



IRVING CONVENTION AND VISITORS BUREAU

Board of Directors Meeting

Irving Convention Center

500 W. Las Colinas Blvd.

Fourth Floor, Grand Ballroom 6-7

Monday, December 18, 2017 @ 11:45 a.m.



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
REGULAR/SPECIAL MEETINGS
OCTOBER 2017 - SEPTEMBER 2018**

NAME	OCT 20	NOV 20	DEC 18	JAN 22	FEB 26	MAR 26	APRIL 23	MAY 21	JUNE 25	JULY 23	AUG 27	SEPT 24
JACK SPURLOCK		X										
CLEM LEAR	X	X										
BOB BETTIS	X	X										
RICK BIDNE	X	X										
BETH BOWMAN	X	X										
JO-ANN BRESOWAR	X	X										
DIRK BURGHARTZ	+	#										
DAVID COLE	X	X										
KAREN COOPERSTEIN	X	X										
MARK CRONENWETT	+	+										
BOB GALECKE	#	X										
DEBBI HAACKE	X	X										
CHRIS HILLMAN	+	X										
JACKY KNOX	+	+										
KIM LIMON	+	+										
RICK LINDSEY	X	X										
GREG MALCOLM	X	X										
JOE MARSHALL	X	X										
RON MATHAI	X	X										
DAN MATKIN	#	X										
EDDY MOORE	=	=										
RODNEY PHELPS	=	=										
JOE PHILIPP	X	+										
ROBERT PIERCE	=	=										
MICHAEL RILLEY	+	X										
‡ JOHN DANISH	+	X										

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

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

AGENDA
Irving Convention & Visitors Bureau Board of Directors
Monday, December 18, 2017 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.

1. Swearing in of Board Members

Consent Agenda

2. Approving ICVB Board Minutes for November 20, 2017
3. Accepting ICVB Financial Reports for October and November 2017
4. Review of 2016-17 Fourth Quarter Hotel Occupancy Tax Collection Reports
5. Accepting Irving Convention Center Financial Reports for October and November 2017
6. Approving High Spirited Citizen Nominations

Individual Consideration

7. Approving Budget Adjustment Transfer of \$315,249 Achieved from Convention Center FY 2016-17 Operational Savings to the Convention Center Reserve/Capital Projects Fund

Reports

8. Board Chair Report
 - a. Recognition of Teddie Story, Irving Cares
 - b. Schedule of Upcoming Meetings and Activities
 - c. Committee Assignments
 - d. Next Board Meeting - Hospitality Industry Annual Meeting, January 22, 2018
 - e. Next Executive Committee Meeting – January 19, 2018
9. Board Committee Reports
 - a. Board Development –
 - Next Meeting – TBD
 - b. Community Relations –
 - Review of ICVB 45th Anniversary Celebration
 - Review of December 15 meeting
 - Next Meeting – TBD

AGENDA - Continued

- c. Destination Development – Greg Malcolm
 - Review of November 28 meeting
 - Next Meeting - TBD

10. 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

11. 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

12. Convention Center Management Report – Tom Meehan

13. The Pavilion at the Music Factory/Live Nation Report – Mike Rilley

14. Industry Partner Reports

- a. Smith Travel Research Monthly Reports/Snapshot
- b. Hotel Industry Updates
- c. Restaurant Industry Update – Chelsey Fairless

15. 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 – Mark Cronenwett
- e. University of Dallas – Bob Galecke
- f. Chamber of Commerce – Lori Bunger/Beth Bowman
- g. Irving Arts Center – 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
MONDAY, DECEMBER 18, 2017**

AGENDA ITEMS



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
THE PAVILION AT TOYOTA MUSIC FACTORY
MONDAY, NOVEMBER 20, 2017**

Those present for the meeting were: Jack Spurlock – Chair, Clem Lear – Vice Chair, Bob Bettis, Rick Bidne, Beth Bowman, Jo-Ann Bresowar, David Cole, Karen Cooperstein, Bob Galecke, Debbi Haacke, Chris Hillman, Rick Lindsey, Greg Malcolm, Joe Marshall, Ron Mathai, Dan Matkin, and Mike Rilley – Members of the Board; Councilman John Danish – City Council Liaison. From the City of Irving: Senior City Attorney Karen Brophy, City Secretary Shanae Jennings, Chief Financial Officer Jeff Litchfield, Deputy City Manager Mike Morrison, City Attorney Christine Weber, and Mayor Rick Stopfer. From SMG/Irving Convention Center: General Manager Tom Meehan and Finance Director Oscar Sanchez. From CVB Staff: Maura Gast, Carol Boyer, Lori Fojtasek, Marianne Lauda, Diana Pfaff, Monty White, and Mike Zumbaugh. Guests: Irving Arts and Culture Executive Director Todd Hawkins, Councilman Oscar Ward, Robert Bourgeois, Chelsea Fairless, Julia Kang, Hammond Perot and Holly Turner.

Chair Jack Spurlock called the meeting to order at 11:45 a.m.

Board Member Mike Rilley welcomed everyone to the stage at The Pavilion at Toyota Music Factory. He hoped everyone has had a chance to experience at show at The Pavilion. Rilley reviewed several upcoming corporate events, including Toyotathon that will be setting up immediately following the Board meeting.

Gast recognized incoming Board members: civic seat appointee Bob Bourgeois, restaurant industry appointee Chelsea Fairless – replacing David Cole, Industry-At-Large appointee Julia Kang – replacing Robert Pierce, and Omni Mandalay General Manager Holly Turner taking a vacant hotelier seat. She thanked them all for being at the meeting and noted they will be sworn in at the December 18 Board meeting. Gast also welcomed newly appointed President of the Las Colinas Association Hammond Perot.

Spurlock called for nominations for ICVB Board Chair. Board Member Rick Lindsey made a motion for nomination of Board Member Clem Lear; second by Board Member Debbi Haacke. With no opposition and no further nominations, Clem Lear was unanimously approved as ICVB Board Chair.

Spurlock called for nominations of ICVB Board Vice Chair. Haacke made a motion for nomination of Board Member Ron Mathai; second by Lindsey. With no opposition and no further nominations, Ron Mathai was unanimously approved as ICVB Board Vice Chair.

Spurlock congratulated Lear and Mathai for their appointments and wished the Board continued success.

CONSENT AGENDA

1. MINUTES – SEPTEMBER 25 AND OCTOBER 20, 2017
2. ICVB FINANCIAL REPORTS: SEPTEMBER 2017
3. ICC FINANCIAL REPORTS: SEPTEMBER 2017
4. ICC CONVENTION CENTER AUDIT RESULTS FOR FY 2016-17

Spurlock asked for a motion to accept the Consent Agenda as presented. Board Member David Cole made a motion to accept; second by Board Member Karen Cooperstein. With no opposition and no further discussion, the Consent Agenda was unanimously accepted as presented. Executive Director Maura Gast thanked the ICC staff for their hard work on the year-end audit and expressed her appreciation for another clean audit.

REPORTS:

BOARD CHAIR - EXECUTIVE COMMITTEE

Gast reviewed the remaining 2017 ICVB Board and Committee meeting schedule, the final 2018 Board meeting schedule, and the Committee and Leadership sign-up sheets, that were distributed as handouts. She noted the Committee sign-up sheet will be distributed at next month's Board meeting and hopes to have all Committees assigned by the end of December. She noted electronic copies of the invitation to the ICVB 45th Anniversary Celebration have been distributed and a hard copy of the invitation will be mailed later in the week. The Hospitality Industry Annual meeting on January 22, 2018 will take the place of the regularly scheduled Board meeting.

BOARD DEVELOPMENT COMMITTEE

Committee Chair Clem Lear reported the Committee met on October 13 at The Las Colinas Association offices and discussed the legislative session wrap-up and the impact, if any, the Bathroom Bill could have on the Amazon Headquarters RFP. The seat use policy at The Pavilion was reviewed. She noted the Board Self-Evaluation Form will be distributed prior to September 2018 when new Board seat nominations are made. Lear reported a review of the CVB's governance will be on the Committee's next agenda and on the Strategic Retreat agenda in June 2018.

COMMUNITY RELATIONS COMMITTEE

Committee Chair Dan Matkin reported the next Committee meeting will be held on December 15, and there is one carry-over nominee that will be presented for the High Spirited Citizen award. He thanked Spurlock for his service as Board Chair and noted no one has been more enthusiastic about what is happening in Irving and enjoys what he is doing more than Spurlock.

DESTINATION DEVELOPMENT COMMITTEE

Committee Chair Greg Malcolm reported the next Committee meeting will be held on November 28 at 11:30 a.m. at the Irving Convention Center.

CITY REPORTS:

Councilman John Danish congratulated Lear and Mathai on their nominations. He welcomed the newly appointed Board members and thanked them for their service. Danish commented on the success of the former President Bill and 2016 Democratic presidential nominee Hilary Clinton event recently held at The Pavilion. He commented it was a very personal environment and a historic opportunity to hear a former President and Secretary of State in an intimate setting. He marveled at the unique experiences happening in Irving and the uniqueness would be difficult to duplicate, therefore, it is a diamond to market and can continue to build success.

Councilman Oscar Ward added his congratulations to the newly appointed Board members and nomination of Lear and Mathai. He gave a brief overview of the Irving Schools Foundation event at the Four Seasons Resort, which set a record, with over \$800,000 raised in scholarship money.

City Manager Chris Hillman echoed his congratulations to Lear and Mathai and new Board members. He added it is an incredible experience and great caliber of networking opportunities at the Board meetings. He thanked Riley for the opportunity to meet at The Pavilion and thanked the Live Nation team for their help in putting Irving on the map. He added he is looking forward to having the remainder of the Music Factory complex completed. Hillman also thanked Spurlock for his efforts with the Board and involvement and passion for Irving. He reported the Chamber is working on 90 different economic opportunities and is very focused on upcoming and current business in Irving. He is looking forward to the financial and development opportunities coming in 2018. The Convention Center Hotel construction is moving forward and on track to open in the fall 2018/winter of 2019. Water Street development is also moving forward, having 65% of retail space leased, and hope to be open at the end of this year. Water Street is currently leasing residential opportunities as well. He reported Delaware Creek Phase I in the Heritage District is sold out, and plans for Phase II and III are in the works. The City is working with Arts Center Director Todd Hawkins on the Arts

Annex and Plaza in downtown Irving. He reported the first Irving Civic Academy class graduated recently with 40 participants who were chosen from 100 applicants. The feedback from the group was encouraging and the City is making sure it continues to be a great experience. He encouraged everyone to apply for the class next year.

STAFF:

Gast thanked Spurlock for his support as Board Chair and thanked Cole for his role as Board Chair the prior two years. She commented both will be missed and formal recognition for outgoing Board members will be presented at the Hospitality Industry Annual Meeting in January.

Assistant Executive Director/Sales and Services Lori Fojtasek reported the CVB sales team was very busy in September and October and exceeded their goal, finishing the year strong. The new fiscal year has started and the team is busy following up on leads. She reported there is a Lost Business Report for the full year in the Board packet, which shows the main reason for lost business was "no entertainment in the area," which is changing now with the Toyota Music Factory and The Pavilion. Another top reason for lost business was hotel rates. Irving is pushing rate more than many other destinations. She reported the sales team is working with a sales person at the Convention Center Westin Headquarter Hotel and they have met the Marriott contacts. They were impressed with the relationship that ICC and the ICVB sales teams have and they are ready to be part of the team. She is confident they will have a good working relationship.

Assistant Executive Director Diana Pfaff reported year-end numbers for Marketing and Communications were strong. This year was the highest number of digital RFPs to date, with 786 generated and potentially 257,693 room nights. She reported this past year the Bureau rolled out a series of videos including sizzle reels for CVB and ICC and a series of food reels to highlight the ICC's catering. Social media gained 19,193 new followers increasing 36.5% to a total influence of 71,363. The Irving Live Campaign at the AT&T Byron Nelson was another success and accounted for 5.75 billion impressions on various media mentioning platforms. "Visit Irving" was a popular search term on Facebook during tournament week and the number of Facebook likes increased 136% from the previous month, while the combined social media boost saw the largest increase of any single month to date. In reporting for October, Pfaff stated Marketing Manager Kayla Mansour hosted a group of Mommy Bloggers and their children to see Shopkins Live! at the Toyota Music Factory, which resulted in numerous blogs and social postings. She further reported Irving made the cover of *Meetings Today Texas* showing a stunning image of the Mustangs at Williams Square. The magazine also included an article highlighting industry leaders, and Gast was featured in the article. Pfaff reported the CVB co-sponsored the Luxury and Super Car Show at the Four Seasons with the Salesmanship Club. She reported it was a good event and one that will grow and bring in a high-end crowd to Irving. It was well-executed and attended. She reminded everyone of the December 2 City of Irving holiday tree lighting and parade, and the High Spirited Citizens will be participating again this year. She encouraged all to attend. A copy of *Fast Company* magazine was distributed; the Irving promotional cover wrap of the magazine highlights "The Flavorhood," featuring the diversity in Irving that brings a wide-range of restaurants and food offerings.

Lear congratulated the Marketing and Communications team for their recent winning of eight Adrian awards. The Adrian Awards are presented by the Hospitality Sales & Marketing Association International.

Assistant Executive Director/Finance and Administration Mike Zumbaugh reviewed the September 2017 STR report. He reported Irving's hotel Occupancy rate for September remains higher than both Texas and U.S. at 79.3% and YTD remains higher at 74.8%. When comparing numbers to YTD last year, the U.S. Occupancy rate is maintaining a growth, albeit small, at .7%, while Texas figures are up 2.3%; however, Irving is down 3.0%. Irving has the highest Daily Average Rate increase at 3.2% over last year's figures compared to our competitive set of Texas destinations. He reported the CVB is participating in the City's committee for replacing its current accounting system. He thanked Hillman, Chief Financial Officer Jeff Litchfield, and Direct of IT Leisha Meine for including the CVB in the review and selection process.

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
NOVEMBER 20, 2017

CONVENTION CENTER:

General Manager Tom Meehan reported the ICC closed out the fiscal year and finalized financials with a clean audit report again. He thanked Finance Director Oscar Sanchez for the complete clean audit and validating a successful year. The foundation for the building's success continues to be F&B catering. It has grown every year and he thanked Executive Chef Eduardo Alvarez and the staff. He commented his job is made easy by the support from his team and the CVB staff. He looks forward to what is happening with the developments in the Urban Center.

INDUSTRY REPORTS:

HOTELS AND RESTAURANTS

Board Member Greg Malcolm reported Irving had a slight increase of 1.4% in both Occupancy and Average Daily Rate in October and up 3.4% for the year. RevPAR through October is \$77.1, flat over last year. The Hilton Garden Inn DFW South is renovating all their guest rooms, meeting space and corridors. It is a long project, but hoping to be complete by end of April 2018.

Omni Mandalay General Manager Holly Turner stated it is phenomenal to see the projects in Irving manifesting and it is another good reason to push rate. The construction around the Omni Mandalay has been tough, but it is a sign that Irving is changing and upgrading. She expressed her appreciation and excitement to be a part of the Board.

Cole reported the restaurant landscape in Irving is changing rapidly with all the restaurants opening in the Toyota Music Factory, along Highway 635 and Beltline, and the addition of restaurants in the Water Street project. He reported the Dairy Queen on Highway 183 will be open next week. He reported after 30 years, iFratelli has sold the Restaurant and Wine Bar and will concentrate on the pizza delivery business. The restaurant was bought by David Lamberti who previously was the general manager of iFratelli and has a great history with the restaurant and clientele. He expressed his best wishes to the restaurant, now named Lamberti's.

Big State Fountain Grill General Manager Chelsea Fairless thanked the Board for the opportunity to serve as a Board member. Her family has been in Irving for generations, and she expressed her desire to benefit and learn during her time on the Board.

DART

Danish reported the DART Cotton Belt project is a done deal and will be under construction by Spring. This will give access to DFW Airport from both Fort Worth and Dallas.

LAS COLINAS ASSOCIATION

Board Member Rick Bidne reported The Las Colinas Association was recently in the process of amending supplementary declarations to accommodate new growth. It was hard work by LCA staff, and all four properties passed, allowing for a new hotel in the Urban Center, new hospital at Hwy 121 and Gateway, new Montessori school on Beltline and Royal and a new medical facility on Hwy 161. This is exciting for the community and Irving as a whole. Bidne commented this was his last meeting on the Board, as he is retiring after 34 years at The Las Colinas Association and 10 years on the Board. He thanked everyone for their support and he is confident the transition will be smooth. He introduced his replacement, Hammond Perot and asked the Board to give support to Perot in his endeavors to take Las Colinas, The Las Colinas Association and the City of Irving to the next level. Perot thanked the Board and said he was humbled significantly by the warm reception received from everyone he has met. He was previously with the City of Dallas since 1994, recently as the Assistant Director of Economic Development, and is looking forward to the evolution of Las Colinas.

GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

Chamber President Beth Bowman reported newly elected Chamber Chair Lori Bunger sends her regrets and she appreciates the CVB support. Bowman thanked the Omni Mandalay Hotel for hosting the recent Chamber Annual Meeting. The Irving-Las Colinas Chamber of Commerce Annual Report was available as a handout. Bowman congratulated Pfaff on receiving the Flor and Jennings Smith Award for Community Involvement from the Irving Healthcare Foundation. She thanked Pfaff for her grateful heart and said Irving is a stronger community because of leaders like Pfaff. Bowman reported unemployment dropped 2.9%, largest decrease in Irving since February 2007. For October, Irving compares favorably to Texas at 3.9% and the U.S. at 4.1%. The Economic Development team worked on 50 projects; 44 were recruitment projects. She reported it is a strong start to the fiscal year, which started on October 1. Gartner Inc., a technology research firm has signed a long-term lease for the entirety of an office building in Irving, signaling a growing demand for space in the city. The Chamber is working on the collaborative project for Amazon Headquarters. The Wall Street Journal has listed the Dallas Fort Worth area as the best fit for Amazon's second headquarters. The impact on the community would be potentially 8 million square feet of commercial space and 50,000 employees. She commented she is confident the Dallas metro area will be on the short-list in 2018 and looks forward to doing everything possible to welcome them to Irving with award-winning hospitality. Bowman reported the new Dairy Queen on Hwy 183 will open on November 27 at 9:00 a.m. The owner has promised the first 100 customers to purchase a Blizzard cake will receive one Hungr-Buster per week for a year. She encouraged Board members to shop Small Business Saturday on November 25 and support local shops. Bowman thanked Spurlock for his leadership and congratulated Lear and Mathai on their new Board appointments. She reported Economic Development Director Don Williams will be retiring after 14 years with the Chamber. A reception will be held on December 12 from 4:00 – 6:00 p.m. at Big State Fountain Grill.

In conclusion, Gast presented Bidne a plaque from the CVB Board in honor of his service from 2007 – 2017. She thanked the ICC and CVB staff for a record-setting year and commented that they achieved and exceeded every goal and it is a luxury to have the team that makes things count and matter. She thanked the Board for their engagement, connection and support. Cole commented that city governance and policies have a process and method and everyone needs to trust the process. He said term limits on Boards are what makes things happen with new minds and new talents. He takes pride in recommending Fairless to the Board and thanked City Council for the opportunities she and the other new Board members will have. We have a progressive Mayor, Council and City staff, and everyone learns by going to events, speaking to people, and learning the history of Irving and the CVB. He advised new Board members to absorb all the information and ask questions, and the best place to gather information and ask questions is at the CVB Executive Committee meetings. Cole stated he will continue his support in whatever capacity is needed from the CVB.

With no further business or comments, the meeting was adjourned by Spurlock at 1:05 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



ICVB
MONTHLY FINANCIAL STATEMENTS

For Period Ending: October 31, 2017

IRVING CONVENTION AND VISITORS BUREAU
 GENERAL FUND
 BALANCE SHEET
 OCTOBER 31, 2017

<u>ASSETS</u>	
Cash	148,323
Petty Cash	250
Investments	1,203,000
Receivables:	
Hotel Tax	2,079,168
Miscellaneous	<u>320,856</u>
Total Assets	<u><u>3,751,597</u></u>

LIABILITIES AND FUND BALANCE

<u>LIABILITIES</u>	
Accounts Payable	238,416
Accrued Wages and Benefits	86,671
Due to City of Irving General Fund	<u>83,177</u>
	<u>408,264</u>

<u>FUND BALANCE</u>	
Reserved for Encumbrances	1,350,218
Unreserved	<u>1,993,115</u>
Total Fund Balance	<u><u>3,343,333</u></u>
 Total Liabilities and Fund Balance	 <u><u>3,751,597</u></u>

Notes:

Receivables-Miscellaneous:

Subsidy refund from SMG - 315,249
 Trade show participation fees - 5,607

Accounts Payable:

SMG management incentive fee - 134,200
 Miscellaneous - 104,216

Due to City of Irving General Fund:

Administrative fee (4%) for the 4th qtr hotel tax - 83,167
 Print shop charges for Oct - 9

Reserved for Encumbrances:

Business Development Incentive Program - 439,072
 Destination Analysts - 35,000
 Irving Convention Center/Networking Services - 30,505
 Maloney Strategic Communications - 439,804
 Simpleview - 229,170
 Tucker & Associates - 49,915
 Miscellaneous - 147,377

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE ONE MONTH PERIOD ENDING OCTOBER 31, 2017

	----- Budget -----		----- Actual -----			Unencumbered Available Budget	Percent Collected/ Expended	Prior Year to Date Actual
	Adopted	Adjusted	Current Month	Year-to-Date	Encumbrances			
<u>REVENUES AND TRANSFERS IN:</u>								
REVENUES:								
Hotel/Motel Taxes:								
Current Year	8,485,907	8,485,907	0	0	0	8,485,907	0.00%	0
Penalties and Interest	0	0	0	0	0	0	0.00%	0
Prior Years	0	0	0	0	0	0	0.00%	0
Interest	17,000	17,000	0	0	0	17,000	0.00%	0
State of Texas Events Trust Fund	50,000	50,000	0	0	0	50,000	0.00%	0
Miscellaneous	5,000	5,000	0	0	0	5,000	0.00%	0
Total Revenues	<u>8,557,907</u>	<u>8,557,907</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,557,907</u>	<u>0.00%</u>	<u>0</u>
TOTAL REVENUES AND TRANSFERS IN	<u>8,557,907</u>	<u>8,557,907</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>8,557,907</u>	<u>0.00%</u>	<u>0</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
EXPENDITURES:								
Salaries	2,106,626	2,106,626	108,211	108,211	0	1,998,415	5.14%	103,387
Benefits	561,825	561,825	31,538	31,538	0	530,287	5.61%	28,913
Supplies	61,900	61,900	10	10	0	61,890	0.02%	47
Equipment Maintenance	6,900	6,900	(167)	(167)	0	7,067	-2.42%	0
Miscellaneous	180,095	180,095	34,267	34,267	0	145,828	19.03%	34,511
Equipment Rentals	7,900	7,900	0	0	3,300	4,600	41.77%	0
Special Services	1,675,881	1,810,881	133,475	133,475	815,723	861,683	52.42%	35,458
Facility Management Services	1,395,000	1,395,000	0	0	0	1,395,000	0.00%	0
Advertising Projects	140,000	140,000	0	0	0	140,000	0.00%	6
Sponsorships / Partnerships	174,000	174,000	43,966	43,966	0	130,034	25.27%	44,014
Media Advertising	680,000	698,292	22,911	22,911	88,451	586,930	15.95%	24,766
Travel	680,265	680,265	0	0	0	680,265	0.00%	9,591
Promotions / Special Events	1,171,000	1,625,476	24,608	24,608	442,744	1,158,124	28.75%	24,323
Memberships	82,615	82,615	6,000	6,000	0	76,615	7.26%	6,000
Total Expenditures	<u>8,924,007</u>	<u>9,531,775</u>	<u>404,819</u>	<u>404,819</u>	<u>1,350,218</u>	<u>7,776,738</u>	<u>18.41%</u>	<u>311,016</u>
TRANSFERS OUT:								
Transfer to ICVB Reserve Fund	200,000	200,000	0	0	0	200,000	0.00%	0
Transfer to ICC Reserve/CIP Fund	900,000	900,000	0	0	0	900,000	0.00%	0
Total Transfers Out	<u>1,100,000</u>	<u>1,100,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,100,000</u>	<u>0.00%</u>	<u>0</u>
TOTAL EXPENDITURES AND TRANSFERS OUT	<u>10,024,007</u>	<u>10,631,775</u>	<u>404,819</u>	<u>404,819</u>	<u>1,350,218</u>	<u>8,876,738</u>	<u>16.51%</u>	<u>311,016</u>

Percent of year completed = 8.33%

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE ONE MONTH PERIOD ENDING OCTOBER 31, 2017

SUMMARY:

Beginning Fund Balance at October 1, 2017	3,748,152
Revenues and Transfers In	0
Expenditures and Transfers Out	<u>(404,819)</u>
Ending Fund Balance at October 31, 2017	3,343,333
Encumbrances	<u>(1,350,218)</u>
Unreserved Fund Balance at October 31, 2017	<u><u>1,993,115</u></u>

NOTES:

Adjusted Budget:

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

Revenues & Transfers In:

Hotel Tax: Current year hotel tax will not be received until February 2018.

Expenditures & Transfers Out:

Equipment Maintenance: The negative balance is due to a deposit that was posted to the account this month.

Irving Convention and Visitors Bureau Check Register Report - October 2017



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Batch: 7098

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058635	10/05/17	AMERICAN AIRLINES	\$	6,217.00
80058636	10/05/17	AMERICAN EXPRESS	\$	34,696.09
80058637	10/05/17	ARES TRAVEL INC.	\$	1,250.00
80058638	10/05/17	CONNECT	\$	4,500.00
80058639	10/05/17	DELL	\$	14,853.07
80058640	10/05/17	DOUBLETREE DALLAS DFW AIRPORT	\$	1,520.00
80058641	10/05/17	EMBASSY SUITES	\$	1,280.00
80058642	10/05/17	FOUR SEASONS RESORT AND CLUB, DALLAS AT LAS COLINAS	\$	5,390.00
80058643	10/05/17	FREEMAN DECORATING COMPANY	\$	2,096.41
80058644	10/05/17	FREEMAN DECORATING COMPANY	\$	9,344.78
80058645	10/05/17	GREATER IRVING/LAS COLINAS CHAMBER OF COMMERCE	\$	6,000.00
80058646	10/05/17	KATHY LEVINE	\$	203.56
80058647	10/05/17	MCKESSON CORPORATION	\$	710.00
80058648	10/05/17	MEETING PROFESSIONALS INTERNATIONAL	\$	6,930.00
80058649	10/05/17	OMNI MANDALAY HOTEL	\$	4,120.00
80058650	10/05/17	PCMA / CONVENE	\$	2,000.00
80058651	10/05/17	PETTY CASH	\$	113.92
80058652	10/05/17	PITNEY BOWES	\$	825.12
80058653	10/05/17	BARBARA SCHINGLE	\$	264.54
80058654	10/05/17	SHERATON DFW	\$	1,795.00
80058655	10/05/17	TEXAS HOTEL & LODGING ASSN	\$	43,966.25
80058656	10/05/17	WEST IN DFW AIRPORT	\$	3,985.00
			22 payments Batch Total: \$	152,060.74

Batch: 7104

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058657	10/12/17	ADARA, INC	\$	7,500.00
80058658	10/12/17	AMERICAN ACADEMY OF CRANIOFACIAL PAIN	\$	260.00
80058659	10/12/17	BT HOTEL LAS COLINAS LLC	\$	175.00
80058660	10/12/17	CONFERENCE DIRECT	\$	3,750.00
80058661	10/12/17	DALLAS FORT WORTH MARRIOTT DFW	\$	1,606.00
80058662	10/12/17	DALLAS MARRIOTT LAS COLINAS	\$	915.00
80058663	10/12/17	KATHERINE DIPIETRO	\$	348.83
80058664	10/12/17	DOUBLETREE DALLAS DFW AIRPORT	\$	675.00
80058665	10/12/17	EMBASSY SUITES	\$	532.00

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Batch: 7104

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058666	10/12/17	FEDERAL EXPRESS CORPORATION	\$	289.40
80058667	10/12/17	LORI M. FOJTASEK	\$	229.25
80058668	10/12/17	WENDY FOSTER	\$	10.00
80058669	10/12/17	HAMPTON INN	\$	555.00
80058670	10/12/17	CHERYL HOPKINS	\$	236.50
80058671	10/12/17	HYATT HOUSE DALLAS/LAS COLINAS	\$	196.00
80058672	10/12/17	IRVING ROTARY CLUB	\$	112.00
80058673	10/12/17	MARIANNE LAUDA	\$	281.69
80058674	10/12/17	MALONEY STRATEGIC COMMUNICATIONS	\$	25,995.91
80058675	10/12/17	KAYLA MANSOUR	\$	242.14
80058676	10/12/17	MEETING PROFESSIONALS INTERNATIONAL	\$	5,000.00
80058677	10/12/17	OMNI MANDALAY HOTEL	\$	1,020.00
80058678	10/12/17	DIANA PFAFF	\$	618.61
80058679	10/12/17	DEBBIE ROBERTS	\$	238.69
80058680	10/12/17	KELLY ROCHE	\$	366.73
80058681	10/12/17	SIMPLEVIEW	\$	20,833.67
80058682	10/12/17	SMG CORPORATION	\$	14,543.22
80058683	10/12/17	SPORTS CLUB AT FOUR SEASONS	\$	780.00
80058684	10/12/17	STAMATS MEETINGS MEDIA, INC	\$	2,000.00
80058685	10/12/17	TIGER OAK PUBLICATIONS, INC	\$	750.00
80058686	10/12/17	MONTY WHITE	\$	185.00
80058687	10/12/17	WHO'S CALLING, INC.	\$	799.00
80058688	10/12/17	XRX INC.	\$	4,396.00
80058689	10/12/17	MICHAEL ZUMBAUGH	\$	243.16
			33 payments Batch Total: \$	95,683.80

Batch: 7110

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058690	10/19/17	ALOFT LAS COLINAS	\$	15.00
80058691	10/19/17	AMERICAN AIRLINES	\$	5,970.00
80058692	10/19/17	BBJ LINEN	\$	246.20
80058693	10/19/17	SUSAN D. CUTTS	\$	356.25
80058694	10/19/17	DALLAS FORT WORTH MARRIOTT DFW	\$	690.00
80058695	10/19/17	DESTINATION ANALYSTS, INC	\$	17,000.00
80058696	10/19/17	DOUBLETREE DALLAS DFW AIRPORT	\$	92.00
80058697	10/19/17	ENVOY AIR INC.	\$	1,217.00
80058698	10/19/17	WENDY FOSTER	\$	314.85
80058699	10/19/17	HILTON GARDEN INN DFW SOUTH	\$	430.00

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Batch: 7110

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058700	10/19/17	ALEXA E. LOPEZ	\$	65.55
80058701	10/19/17	MALONEY STRATEGIC COMMUNICATIONS	\$	25,955.91
80058702	10/19/17	LORI MANSELL	\$	348.07
80058703	10/19/17	NORTH TEXAS DIGNITARY ESCORT	\$	1,575.00
80058704	10/19/17	SHERATON DFW	\$	1,769.00
80058705	10/19/17	LORI SIRMEN	\$	259.06
80058706	10/19/17	STAPLES	\$	1,035.24
80058707	10/19/17	TRIPADVISOR, LLC	\$	4,825.91
80058708	10/19/17	VERIZON WIRELESS	\$	390.08
80058709	10/19/17	WESTIN DFW AIRPORT	\$	1,008.00
80058710	10/19/17	WESTIN DFW AIRPORT	\$	3,416.00
80058711	10/19/17	WOMEN'S EXPO MANAGEMENT INC	\$	15.00
			22 payments Batch Total: \$	66,994.12

Batch: 7119

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058712	10/26/17	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES	\$	5,410.59
80058713	10/26/17	BOY SCOUTS OF AMERICA	\$	935.00
80058714	10/26/17	BT HOTEL LAS COLINAS LLC	\$	1,005.00
80058715	10/26/17	CATALYST CORPORATE FEDERAL CREDIT UNION	\$	2,576.00
80058716	10/26/17	CONFERENCE DIRECT	\$	7,000.00
80058717	10/26/17	SUSAN D. CUTTS	\$	318.75
80058718	10/26/17	DALLAS MARRIOTT LAS COLINAS	\$	560.00
80058719	10/26/17	EMBASSY SUITES	\$	410.00
80058720	10/26/17	FEDERAL EXPRESS CORPORATION	\$	22.23
80058721	10/26/17	FOUR SEASONS RESORT AND CLUB, DALLAS AT LAS COLINAS	\$	3,220.00
80058722	10/26/17	HYATT HOUSE DALLAS/LAS COLINAS	\$	217.00
80058723	10/26/17	MCKESSON CORPORATION	\$	2,050.00
80058724	10/26/17	MEETING PROFESSIONALS INTERNATIONAL	\$	6,930.00
80058725	10/26/17	OMNI MANDALAY HOTEL	\$	1,480.00
80058726	10/26/17	PCMA / CONVENE	\$	6,000.00
80058727	10/26/17	SHERATON DFW	\$	1,590.00
80058728	10/26/17	SMG CORPORATION	\$	180.00
80058729	10/26/17	TIGER OAK MEDIA, INC	\$	10,675.00
80058730	10/26/17	TOUR TEXAS.COM	\$	825.00
80058731	10/26/17	TUCKER & ASSOCIATES, LLC	\$	4,905.49
80058732	10/26/17	UNIVERSITY OF OKLAHOMA	\$	3,605.00

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Batch: 7119

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058733	10/26/17	WESTIN DFW AIRPORT	\$	1,500.00
			22 payments Batch Total: \$	61,415.06
			99 payments Sub Total: \$	376,153.72

SUMMARY

99 payments TOTAL: \$ 376,153.72



ICVB
MONTHLY FINANCIAL STATEMENTS

For Period Ending: November 30, 2017

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
BALANCE SHEET
NOVEMBER 30, 2017

ASSETS

Cash	109,866
Petty Cash	250
Investments	2,553,000
Accounts Receivable	<u>321,209</u>
Total Assets	<u><u>2,984,325</u></u>

LIABILITIES AND FUND BALANCE

LIABILITIES

Due to City of Irving General Fund	<u>54</u>
	<u>54</u>

FUND BALANCE

Reserved for Encumbrances	1,292,062
Unreserved	<u>1,692,209</u>
Total Fund Balance	<u>2,984,271</u>
Total Liabilities and Fund Balance	<u><u>2,984,325</u></u>

Notes:

Accounts Receivable:

- Subsidy refund from SMG - 315,249
- Trade show participation fees - 5,960

Due to City of Irving General Fund:

- Print shop charges for Nov - 54

Reserved for Encumbrances:

- Business Development Incentive Program - 444,373
- Destination Analysts - 35,000
- Irving Convention Center/Networking Services - 27,158
- Maloney Strategic Communications - 439,394
- Simpleview - 208,336
- Tucker & Associates - 45,914
- Miscellaneous - 91,887

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE TWO MONTH PERIOD ENDING NOVEMBER 30, 2017

	----- Budget -----		----- Actual -----			Unencumbered Available Budget	Percent Collected/ Expended	Prior Year to Date Actual
	Adopted	Adjusted	Current Month	Year-to-Date	Encumbrances			
<u>REVENUES AND TRANSFERS IN:</u>								
REVENUES:								
Hotel/Motel Taxes:								
Current Year	8,485,907	8,485,907	0	0	0	8,485,907	0.00%	0
Penalties and Interest	0	0	0	0	0	0	0.00%	0
Prior Years	0	0	0	0	0	0	0.00%	0
Interest	17,000	17,000	1,372	1,372	0	15,628	8.07%	974
State of Texas Events Trust Fund	50,000	50,000	9,622	9,622	0	40,378	19.24%	0
Miscellaneous	5,000	5,000	1,257	1,257	0	3,743	25.14%	0
Total Revenues	<u>8,557,907</u>	<u>8,557,907</u>	<u>12,251</u>	<u>12,251</u>	<u>0</u>	<u>8,545,656</u>	<u>0.14%</u>	<u>974</u>
TOTAL REVENUES AND TRANSFERS IN	<u>8,557,907</u>	<u>8,557,907</u>	<u>12,251</u>	<u>12,251</u>	<u>0</u>	<u>8,545,656</u>	<u>0.14%</u>	<u>974</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
EXPENDITURES:								
Salaries	2,106,626	2,106,626	151,420	259,630	0	1,846,996	12.32%	138,481
Benefits	561,825	561,825	43,413	74,951	0	486,874	13.34%	39,159
Supplies	61,900	61,900	505	569	0	61,331	0.92%	412
Equipment Maintenance	6,900	6,900	338	171	0	6,729	2.48%	23
Miscellaneous	180,095	180,095	1,141	35,408	0	144,687	19.66%	599
Equipment Rentals	7,900	7,900	0	0	3,300	4,600	41.77%	0
Special Services	1,675,881	1,810,881	46,344	179,819	784,408	846,654	53.25%	62,540
Facility Management Services	1,395,000	1,395,000	0	0	0	1,395,000	0.00%	0
Advertising Projects	140,000	140,000	998	998	0	139,002	0.71%	26,873
Sponsorships / Partnerships	174,000	174,000	0	43,966	0	130,034	25.27%	0
Media Advertising	680,000	698,292	28,470	51,381	59,981	586,930	15.95%	14,862
Travel	680,265	680,265	42,578	42,578	0	637,687	6.26%	25,435
Promotions / Special Events	1,171,000	1,625,476	46,301	70,909	444,373	1,110,194	31.70%	45,666
Memberships	82,615	82,615	9,752	15,752	0	66,863	19.07%	3,055
Total Expenditures	<u>8,924,007</u>	<u>9,531,775</u>	<u>371,260</u>	<u>776,132</u>	<u>1,292,062</u>	<u>7,463,581</u>	<u>21.70%</u>	<u>357,105</u>
TRANSFERS OUT:								
Transfer to ICVB Reserve Fund	200,000	200,000	0	0	0	200,000	0.00%	0
Transfer to ICC Reserve/CIP Fund	900,000	900,000	0	0	0	900,000	0.00%	0
Total Transfers Out	<u>1,100,000</u>	<u>1,100,000</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,100,000</u>	<u>0.00%</u>	<u>0</u>
TOTAL EXPENDITURES AND TRANSFERS OUT	<u>10,024,007</u>	<u>10,631,775</u>	<u>371,260</u>	<u>776,132</u>	<u>1,292,062</u>	<u>8,563,581</u>	<u>19.45%</u>	<u>357,105</u>

Percent of year completed = 16.67%

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE TWO MONTH PERIOD ENDING NOVEMBER 30, 2017

SUMMARY:

Beginning Fund Balance at October 1, 2017	3,748,152
Revenues and Transfers In	12,251
Expenditures and Transfers Out	<u>(776,132)</u>
Ending Fund Balance at November 30, 2017	2,984,271
Encumbrances	<u>(1,292,062)</u>
Unreserved Fund Balance at November 30, 2017	<u><u>1,692,209</u></u>

NOTES:

Adjusted Budget:

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

Revenues & Transfers In:

Hotel Tax: Current year hotel tax will not be received until February 2018.

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

Expenditures & Transfers Out:

Special Services: Outside Services - 45,694; Miscellaneous - 650

Promotions / Special Events: Business Development Incentive Program - 40,184; Toyota Music Factory - 453; Miscellaneous - 5,664

Irving Convention and Visitors Bureau

Check Register Report - November 2017

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Batch: 7127

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058734	11/02/17	CROWDRIFF INC.	\$	2,083.00
80058735	11/02/17	EAUTOFEEDBACK, LLC	\$	650.00
80058736	11/02/17	FOUR SEASONS RESORT AND CLUB, DALLAS AT LAS COLINAS	\$	1,875.00
80058737	11/02/17	IRVING HEALTHCARE FOUNDATION	\$	100.00
80058738	11/02/17	MALONEY STRATEGIC COMMUNICATIONS	\$	60,195.97
80058739	11/02/17	PATHWAY CORE TRAINING INC	\$	1,225.00
80058740	11/02/17	SMG CORPORATION	\$	148,756.44
80058741	11/02/17	WESTIN DFW AIRPORT	\$	505.00
			8 payments Batch Total: \$	215,390.41

Batch: 7134

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058742	11/09/17	AERIAL PHOTOGRAPHY	\$	97.00
80058743	11/09/17	ALOFT LAS COLINAS	\$	255.00
80058744	11/09/17	AMERICAN EXPRESS	\$	45,914.67
80058745	11/09/17	ARES TRAVEL INC.	\$	1,250.00
80058746	11/09/17	EAST AFRICA CHAMBER OF COMMERCE	\$	575.00
80058747	11/09/17	ELEMENT HOTEL DFW NORTH	\$	110.00
80058748	11/09/17	FEDERAL EXPRESS CORPORATION	\$	51.47
80058749	11/09/17	FULCRUM GROUP	\$	6,849.24
80058750	11/09/17	IRVING CONVENTION CENTER	\$	4,114.64
80058751	11/09/17	MCKESSON CORPORATION	\$	575.00
80058752	11/09/17	PCMA / CONVENE	\$	1,500.00
80058753	11/09/17	STAMATS MEETINGS MEDIA, INC	\$	7,000.00
80058754	11/09/17	TEXAS HIGHWAYS	\$	470.25
80058755	11/09/17	WESTIN DFW AIRPORT	\$	945.00
			14 payments Batch Total: \$	69,707.27

Batch: 7139

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058756	11/16/17	CAROL BOYER	\$	76.23
80058757	11/16/17	BT HOTEL LAS COLINAS LLC	\$	415.00
80058758	11/16/17	CHILI'S GRILL & BAR, MAGGIANO'S LITTLE ITALY	\$	1,100.00
80058759	11/16/17	DALLAS FORT WORTH MARRIOTT DFW	\$	2,508.00
80058760	11/16/17	DALLAS MARRIOTT LAS COLINAS	\$	1,905.00

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Batch: 7139

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058761	11/16/17	DOUBLETREE DALLAS DFW AIRPORT	\$	85.00
80058762	11/16/17	ECLINICALWORKS LLC	\$	4,330.00
80058763	11/16/17	LORI M. FOJTASEK	\$	87.48
80058764	11/16/17	FOUR SEASONS RESORT AND CLUB, DALLAS AT LAS COLINAS	\$	1,275.00
80058765	11/16/17	GUARANTEED EXPRESS, INC.	\$	17.30
80058766	11/16/17	H.D. VEST, INC.	\$	1,740.00
80058767	11/16/17	HILTON GARDEN INN DFW SOUTH	\$	255.00
80058768	11/16/17	HOMEWOOD SUITES IRVING DFW AIRPORT	\$	300.00
80058769	11/16/17	CHERYL HOPKINS	\$	109.40
80058770	11/16/17	MARIANNE LAUDA	\$	65.00
80058771	11/16/17	KATHY LEVINE	\$	65.00
80058772	11/16/17	LORI MANSELL	\$	120.00
80058773	11/16/17	MCKESSON CORPORATION	\$	115.00
80058774	11/16/17	MEETINGS TODAY	\$	3,500.00
80058775	11/16/17	OMNI MANDALAY HOTEL	\$	90.00
80058776	11/16/17	PETTY CASH	\$	92.98
80058777	11/16/17	KELLY ROCHE	\$	108.33
80058778	11/16/17	BARBARA SCHINGLE	\$	140.23
80058779	11/16/17	SIMPLEVIEW	\$	56,233.66
80058780	11/16/17	LORI SIRMEN	\$	37.82
80058781	11/16/17	SPORTS CLUB AT FOUR SEASONS	\$	780.00
80058782	11/16/17	STAPLES	\$	310.46
80058783	11/16/17	TEXAS OPTOMETRIC ASSOCIATION	\$	635.00
80058784	11/16/17	TEXAS TRAVEL INDUSTRY ASSOC	\$	2,802.00
80058785	11/16/17	U.S. TRAVEL ASSOCIATION	\$	3,150.00
80058786	11/16/17	WESTIN DFW AIRPORT	\$	865.00
80058787	11/16/17	MONTY WHITE	\$	148.21
80058788	11/16/17	WHO'S CALLING, INC.	\$	799.00
80058789	11/16/17	MICHAEL ZUMBAUGH	\$	976.66
			34 payments Batch Total: \$	85,237.76

Batch: 7156

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058790	11/30/17	2SYNERGIZE, INC.	\$	2,300.00
80058791	11/30/17	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$	670.00
80058792	11/30/17	ASSOCIATION OF HEALTHCARE PREPAREDNESS PROFESSIONALS- AHEPP	\$	3,132.00

continued on next page

Batch: 7156

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80058793	11/30/17	BARBERSTOCK SYSTEMS INC.	\$	2,397.00
80058794	11/30/17	BT HOTEL LAS COLINAS LLC	\$	190.00
80058795	11/30/17	CONNECT	\$	10,000.00
80058796	11/30/17	CROWDRIFF INC.	\$	2,083.00
80058797	11/30/17	SUSAN D. CUTTS	\$	675.00
80058798	11/30/17	CVENT INC	\$	8,499.00
80058799	11/30/17	DALLAS FORT WORTH MARRIOTT DFW	\$	496.00
80058800	11/30/17	DOUBLETREE DALLAS DFW AIRPORT	\$	1,810.00
80058801	11/30/17	FAMILY LIFE	\$	3,055.00
80058802	11/30/17	FEDERAL EXPRESS CORPORATION	\$	170.83
80058803	11/30/17	FOUR SEASONS RESORT AND CLUB, DALLAS AT LAS COLINAS	\$	5,105.00
80058804	11/30/17	HIDDEN VALLEY PROMOTIONS, LLC	\$	1,200.00
80058805	11/30/17	IRVING CONVENTION CENTER	\$	201,605.03
80058806	11/30/17	IRVING CONVENTION CENTER	\$	1,240.00
80058807	11/30/17	IRVING CONVENTION CENTER	\$	134,200.00
80058808	11/30/17	MALONEY STRATEGIC COMMUNICATIONS	\$	410.00
80058809	11/30/17	MCKESSON CORPORATION	\$	270.00
80058810	11/30/17	MONSTER VISION PRODUCTIONS	\$	1,960.00
80058811	11/30/17	PCMA / CONVENE	\$	6,000.00
80058812	11/30/17	SHERATON DFW	\$	1,776.00
80058813	11/30/17	THE NIGERIAN NURSES ASSOCIATION	\$	1,665.00
80058814	11/30/17	TUCKER & ASSOCIATES, LLC	\$	4,000.00
80058815	11/30/17	VERIZON WIRELESS	\$	391.03
80058816	11/30/17	WESTIN DFW AIRPORT	\$	330.00
			27 payments Batch Total: \$	395,629.89
			83 payments Sub Total: \$	765,965.33

SUMMARY

83 payments TOTAL: \$ 765,965.33



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

Fourth Quarter 2016-17

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
BUDGET / ACTUAL
2016 - 2017**

	BUDGET 2016-2017	ACTUAL AS OF 9/30/17
STATE TAX (estimated) - 6%	16,745,253	17,387,827
CITY OF IRVING TAX - 9%	25,117,879	26,081,741
TOTAL ADMINISTRATIVE COST	520,267	535,533
<hr/>		
CONVENTION & VISITORS BUREAU - 57% OF 5%	7,989,640	8,259,218
Administrative Cost	(319,586)	(330,369)
Remittance Amount	7,670,054	7,928,849
<hr/>		
ARTS CENTER - 15% of 7% + \$1.6M	4,526,124	4,621,952
Administrative Cost	(181,045)	(184,878)
Remittance Amount	4,345,079	4,437,074
<hr/>		
MUSEUM - 2.5% of 5%	350,649	362,249
Administrative Cost	(14,026)	(14,490)
Remittance Amount	336,623	347,759
<hr/>		
DOWNTOWN & EVENTS - 1% of 5%	140,260	144,900
Administrative Cost	(5,610)	(5,796)
Remittance Amount	134,650	139,104
<hr/>		
CONVENTION CENTER FUND - 2% of 9% (effective 01/01/00)	5,610,387	5,795,977
DEBT SERVICE	890,432	1,101,575
TOTAL	6,500,819	6,897,552
<hr/>		
Per the 2009 Bond Covenants, ICC Debt Service will receive \$628,000 plus any HOT tax exceeding the state cap on the amount allocated for arts programs.		
<hr/>		
ENTERTAINMENT CENTER - 2% of 9% (effective 04/01/08)	5,610,387	5,795,977

This report will not reconcile to the City of Irving HOT Tax Summary due to timing of reporting of delinquent amounts.

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
JULY - SEPTEMBER**

HOTEL	ACTUAL 15-16	ACTUAL 16-17	DIFFERENCE	PERCENT
LUXURY & FULL SERVICE				
1 Atrium Hotel and Suites	9,287.06	9,562.65	275.59	2.97%
2 Dallas Marriott Las Colinas	89,791.84	89,190.13	(601.71)	-0.67%
3 DFW Airport Hotel & Conf Center	12,533.94	10,036.03	(2,497.91)	-19.93%
4 DFW Airport Marriott	121,139.62	139,950.62	18,811.00	15.53%
5 Doubletree DFW Airport North	58,623.57	54,375.97	(4,247.60)	-7.25%
6 Embassy Suites - DFW Airport South	87,170.91	83,651.34	(3,519.57)	-4.04%
7 Four Seasons Resort & Club	219,437.87	212,784.60	(6,653.27)	-3.03%
8 Hilton Garden Inn - DFW South	43,174.72	40,868.75	(2,305.97)	-5.34%
9 Hilton Garden Inn - Las Colinas	41,366.80	28,341.25	(13,025.55)	-31.49%
10 Holiday Inn Las Colinas	10,838.97	18,106.08	7,267.11	67.05%
11 NYLO Dallas/Las Colinas	47,862.19	47,848.94	(13.25)	-0.03%
12 Omni Mandalay Hotel at Las Colinas	115,869.27	123,795.37	7,926.10	6.84%
13 Sheraton Grand Hotel	68,655.12	74,475.77	5,820.65	8.48%
14 Westin DFW	120,887.22	123,176.53	2,289.31	1.89%
TOTAL LUXURY & FULL SERVICE	1,046,639.10	1,056,164.03	9,524.93	0.91%

ALL-SUITE / EXTENDED STAY				
1 Best Western - DFW Airport Suites	15,945.91	16,044.62	98.71	0.62%
2 Candlewood Suites - Las Colinas	9,447.73	11,437.15	1,989.42	21.06%
3 Comfort Inn - DFW North	16,451.36	17,657.56	1,206.20	7.33%
4 Comfort Suites - DFW Airport	14,163.02	15,326.51	1,163.49	8.21%
5 Comfort Suites - Las Colinas	9,861.42	8,179.26	(1,682.16)	-17.06%
6 Country Inn & Suites - DFW South	12,242.01	12,949.81	707.80	5.78%
7 Crossland Economy Suites	3,869.89	6,120.88	2,250.99	58.17%
8 Element DFW North	28,782.86	26,481.08	(2,301.78)	-8.00%
9 Extended Stay America	7,414.91	8,942.04	1,527.13	20.60%
10 Extended Stay Deluxe	4,570.02	6,714.62	2,144.60	46.93%
11 Hawthorne Suites - DFW North	6,950.58	12,137.05	5,186.47	74.62%
12 Hawthorne Suites - DFW South	6,605.31	7,287.79	682.48	10.33%
13 Holiday Inn Express - DFW North	33,948.82	31,954.31	(1,994.51)	-5.88%
14 Holiday Inn Express - Irving North	22,475.78	18,965.71	(3,510.07)	-15.62%
15 Holiday Inn Express - South	27,637.58	26,890.35	(747.23)	-2.70%
16 Home2Suites	22,485.45	25,279.22	2,793.77	12.42%
17 Homeplace Suites	6,648.92	7,805.43	1,156.51	17.39%
18 Homestead Studio Suites - DFW North	5,626.86	7,056.12	1,429.26	25.40%
19 Homestead Village & Guest Studios	10,090.68	10,912.28	821.60	8.14%
20 Homewood Suites - DFW Airport	22,603.81	22,037.29	(566.52)	-2.51%
21 Homewood Suites - Las Colinas	28,913.85	27,561.62	(1,352.23)	-4.68%
22 Hyatt House Dallas-Las Colinas	31,078.43	28,710.80	(2,367.63)	-7.62%
23 Hyatt Place Las Colinas	27,978.16	33,599.17	5,621.01	20.09%
24 Residence Inn - DFW North	14,543.26	16,369.10	1,825.84	12.55%
25 Residence Inn - DFW South	20,642.48	21,160.83	518.35	2.51%
26 Residence Inn - Las Colinas	22,386.25	22,228.23	(158.02)	-0.71%
27 Springhill Suites	25,564.09	24,872.72	(691.37)	-2.70%
28 Staybridge Suites Las Colinas	21,862.30	23,776.20	1,913.90	8.75%
29 Staybridge Suites North	19,595.61	20,828.71	1,233.10	6.29%
30 Studio 6 - DFW North	369.19	380.80	11.61	3.14%
31 Towneplace Suites	24,568.03	23,414.37	(1,153.66)	-4.70%
32 Woodspring Suites Signature	5,359.68	6,030.97	671.29	12.52%
33 Extended Stay Properties	554.68	618.51	63.83	11.51%
TOTAL ALL SUITE / EXTENDED STAY	531,238.93	549,731.11	18,492.18	3.48%

**HOTEL OCCUPANCY TAX
JUL - SEPT (page 2)**

HOTEL	ACTUAL 15-16	ACTUAL 16-17	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	34,846.76	33,342.62	(1,504.14)	-4.32%
2 Courtyard by Marriott - DFW North	42,596.14	40,127.91	(2,468.23)	-5.79%
3 Courtyard by Marriott - DFW South	31,111.87	28,580.78	(2,531.09)	-8.14%
4 Courtyard by Marriott - Las Colinas	37,337.78	33,431.64	(3,906.14)	-10.46%
5 Fairfield Inn & Suites	21,375.39	21,426.25	50.86	0.24%
6 Fairfield Inn - DFW North	20,226.27	21,542.77	1,316.50	6.51%
7 Fairfield Inn - Las Colinas	20,637.05	21,397.97	760.92	3.69%
8 Hampton Inn - DFW South	temp closed	temp closed	0.00	0.00%
9 Hampton Inn - Las Colinas	23,013.74	27,306.41	4,292.67	18.65%
10 Jefferson Street Bed & Breakfast	162.91	142.66	(20.25)	-12.43%
11 La Quinta Inn & Suites	17,612.70	16,719.75	(892.95)	-5.07%
12 La Quinta Inn & Suites - DFW South	16,991.53	21,616.39	4,624.86	27.22%
13 La Quinta Inn & Suites - DFW North	23,364.42	25,173.20	1,808.78	7.74%
14 Wingate Inn - DFW North	10,703.22	9,820.92	(882.30)	-8.24%
15 Wingate Inn - Las Colinas	19,260.93	18,122.78	(1,138.15)	-5.91%
TOTAL LIMITED SERVICE	319,240.71	318,752.05	(488.66)	-0.15%

BUDGET				
1 America's Best Value Inn	4,501.68	4,705.29	203.61	4.52%
2 Best Western Irving Inn & Suites	16,318.76	17,313.14	994.38	6.09%
3 Budget Inn	1,523.67	1,737.02	213.35	14.00%
4 Budget Inn & Suites	1,001.49	1,085.63	84.14	8.40%
5 Budget Lodge of Irving	3,300.77	4,261.24	960.47	29.10%
6 Budget Suites of America - Las Colinas	1,693.00	2,955.72	1,262.72	74.58%
7 Comfort Inn & Suites- DFW South	14,694.55	8,865.07	(5,829.48)	-39.67%
8 Crossroads Hotel	2,494.10	2,326.36	(167.74)	-6.73%
9 Days Inn - DFW North	11,057.37	12,038.91	981.54	8.88%
10 Days Inn	9,838.22	10,821.95	983.73	10.00%
11 Delux Inn	2,769.85	2,191.25	(578.60)	-20.89%
12 Delux Suites	355.82	610.60	254.78	71.60%
13 Gateway Suites	1,982.40	1,869.26	(113.14)	-5.71%
14 Microtel Inn & Suites - DFW South	1,550.21	1,404.48	(145.73)	-9.40%
15 Motel 6 - Dallas / Irving	8,286.89	9,311.26	1,024.37	12.36%
16 Motel 6 - DFW North	9,389.74	10,242.62	852.88	9.08%
17 Motel 6 - DFW South	4,719.88	4,566.65	(153.23)	-3.25%
18 Quality Inn & Suites	16,187.15	17,871.32	1,684.17	10.40%
19 Red Roof Inn - DFW North	15,774.88	16,990.07	1,215.19	7.70%
20 Sleep Inn	8,808.49	7,831.51	(976.98)	-11.09%
21 Super 8 Motel - DFW North	8,723.52	8,720.50	(3.02)	-0.03%
22 Super 8 Motel - DFW South	7,319.25	6,801.03	(518.22)	-7.08%
TOTAL BUDGET	152,291.69	154,520.88	2,229.19	1.46%

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	2,049,410.43	2,079,168.07	29,757.64	1.45%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
4TH QUARTER	1,966,137.00	2,079,168.07	113,031.07	5.75%

**IRVING CONVENTION AND VISITORS BUREAU
YEAR-TO-DATE HOTEL OCCUPANCY TAX
OCTOBER 2016 - SEPTEMBER 2017**

HOTEL	ACTUAL 15-16	ACTUAL 16-17	DIFFERENCE	PERCENT
LUXURY & FULL SERVICE				
1 Atrium Hotel and Suites	44,055.91	35,766.05	(8,289.86)	-18.82%
2 Dallas Marriott at Las Colinas	391,802.81	385,627.61	(6,175.20)	-1.58%
3 DFW Airport Hotel & Conf Center	45,274.90	39,478.22	(5,796.68)	-12.80%
4 DFW Airport Marriott	507,704.63	566,320.11	58,615.48	11.55%
5 Doubletree DFW Airport North	237,012.07	237,077.48	65.41	0.03%
6 Embassy Suites - DFW Airport South	343,418.06	342,831.92	(586.14)	-0.17%
7 Four Seasons Resort & Club	770,472.21	840,645.41	70,173.20	9.11%
8 Hilton Garden Inn - DFW South	167,735.86	163,367.19	(4,368.67)	-2.60%
9 Hilton Garden Inn - Las Colinas	166,847.43	127,121.42	(39,726.01)	-23.81%
10 Holiday Inn Las Colinas	46,137.57	59,888.83	13,751.26	29.80%
11 NYLO Dallas/Las Colinas	192,650.02	186,984.29	(5,665.73)	-2.94%
12 Omni Mandalay Hotel at Las Colinas	501,992.95	510,295.55	8,302.60	1.65%
13 Sheraton Grand Hotel	295,511.15	301,698.45	6,187.30	2.09%
14 Westin DFW	501,290.48	497,283.15	(4,007.33)	-0.80%
TOTAL LUXURY & FULL SERVICE	4,211,906.05	4,294,385.68	82,479.63	1.96%

ALL-SUITE / EXTENDED STAY				
1 Best Western - DFW Airport Suites	59,101.76	62,614.04	3,512.28	5.94%
2 Candlewood Suites - Las Colinas	38,352.30	42,902.82	4,550.52	11.87%
3 Comfort Inn - DFW North	63,908.99	67,624.63	3,715.64	5.81%
4 Comfort Suites - DFW Airport	63,547.95	62,733.71	(814.24)	-1.28%
5 Comfort Suites - Las Colinas	37,886.02	34,969.40	(2,916.62)	-7.70%
6 Country Inn & Suites - DFW South	45,231.72	50,672.89	5,441.17	12.03%
7 Crossland Economy Suites	15,174.70	15,171.45	(3.25)	-0.02%
8 Element DFW North	117,712.14	105,298.16	(12,413.98)	-10.55%
9 Extended Stay America	27,008.91	25,450.10	(1,558.81)	-5.77%
10 Extended Stay Deluxe	19,606.73	17,516.37	(2,090.36)	-10.66%
11 Hawthorne Suites - DFW North	39,312.61	41,642.62	2,330.01	5.93%
12 Hawthorne Suites - DFW South	23,762.02	24,801.17	1,039.15	4.37%
13 Holiday Inn Express - DFW North	133,430.67	128,252.70	(5,177.97)	-3.88%
14 Holiday Inn Express - Irving North	99,942.00	82,512.76	(17,429.24)	-17.44%
15 Holiday Inn Express - South	102,004.56	102,558.24	553.68	0.54%
16 Home2Suites	73,888.12	99,815.80	25,927.68	35.09%
17 Homeplace Suites	18,496.58	27,147.79	8,651.21	46.77%
18 Homestead Studio Suites - DFW North	19,107.37	25,210.07	6,102.70	31.94%
19 Homestead Village & Guest Studios	36,441.69	35,465.54	(976.15)	-2.68%
20 Homewood Suites - DFW Airport	85,258.39	87,246.98	1,988.59	2.33%
21 Homewood Suites - Las Colinas	112,164.46	113,256.62	1,092.16	0.97%
22 Hyatt House Dallas-Las Colinas	122,610.48	125,746.72	3,136.24	2.56%
23 Hyatt Place Las Colinas	115,166.21	130,659.16	15,492.95	13.45%
24 Residence Inn - DFW North	66,202.00	60,809.47	(5,392.53)	-8.15%
25 Residence Inn - DFW South	93,995.41	82,082.60	(11,912.81)	-12.67%
26 Residence Inn - Las Colinas	89,520.06	85,484.60	(4,035.46)	-4.51%
27 Springhill Suites	105,165.08	104,158.90	(1,006.18)	-0.96%
28 Staybridge Suites Las Colinas	77,372.33	88,488.07	11,115.74	14.37%
29 Staybridge Suites North	73,400.84	77,607.97	4,207.13	5.73%
30 Studio 6 - DFW North	2,328.28	1,427.26	(901.02)	-38.70%
31 Towneplace Suites	98,115.27	89,752.96	(8,362.31)	-8.52%
32 Woodspring Suites Signature	7,987.78	22,262.78	14,275.00	178.71%
33 Extended Stay Properties	723.40	1,679.31	955.91	132.14%
TOTAL ALL-SUITE / EXTENDED STAY	2,083,926.83	2,123,023.66	39,096.83	1.88%

HOTEL OCCUPANCY TAX
OCT 2016 - SEPT 2017 (page 2)

HOTEL	ACTUAL 15-16	ACTUAL 16-17	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	137,776.20	130,030.84	(7,745.36)	-5.62%
2 Courtyard by Marriott - DFW North	169,147.70	165,828.54	(3,319.16)	-1.96%
3 Courtyard by Marriott - DFW South	133,726.03	115,335.08	(18,390.95)	-13.75%
4 Courtyard by Marriott - Las Colinas	148,813.19	137,189.70	(11,623.49)	-7.81%
5 Fairfield Inn & Suites	89,467.44	87,345.80	(2,121.64)	-2.37%
6 Fairfield Inn - DFW North	85,428.72	82,917.39	(2,511.33)	-2.94%
7 Fairfield Inn - Las Colinas	85,212.14	84,145.30	(1,066.84)	-1.25%
8 Hampton Inn - DFW South	15,460.99	temp closed	(15,460.99)	-100.00%
9 Hampton Inn - Las Colinas	105,362.54	107,607.78	2,245.24	2.13%
10 Jefferson Street Bed & Breakfast	981.12	851.81	(129.31)	-13.18%
11 La Quinta Inn & Suites	68,305.02	68,221.19	(83.83)	-0.12%
12 La Quinta Inn & Suites - DFW South	68,860.34	73,658.21	4,797.87	6.97%
13 La Quinta Inn & Suites - DFW North	93,754.11	91,797.26	(1,956.85)	-2.09%
14 Wingate Inn - DFW North	44,845.99	40,990.98	(3,855.01)	-8.60%
15 Wingate Inn - Las Colinas	72,677.47	73,778.41	1,100.94	1.51%
TOTAL LIMITED SERVICE	1,319,819.00	1,259,698.29	(60,120.71)	-4.56%

BUDGET				
1 America's Best Value Inn	17,604.43	18,003.36	398.93	2.27%
2 Best Western Irving Inn & Suites	57,930.25	64,031.45	6,101.20	10.53%
3 Budget Inn	6,113.31	6,395.63	282.32	4.62%
4 Budget Inn & Suites	4,045.01	4,163.85	118.84	2.94%
5 Budget Lodge of Irving	11,928.76	15,902.81	3,974.05	33.31%
6 Budget Suites of America - Las Colinas	6,121.07	7,445.29	1,324.22	21.63%
7 Comfort Inn & Suites- DFW South	57,723.77	40,500.33	(17,223.44)	-29.84%
8 Crossroads Hotel	8,596.96	7,620.88	(976.08)	-11.35%
9 Days Inn - DFW North	39,029.93	43,547.55	4,517.62	11.57%
10 Days Inn	42,920.84	41,498.33	(1,422.51)	-3.31%
11 Delux Inn	10,542.21	9,647.42	(894.79)	-8.49%
12 Delux Suites	1,725.65	2,107.99	382.34	22.16%
13 Gateway Suites	7,005.36	7,392.04	386.68	5.52%
14 Microtel Inn & Suites - DFW South	6,917.17	6,216.93	(700.24)	-10.12%
15 Motel 6 - Dallas / Irving	30,793.36	34,053.60	3,260.24	10.59%
16 Motel 6 - DFW North	36,784.55	35,511.33	(1,273.22)	-3.46%
17 Motel 6 - DFW South	18,517.86	16,726.24	(1,791.62)	-9.68%
18 Quality Inn & Suites	59,025.67	67,829.29	8,803.62	14.91%
19 Red Roof Inn - DFW North	58,868.67	61,945.64	3,076.97	5.23%
20 Sleep Inn	35,444.51	32,998.12	(2,446.39)	-6.90%
21 Super 8 Motel - DFW North	35,137.83	31,968.07	(3,169.76)	-9.02%
22 Super 8 Motel - DFW South	28,815.59	26,604.11	(2,211.48)	-7.67%
TOTAL BUDGET	581,592.76	582,110.26	517.50	0.09%

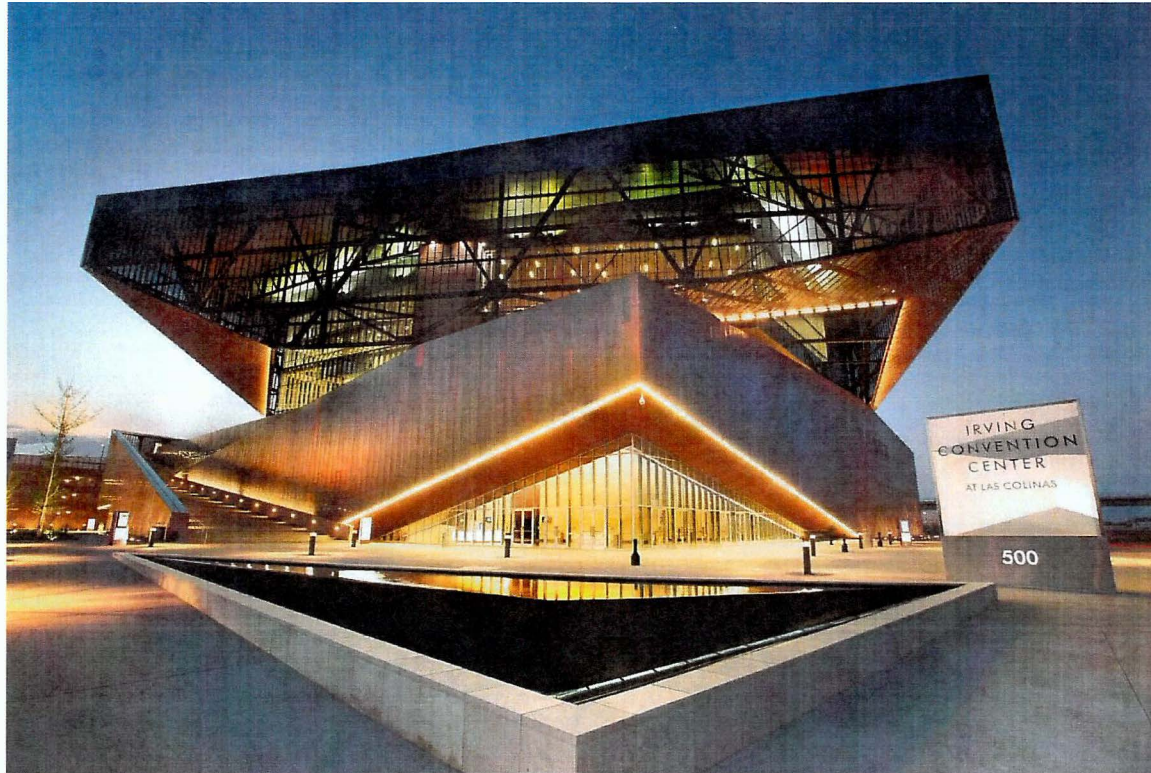
	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	8,197,244.64	8,259,217.89	61,973.25	0.76%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
4 QUARTERS	7,989,640.00	8,259,217.89	269,577.89	3.37%

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2016 - 2017 BUDGET**

BUDGET VS ACTUAL	BUDGET 16-17	ACTUAL 16-17	DIFFERENCE	%
1ST QUARTER OCT - DEC 2016	1,864,750	1,889,946	25,196	1.35%
2ND QUARTER JAN - MAR 2017	2,048,363	2,083,849	35,486	1.73%
3RD QUARTER APR - JUN 2017	2,110,390	2,206,255	95,865	4.54%
4TH QUARTER JUL - SEP 2017	1,966,137	2,079,168	113,031	5.75%
YTD TOTALS	7,989,640	8,259,218	269,578	3.37%

PRIOR YEAR VS CURRENT YEAR	ACTUAL 15-16	ACTUAL 16-17	DIFFERENCE	%
1ST QUARTER OCT - DEC	1,864,750	1,889,946	25,196	1.35%
2ND QUARTER JAN - MAR	2,035,844	2,083,849	48,005	2.36%
3RD QUARTER APR - JUN	2,247,240	2,206,255	(40,985)	-1.82%
4TH QUARTER JUL - SEP	2,049,410	2,079,168	29,758	1.45%
YTD TOTALS	8,197,245	8,259,218	61,973	0.76%



Date Distributed: December 1, 2017

Monthly Financial Summary

For Period Ending October 31, 2017

IRVING CONVENTION CENTER AT LAS COLINAS / SMG

OCTOBER 1, 2017 TO SEPTEMBER 30, 2018

Board Lead Income Statement - Monthly FY 2017

	October	November	December	January	February	March	April	May	June	July	August	September	Total		
Event Income															
Direct Event Income															
Rental Income	117,100	50,000	75,000	100,000	85,000	120,000	129,000	89,100	86,100	98,000	148,000	102,000	1,199,300		
Service Income	43,471	37,066	33,866	41,066	49,069	36,432	30,288	38,066	29,066	35,066	39,066	58,522	471,044		
Service Expenses	(66,060)	(51,225)	(41,859)	(58,210)	(79,249)	(62,583)	(52,452)	(35,225)	(39,825)	(41,225)	(52,885)	(69,980)	(650,778)		
Total Direct Event Income	94,511	35,842	67,006	82,856	54,820	93,850	106,836	91,940	75,341	91,841	134,181	90,542	1,019,566		
Ancillary Income															
F & B Concessions	29,160	15,000	5,191	28,500	24,999	29,303	20,000	22,000	11,825	8,405	18,000	16,000	228,383		
F & B Catering	326,765	112,940	285,000	137,500	240,000	232,500	260,000	232,500	300,000	167,085	215,500	285,225	2,795,014		
Parking: Self Parking	32,197	22,000	11,878	6,228	30,525	15,449	21,449	18,800	18,290	16,750	8,650	11,650	213,866		
Electrical Services	9,865	10,000	4,000	1,580	16,800	8,000	32,070	10,000	9,055	6,200	1,400	7,350	116,320		
Internet Services	580	1,450	350	775	1,750	1,650	750	3,500	1,500	1,250	900	780	15,235		
Total Ancillary Income	398,477	161,390	306,419	174,584	314,074	286,901	334,269	286,799	340,670	199,690	244,450	321,005	3,368,729		
Total Event Income	492,988	197,232	373,425	257,440	368,894	380,751	441,105	378,740	416,011	291,531	378,631	411,547	4,388,294		
Other Operating Income	130,093	45,000	52,058	48,200	37,057	31,999	37,056	45,200	37,056	41,000	39,200	33,063	576,982		
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000		
Adjusted Gross Income	623,081	242,232	773,483	305,640	405,951	762,750	478,161	423,940	801,817	332,531	417,831	792,860	6,360,276		
Operating Expenses															
Employee Salaries and Wages	202,542	213,307	213,306	213,306	213,308	213,307	213,307	213,306	213,306	213,307	213,307	213,323	2,548,932		
Benefits	55,111	64,806	64,807	64,806	64,806	64,807	64,806	64,807	64,808	64,806	64,806	64,826	768,002		
Less: Event Labor Allocations	(33,730)	(51,902)	(51,901)	(51,901)	(51,902)	(51,902)	(51,902)	(51,902)	(51,902)	(51,902)	(51,902)	(51,902)	(604,650)		
Net Employee Wages and Benefits	223,923	226,211	226,212	226,211	226,212	226,212	226,211	226,211	226,212	226,211	226,211	226,247	2,712,285		
Contracted Services	95,696	41,696	41,698	41,697	41,697	41,697	41,697	41,697	41,697	41,697	41,697	63,810	576,476		
General and Administrative Operations	85,386	50,485	50,487	50,490	50,487	50,487	50,487	50,485	50,487	50,487	50,487	50,497	640,752		
Repair & Maintenance	46,466	41,603	41,605	41,606	41,604	41,605	41,603	41,604	41,604	41,604	41,604	41,606	504,114		
Supplies	64,590	41,327	41,326	41,327	41,327	41,327	41,327	41,327	41,326	41,327	41,327	43,174	521,032		
Insurance	34,869	20,712	20,713	20,712	20,712	20,713	20,713	20,713	20,712	20,712	20,712	22,568	264,561		
Utilities	5,266	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,333	8,337	96,933		
SMG Management Fee	44,174	46,665	46,666	46,666	46,666	46,666	46,665	46,665	46,665	46,666	46,666	46,674	557,504		
SMG F&B Incentive Fee	12,899	12,895	12,895	12,895	12,895	12,895	12,895	12,895	12,895	12,895	12,895	12,890	154,739		
Total Operating Expenses	33,224	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	22,500	280,724		
Net Income (Loss) From Operations	646,493	512,727	512,735	512,737	512,733	512,735	512,731	512,730	512,731	512,732	512,732	538,603	6,312,420		
Net Income (Loss) From Operations	(23,412)	(270,495)	260,748	(207,097)	(106,782)	250,015	(34,570)	(88,790)	289,086	(180,201)	(94,901)	254,257	47,856	-1395000	(1,347,144)
Other Income (Expenses)	-	-	-	-	-	-	-	-	-	-	-	-	-		
Net Income After Other Income (Expenses)	(23,412)	(270,495)	260,748	(207,097)	(106,782)	250,015	(34,570)	(88,790)	289,086	(180,201)	(94,901)	254,257	47,856		
<u>Budget Forecast Comparison by Month</u>															
2018	47,856	-	-	-	-	-	-	-	-	-	-	-	-		
2017	(990,976)	(850,624)	(812,492)	(808,022)	(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 October 31, 2017

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	30,631	37,653	(7,022)	20,905
Events	31	34	(3)	20
Event Days	44	43	1	31
Direct Event Income	94,511	96,065	(1,554)	59,369
Ancillary Income	398,477	283,451	115,026	249,936
Total Event Income	492,988	379,516	113,472	309,305
Other Operating Income	130,093	70,202	59,891	41,511
Adjusted Gross Income	623,081	449,718	173,363	350,816
Indirect Expenses	(646,493)	(512,737)	(133,756)	(491,169)
Net Income (Loss) From Operations	(23,412)	(63,019)	39,607	(140,353)

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
 Financial Statements Year to Date Highlights
 For the One Month Ending October 31, 2017

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	30,631	37,653	(7,022)	20,905
Events	31	34	(3)	20
Event Days	44	43	1	31
Direct Event Income	94,511	96,065	(1,554)	59,369
Ancillary Income	398,477	283,451	115,026	249,936
Total Event Income	492,988	379,516	113,472	309,305
Other Operating Income	130,093	70,202	59,891	41,511
Adjusted Gross Income	623,081	449,718	173,363	350,816
Indirect Expenses	(646,493)	(512,737)	(133,756)	(491,169)
Net Income (Loss) From Operations	(23,412)	(63,019)	39,607	(140,353)

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Balance Sheet
October 31, 2017

ASSETS

Current Assets

Cash	\$	1,041,101		
Accounts Receivable		701,113		
Prepaid Assets		73,968		
Inventory		56,824		
Total Current Assets				1,873,006

Total Assets			\$	1,873,006
---------------------	--	--	-----------	------------------

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	549,427		
Accrued Expenses		234,615		
Deferred Income		0		
Advance Ticket Sales/Deposits		798,134		
Other Current Liabilities		0		
Total Current Liabilities				1,582,176

Long-Term Liabilities

Long Term Liabilities		0		
Total Long-Term Liabilities				0

Total Liabilities				1,582,176
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Equity

Net Funds Received		9,339,168		
Retained Earnings		(9,024,926)		
Net Income (Loss)		(23,412)		
Total Equity				290,830

Total Liabilities & Equity			\$	1,873,006
---------------------------------------	--	--	-----------	------------------

IRVING CONVENTION CENTER/SMG
Income Statement
For the One Month Ending October 31, 2017


	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	117,100	102,000	15,100	117,100	102,000	15,100	87,730
Service Revenue	43,471	54,067	(10,596)	43,471	54,067	(10,596)	36,189
Service Expenses	(66,060)	(60,002)	(6,058)	(66,060)	(60,002)	(6,058)	(64,550)
Total Direct Event In	94,511	96,065	(1,554)	94,511	96,065	(1,554)	59,369
Ancillary Income							
F & B Concessions	29,160	30,001	(841)	29,160	30,001	(841)	27,807
F & B Catering	326,765	220,000	106,765	326,765	220,000	106,765	191,358
Parking	32,197	22,000	10,197	32,197	22,000	10,197	19,451
Electrical Services	9,865	10,000	(135)	9,865	10,000	(135)	10,970
Audio Visual	(90)	0	(90)	(90)	0	(90)	0
Internet Services	580	1,450	(870)	580	1,450	(870)	350
Total Ancillary Inco	398,477	283,451	115,026	398,477	283,451	115,026	249,936
Total Event Income	492,988	379,516	113,472	492,988	379,516	113,472	309,305
OTHER OPERATING INCOME							
Advertising	0	0	0	0	0	0	0
Other Income	130,093	70,202	59,891	130,093	70,202	59,891	41,511
Total Other Operatin	130,093	70,202	59,891	130,093	70,202	59,891	41,511
Adjusted Gross Inco	623,081	449,718	173,363	623,081	449,718	173,363	350,816
INDIRECT EXPENSES							
Salaries & Wages	202,542	213,305	10,763	202,542	213,305	10,763	176,598
Payroll Taxes & Ben	55,111	64,811	9,700	55,111	64,811	9,700	59,392
Labor Allocations to	(33,730)	(51,904)	(18,174)	(33,730)	(51,904)	(18,174)	(39,090)
Net Salaries and Ben	223,923	226,212	2,289	223,923	226,212	2,289	196,900
Contracted Services	95,696	41,697	(53,999)	95,696	41,697	(53,999)	41,945
General and Adminis	85,386	50,487	(34,899)	85,386	50,487	(34,899)	77,979
Operating	46,466	41,604	(4,862)	46,466	41,604	(4,862)	51,864
Repairs & Maintenan	64,590	41,327	(23,263)	64,590	41,327	(23,263)	42,332
Operational Supplies	34,869	20,712	(14,157)	34,869	20,712	(14,157)	1,133
Insurance	5,266	8,333	3,067	5,266	8,333	3,067	8,103
Utilities	44,174	46,970	2,796	44,174	46,970	2,796	40,508
SMG Management F	46,123	35,395	(10,728)	46,123	35,395	(10,728)	30,405

An SMG Managed Facility






IRVING CONVENTION CENTER/SMG
Income Statement
For the One Month Ending October 31, 2017

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Total Indirect Expens	646,493	512,737	(133,756)	646,493	512,737	(133,756)	491,169
Net Income (Loss)	(23,412)	(63,019)	39,607	(23,412)	(63,019)	39,607	(140,353)

October 2017 - ICC, L1, EXH and 66 other(s)

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 GDMF Board Meeting Methodist Health System 2017 Leading to Excellence Summit	3 OSC Insurance Services Board Meeting	4	5 Zeitgeist Consulting	6 Catholic Action for Faith and Family Conference Show It Off @ Indian Property Show Baylor Heart and Vascular Hospital Medical Symposium 2017 Technology Prayer Breakfast	7
8 Atul Purohit Live Garba in Dallas Show It Off @ Indian Property Show	9 	10 La Quinta Leadership Luncheon American Airlines Renny McLean Ministry	11	12 Pioneer Natural Resources 20th Anniversary Event	13 La Quinta Power of our People Kick-Off	14 Carroll Senior High School Homecoming Dance
15 DFW Church Worship Service	16 Gamestop SSC Meeting	17 Atlas Roofing	18 Mr. Cooper Originations Town Hall Dallas PVA College Fair 2017 City of Irving Annual Service Awards Banquet	19 Fan Days 2017	20 ICVB Board of Directors Executive Committee Meeting	21
22 Fan Days 2017	23 Buick-GMC T-R-E Bowl	24 Warren Instructional Network Training	25 IPD Honor Guard Practice	26 Irving Fire Fighters Exam ASUG	27 City of Irving Employee Celebration	28

November 2017 - ICC, L1, EXH and 66 other(s)

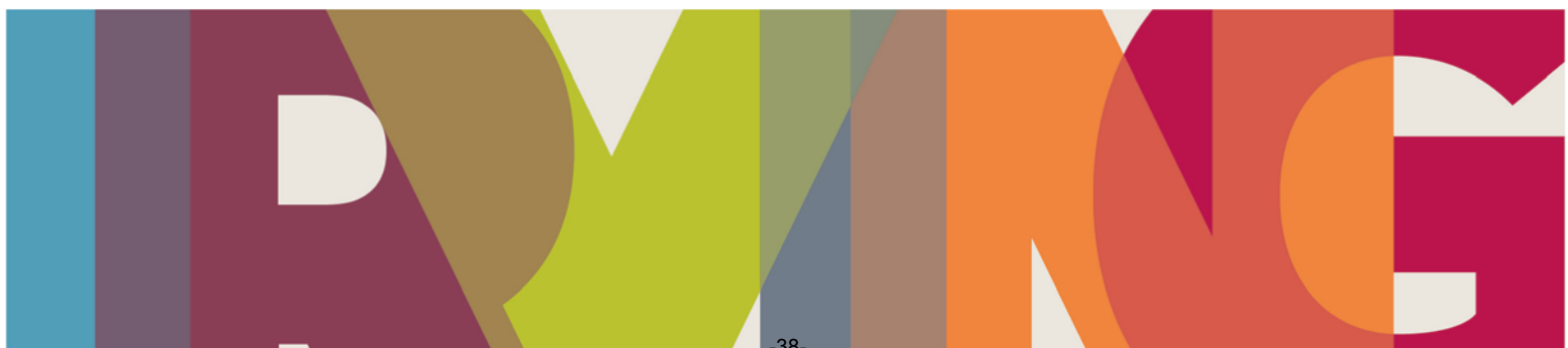
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
29	30	31 	1 	2	3	4
Vizient Community Day Luncheon Celebration	QuikTrip Corporation Train the Trainer Meeting		TD Industries Quarterly Meeting		Hot Tub Show	Islamic School of Irving Banquet
			2017 IIAD Jim Millerman Insurance Convention			
5 	6	7	8	9	10	11 
Blood Drive	Microsoft Cloud IoT Hacks Dallas			Christmas Market		DynaTen 2017 Awards Banquet
Hot Tub Show						
Celanese Leadership Conference						
12	13	14	15	16	17	18
Greater DFW FCA Coaches Appreciation and Leadership Dinner	Dell EMC Forum 2017			Metro PCS 2017 DFW Retail 4th Quarter All Hands	USA Judo Dallas Invitational and National Presidents Cup 2017	
	GDMF Board Meeting			HCA	Muscular Dystrophy Association Uncork a Cure	
19	20	21	22	23 	24	25
USA Judo Dallas Invitational and National Presidents Cup 2017						
26	27	28	29	30	1	2
		DFW Business Group on Health 13th Annual Forum		Agile Camp Dallas		Empower Texans Fundraiser
		Pollock eCommerce Training		Primary Care Innovators Network Meeting	DFW HDI Analyst of the Year Banquet	Cheer America
	ICVB Destination Development Committee Meeting					

FINAL 2018 Board Meeting Schedule

Most meetings are held the 4th Monday of each month, except in the case of holidays or industry events/travel that require changes to the schedule. (Changes to the 4th Monday are noted below in *italics*.) All meetings will begin at 11:45 unless otherwise communicated. Lunch will be ready beginning at 11:15.

Meetings primarily take place at the Irving Convention Center at Las Colinas; location changes will be communicated in advance.

- January 4 – 11:30 Lunch and 12 Noon Hard Hat Tour of the Music Factory/Big Beat Dallas (not a required meeting)
- January 22 – Hospitality Industry Annual Meeting (instead of full board meeting)
- February 26
- March 26
- *April 30*
- *May 21*
- June 21-22 – Board Strategic Planning Retreat (tentative)
- June 25
- July 23
- *August 20*
- September 24
- The October 22 board meeting is held in conjunction with the annual performance review for the Executive Director; at the chair's discretion, the performance review will be held at the regularly scheduled time.
- *November 19 – one week early because of Thanksgiving*
- *December 17 – one week early because of Christmas*



IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, DECEMBER 18, 2017

BOARD REPORTS





It's the end of an era at Irving Cares



A letter from Irving Cares CEO, Teddie Story:

It is with mixed emotions that I announce my desire to retire from Irving Cares as CEO, effective December 29, 2017, so that I can spend more time with my family.

While I am sad to leave the organization after 26 years of service, first as a board member and then as a staff member, I am excited to leave the organization on a high note and in unquestionably capable hands.

I have great confidence in the future direction of the organization. Irving Cares recently achieved two major milestones: the 60th birthday of the organization and the 25th anniversary of The Great Harvest, our annual fundraiser.

The Irving Cares team had our highest-grossing The Great Harvest ever, and successfully completed a 60th birthday rebranding and fundraising campaign that doubled our initial goal and raised more than \$120,000.

The team has significantly expanded its outreach into the community, forming new partnerships and continuing to cultivate relationships with businesses, community groups and other non-profit partners, all of which will yield tremendous returns to the organization in terms of financial and volunteer resources.

As with any strong small business, there is a Succession Plan in place at Irving Cares. The Board of Directors is forming an Executive Search Committee and will field applications from interested and qualified persons, and more details will follow soon about how to apply for this position.

Words cannot express my gratitude for the opportunity to grow within, and ultimately lead the incredible team of employees, volunteers, partners and supporters of Irving Cares. I have been wonderfully blessed by my time here, and I am so proud of the work that the organization has achieved over the years. I fully expect the agency will continue to demonstrate growth and success as a vital community resource in the years to come. There will always be a piece of my heart that belongs to Irving Cares.



Kyle Taylor named Irving Cares CEO



Kyle Taylor joined Irving Cares as a volunteer in the Employment Services Program in July 2010. He led the weekly Job Search Seminars advising and inspiring clients who were seeking employment. In April 2012, Kyle was named "Volunteer of the Year."

Soon after, Kyle joined the staff, and he has managed the food pantry which serves thousands, and supervised hundreds of volunteers.

His position grew into the Director of Community Engagement. At Teddie Story's retirement at the end of December he will assume the position of CEO.

"The staff, volunteers, donors, and customers of Irving Cares will be well represented by Kyle Taylor as the next Chief Executive Officer. His passion for service to others is evident in his dedication to Irving Cares and its customers," said Teddie Story, retiring CEO of Irving Cares.

Anthony Bridges, Board Chair stated, "On behalf of the Board of Directors of Irving Cares, we feel that Kyle Taylor was the best candidate to replace Teddie Story as CEO of Irving Cares. We believe that Kyle will continue the legacy of Irving Cares providing services to Irving residents with dignity and respect."

Join us in welcoming Kyle Taylor as CEO of Irving Cares!

CITY OF IRVING/IRVING CONVENTION AND VISITORS BUREAU
HIGH SPIRITED CITIZEN AWARD

NOMINEE BIOGRAPHY

Name: William C. Cole

Address: 3524 Colgate

City: Irving State: TX Zip: 75062

Phone: 972-717-3564

Please list nominee's civic affiliations in Irving (organizations, clubs, etc.):

HE SERVES ON THE BOARD AS VICE CHAIRMAN FOR
Irving Community Development Corporation which provides
downpayment assistance for 1st time homebuyers in the
low to moderate income range.

Please list major volunteer accomplishments within their affiliations (positions, committees, etc.):

HE helps with plans for homes and with potential homeowners
to pick designs for their new homes

Please list nominee's honors and awards:

STATE OF TEXAS REGISTERED PROFESSIONAL ENGINEER
for 50 yrs

Additional information:

SUL ROSS member w/ TX A + M
GIBSON INTL

Number of years nominee has resided in Irving: 40+

Nominated by: LORENA MUCKELROY Date: _____

Phone: 972-253-8336 email: irvingcdc@verizon.net

Return to: Irving Convention and Visitors Bureau
c/o Diana Pfaff
500 W. Las Colinas Blvd
Irving, Texas 75039
972-401-7729 fax
dpfaff@irvingtexas.com

Diana Pfaff

From: donotreply@simpleviewinc.com
Sent: Monday, November 28, 2016 9:33 AM
To: Diana Pfaff; Monty White; Carol Stoddard
Subject: Form Submission - High Spirited Citizen Nomination

High Spirited Citizen Nomination

Nominee Biography (The person you are nominating)

First Name: William *Willie*

Last Name: Cole

Address: 3524 Colgate Lane

City: Irving

State: TX

Zip: 75062

Primary Phone: (972) 717-9564

Alternate Phone:

Please list nominee's civic affiliations in Irving: Irving Community Development

Please list their major volunteer accomplishment within their affiliations: Vice Chairman

Please list nominee's honors and awards: n/a

Additional Information about the nominee: William is very passionate about the work he does with Irving Community Development Corporation. He always has a open mind when it comes to decision making and it totally committed to the work he does.

Number of years nominee has resided in Irving: 48

Nominated by (Your information)

First Name: Lorena

Last Name: Muckelroy

Email: irvingcdc@verizon.net

Physical Zip: 75061

Primary Phone: (972) 253-8336

From: Vicki Ebner [<mailto:VEbner@cityofirving.org>]

To: Maura Gast <mgast@irvingtexas.com>; Galen B. Price <gprice@cityofirving.org>

Subject: RE: William Cole - high spirited citizen nomination

Yes, we know Mr. Cole through ICDC. I have copied Galen Price on this (although, he is out of the office today) because he works more closely with Mr. Cole & can provide most of the information you are requesting.

As for some of your other questions, I would say that his service to the community development corporation greatly benefits Irving. He has been instrumental in the design of many of their projects and ensures that the projects are completed efficiently. His volunteer work aids this non-profit developer through cost savings for design services and through on-site monitoring of construction projects. The nonprofit – through no small effort from Mr. Cole – provides well-made homes for first time homeowners. They give families opportunities that would otherwise not be made available to them. This, in turn, brings vacant properties onto the City's tax roll and increases neighborhood stability.

IRVING CITY Spectrum digital

f t v i cityofirving.org

Dec. 6, 2017 | CityofIrving.org



Annual Blue Christmas Pancake Breakfast is Dec. 9

Every year, the Irving Police and Fire departments come together for Blue Christmas, a toy and food drive to benefit underprivileged children and families. While it is the Irving Police and Fire Blue Christmas nonprofit that hosts the effort, it would not be possible without the generosity of Irving residents.

The tradition continues Dec. 9 with the Blue Christmas Pancake Breakfast. Everyone is invited to come enjoy a plate of pancakes, bacon and sausage. Adult plates are \$10 and \$5 for children 10 and younger. The event is held from 9 to 11 a.m. at Plymouth Park Baptist Church, 1714 N. Story Rd.

Donations of new and unwrapped toys can be made at any Irving Fire Station. In addition, Bar Louie, Thirsty Lion and Freshii restaurants at the Toyota Music Factory are accepting Blue Christmas donations of nonperishable food items, unwrapped toys and monetary gifts through Dec. 15. Police, firefighters and volunteers will deliver toy and food donations throughout the day, Dec. 23.

[Click here](#) for more information.

Twin Wells Golf Course to Undergo Infrastructure Renovations



For 30 years, Twin Wells Golf Course has offered residents and visitors the opportunity to use a low-cost recreational course in the heart of Dallas-Fort Worth.

Quick Links

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[Mayor and City Council](#)

[Meetings](#)

[Online Payments](#)

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December AquaStars

The next December AquaStars event is, 11:30 a.m. to 1 p.m., Dec. 10 at the Heritage Aquatic Center, 200 S. Jefferson St. AquaStars was created specifically for children with special needs ages 18 and younger in Irving and surrounding communities, but it is open to all children and their families. On a monthly basis, AquaStars provides special needs children with an opportunity to sidestep crowds and experience the excitement of play in an indoor, 20-yard, temperature-controlled lap pool.

The Heritage Aquatic



Now, the course will undergo infrastructure renovations to breathe new life into this Irving fixture.

Changes already in the works include a new irrigation system made of high-density polyurethane pipe that will hold up to the course's shifting soil and a water transfer pump station to irrigate the course with water from the Trinity River.

The renovation project also will include rebuilt greens, as well as new grass on the greens, tee boxes and fairways. In addition, there are plans to reroute eight holes and realign the driving range and practice putting green.

[Read more about the project.](#)

Winter Break Camp Begins Dec. 18

City recreation centers will offer a winter break camp for children in grades K-5 beginning Dec. 18. A variety of activities will be offered in a fun and safe environment, including arts and crafts, gym games, field trips and more! Campers are asked to bring a sack lunch each day. Morning and afternoon snacks will be provided. Camp hours are 7 a.m. to 6 p.m. each day, with two one-week sessions available during the following dates:

Georgia Farrow, Lee, Northwest and Senter Recreation Centers:

- Session 1: Dec. 18-22, session costs \$95
- Session 2: Dec. 26-29, session costs \$80

Cimarron and Mustang Recreation Centers:

- Session 1: Dec. 26-29, session costs \$80
- Session 2: Jan. 2-5, session costs \$80

[Click here](#) for more information.

Light Up the Holidays at Centennial Park



It's that time of year again, when Centennial Park gets its annual holiday makeover. In December, Irving Parks and Recreation employees wrap trees in lights and set up decorative displays of illuminated trains, wreaths and other seasonal scenes to create a winter wonderland that delights the young and the young-at-heart.

This year's display will open to the public from dusk to 10 p.m. Dec. 2-25 and is free to the public. Visitors can take a leisurely stroll through one of the jewels of Irving's Heritage District.

It takes thousands of strands of lights to cover the 200 trees that are part of the display. Each strand has between 150 and 300 lights. The larger trees take as many as 10 strands to cover. In addition, Centennial Park's walls, fences and bridge are covered with lights. Walkways are lit on each side to keep pathways visible for visitors after dark. In an effort to remain resourceful and environmentally friendly, the Parks and Recreation Department began replacing its inventory during the past four years with energy-efficient, durable LED lights.

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

Greener, Cleaner Traveling Habits for the Holidays

Traveling out of North Texas during the holidays? The travel industry is one the fastest growing industries in the world. It's more important than ever for travelers to minimize their individual impact on the world's air quality. Wherever you and your family are heading, consider



Center's pool boasts features including an accessible ramp, accessible chair lift and water chair. The city will provide the appropriate lifeguard and staffing ratios, as well as access to waterproof wheelchairs.

[Click here](#) for more information.

Dec. 7 | [Mooseltoe: A New Moosical Performance](#)

9:30 a.m. | Irving Arts Center, 3333 N. MacArthur Blvd.

Dec. 8 | [Gingerbread Cookie Creation](#)

10 to 11:30 a.m. | Senter Park Recreation Center, 901 S. Senter St.

Dec. 9 | [Breakfast with Santa](#)

10 a.m. to noon | Mustang Park Recreation Center, 2223 Kinwest Parkway

Dec. 9 | [Irving Arts Center Farmers Market](#)

10 a.m. to 3 p.m. | Irving Arts Center, 3333 N. MacArthur Blvd.

Dec. 9 | [Christmas Concert, presented by the Irving Symphony Orchestra](#)

7:30 to 8:30 p.m. | Irving Arts Center, 3333 N. MacArthur Blvd.

Dec. 9 | [Second Sunday Funday: Holidays Around the World, Festival of Lights](#)

1 to 4 p.m. | Irving Arts Center, 3333 N. MacArthur Blvd.

Dec. 11 | [Career Help with Workforce Solutions](#)

2 to 4 p.m. | South Irving Library, 601 Schulze Dr.

traveling a bit cleaner this holiday season and help the world breathe a little easier.



Traveling green takes some extra effort at first, but it can become a healthy habit for families to develop.

Here are some tips to help with the change:

- Reduce your carbon footprint and participate in alternative transportation options like biking, walking and public transit. These alternatives are often less expensive than calling a cab or renting a vehicle.
- A plastic bottle often travels thousands of miles before it gets to you. Carry a reusable container to drink locally sourced water when you're on the go.
- Traveling by plane? A significant percentage of a plane's carbon emissions come from takeoff and landing. Booking a nonstop flight helps cities around the world reduce emissions.

[Click here](#) for more ways to go green while traveling.

Dec. 13 | [Mujeres Creativas: Holiday Decorations](#)

Noon to 2 p.m. | East Branch Library, 440 S. Nursery Road

Dec. 13 | [Career Help with Workforce Solutions](#)

2 to 4 p.m. | East Branch Library, 440 S. Nursery Road

Dec. 14 | [Polar Express Party](#)

10 a.m. to noon | Northwest Park Recreation Center, 2800 Cheyenne St.

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City of Irving, Texas
825 W. Irving Boulevard, Irving, TX 75060
(972) 721-2600 | [Email Us](#) | [CityofIrving.org](#)





PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST

December 2017

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	JPI	1100 Lake Carolyn Pkwy	5-story 286 unit apts with 5-story garage	497,127 SF	\$29,000,000	Permit Issued	2/28/2017	Irving	Jul-17
2	Jefferson Promenade	555 Promenade Pkwy	Apts-Parking Garage	881,793 SF	\$46,400,000	Permit Issued	5/8/2017	Irving	Nov-17
3	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	330 Virginia	Bail Bonds Office	4,810 SF	\$200,000	Permit Pending	10/10/2016	Irving	May-17
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	QTS	6351 Longhorn Dr.	Office/Data Center	379,680 SF	\$55,000,000	Permit Issued	7/19/2017	Irving	Sep-17
6	Verizon	750 Hidden Ridge Dr.	Parking Garage	143,788 SF	\$8,800,000	Permit Approved	11/1/2017	Irving	Dec-17

WAREHOUSE/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Main St. Warehouse	701 N. Main St.	Warehouse	5,999 SF	\$9,000	Permit Pending	11/30/2016	Irving	Nov-16
2	Johnny's Automotive	1091 N. Britain Road	Auto Repair	4,500 SF	\$171,000	Permit Pending	9/21/2016	Irving	Jan-17
3	J & J Repair	702 S. Irving Heights	Auto Repair	3,535 SF	\$134,330	Permit Approved	1/31/2017	Irving	Mar-17
4	Shell Bldg	6501 Shorthorn Dr.	Warehouse	47,485 SF	\$3,000,000	Permit Issued	6/9/2017	Irving	Nov-17
5	Exxon	1201 E. Airport Fwy	Office	5,064 SF	\$4,000,000	Permit Issued	9/22/2017	Irving	Dec-17

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	7-Eleven	8235 Esters Blvd	Convenience store/gas	3,027 SF	\$500,000	Permit Issued	5/4/2017	Irving	Aug-17
2	Shell Bldg.	6941 Riverside Dr.	Shell Bldg.	12,136 SF	\$900,000	Permit Issued	6/2/2016	Irving	Sep-17
3	Shell Bldg.	3275 & 3285 Regent Blvd.	Two Shell Bldgs.	A Bldg. 6,510 SF B Bldg. 6,049 SF	\$1,569,875	Permit Issued	4/19/2017	Coppell	Aug-17
4	Family Dollar	4395 W. Northgate	Retail	8,463 SF	\$800,000	Permit Issued	4/12/2017	Irving	Nov-17
5	QuikTrip	NWC of S.H. 114 & Belt Line	Convenience store/gas	14,515 SF	\$540,000	Permit Pending	6/23/2017	Irving	Jul-17

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

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 Pending	1/9/2017	Irving	Feb-17
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 Approved	8/21/2017	Coppell	Dec-17
5	Chick-Fil-A	7850 N. MacArthur Blvd	Restaurant	4,995 SF	\$925,000	Permit Pending	10/13/2017	Irving	Dec-17

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 Pending	11/23/2016	Irving	Nov-16
2	Baylor Scott & White Lobby Addn	1901 N. MacArthur Blvd.	Hospital lobby addition	65,000 SF	\$11,500,000	Permit Issued	5/19/2017	Irving	Sep-17
3	Greater Cornerstone Church	2050 S. MacArthur Blvd.	Church	8,700 SF	\$775,000	Permit Issued	6/1/2017	Irving	Sep-17
4	Valley Ranch Islamic Center	351 Ranchview	Church	15,814 SF	\$4,000,000	Permit Issued	6/14/2017	Irving	Dec-17
5	Baylor MOB III	2005 West Park Dr.	Med. Office	58,485 SF	\$6,000,000	Permit Issued	8/4/2017	Irving	Dec-17
6	Care Now	2851 W IH 635	Med. Clinic	5,560 SF	\$1,500,000	Permit Issued	8/14/2017	Coppell	Nov-17

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS									
#	DATE	TOTAL UNITS ISSUED	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE		
	Nov-17	37	\$14,499,168	37	\$14,499,168	0	\$0		

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

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, DECEMBER 18, 2017

STAFF REPORTS



ICVB Memorandum

Date: December 6, 2017
 To: Maura Gast, FCDME, Executive Director
 From: Lori Fojtasek, Assistant Executive Director/Sales & Services
 RE: Sales & Services Department Board Report for November 2017

Convention Sales & Services Staff Activities

Leads Generated	November	YTD
Irving CVB – Hotel Leads	132	296
Irving Convention Center Leads	154	306

November

Room Nights Generated	Monthly Goal	November 2017 Actuals	November 2016 Actuals	FY2017-18 Annual Goal	FY2017-18 YTD Actuals	FY 2016-17 YTD Actuals	November Convention Center	Convention Center YTD Actuals
Definite Room Nights	19138	17264	14358	229657	30113	24073	0	245
Lost Room Nights		6652	17899		22417	31946	4497	13455

Travel & Activity

November	Organization	Event	Location
6-8	Collinson Publishing	Connect Texas	Horseshoe Bay, TX
9-10	Irving CVB	Austin Sales Calls	Austin, TX
13-15	Meeting Professionals International	CMP Conclave	Oxon Hill, MD

Customer Services Activity November 2017

Groups Served	
November	10 groups served
YTD	27 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

November Servicing & Inventory:

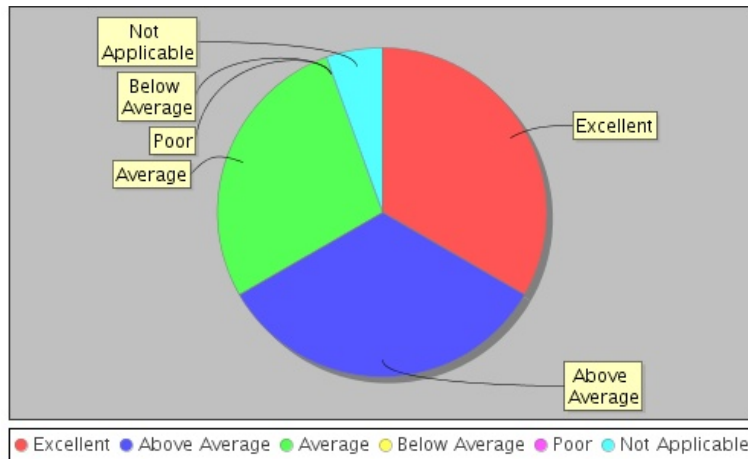
Service Type	# of Groups Served in November	Total Inventory Utilized
Proclamations/Flags/Welcomes	0	Mayoral Letter for Convention Programs
Name Badge-Lanyard Services	5	4100 Badges/4400 Lanyards
Pens/bags	6	2400 Pens/2700 Bags
Promotional Materials	2	500+
Staffing Services	5	131 Hours

Event Location: Hotels: 6 Irving Convention Center: 4

Customer Service Satisfaction Survey Results

November 1-30, 2017

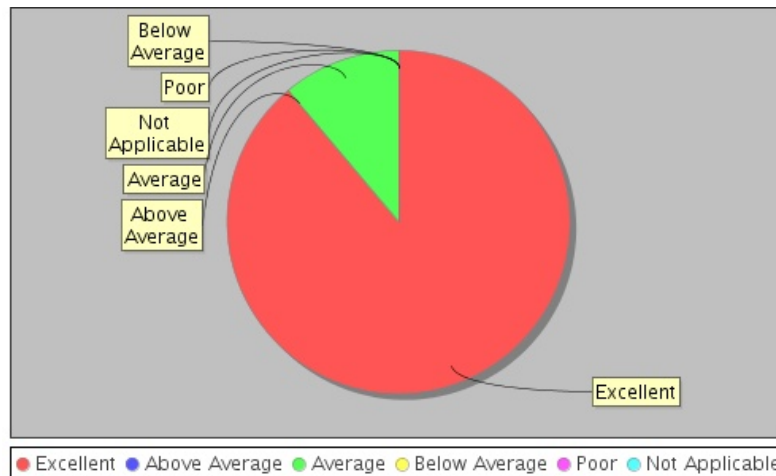
1. How was your overall destination experience?



11/01/2017 – 11/30/2017

Score: **.81.2** / 100.0

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



11/01/2017 – 11/30/2017

Score: **.95.60** / 100.0

**Definite Bookings
December 2017 – March 2018**

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Tim LaHaye	Pre Trib Conference	12/1/2017	12/6/2017	400	397
Big 12 Conference	Big 12 Championship Game 2017	12/1/2017	12/3/2017	250	150
TechMedia, LLC	TechMedia	12/1/2017	12/6/2017	1100	91
Pathways Core Training Inc.	Pathways Monthly December Step Beyond 2017	12/2/2017	12/3/2017	110	170
Sammons Financial Group	Midland National Life Insurance Company 2017 RSD Kickoff	12/3/2017	12/6/2017	75	145
ThyssenKrupp Elevator Company	Thyssen December 2017 Sales Ramp Up for 2018 Meeting	12/3/2017	12/7/2017	30	121
American Red Cross	ARC - District Managers Meeting	12/3/2017	12/6/2017	65	170
McKinsey & Company	December 2017 Meeting	12/3/2017	12/7/2017	120	260
Greystar Real Estate	Supplier Appreciation Retreat	12/5/2017	12/9/2017	60	52
Shaw Industries	Shaw Industries	12/6/2017	12/7/2017	125	250
AARP	AARP - December 2017 Meeting	12/6/2017	12/7/2017	35	70
BioTE Medical	BioTE-December 2017	12/7/2017	12/9/2017	100	200
American Red Cross	American Red Cross - Donor Recruitment Training	12/10/2017	12/14/2017	15	50
ThyssenKrupp Elevator Company	ThyssenKrupp - December 2017 Training Meeting	12/10/2017	12/14/2017	30	122
Ipsos Marketing	Auto Research Group	12/12/2017	12/18/2017	10	70
Vennam Foundation	Vennam Foundation (Indian Event at The Pavilion)	12/16/2017	12/16/2017	25	23
Classic Elegance Coaches	Fan Days - Dallas Cowboys Game	12/23/2017	12/24/2017	65	20
International Youth Fellowship	International Youth Fellowship	12/25/2017	12/30/2017	3000	354
Phi Kappa Tau Fraternity	Phi Kappa Tau Presidents Academy	1/4/2018	1/7/2018	200	160
Pathways Core Training	Pathways Monthly January 2018	1/4/2018	1/30/2018	110	275

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Oppenheimer Funds Distributor, Inc.	Oppenheimer Funds Distributor January 2018 Meeting	1/4/2018	1/11/2018	300	1012
ThyssenKrupp Elevator Company	ThyssenKrupp - Sales & Operations Training	1/8/2018	1/11/2018	60	220
CCCI Cru Destino EFM	CCCI CRU Destino	1/10/2018	1/15/2018	500	533
Regional Management Corporation	Regional Management Annual Meeting	1/10/2018	1/12/2018	180	360
Young Life	Young Life Africa 2018 Retreat	1/11/2018	1/13/2018	100	130
Kimley-Horn and Associates, Inc.	Kimley-Horn 2018 Kick-Off	1/11/2018	1/12/2018	140	170
Strat Tournament Players Club	STPC SOM 2018	1/11/2018	1/14/2018	300	104
Kempke's Music	Kempke's Fall Conference	1/14/2018	1/17/2018	110	130
Ewing Irrigation	Minor League Baseball Turf Education Symposium	1/14/2018	1/15/2018	100	200
Takeda Pharmaceutical USA, Incorporated	Takeda Pharmaceutical - Rush TA 36347 TAK-831-2002 IM US	1/14/2018	1/17/2018	90	226
Society for Information Management	SIM Advanced Practices Council	1/16/2018	1/17/2018	24	48
Spicy Foods Productions, LLC	ZestFEST Staff & Vendor Rooms	1/19/2018	1/29/2018	125	183
McKesson Corporation	McKesson Corporation- ILEAD	1/19/2018	1/26/2018	200	675
Zac's Ridge	Zac's Ridge Monthly - January 2018	1/19/2018	1/20/2018	35	50
American Moving & Storage Association	2018 Annual Safety Conference	1/21/2018	1/23/2018	60	85
Association Member Benefits Advisors	2018 AMBA Awards Meeting	1/22/2018	1/25/2018	240	270
American Moving & Storage Association	AMSA - Additional Small Meeting	1/22/2018	1/24/2018	15	30
American College of Emergency Physicians	Medical Society Fund Raisers Network (MSFRN) Winter Meeting	1/24/2018	1/25/2018	35	70
National Athletic Trainers' Association	NATA Joint Committee Meeting 2018	1/25/2018	1/29/2018	252	482
Trustmark Insurance Company	Trustmark Producer Conference	1/25/2018	1/31/2018	175	623
Art of Movement (Dance)	Art of Movement Dance Convention 2018	1/25/2018	1/28/2018	500	204

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Texas School for the Blind and Visually Impaired	TSBVI Family Engagement Series	1/26/2018	1/28/2018	30	30
Youth America Grand Prix	Youth America Grand Prix 2018	1/30/2018	2/4/2018	200	265
Texas Academy of Physician Assistants	2018 TAPA Annual CME Conference	1/31/2018	2/3/2018	400	422
Pathways Core Training Inc.	Pathways Monthly February 2018	1/31/2018	2/17/2018	110	275
Texas Osteopathic Medical Association	2018 Mid-Winter Conference	1/31/2018	2/4/2018	150	353
Boy Scouts of America	Boy Scouts-National Executive Board and Committee Meeting	2/4/2018	2/6/2018	100	153
American Academy of Craniofacial Pain	AACP Mini Residency - Sessions 1-2-3-4	2/7/2018	2/9/2018	20	60
Frank Glazier Football Clinics, Inc.	Glazier Clinics 2018	2/8/2018	2/11/2018	500	455
The American Academy of Otolaryngic Allergy	2018 AAOA Interactive Allergy and Rhinology Course	2/8/2018	2/10/2018	150	215
Zeta Tau Alpha Fraternity	Zeta Tau Alpha	2/9/2018	2/10/2018	330	330
TexSom	TEXSOM Judges Room Block	2/10/2018	2/14/2018	500	310
National Criminal Justice Training Center	Southern Regional Court Safety and Security Conference	2/11/2018	2/14/2018	300	298
Louis Vuitton North America	Louis Vuitton North America - Annual Sales Conference	2/11/2018	2/18/2018	300	1116
Herff Jones	Scholastic Division National Sales Meeting	2/12/2018	2/19/2018	250	700
Technical Associates	Technical Associates - Entry Level Vibration Analysis	2/12/2018	2/15/2018	10	40
Church of Christ	Church of Christ	2/16/2018	2/18/2018	800	275
Technical Associates	Technical Associates - Analysis I	2/19/2018	2/22/2018	10	40
Texas Wine and Grape Growers Association	Annual Conference for 2018	2/20/2018	2/24/2018	600	515
Texas Association for Marriage and Family Therapy	TAMFT - 2018 Annual Conference	2/20/2018	2/24/2018	500	400
Society of Emergency Medicine Physician Assistants	SEMPA Board of Director's Retreat	2/20/2018	2/21/2018	10	20

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Monument Builders of North America	MBNA 2018 Show	2/21/2018	2/24/2018	150	355
Texas Wine and Grape Growers Association	Annual Conference for 2018 - Additional Room Block	2/21/2018	2/23/2018	600	90
Purvis Industries	Purvis Industries - Annual Ops & Sales Meeting	2/21/2018	2/23/2018	250	260
Alpha Sigma Alpha Sorority	Alpha Sigma Alpha	2/22/2018	2/24/2018	250	100
Zac's Ridge	Zac's Ridge Monthly - February 2018	2/23/2018	2/24/2018	35	50
Southern Baptists of Texas Convention	Evangelism Conference	2/24/2018	3/1/2018	3500	670
National Systems Contractors Association	National Systems Contractors Association Conference	2/26/2018	3/3/2018	900	900
Technical Associates	Technical Associates - Analysis II	2/26/2018	3/1/2018	10	40
First in Texas	First Robotics - First in Texas	2/28/2018	3/4/2018	1700	700
Texas School for the Blind and Visually Impaired	Family Engagement Series	3/2/2018	3/4/2018	30	30
American Numismatic Association	2018 ANA National Money Show Rev1	3/5/2018	3/10/2018	2000	534
Technical Associates	Technical Associates - Analysis III	3/5/2018	3/8/2018	10	40
Southwest Commission on Religious Studies	Southwest Commission on Religious Studies	3/7/2018	3/10/2018	200	228
American Society of TMJ Surgeons	ASTMJS 2018 Annual Meeting	3/7/2018	3/10/2018	90	223
Texas Steel Guitar Association	Annual Meeting for 2018	3/7/2018	3/12/2018	800	811
Texas Steel Guitar Association	Annual Meeting for 2018 - Overflow Rooms	3/8/2018	3/10/2018	400	60
Technical Associates	Technical Associates - Practical Field Balancing	3/12/2018	3/14/2018	10	30
Pathways Core Training Inc.	Pathways Monthly March 2018	3/13/2018	3/17/2018	110	100
Mary Kay Inc.	Mary Kay Career Conference 2018	3/14/2018	3/17/2018	2000	335
Sheet Metal and Air Conditioning National Association	SMACNA Association Leadership Meeting	3/14/2018	3/16/2018	30	40

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Dallas and Fort Worth Chapters of TX Association of Addiction Professionals	2018 DFW Behavioral Health Symposium	3/14/2018	3/16/2018	300	140
Aselia Con	Aselia Con	3/15/2018	3/18/2018	125	125
The Art and Science of Animal Training (ASAT)	2018 Art and Science of Animal Training Conference	3/22/2018	3/26/2018	300	190
Bluebonnet Brew-Off	Bluebonnet Brew-Off	3/22/2018	3/26/2018	700	320
Zac's Ridge	Zac's Ridge Monthly - March 2018	3/23/2018	3/24/2018	35	50

**Items highlighted above are Target Industries for Irving

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, DECEMBER 18, 2017

CONVENTION CENTER





To: SMG Valued Clients

From: Wes Westley

Re: An Important Announcement from SMG President & CEO Wes Westley

Date: Monday, December 11, 2017

I have important and positive news to share with you this morning. Today, Onex announced that it has agreed to acquire SMG from Northlane Capital Partners. Onex is a leading investment firm in North America with a long history of successfully building industry-leading businesses. Onex's investment represents an exciting opportunity for all of us and is a testament to the quality of our Company, our people and our clients. We wanted to make certain you heard the news from us first, as we anticipate finalizing this transaction sometime early next year.

I want to emphasize that it is "business as usual" between our clients, their general managers, and our management team. This acquisition will have no impact on our day-to-day operations or on our team. You should expect continuity. SMG will continue to provide you with the same world-class service that you have always experienced.

I have gotten to know the Onex team quite well over the last several months, and I am convinced that they will be a great owner and fit for SMG and for you. With our strong foundation and together with Onex, I'm looking forward to our ability to continue enhancing our operations and growing our business for many years to come.

On behalf of our leadership team, I want to thank you for the confidence you have shown in our team. Please do not hesitate to reach out to our team with any questions.

Thank you for your ongoing support. I wish you nothing but the happiest of holidays.

About Onex (www.onex.com)

Founded in 1984, with offices in Toronto, New York and London, Onex is one of the oldest and most successful investment firms. The company acquires and builds high-quality businesses in partnership with talented management teams. Onex' businesses have assets of \$45 billion, generate annual revenues of \$30 billion and employ approximately 161,000 people worldwide. Its businesses operate in many different industries including consumer and retail, financial services, healthcare, industrials, services and many others. Onex shares trade on the Toronto Stock Exchange under the stock symbol ONEX.

Onex is led by an Executive Committee comprised of the firm's founder and CEO, Gerry Schwartz, and four Senior Managing Directors. Collectively, these executives have more than 145 years of investing experience and have worked at Onex for an average of 26 years. The company has an entrepreneurial approach to investing with a long-term view of value creation.



November 16, 2017

TO: Maura Gast, Executive Director ICVB
 FROM: Oscar Sanchez, SMG Director of Finance
 SUBJECT: **Monthly Financial & Sales Report – October 2017**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	94,511	96,065	59,369	94,511	96,065	59,369
Ancillary Income	398,477	283,451	249,936	398,477	283,451	249,936
Total Event Income	492,988	379,516	309,305	492,988	379,516	309,305
Other Income	130,093	70,202	41,511	130,093	70,202	41,511
Adjusted Gross Income	623,081	449,718	350,816	623,081	449,718	350,816
Indirect Expenses	(646,493)	(512,437)	(491,169)	(646,493)	(512,437)	(491,169)
Net Income (Loss)	(23,412)	(62,719)	(140,353)	(23,412)	(62,719)	(140,353)

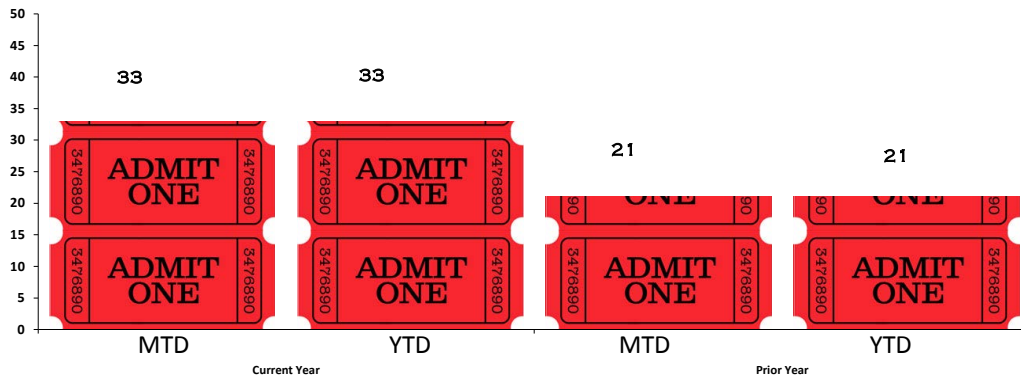
- October Rental Income budget was achieved due to bigger events like Renny McLean Ministry and Fan Days 2017
- Concert Parking revenue came in strong, with gross revenue of \$100,000
- The Adjusted Gross Income for October finished strong, beating budget by \$173,000 with the help of Catering and Concert Venue Parking revenue
- On the Indirect Expense side, Contracted Services was high due to more security for bigger events and parking staff for the Urban Towers on concert days
- October was a good month to start the new fiscal year, finishing \$39,000 above budget

SMG Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	501,189	363,975	332,618	501,189	363,975	332,618
Net Income/(Loss)	326,765	220,000	191,358	326,765	220,000	191,358
Net Income/(Loss) %	65.20%	60.44%	57.53%	65.20%	60.44%	57.53%

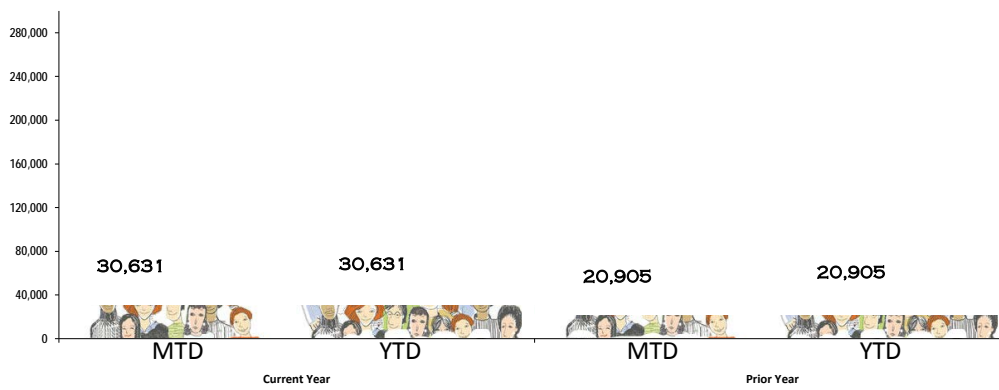
- Catering for October was higher than budget, with events like Pioneer Natural Recourses, ASUS DFW, and Gamestop, to name a few
- The catering revenue for October was successful with multiple repeat clients, from Baylor to Gamestop

We are pleased to report the October event activity as follows:

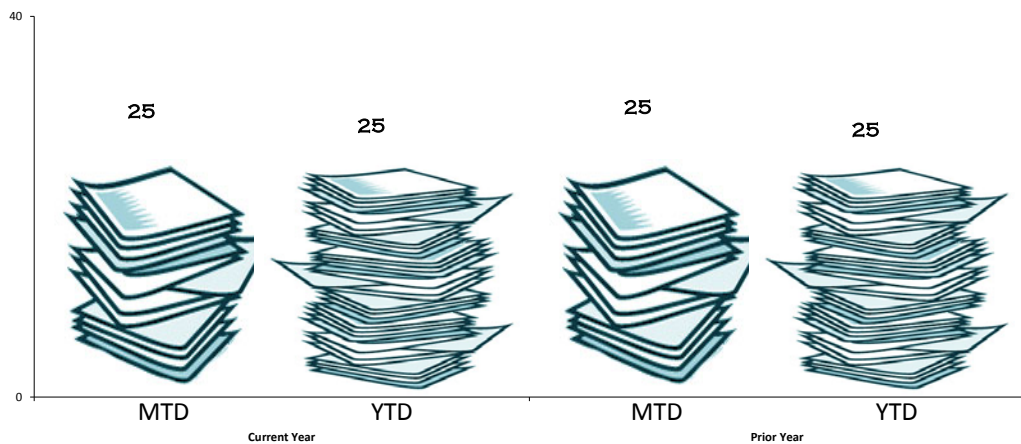
Events



Visitors



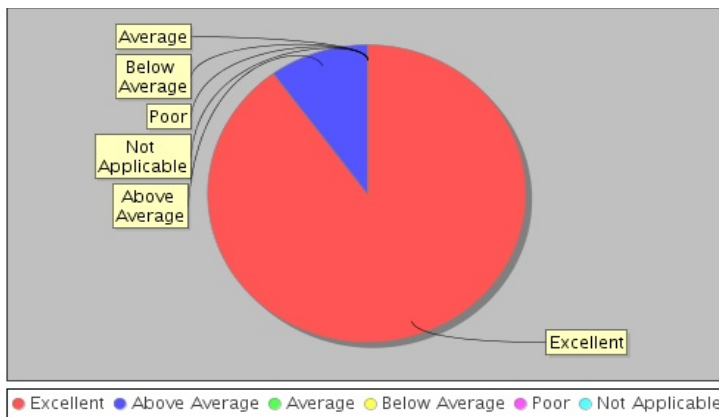
Contracts Turned Definite



Customer Satisfaction

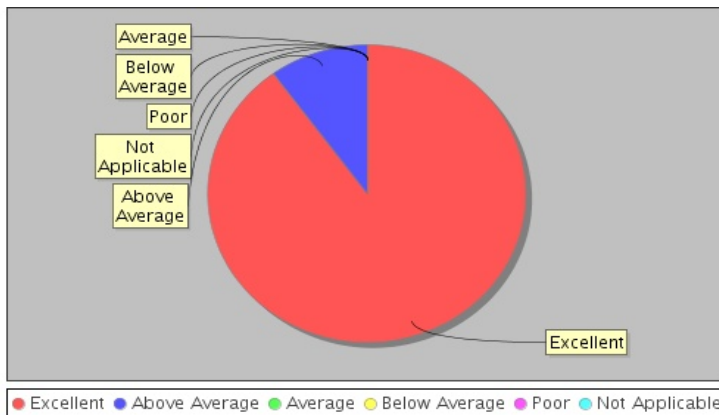
Current Month: Score: 98.0 / 100.0

Answer #	Choices	Answers (10 total)
1	(100) Excellent	9 90.0%
2	(80) Above Average	1 10.0%
3	(60) Average	
4	(40) Below Average	
5	(20) Poor	



Year to Date: Score: 98.0 / 100.0

Answer #	Choices	Answers (10 total)
1	(100) Excellent	9 90.0%
2	(80) Above Average	1 10.0%
3	(60) Average	
4	(40) Below Average	
5	(20) Poor	



October Notes

- *Baylor Heart and Vascular Medical Symposium* – Hosted their program for the second straight year, and are working to re-book them for October 2018.
- *Renny McLean Ministry*– Group returned to the ICC for the second straight year. We have issued a contract for their return at the end of October 2018.
- *Gamestop* – Another successful program for Gamestop with great reviews from our client. They have also agreed to do a testimonial video for us, which will be completed this month.
- *Fan Days 2017* – Attendance was down this year, partially due to the last-minute cancellations of some of their headliners. They have already contracted for a return visit in 2018.

City of Irving Target Industries Bookings

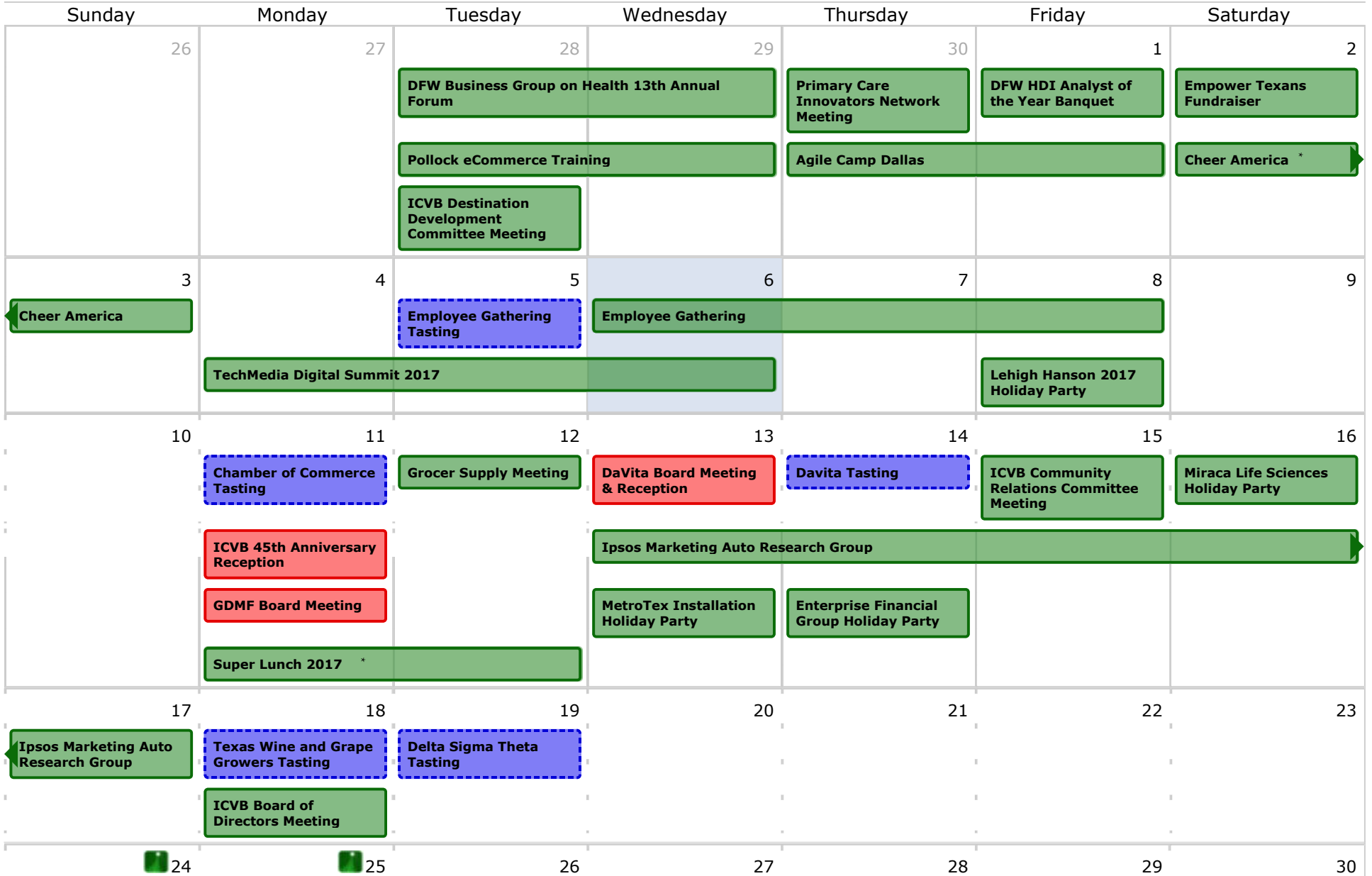
- Primary Care Innovators Network – November 2017
- Miraca Life Sciences – December 2017

November and December at a Glance

- | | |
|------------------|---|
| • November 1-2 | IIAD Jim Millerman Insurance Convention |
| • November 3-5 | Hot Tub Show |
| • November 9-11 | Christmas Market |
| • November 17-19 | USA Judo Dallas Invitational |
| • December 2-3 | Cheer America |
| • December 4-6 | TechMedia Digital Summit |
| • December 11-12 | Salvation Army Super Lunch |

cc: Tom Meehan, General Manager, SMG

December 2017 - ICC, L1, EXH and 66 other(s)



Green - Definite

Red - Tentative



Blue - Prospect

* - Public Show

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
31	1	2	3	4	5	6
				ICVB Lunch Meeting and Site Tour	Aflac	Las Colinas Bridal Show *
7	8	9	10	11	12	13
Las Colinas Bridal Show *		Oncor Residential Program Outreach Meeting	Oncor Commercial Program Outreach Meeting	Texas Home and Garden Show *		
DFW Church Worship Service				Texas Kick-off		Delta Sigma Theta Luncheon
14	15	16	17	18	19	20
Texas Home and Garden Show *		2018 State of the City Annual Banquet	Methodist Health System Annual Leadership Meeting		Learning Forward Tasting	DaVita Winter Happening
Texas Half Marathon	DECA District 7 Conference			Texas Prime Meet *		
21	22	23	24	25	26	27
Texas Prime Meet *	Irving Hospitality Industry Annual Meeting			TXU Annual Kick-off Meeting		Islamic Center of Irving Annual Banquet
Zest Fest *						
28	29	30	31	1	2	3
	Nationstar Mortgage 2018 Management Kickoff		Smart Circle International, LLC	TD Industries Quarterly Meeting		
Zest Fest *			2018 TAPA Annual CME Conference			

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	31	1	2	3
	Nationstar Mortgage 2018 Management Kickoff		Smart Circle International, LLC	TD Industries Quarterly Meeting		
Zest Fest *			2018 TAPA Annual CME Conference			
4	5	6	7	8	9	10
2018 TAPA Annual CME Conference	Vistage Executive Summit 2018		Wicklander Zulauski Training		North Texas Comic Book Show *	
			National Speakers Association - North Texas Speaker Showcase	American Pregnancy Association Awards Dinner		Educational First Steps
			Sleep International, LLC			
				Texas HOSA Conference		
			IES Fifth Annual Quality Summit			
11	12	13	14	15	16	17
North Texas Comic Book Show *	Grocer's Supply Food Show		 	Washington University		Texas Beekeepers Association - Delegate's Meeting
	Atlas Roofing					2020 REI
			Ticketstock 2018 *			
		Berkshire Hathaway				
18	19	20	21	22	23	24
Quinceanera Expo *	Northern Texas PGA	City of Irving Boards & Commissions Dinner	Aflac			
2020 REI	Introduce a Girl to Engineering		IAEE DFW Presidents Day Luncheon			
		Texas Wine and Grape Growers Annual Conference				
25	26	27	28	1	2	3

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Industry Update
Appointment 4 December 2017

Kim Limon

Appointed GM of the Year

At Hampton Inn Las Colinas in Irving - TX, USA

[View Kim Limon's LinkedIn Profile](#)



Kim Limon, General Manager, of the Hampton Inn Las Colinas hotel located in Irving, TX is recognized with the prestigious “2017 GM of the Year” Award during The Hotel Association’s Annual Gala Awards Extravaganza event hosted in Dallas, TX.

The Hotel Association, founded by CEO, Al DeBerry, fosters the growth of its members by transforming the professional landscape within the local hospitality industry by providing its members with measurable value, relevant information and affordable opportunities for operators, management and their staff. The festive, holiday-themed evening kicked off with a reception and silent auction in which all proceeds benefited Feeding Texas, an award ceremony followed the sit-down dinner that featured jumbo shrimp and filet mignon.

Kim began her hotel career as a front desk agent and quickly promoted to Inn Keeper within six months. In 2005, Kim joined Dimension Development as General Manager of Hampton Inn Las Colinas. Kim is actively involved in her community and sits on the Board of Directors for the Irving Convention and Visitors Bureau’s Hospitality Board and Irving ISD’s School of Culinary Arts & Hospitality. In 2009 and 2010, Kim was honored with the recognition as “The GM of the Year” by Hospitality Sales and Marketing Association International DFW chapter.

Hampton Inn Las Colinas is managed by Dimension Development, headquartered in Natchitoches, LA. The hotel is centrally located in the corporate business district of Las Colinas and is close to the Irving Convention Center and the new Toyota Music Factory entertainment venue. The hotel completed a renovation in 2017 of all its guestrooms and public space, catering to both corporate and leisure travelers alike. Hampton Inn Las Colinas offers Simplified Meetings™ by Hampton catering to the small meetings market.

Hospitality Directions US

Our updated lodging outlook

Harvey and Irma recovery efforts boost lodging industry performance in the third quarter

Nine months into the new administration, the US lodging industry and broader economy appear to have shrugged off worries of any initial disruption to the economy. Though initial expectations of broad-based economic stimulus, regulatory reform, and tax policy reform have been significantly tempered, underlying macroeconomic conditions, such as consumer spending and employment remain solid.

Our outlook for 2017 anticipates:

Supply growth of **1.8%**,
just shy of the long-term average



Occupancy of
65.8%

Average daily
rate is primary
driver of
2.6%
increase in
RevPAR

Our outlook for 2018 anticipates:

Slight increase in
supply growth to
long-term
average of

1.9%

Slowing growth in
demand still results in
slight increase in
occupancy to

65.9%



After slowing in 2017, average
daily rate growth flattens,
driving RevPAR increase of

2.5%

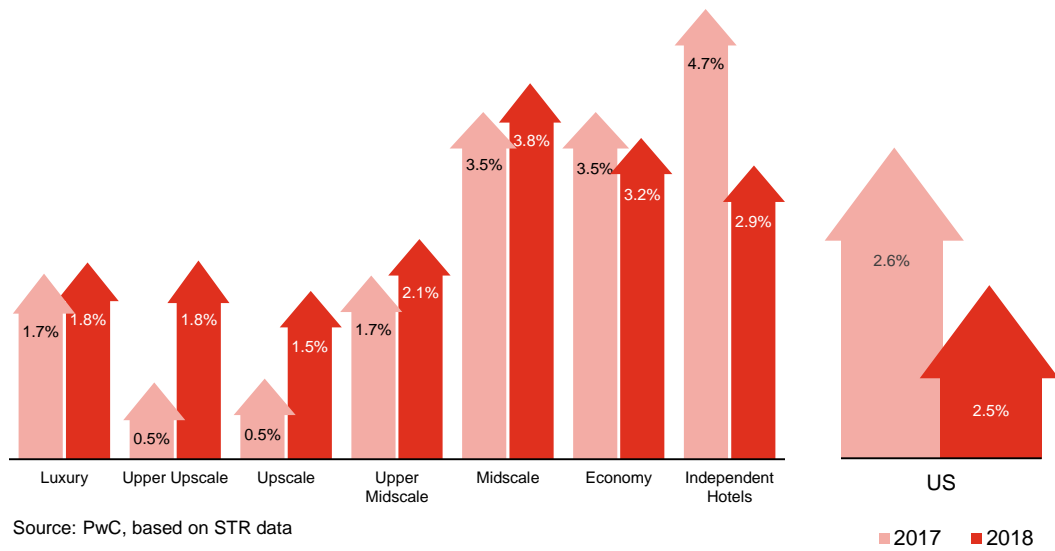
Economists at IHS-Markit anticipate that the back-to-back hurricanes in late August and early September (Harvey in Houston and Irma in South Florida) will end up having a negative impact on GDP growth in the third quarter. However, as recovery efforts continue and local and regional economies stabilize, fourth quarter GDP is expected to recover meaningfully, recouping most of the lost output. The significant impact of these storms on the US lodging industry has been initially positive, particularly in areas like Houston where hotels initially filled up with displaced families and teams from FEMA, followed by recovery work crews. Though outperformance in several individual metropolitan areas is typically not enough to sway the performance of the domestic industry as a whole, data provided by STR throughout October suggest that the recovery after Harvey and Irma has significantly boosted lodging performance not only in the cities directly impacted by the storms, but in the surrounding areas as well.

In addition to these one-off events, continued strength in consumer spending, supported by rising disposable income, employment, and household asset values, continues to act as a tailwind for the lodging industry. Though supply is still an exigent worry for many hoteliers, our updated lodging forecast anticipates a resilient demand base, supported by solid macroeconomic fundamentals, and boosted by continued storm recovery efforts through at least the beginning of next year. For 2017, we anticipate demand to support an increase in occupancy to 65.8 percent, with ADR growth driving a RevPAR increase of 2.6 percent.

Looking ahead to 2018, economic momentum is expected to remain relatively strong. Though changes to Federal Reserve leadership are looming, monetary policy is largely seen as being comparable to that of the current Fed Chair. Unlike last quarter, the prospect of major tax policy reform is more tangible, though it faces many hurdles. Overall, we anticipate demand will continue to outpace supply in 2018, albeit barely, resulting in the highest occupancy level since 1981, at 65.9 percent. ADR growth of 2.2 percent is expected to continue to outpace inflation, resulting in a RevPAR increase of 2.5 percent.



Figure 1: RevPAR growth, US and chain scales



Hospitality Directions Outlook Tables

For detailed outlook tables covering the US and each of the chain scales, please access the [Hospitality Directions Outlook Tables](#) available online.

Figure 2: ADR contribution to RevPAR growth



Continued economic momentum drives growth through 2018

Though the October forecast from IHS-Markit does not anticipate a Republican-led tax reform bill to be successful, significant efforts to craft a bill have been made public in the time since it was released. While it remains to be seen whether any meaningful policy reforms will ultimately materialize, any reduction in corporate or personal tax rates is likely to further boost business and consumer spending in 2018. Consumer spending, supported in its own way by rising disposable income, employment, and household asset values, has been a long-term performance driver for the lodging industry, and is expected to continue to accelerate through the remainder of 2017 and into 2018.

With the President's recent nomination of Jerome Powell to replace Janet Yellen as Fed Chair, economists largely anticipate Powell's monetary policy platform to be consistent with that of Yellen, with moderate increases in interest rates through 2020. Further, despite continued socioeconomic turmoil abroad, including the ongoing Catalan independence referendum, the US economy appears to have largely been unaffected. Overall, the economic forecast underlying our lodging industry outlook anticipates GDP will increase in 2018 at a 2.6 percent growth rate, on a fourth-quarter-over-fourth-quarter basis, as consumer spending continues to grow and residential construction resumes after a brief respite in 2017.

Table 1: US outlook (released November 13, 2017)

	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Demand growth	0.7%	-2.5%	-6.2%	7.3%	4.6%	2.7%	1.9%	4.0%	2.5%	1.6%	2.4%	2.1%
Supply growth	1.2%	2.4%	2.8%	1.7%	0.4%	0.3%	0.5%	0.6%	1.0%	1.5%	1.8%	1.9%
Room starts, % change	4.9%	-9.2%	-63.7%	-39.1%	57.9%	26.1%	26.6%	36.4%	12.3%	14.6%	-2.8%	11.1%
Occupancy	62.8%	59.8%	54.6%	57.6%	60.0%	61.4%	62.3%	64.4%	65.4%	65.4%	65.8%	65.9%
% change	-0.5%	-4.8%	-8.8%	5.6%	4.2%	2.4%	1.4%	3.4%	1.5%	0.1%	0.6%	0.2%
Average daily rate	\$104.31	\$107.37	\$98.16	\$98.02	\$101.75	\$106.04	\$110.03	\$115.14	\$120.33	\$124.11	\$126.66	\$129.51
% change	6.6%	2.9%	-8.6%	-0.1%	3.8%	4.2%	3.8%	4.7%	4.5%	3.1%	2.1%	2.2%
RevPAR	\$65.54	\$64.24	\$53.55	\$56.45	\$61.05	\$65.12	\$68.51	\$74.12	\$78.65	\$81.17	\$83.32	\$85.39
% change	6.1%	-2.0%	-16.6%	5.4%	8.2%	6.7%	5.2%	8.2%	6.1%	3.2%	2.6%	2.5%
GDP, % change Q4/Q4	1.9%	-2.8%	-0.2%	2.7%	1.7%	1.3%	2.7%	2.7%	2.0%	1.8%	2.4%	2.6%
Inflation, % change	2.5%	3.1%	-0.1%	1.7%	2.5%	1.9%	1.3%	1.5%	0.3%	1.2%	1.6%	1.3%

Source: STR; Bureau of Economic Analysis; IHS-Markit (forecast released October 2017); MHC Construction Analysis System; PwC

Table 2: Chain scale outlook, percentage change from prior year

Chain scale	2017					2018				
	Demand	Supply	Occupancy	ADR	RevPAR	Demand	Supply	Occupancy	ADR	RevPAR
Luxury	1.8	2.2	-0.4	2.1	1.7	1.7	2.3	-0.6	2.4	1.8
Upper upscale	1.6	2.2	-0.6	1.0	0.5	1.3	1.8	-0.5	2.4	1.8
Upscale	5.2	5.9	-0.6	1.1	0.5	2.4	3.2	-0.8	2.3	1.5
Upper midscale	3.7	3.2	0.4	1.2	1.7	4.1	4.0	0.1	2.0	2.1
Midscale	2.9	1.3	1.6	1.9	3.5	3.6	2.0	1.6	2.1	3.8
Economy	1.1	0.1	1.0	2.4	3.5	1.3	0.5	0.8	2.3	3.2
Independent hotels	1.0	0.1	1.0	3.7	4.7	1.0	0.6	0.4	2.5	2.9
US total	2.4	1.8	0.6	2.1	2.6	2.1	1.9	0.2	2.2	2.5

Source: PwC, based on STR data

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Why Amazon, Google and Facebook are the travel space's biggest threats

by [Michael Frenkel](#) | Nov 15, 2017 10:16am

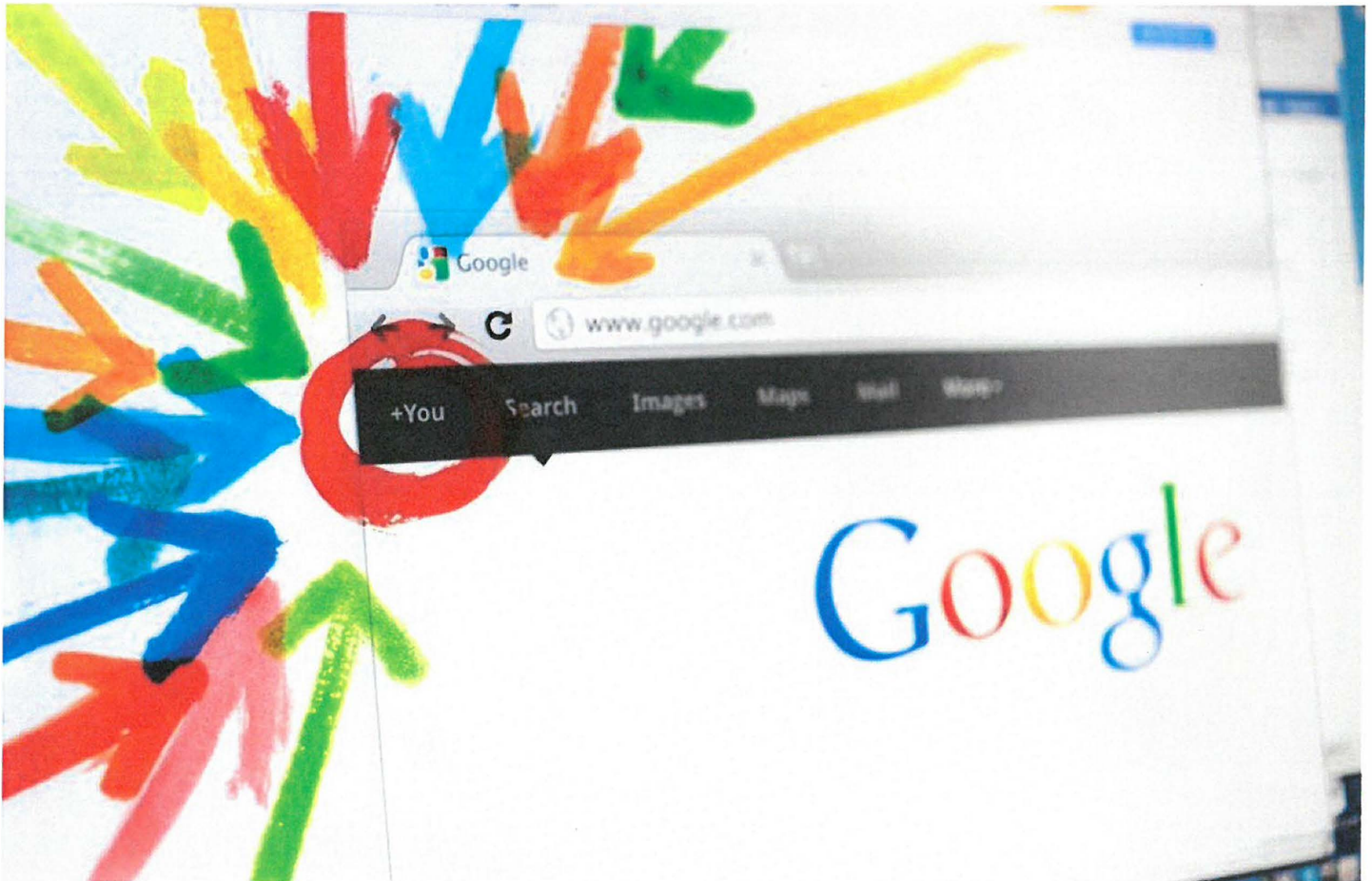


Photo credit: Getty/Audioundwrbung

FORT LAUDERDALE, Fla. — In Shakespeare's "Hamlet," Prince Hamlet postulates that, "Something is rotten in the state of Denmark," but he doesn't put his finger on it until a play in the royal court revealed who killed his father, the king.

There's similar dramaturgy reeking through the halls of recent hotel industry conferences: Are asset values too high? Is money too cheap? Have we reached the peak of the cycle?

Navigation icons for a presentation slide, including arrows and symbols for back, forward, and search.



The New Asset Class

"Digital travel is travel," said Phocuswright SVP of Research Douglas Quinby, who opened the conference. He noted that lodging accounts for more than 30 percent of a \$1.6-trillion annual spend on travel—and this figure includes spending on alternative lodging, which has quickly emerged as its own asset class.

Quinby also released this nugget of information: Based on Phocuswright research, Airbnb leads all lodging brands in loyalty, even without a loyalty program. "Membership does not equal loyalty," said Quinby, warning that the pace of change impacting brand perceptions continues to quicken, with hotel brands lagging behind.

Fortinbras on the Horizon

The debate between hotels and OTAs rages on, with the brands' direct-booking efforts center stage. And it's clear that **some progress has been made**. "Distribution and the OTAs are still the main game in town," said Dori Stein of distribution management company **Fomova**.

Even so, there is a larger, more ominous challenge on the horizon—category killers, such as Amazon, Google and Facebook. They have emerged as the new gatekeepers of technology, and have turned their attention to travel, including hotels.

Google, for example, is investing heavily to tie together user data across its products to enable the company to "own" the customer relationship with the traveler, beginning at the top of the funnel and throughout the traveler journey.

It's a complex task, but with thousands of engineers plugging away at the problem, Google is poised to be able to dominate the traveler experience, from beginning to end.

Google's VP of Travel Oliver Heckmann spoke about the future of digital assistance, and described a world where the Google assistant will become multi-modal and live in multi-devices—from your watch to your phone to an assistant in your home.

In the mobile age, these consumer digital touchpoints far outstrip anything a hotel brand can hope to create. And Google Assistant is already in more than 100 million devices. Said Heckmann, "If you are working with us on flight and hotels search, you will be included in the future. If you want the booking function, then you can work with us on booking functionality."

Speculation also continues to swirl around the travel industry plans of Facebook and Amazon, which have perfected the art of building fanatical customer loyalty and communities of online users.

Facebook is already a major gateway for travel bookings and its advertising platform is quickly starting to swallow hotel marketing budgets whole. Let's be clear: The financial and marketing clout of these companies outstrips that of the entire hotel industry taken together, by magnitudes.

With new innovations such as artificial intelligence (AI), augmented reality and blockchain already impacting the way hoteliers think, plan and interact with guests, the new gatekeepers have what looks like an insurmountable edge in controlling the application of these technologies for the future travel.

Disrupting the Disruptors

Innovators such as **Duetto** and **Roomkey** came on the scene in the past few years to help hotels recapture the technology edge in areas, such as revenue management and distribution.

Now, a new crop of startups is challenging the disruptors themselves, attempting to take over small niches within these areas. For example, Phocuswright presenter **Spitty Travel** breaks apart reservations into component stays at different hotel properties, allowing consumers to make a single booking that results in stays in different properties in the same city—all via the same booking, and on the same trip.

For consumers who don't mind packing and unpacking, this can provide a better price; for hotels, it permits selling off bits of inventory as part of a more complex reservation, rather than holding a room unoccupied.

"Reservation splitting" and other technologies revealed at Phocuswright promise to provide new levels of flexibility and predictability for hotel revenue managers.

But judging the Phocuswright "shark tank" opening session, Thayer Ventures Managing Partner Chris Hemmeter questioned whether, being "niche" players in an already crowded space, any of them has the potential to grow into sustainable businesses that can achieve solid valuations or can provide services to the industry for decades to come.

Other startup presenters included **Waylo**, which bills itself as the "first hotel price prediction app", and **Pablow**, which is innovating in travel insurance in the vacation rental market. **Redearn**, a ticketing distribution solution for tourist attractions, won the General Catalyst Award for Travel Innovation at the show.

Fintech Solutions and the Rise of the Global Innovation

A new generation of financial solutions applied to travel also have the potential to open new revenue channels. **Uplift**, a financing company founded by the technologists who created mega-search, enables travelers to "buy now and pay later," with monthly installments offered at low rates. This has the potential to help boost conversion rates for travel providers, build customer acquisition and help merchandise specific products to increase total traveler spend.

While Uplift aims to grow first in the airline and cruise verticals, its technology seems ripe to help hoteliers grab ancillary revenue and stay on track via latest in-trip financing technologies.

Uplift won in the "Emerging" category of companies recognized for innovative potential at the conference.

Another company, **Connexpay**, offers a combined virtual card issuing and merchant acquiring solution to large and mid-size corporations, claiming to result in lower processing fees and lower credit risk.

The rise of the global traveler, and global innovation was on the mind of Cindy Wang, CEO of Chinese travel agency **Ctrip**. She delivered a Phocuswright keynote and recounted the incredible growth of the travel sector, and the traveling public, in China over the past decade. She predicted the growth would continue and accelerate. Along with it, the opportunities for innovating to serve the expanding Chinese base of travelers will continue to rise.

Wang also commented on the importance of package tours for the Chinese traveler, and the need for other innovations to facilitate travel among growing populations that have language barriers when visiting abroad.

This kind of personalization was a main theme at the conference, as hotel companies and others continue to search for the holy grail for making travel booking, stays and service completely personalized experiences.

Duetto Co-Founder and CEO Patrick Bosworth spoke about this at length on one of the conference's closing panels, hinting at the broad changes in technology that will be required to facilitate and accommodate greater levels of personalization.

What It Means for Hotels

It's becoming increasingly clear that there are two main conversations shaping the future of the hotel industry. On the one hand, there is the asset conversation, focused on operating and financial trends, the proliferation of new brands, labor issues and other factors impacting the valuations of brands and properties.

These issues never go away, and should be central for industry decision-makers.

But there is also an increasingly complex conversation about innovation, including the continuing impact of OTAs; the flood of new technologies coming to the market to help hotels do their jobs better; the future of the guest experience on property; and of hotels' ability to acquire, retain, serve and monetize guests as they have done in the past.

Last week's Phocuswright conference brought into high relief the 'State of the Play' in innovation, and the complexity of the challenges facing the industry. From OTAs and new gatekeepers to micro-innovators in the revenue management space, everyone wants a piece of the hotel revenue pie. Many of them are poised to take it, and some already have.

*Michael Frenkel is president of **MFC PR** and marketing partner at **Thayer Ventures**.*



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