factory, Irving's newest all-in-one entertainment and dining destination.

The hotel's design will feature Spanish mission-style architecture with a subtle layer of Texas, making it a unique blend of Mexican and the Lone Star State cultures. Texican Court will have retro-inspired rooms, 3,500 square feet of indoor meeting and event space, three distinct courtyards, a circular-styled pool, large wood-burning fire pits, rocking chairs, live music, the Two Mules Cantina restaurant and more.

As General Manager, Thomas will be responsible for developing processes and systems to successfully open the hotel, and upon opening, will manage all aspects of operations. He began his career in hospitality in 2000 as a banquet setup attendant and has demonstrated his leadership in various management roles. Thomas has been a part of the Valencia Group since 2004, most recently as general manager of Lone Star Court, Austin's retro-inspired motor court hotel located at The Domain.

"John has played a key role in Lone Star Court's success over the past two years and has a proven record of accomplishments," said Valencia Group Executive Vice President of Operations Roy Kretschmer. "He has the skills and experience of a successful general manager, as well as a personality and management style that make him a natural fit for Texican Court."

Prior to working at Lone Star Court, Thomas worked for other Valencia Group hotels including Hotel Sorella CITYCENTRE in Houston and Hotel Valencia Riverwalk in San Antonio.

"I'm pleased to continue working for Valencia Group and look forward to the opening of Texican Court," said Thomas. "Texican Court's distinct design and personality will offer an iconic setting for people to escape everyday life and embrace a world where time moves slower."

Thomas is a native Texan from San Antonio. He earned his bachelor's degree in business management from the University of the Incarnate Word in San Antonio.

Tags: [valencia group \(/latest_news/tag/valencia+group/\)](/latest_news/tag/valencia+group/), [john thomas \(/latest_news/tag/john+thomas/\)](/latest_news/tag/john+thomas/), [texican court \(/latest_news/tag/texican+court/\)](/latest_news/tag/texican+court/)



About Valencia Group

Houston-based Valencia Group is a fully integrated hospitality company that provides management, development, branding and repositioning services for independent, full-service hotels owned by the company, in addition to third parties. Exceptional service, style and location have become brand trademarks. Earning both national and international recognition for their distinctive designs, amenities and settings, Valencia



Group properties are destinations and gathering places within their respective communities, some further benefitting from and enriching their space within the cultural heart of a city. The company continues to forge a niche with hotels that anchor and add value to urban, mixed-use environments, which further support or enhance the guest experience with superior residential, restaurant, retail and office components. The Valencia Group portfolio currently includes the Valencia brands: Hotel Valencia Santana Row in San Jose, CA and Hotel Valencia Riverwalk in San Antonio, TX. The Sorella brand includes Hotel Sorella CITYCENTRE in Houston, TX by developer Midway. Other brands include Midway and Valencia Group's The George™ in College Station, TX and Midway's Hotel Alessandra in Houston, TX. The Court concept brands include Lone Star Court in Austin, TX, Cavalry Court in College Station, TX and Texican Court, coming soon to Irving, TX. For more information, please visit www.valenciagroup.com (<http://www.valenciagroup.com/>)

Contact: **Randy E. Pruett**

Randy@CookseyPR.com (<mailto:Randy@CookseyPR.com>) / 972-580-0662 x16

Original ChopShop Announces Dallas Expansion With New Restaurants in Las Colinas, University Park and Plano

Phoenix's favorite neighborhood eatery to serve 'Just Feel Good Food'



NEWS PROVIDED BY
Original ChopShop →
Apr 10, 2018, 08:45 ET

DALLAS, April 10, 2018 /PRNewswire/ -- Original ChopShop, a neighborhood eatery crafting 'Just Feel Good Food' from whole ingredients, announces its expansion to Texas with its first DFW restaurant opening in Las Colinas today at 7300 N. MacArthur Boulevard. A local favorite in its home market of Phoenix since 2013, Original ChopShop has been headquartered in Plano since 2016. The Las Colinas opening marks the seventh location overall and first outside of the Phoenix area.





"We could not be more excited to share 'Just Feel Good Food' with North Texas," said Jason Morgan, CEO of Original ChopShop. "Dallas is a perfect fit for our first Shops outside of Arizona, and our home office team in Plano is thrilled for this next round of growth in our own backyard. We believe folks will appreciate the authenticity, approachability and versatility of this brand – as it's a concept that truly fits into our guests' daily lives."

The company plans to open three more locations in the Dallas area by end of year, including two locations in Plano at the Shops of Legacy and the intersection of Park & Preston, as well as in Dallas at University Park. The new restaurants will bring 200 new jobs to the market, with available positions on the management, culinary and hospitality teams. Interested candidates who are passionate about food and thrive in a fun, fast-paced environment should apply at www.originalchopshop.com/careers.

Since the first restaurant opened in Old Town Scottsdale, Ariz. in 2013, Original ChopShop has provided a warm, welcoming place where guests 'fuel their well-being' with wholesome, flavorful food, made from scratch on-site with real, quality ingredients. The team at Original ChopShop is proud to offer customizable food for 'Every/Body,' providing a variety of dietary-friendly items for adults and children,



including food free of gluten, dairy, lactose and soy, along with vegetarian and vegan options. Catering is also available for groups of all sizes, and those interested should reach out to Jill Cowley at 972-546-3833 or at jcowley@chopshopco.com.

Protein bowls are a core component of the menu, providing guests with three key essentials: greens, grains and proteins. The most popular is the *Teriyaki Chicken Bowl*, which can be served with superfood forbidden rice, brown rice or sweet potato hash.

Additional signature menu items include: the *Danish* salad, which includes Danish bleu cheese, smoked almonds and red wine vinaigrette; the *Cheat Day Wrap*, served with bacon, egg, avocado and ham or turkey; the *Power Green* and the *Daily Detox* fresh juices; the *Acai Bowl*, which is also a superfruit, topped with shredded coconut, bananas, strawberries and agave nectar; and the *Muscle Malt* and the *Jacked Up PB + J* protein shakes.

Original ChopShop's 3,400-square-foot interior in Las Colinas accommodates 70 guests and features the brand's signature cozy atmosphere, including sunny accents, distressed wood, handwritten notes and vintage photography. A 500-square-foot patio seats an additional 20 guests and features outdoor festoon lights and custom planters.

Giving back to the community is a cornerstone of the Original ChopShop brand, with a focus on children's health and recovery. Along with the new opening, the restaurant has established a local partnership with Children's Medical Center Dallas. Original ChopShop plans to give an annual \$5,000 contribution to the hospital through various initiatives.

Original ChopShop in Las Colinas is open daily for breakfast, lunch and dinner. Restaurant hours are 7:00 a.m. to 9 p.m. Monday-Saturday, and 7:00 a.m. to 8:00 p.m. on Sunday. For additional information, please visit www.originalchopshop.com.



ABOUT ORIGINAL CHOPSHOP:

Original ChopShop is a neighborhood eatery crafting 'Just Feel Good Food' from whole ingredients. Since the first restaurant opened in Old Town Scottsdale, Ariz. in 2013, Original ChopShop has provided a warm, welcoming place where guests can come as they are and fuel their well-being with wholesome, flavorful food. Protein bowls are a core focus of the menu, providing guests with three key essentials: greens, grains and proteins. The menu also offers salads, sandwiches, acai and pitaya superfruit bowls, fresh-squeezed juices, and protein shakes, all made from scratch on-site with real, quality ingredients. The team at Original ChopShop is proud to offer customizable food for 'Every/Body,' providing a variety of dietary-friendly items including food free of gluten, dairy, lactose and soy, along with vegetarian and vegan options, as well as catering options for groups of all sizes. Original ChopShop currently has seven locations in Arizona and Texas. For more information, please visit www.originalchopshop.com or follow us on Facebook, Instagram and Twitter with handle @OriginalChopShop or hashtag #JustFeelGoodFood.

Media Contact:

Sohana Kutub

972-388-5516

193112@email4pr.com

SOURCE Original ChopShop

Related Links

<http://www.originalchopshop.com>





SPIRIT

OF LASCOLINAS

INSIDE: 19 LAS COLINAS APARTMENTS
WIN PLATINUM AWARDS

Bi-Monthly Newsletter of LAS COLINAS ASSOCIATION

f e APRIL 2018

CARROLLTON-FARMERS BRANCH ISD: IMPROVING LEARNING

It is easy to classify education with statistics; however, there is much more to the experience of young scholars. Relationships with caring teachers, diversity, strong family involvement and a range of extracurricular activities all positively mold the student from kindergarten to senior year. What makes Carrollton-Farmers Branch Independent School District unique is that they have International Baccalaureate (IB) schools within their district.

At Las Colinas Elementary, Bush Middle School and Ranchview High school, students can take the full continuum of the IB program. IB programs teach students to challenge assumptions, think critically, develop research skills that will help them in higher education realms, consider both local and global contexts and lastly, develop multilingual skills. While many schools are doing away with Arts programs, IB schools advocate a well-rounded education which includes students taking classes devoted to Library time (reading), Spanish (language), Art and Music.

Principal Ahveance Jones at Las Colinas Elementary School says that the school's strengths are diversity, parental involvement and close-knit ties within the community. Besides strong parental involvement, the school has a following of generous donors who have contributed gifts ranging from updated technology, and playground equipment, to sponsoring the school's monthly family



Statue of Ranchview High School's mascot.

CONTINUED ON PAGE 3



The educational options for young Las Colinians are diverse, with three school districts serving the community aside from various private, charter and religious schools. In order to shine a spotlight on the character building institutions, this second of two-part series will highlight the Carrollton-Farmers Branch School District. Irving ISD was featured in our February newsletter. It is important to know that while Coppell was contacted via email and phone, we never received a response. We would love to feature Coppell ISD in an upcoming newsletter.



Property of the Month

6700 Las Colinas Blvd.
Fluor Corporation



APRIL & MAY COMMUNITY EVENTS

Yarn crafters, it's that time of year again! **DFW Fiber Fest** will take place April 5, 2018 - April 8, 2018, at the Irving Convention Center. For more info: <http://www.dfwfiberfest.org/>.

Toyota Music Factory will be the location for the **2018 Irving Marathon**. This event will be held on April 7th. More details can be found at www.irvingmarathon.com.

Brad Paisley's Weekend Warrior World Tour is coming to the Toyota Music Factory Friday, April 13th at 7 pm. Get your tickets at <http://www.bradpaisley.com/tour-dates>.

The **North Texas Teen Book Festival** is coming to the Irving Convention Center Saturday, April 21, 2018, from 9 a.m. to 5 p.m. This free, one-day festival will highlight Middle Grade and Young Adult (YA) literature by connecting the North Texas reading community to well-known, best-selling, and emerging teen authors. To find out more about the festival, visit www.northtexasteenbookfestival.com.

Get your helmet and your bike! **Irving's Annual Bicycle Fest** will take place Saturday, April 28, 2018, from 10 a.m. to 2 p.m. at North Lake College Campus (5001 N MacArthur Blvd, Irving, TX 75038). Details at: <http://www.cityofirving.org/2561/Annual-Bicycle-Fest/>.

Kameha Con will bring voice actors, animators, toys, games, and collectibles to the Irving Convention Center May 4, 2018 - May 6, 2018. Purchase your tickets at <https://www.kamehacon.com/>.

LCA NEWS

The first **LCA Charity Bowl-A-Thon** benefitting **Irving Cares** will take place at PINSTACK on Thursday, April 26th 6pm-9pm. Find out more at <https://lascolinascharitybowlathon.eventbrite.com>.

For **Memorial Day weekend**, LCA offices will close at noon on Friday, May 25th and reopen on Tuesday, May 29th at 8:00am.



The LC Property Compliance Department started a new Apartment/ Multi-Family Rewards program which highlights properties that reflect and maintain the aesthetic character that Las Colinas is known for. These properties had five or less compliance issues when evaluated.

Congratulations Platinum Award Recipients!

Alexan Urban Center
AMLI- Escena
AMLI – Riverside
AMLI – Campion Trail
AMLI – Las Colinas
Bella Casita
Colonial Reserve
Crest at Las Colinas Station
Delante
Fountain Pointe

IMT Lakeshore Lofts
Jefferson Riverside
La Villita Lakeside
Lakepointe Las Colinas
Lakeside Urban Center
Mission at La Villita
Monterra
Olympus
Pure @ La Villita

CONSTRUCTION

350 room **Westin Hotel** is expected to open this fall.

148 room **Texican Court Hotel** is expected to open late summer.

Alamo Draft House at Toyota music Factory is anticipated to open this month (March).

FAST FACT: DID YOU KNOW THAT LAS COLINAS DEED RESTRICTED LAND TOTALS 12,000 ACRES OR 18.75 SQ. FT.?

CONTINUED FROM FRONT PAGE

events. Las Colinas Elementary School even has classes specifically for special needs students and for students with autism.

Barbara Bush Middle School, the CFBISD's IB Junior High, boasts a gifted population of 10% and an award-winning orchestra program. What is notable about the school, though, is their Kickstart Karate program which is occasionally visited by a very famous Hollywood star. Icon and overall superhuman, Chuck Norris, is known to attend belt ceremonies and present awards to Bush karatekas.

Karate doubles as self-protection and as an athletic activity, but parents may still worry about safety in public schools. Principal Matt Warnock says that there is "a strong safety presence" at Bush Middle School; one security guard and one uniformed officer on campus at all times. With only 663 students, the school is smaller than most middle schools. Because of the small number of students and the many programs and extra-curricular activities offered, students are often involved in several programs which allow for a sense of community. This keeps students too busy to become interested in drugs or other sordid activities that might plague the typical junior high student at other schools. Bush students are active in groups, but they spearhead philanthropic efforts that benefit food banks, animal shelters, amputees, and individuals afflicted with tetra-amelia syndrome through the Learning for Limbs program.

The last stop before college for the IB student is Ranchview High School which provides several rigorous college prep classes. In fact, Ranchview High School has six college-level classes for full IB diploma candidates, and they currently have around 30 full diploma students. Leadership/dual credit programs for juniors and seniors help propel their higher education aspirations by offering 24 credit hours for free.

Free college classes cut down the student's expense and time on education, but Ranchview High School also has a thriving athletics program. "Football, basketball, cross country, swimming, swimming and dive, tennis, golf, track, and this year we will have both girls' and boys' soccer. Everything but wrestling," Sherri Skruch, Ranchview Principal smoothly recalls. This lengthy list doesn't include all the other clubs on campus. There is a hobby and a place for every student at Ranchview, and teachers strive to get the students



Hallway featuring flags from all around the world at Barbara Bush Middle School.

connected to a club, sport or art.

Ranchview feels like a "private school in a public setting", Skruch says.

Everything unique and special about all CFBISD schools would be challenging to cover, but all in all, the mission, goal, and intent of the district is to continuously improve student learning, the learning environment, operational effectiveness, and community support. CFBISD schools are safe, dedicated to creating well-rounded, critically thinking, high achieving, college-bound students that will be able to perform and compete in global spheres.



THE TASTE: FRESHII by Amanda Star Cline

Freshii at Toyota Music Factory is the superfoods destination for patrons with food allergies or those who prefer a whole foods diet approach. They have many different hormone free protein options and they also use natural sweeteners like honey and stevia. Freshii not only cares about what you're eating but they care about your carbon footprint. All packaging is either biodegradable or easily recyclable.

If you are "ferocious" hungry, I'd suggest the Pangoa Bowl which is layered with brown rice, avocado, cheddar, cherry tomatoes, corn, black beans, cilantro, BBQ sauce and topped with a lime wedge. Without meat, this bowl packs about 19 grams of protein but with so many protein options, why wouldn't you want to



add some chicken, falafel, tofu or steak?

If you are "I-had-breakfast-but-that-was-hours-ago" hungry, go with the Market Wrap. This wrap encompasses field greens, spinach, quinoa, avocado, feta cheese, beet slaw, dried cranberries, green apple, carrots, and honey Dijon dressing. Select a protein or go vegetarian!

While Freshii has many healthy bowl, salad and wrap options, they do have chips and sodas for those craving a crunch or sugar. This superfoods destination is the perfect spot for you to continue your New Year's Resolution of eating whole foods!

The Taste is a section highlighting local restaurants I've sampled to help you discover great experiences and great food.



FEATURED BUSINESS Capitol Wealth Strategies



Take the first step in achieving financial stability and financial literacy with **Capitol Wealth Strategies** at Summit at Las Colinas located on the corner of Riverside Drive and East John Carpenter Freeway.

Financial representative, David Baird says, "We want to get peoples' houses in order. Once we have the house in order, then we look at their goals and what they want to accomplish. Not within the next thirty years! We take a smaller more conservative approach and look at what they want to accomplish in three years..."

Capitol Wealth Strategies takes a four-step approach to getting your finances in order. 1) Protection, protect what you have today, 2) Savings, learn how to become a world-class saver so you can set your rate of return, and not the marketplace, 3) have liquid assets available for life events and lastly, 4) Debt management.

Education is an important part of the approach. Capitol Wealth Strategies wants their clients, that range from individuals, couples, large businesses, and small businesses, to feel empowered and in control of their futures. Baird passionately says, "If you don't learn how to control your money, your money will control you!"

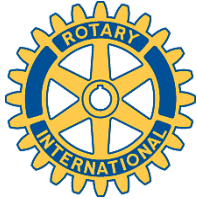
Controlling your financial future has to do



with peace of mind and relieving anxiety about the future. "You would be amazed at how much better you sleep at night, how more relaxed you are because that major stress of money is no longer a stress. It's being managed, it's being taken care of."

Capitol Wealth Strategies keeps your records on a secure database that can be accessed from anywhere. Your documents are safe from natural disasters and fire. They also offer specialized services like employee education workshops for businesses and depending on your needs.

Whether you want to purchase your own private island or invest in a 401k, David Baird at Capitol Wealth Strategies can help you plan your future.



2018 Flags Over LasColinas

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.

2018 Annual Flag Lease is only \$45 for the year.

Memorial Day, Flag Day, Independence Day, Labor Day, and Veterans Day

www.FlagsOverIrving.com

Please 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 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.

Neighborhood _____

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

ADDRESS: _____ **PHONE:** _____

Need Sleeve & Star ☐ or **Renewal of Last Year** ☐ ~Home Flag(s) # _____ @ \$45 (\$40 prior to 4/5/18) = \$ _____

YES, I also want to Sponsor a Flag(s) for our Gate or Common Areas # 1 ☐ 2 ☐ or _____ @ \$25 = \$ _____

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

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

Memorial Day DEADLINE please: May 3rd, 2018

LCA UPDATES: NEW ONLINE VOTING OPTION, NEW ACC MEMBERS

With so many new commercial and residential developments in the community, the Association has been keeping busy. Gables Water Street is shaping up and Toyota Music Factory has revitalized the Urban Center. The community can also look forward to two hotels and many more restaurants soon.

The Architectural Control Committee, along with Plan Review staff, are responsible for reviewing submissions. This time of year, Plan Review staff receive a lot of submissions on landscaping, pools, decks and outdoor kitchens. Once the plans are received and approved, they are brought before the Architectural Control Committee (ACC) Residential Review Committee or the Commercial Review Committee for formal review. Both committees are made up of members from commercial and residential communities. This year two new members have joined the Architecture Control committee. Dinah Kirkpatrick has joined the Residential Review Committee replacing Nora McCaa who served 2 years, 3 months and Residential Review Committee member Cheryl Feigenbaum has replaced Chris Allen who served 5 years, 2 ½ months.

Security Services still boasts a 5-second response rate from Patrol personnel and the Alarm Monitoring Service is rolling out a new wireless mesh radio alarm monitoring system this year. Our Security Services Department monitors members' existing security alarms for free. Members must have a City of Irving Alarm Permit and the alarm systems must be installed by a Texas State licensed alarm company. When Patrol is not responding to alarms or incidents, they are monitoring our community and responding to calls on open garage doors. In fact, in

2017, Las Colinas Association Patrol responded to an average of 366 open garage door calls per month! That's 366 times an opportunistic thief could have shopped for a new bicycle, weight set or maybe even try to get inside your living room to claim your big screen. Don't forget to close your garage door at night and when you leave your home. Open garage doors are an open invitation to property theft and it can be a costly mistake.

The Common Property Department is responsible for the beautiful uniform appearance of our green spaces, medians, shorelines, and parks throughout our community. They know their trees, ground covers, shrubs, and flowers! Now is the time to plant! This is a great time to plant ground covers, trees, and warm-season annual flowers. LCA's Common Property Department suggests that new trees should be fertilized to stimulate growth.

LCA's Community Relations Department, along with the Irving Economic Development Partnership and Dallas Business Journal, recently sponsored Corridors of Opportunity: Las Colinas, A Master-Planned Masterpiece. This event was held at Toyota Music Factory on March 1st and featured local top executive panelists: Krista Bourne of Verizon, John J. Hedrick of Pei Wei, Noah Lazes of ARK Group, Bill Lucia of HMS and Steve Van Amburgh of KDC Real Estate Development & Investments.

This year, the Administrative Department upgraded LCA's proxy vote system to allow both paper and online voting methods to better assist property owners in casting their annual meeting votes. Now property owners receive a code and website address via USPS mail.

JOIN US!

Be part of our newsletter and submit your story, photo or nomination via our Facebook page, Las Colinas Tex, or by emailing acline@lascolinas.org before the 10th of the following month in order to be considered for publication. Thank you for helping us make Spirit of Las Colinas representative of our community.

OUR COMMUNITY

GET OUR EXCLUSIVE EATING GUIDE

Download at www.lascolinas.org or call us at 972-541-2345 to request a hard copy.



WEATHER APP

On your iPhone:
 • Go to apps
 • Search and add 'Weather Link' by Davis Instruments Corp.
 • Click on the lower left hand icon.
 • Search and add Las Colinas/Customer Way.
 *Also available on Android.





3838 Teleport Blvd.
Irving, Texas 75039-4303

**"A renowned, self-managed,
master-planned community."**

liaisons@lascolinas.org
www.lascolinas.org
972-541-2345

NEW MEMBER PROFILE

CHRIS & PAM ORTIZ

Where did you move from?

Chris was originally from San Antonio and Pam from Grapevine. We met in College 22 years ago at Southwest Texas State in San Marcos. After graduating and living in Austin for 5 years, we decided to move back up to Dallas to start our careers and build our family. We previously lived in La Villita for 12 years until just recently, when we purchased our new home in the Lakes of Las Colinas. We just couldn't leave Las Colinas as it holds such a special piece of our heart especially given both our children were born in this city. Our daughter, Viva, is now 5 and our son, Paz, is 3. We look forward to staying in our new home for many years and raising our family here.

Do you have a favorite food?

Anything Mexican, we love Mexican food! Two of our favorite Mexican restaurants, the famous El Ranchito and El Calle Doce. Our local favorites now are the Thirsty Lion, Gloria's and Boi Na Braza.

Do you have any hobbies or are you involved in any groups?

We enjoy being members of the Four Seasons Resort and Club in Las Colinas. We also recently joined Orange Theory Fitness that just opened in Las Colinas. We love being members of La Cima Club as well. That view on the 26th Floor...always a must for everyone. We are "Wish Granters" for the Make-A-Wish Foundation and we treasure attending our church, the



Cathedral Guadalupe in Downtown Dallas.

But what we love most is spending time with our children. Becoming parents late in life, you realize just how precious time is and how fast your children grow. Anytime we can take them with us, our hobbies are traveling within the USA, Canada and Mexico; and spending time in what we love to call "our 2nd home in Cabo." We love living life and always try diligently to never take a day for granted, living and loving with gratitude knowing every day is a gift.

From: University of Dallas
To: [Maura Gast](#)
Subject: ADV: Announcement from the Board of Trustees
Date: Friday, April 13, 2018 1:31:47 PM



After careful consideration and prayer, the University of Dallas Board of Trustees has determined that the university would benefit from a change in leadership in order to continue to grow and maintain its position as one of the nation's leading Catholic universities.

President Thomas W. Keefe, J.D., will complete his time at the University of Dallas at the end of this academic term with the appreciation of the board, faculty, staff, student body and alumni. UD has benefited considerably from President Keefe's contributions over these past eight years. We have seen significant campus enhancements, increased alumni and donor engagement, and improved overall enrollment, including the largest incoming undergraduate class in the university's history.

During this transition in presidential leadership, the board of trustees is committed to ensuring that our students continue to receive the exceptional education that has given the University of Dallas a well-earned reputation as The Catholic University for Independent Thinkers.

In keeping with our policies, Dr. John Plotts, executive vice president for enrollment management and student affairs, will serve as acting president when necessary during the initial transition. The trustees plan to name an interim president and begin a national search for the university's next president as soon as feasible.

We ask the entire UD community to join the trustees in remaining focused on our mission of education in pursuit of wisdom, truth, and virtue that leads to the formation of leaders who act responsibly for their own good and for the good of their family, community, country, and church.

We will keep the community informed and involved as the process of selecting a new president progresses.

Thomas M. Zellers, M.D.

Chairman, on behalf of the Board of Trustees
University of Dallas



Beth Bowman's first job was birthday party hostess at Putt-Putt [fun center].
Shutterstock

BUSINESS

What I Learned: Beth Bowman

The president and CEO of the Greater Irving-Las Colinas Chamber of Commerce on her first job, hosting birthday parties at Putt-Putt.

BY BETH BOWMAN AS TOLD TO DANIELLE ABRIL | PUBLISHED IN D CEO APRIL 2018

SMS



“I started working at a Putt-Putt [fun center] at the age of 16, when I was a sophomore in high school, and worked there all the way up into my senior year. It was so much fun.

All of my friends were working there. We were birthday party hostesses. We got to bring magical experiences to kids. As I reflect back on those moments, it was really customer service and communication at its core. Ultimately, we were dealing with the customer, ages 6-12, and their parents, which at the end of the day was what mattered because they were [paying]. We are in the customer-service business at the chamber. We have to be able to articulate to our customers and provide a return on investment. Daily, we’re working with prospects considering relocating here.

“Even though I might have come home covered in... cake icing, [my first job] taught me true basic customer service.”

So it’s about listening and being very responsive. And yet again, we provide them a memorable experience that meets their needs. At Putt-Putt, every birthday party had its own flavor, and it’s the people that made it that way. From the economic development standpoint, when we’re courting the prospects and bringing them in to experience Irving ... we’re with the customer every step of the way. Even though I might have come home covered in blue and pink cake icing, [my first job] taught me true basic customer service.”

Irving Arts Center's Magnificent May

JumpstART – Moms are Marvelous!

Join us to explore new stories and fun art projects on the first Thursday of each month. Create a take-home art project – the perfect gift to celebrate Mom with mother's day upcoming, and then browse the galleries with your kids as part of this fun and FREE morning activity.

May 3 @ 10 AM | Suite 200 | FREE

Saturday Farmers Market, Four Seasons Markets

Four Seasons Markets was established to develop and manage European style markets where ranchers, farmers, specialty food producers and artisanal craftsmen can interact with customers and other vendors in a colorful, exciting, family-friendly atmosphere that mimics the village markets popular throughout Europe. Shop the market every Saturday, then cool off while you peruse the galleries!

Each Saturday: May 5, 12, 19 and 26 from 9 AM to 2 PM | South Parking Lot | FREE

Sorin: A Notre Dame Story

The University of Notre Dame presents *Sorin: A Notre Dame Story*, a one-person play about the life and work of the university's founder, Rev. Edward Sorin, C.S.C. From his voyage to the United States to rebuilding Notre Dame from the ashes and more, the play offers a window into Father Sorin's remarkable life as well as the history and future of Notre Dame. Symbolic of 1842, the year of the university's founding, the curtain goes up on this free performance at 6:42 (18:42) p.m. Visit sorinplay.nd.edu to learn more.

May 10 @ 6:42 PM | Carpenter Hall | FREE

The Full Monty, MainStage

MainStage "unzips" with the Broadway hit and cult classic musical comedy, *The Full Monty*. After spying on their wives enjoying male strippers at a "Girls' Night Out," a group of unemployed, jealous and emasculated steelworkers from Buffalo concoct a bold and unclothed way to make some quick cash by letting it all hang out. With ten Tony Award nominations and the most highly anticipated closing number of any show, it's an endearing story full of humor and heart.

May 11-26 | Dupree Theater | \$24-\$31

Evening performances @ 7:30 PM (May 11, 12, 18, 19, 24, 25, 26)

Sunday matinées @ 2:30 PM (May 13 & 20)

Alex McDonald-Piano, Las Colinas Symphony Orchestra

Pianist Alex McDonald has soloed with the Orquesta Sinfónica del Estado de Mexico, the Louisiana Philharmonic, the Fort Worth Symphony Orchestra, and the Utah Symphony Orchestra, among others. He has performed across the United States as well as in Israel, Mexico, Canada, Japan, and South Korea; additionally, he has been a featured performer on PBS, WRR (Dallas/Ft. Worth), KUHA and KUHF (Houston), NPR, and WQXR (New York City).

May 12 @ 8 PM | Carpenter Hall | \$16.50-\$46.50

Second Sunday Funday: Masterpieces with Mom!

Every second Sunday, Irving Arts Center hosts Family Funday – a free program that's fun for the whole family. This very special Mother's Day edition celebrates mom! Drop in anytime between the hours of 1 and 4 p.m. and be sure

Irving Arts Center 2018 May Calendar Listing

to bring mom, aunt, grandma, or any other special person in your life. Sundays are for creating amazing art!

May 13 @ 1-4 p.m. | Suite 200 | FREE

Standing Ovation, Lone Star Youth Orchestra

The Lone Star Youth Orchestra presents a symphonic celebration of young talent, worthy of a standing ovation! The two winners of the Lone Star Youth Orchestra Concerto Competition will showcase their passion and skill in the final LSYO concert of the season. Come experience these inspiring young talents in addition to an exciting assortment of repertoire to celebrate the conclusion of the 2017-18 Season.

May 16 @ 7 PM | Carpenter Hall | \$6.50-\$13.50

Tom Becker (John Denver Tribute), Entertainment Series of Irving

Entertainment Series of Irving presents Tom Becker, former member of the legendary folk group, The New Christy Minstrels. This intimate performance will embody the warmth, humor and timeless songs of one of America's best-loved songwriters, John Denver! From the foot-stomping fun of "Thank God, I'm a Country Boy," to the tenderness of Annie's Song," to the sweeping grandeur of "Rocky Mountain High" – Tom and his band take you on a musical journey into the many facets of John Denver's songwriting, the songs that defined his life, and his passion for preserving the environment.

May 18 @ 7:30 PM | Carpenter Hall | \$26.50

A Big Canvas – Mahler and Faure, New Philharmonic Orchestra of Irving

New Philharmonic Orchestra of Irving closes their 30th season in style with Mahler's great Symphony no. 1 ("Titan) with a delicate masterpiece, Fauré's suite from "Pélleas et Mélisande."

May 20 @ 3:30 PM | Carpenter Hall | \$10-\$20

Peak Music Festival (Band & Orchestra)

Texas' largest non-profit musical festival for band and orchestra, Peak Music Festivals, provide performance opportunities for school bands and orchestras across the state. To learn more, visit peakmusicfestivals.org.

May 23 | Carpenter Hall | Free

Spring Dance Recital, Forcher's Dance Center

Students of Forcher's Dance Center, under the direction of Jacquelyn Forcher, present their annual spring recital.

May 27 @ 1 PM Carpenter Hall | Free

In the Galleries (Free to View)

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

Annual Exhibition of Irving ISD Student Artwork: High School Portfolio

April 21 through May 6, 2018

Main and Focus Galleries

This annual exhibition showcases the work of students in the Irving Independent School

Irving Arts Center 2018 May Calendar Listing

District. Works by elementary, middle and high school students are displayed.

Reception: May 1, 6 – 7:30 p.m.

Intuitives & Insights: Steven Lavaggi

Through May 27, 2018

Carpenter Lobby

Steven Lavaggi is an Austin-based artist who has been painting professionally for over 45 years. His large color field paintings contain a spontaneous energy that captures the imagination while evoking elemental imagery of earth, fire, water and the heavens. Known internationally as “the Artist of Hope,” Lavaggi’s core message is faith, hope and love.

Grant Wood and the American Heartland: Prints & Works on Paper

Dupree Lobby

April 7 – July 1, 2018

Organized and presented by Irving Arts Center in conjunction with Celebrating Irving 2018, this exhibition features prints and works on paper by American painter, Grant Wood and his fellow Regionalists, including Thomas Hart Benton, John Bloom and John Steuart Curry. The exhibition features the 19 lithographs Wood created during the Great Depression that were printed and distributed by Associated American Artists (AAA) as well as two scale drawings of soldiers portrayed in the 24 x 20 ft. stained glass Memorial Window he designed for the Veterans Memorial Building in Cedar Rapids, Iowa (1927-29).

33rd Annual Texas & Neighbors Five State Competition

Main Gallery

May 12 – June 9, 2018

Co-sponsored by the Irving Art Association and the Irving Arts Center for the past 32 years, this prestigious five-state competition (Texas, Oklahoma, Arkansas, Louisiana, and New Mexico) pulls entries representative of the best of American art. The 33rd installment of the Texas & Neighbors Regional Art Exhibition will be juried by Lyle Novinski, Professor Emeritus of Art and former Chair of the Art Department at the University of Dallas.

Reception & Awards Ceremony: Sunday, May 20, 2 – 5 p.m.

Irving Arts Center 2018 May Calendar Listing

BRAVEART / Cistercian Preparatory School: High School Exhibition

Focus Gallery

May 12 – June 10, 2018

Works from Cistercian Preparatory School students are featured.

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

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

9 AM – 8 PM Thursday.

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

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, APRIL 30, 2018

**ACKNOWLEDGEMENTS
AND
MISCELLANEOUS ARTICLES**



FOR THE EXCLUSIVE USE OF MGAST@IRVINGTEXAS.COM

From the Dallas Business Journal:

<https://www.bizjournals.com/dallas/news/2018/04/13/las-colinas-downtown-dallas-poised-to-be-north.html>

Las Colinas, downtown Dallas poised to be North Texas' hottest office leasing areas

Apr 13, 2018, 2:54pm CDT

Dallas' Uptown district and Plano's Legacy area have been the hottest office leasing submarkets lately, and they will continue to sizzle as long as overall demand for space in North Texas stays strong.

But the up-and-comers for landing big deals in the months and years ahead seem to be Irving's Las Colinas submarket and the Dallas downtown core, Josh White, executive vice president at commercial real estate giant CBRE's Dallas office, told the Dallas Business Journal in an interview about the state of office leasing.



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"We're now seeing Las Colinas really catch this wave like they never have before," White said. "There is a significant amount of relocation/consolidation from household name type of users out in Las Colinas"

"We believe that, because of the availability of land, the relative price discount compared to Uptown and Plano Legacy, as well as proximity to the airport, that Las Colinas is going to be the next benefactor of this cycle in a significant fashion," he added.

The knock on Las Colinas over the years has been a lack of rooftops and a lack of amenities for corporate users, White said. That has changed significantly with the

Toyota Music Factory opening and other projects under construction or about to get underway.

Downtown Dallas will also win its share of leasing business in the months and years ahead, White predicted.

“There is some great energy happening in the core of downtown that is going to be the result of significant investments by folks like Craig Hall and Lucy Billingsley and (Tim) Headington,” he said.

As rental rates continue to rise in Uptown, tenants will have to relocate into the core of downtown because of a lack of available space and rising lease rates, he said.

White’s comments come on the heels of a CBRE report showing Dallas-Fort Worth office vacancy rates rose in the first quarter, and office leasing contracted for the first time in 31 straight quarters.

The market experienced a rare loss of over 470,000 square feet of absorption in the first quarter.

A combination of corporate consolidations into smaller spaces and newly-delivered construction kicked up vacancy rates by 0.9 percent to 20.5 percent. Asking rent rates were down 1 percent for a DFW-wide average of \$24.25 per square foot.

White thinks office leasing will level off, but he’s not concerned about a long-term slowdown in DFW.

There are currently 25 companies combing North Texas for 100,000 square feet or more, White said. Those include what White characterized as “a healthy mix” of companies from outside DFW or the state, along with in-market relocations, consolidations and expansions.

Employment in North Texas remains strong, with the region handily outpacing the nation in new jobs, White added. The DFW economy ranks second in the nation for its 2.7 percent rate of job growth, and some 96,000 jobs have been added to the DFW employment base over the past year, the CBRE report says.

The biggest office leases of the year so far include Stewart Health Care's lease of 165,300 square feet of space in Richardson's Galatyn Commons, Guidestone Financial Resources' lease of 112,825 square feet in Pinnacle Tower in Dallas, and New York Life Insurance's lease of 107,267 square feet at Two Energy Square in Dallas.

To recap some first quarter leases as well as some in the pipeline, see the slideshow above.

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