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**IRVING CONVENTION AND VISITORS BUREAU**

**Board of Directors Meeting**

**Monday, June 22, 2020 @ 11:45 a.m.**

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

**500 W. Las Colinas Blvd.**

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

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

RED \* - MEETING CANCELED  
X - PRESENT  
+ - ABSENT-COMPANY BUSINESS  
# - ABSENT-OTHER

= - NOT MEMBER AT TIME  
∅ - REPRESENTED  
∞ - BUDGET RETREAT

‡ - COUNCIL LIAISON

**AGENDA**  
**Irving Convention and Visitors Bureau Board of Directors**  
**Irving Convention Center**  
**First Floor Conference Room**  
**500 W. Las Colinas Blvd.**  
**Irving, Texas 75039**  
**Monday, June 22, 2020 at 11:45 AM**

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

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Directors of the ICVB and the public may participate in the Board of Directors meeting by telephone conference or videoconference call. Sign-in via telephone or online will be from 11:15 a.m. to 11:45 a.m. on June 22, 2020. All participants by telephone conference or videoconference will be able to speak when called upon; however, video images of the citizen participants will not be available.

The phone numbers to sign-in and participate are 1-888-788-0099 (Toll Free) or 1-877-853-5247 (Toll Free) or online at <https://us02web.zoom.us/j/84440693110> Meeting ID: 844 4069 3110.

1. Citizen Comments on Items Listed on the Agenda

**Consent Agenda**

2. Approving ICVB Board Minutes for May 18, 2020
3. Accepting the Irving Convention Center Financial Report for May 2020
4. Accepting the ICVB Financial Report for May 2020

**Individual Consideration**

5. Approving 2020-21 ICVB Budget and Marketing Plan
6. Approving Irving Convention Center Capital Improvement Plan
7. Accepting Year-2 Update to the ICVB Board 2018-21 Strategic Plan
8. Accepting the Destinations International Code of Ethics

**Reports**

9. COVID-19 Update
10. Board Chair Report
  - a. Schedule of Upcoming Meetings and Activities
    - Next Executive Committee Meeting – July 24, 2020
    - Next Board Meeting – July 27, 2020

## **AGENDA - Continued**

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### **11. Board Committee Reports**

- a. Board & Business Development – Debbi Haacke
  - Meeting Recap – June 12, 2020
  - Next Meeting – September 11, 2020
- b. Community Engagement – Bob Bourgeois
  - Next Meeting – July 7, 2020
- c. Destination Development – Greg Malcolm
  - Next Meeting – August 4, 2020

### **12. City Reports**

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

### **13. 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 – Susan Rose
  - Smith Travel Research and AirDNA Monthly Reports

### **14. Convention Center Management Report – Tom Meehan/Matt Tungett**

### **15. Industry Partner Reports**

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

### **16. Partner Organization & Stakeholder Reports**

- a. DART/Transportation and Infrastructure - Mayor Rick Stopfer
- b. DCURD and Irving Flood Control Districts – Jacky Knox/Dallas Burke
- c. Chamber of Commerce – David Pfaff/Beth Bowman
- d. Irving Arts and Culture – Todd Hawkins/Kim Andres
- e. The Las Colinas Association – Hammond Perot
- f. TIF – Michael Randall
- g. University of Dallas – Jason Wu Trujillo

### **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

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

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

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

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



**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, JUNE 22, 2020**

## **AGENDA ITEMS**

**MINUTES**  
**IRVING CONVENTION AND VISITORS BUREAU**  
**BOARD OF DIRECTORS**  
**ZOOM VIDEO MEETING**  
**MAY 18, 2020**

Attendance: Rick Lindsey – Board Chair; Karen Cooperstein – Board Vice Chair; Kim Andres, Bob Bettis, Beth Bowman, Bob Bourgeois, Jo-Ann Bresowar, Dirk Burghartz, David Cole, Herb Gears, Debbi Haacke, Todd Hawkins, City Manager Chris Hillman, Julia Kang, Clem Lear, Kim Limon, Greg Malcolm, Hammond Perot, David Pfaff, Joe Philipp, Michael Randall, Mike Riley and Jason Wu Trujillo – Board members; Mayor Rick Stopfer, Mayor Pro Tem Oscar Ward, Councilman Al Zapanta – City of Irving; General Manager Tom Meehan and Director of Sales Matt Tungett – Irving Convention Center; Chief Financial Officer Jeff Litchfield, City Attorney Christina Weber – City of Irving; Carol Boyer, Lori Fojtasek, Maura Gast, Marianne Lauda, Diana Pfaff, Susan Rose and Monty White - ICVB; Dallas Burke, representing Jacky Knox/DCURD; Kenny Chavez - Guest.

Board Chair Rick Lindsey called the meeting to order at 11:46 a.m. and noted this meeting is taking place as a video conference due to the COVID-19 restrictions. He inquired if there were any citizen comments; there were none.

**CONSENT AGENDA**

- Approving ICVB Board Minutes for April 27, 2020
- Accepting the Irving Convention Center Financial Report for April 2020
- Accepting the ICVB Financial Report for April 2020
- Review of Hotel Occupancy Tax Collections – Second Quarter FY 2019-20

Lindsey noted the Hotel Tax Collections report is in the packet and the impact on financials from COVID-19 will be reflected in the ICVB May financial report once the second quarter's revenues have been received.

Lindsey asked for a motion to accept the Consent Agenda as presented. Board member Joe Philipp made a motion to accept and Board member Jo-Ann Bresowar gave a second. A roll call vote was as follows: Lindsey, Karen Cooperstein, Bob Bourgeois, Jo-Ann Bresowar, David Cole, Herb Gears, Debbi Haacke, Julia Kang, Clem Lear, Greg Malcolm and Joe Philipp voted in support of the motion; no opposed. The motion passed unanimously.

**INDIVIDUAL CONSIDERATION – APPROVE REDUCTIONS TO EXECUTIVE DIRECTOR COMPENSATION**

Lindsey asked for a motion to approve the reductions to Executive Director Compensation. Board member Jo-Ann Bresowar made a motion to approve and Board Vice chair Karen Cooperstein gave a second. A roll call vote was as follows: Lindsey, Cooperstein, Bourgeois, Bresowar, Gears, Haacke, Malcolm and Phillip voted in favor. Lear, Cole and Kang were opposed. The motion passes with an 8:3 vote.

**BOARD CHAIR REPORT**

- New Board member Jason Wu Trujillo was welcomed, and Lindsey thanked him for sharing the video of the Blue Angels fly-over at the University of Dallas.
- Next Executive Committee meeting is scheduled for June 19.
- Next Board meeting is scheduled for June 22 and may be held at the Convention Center but undecided to date.
- Lindsey thanked Mayor Stopfer, City Council and City staff for recognizing National Travel & Tourism Week with a proclamation at the recent City Council meeting.

**BOARD AND BUSINESS DEVELOPMENT COMMITTEE**

Committee Chair Haacke reported the March 13 Committee meeting was cancelled and work on the Tourism Public Improvement District (TPID) has been postponed. The June 12 Committee meeting agenda will be robust and will include short term rentals update, ICVB financial reporting formats, forecasting and projections. All Board members are encouraged to attend.

**COMMUNITY ENGAGEMENT COMMITTEE**

Committee Chair Bourgeois thanked Assistant Executive Director Marketing/Communications Diana Pfaff and ICVB staff for their work on the Irving community bus tour that unfortunately had to be cancelled. The plans for that project will pick up again and will be reviewed at the next Committee meeting.

**DESTINATION DEVELOPMENT COMMITTEE**

Committee Chair Malcolm reported the next scheduled Committee meeting is August 4.

**CITY REPORTS**

Mayor Pro Tem Oscar Ward reported the City is gearing up for the budget retreat and looking at updates for the rest of this fiscal year. Based on various inputs (sales tax, alcohol sales tax, etc.), the City is anticipating a \$16 million shortfall.

Mayor Rick Stopfer reported the City is anticipating receiving monies to help with businesses, childcare and grant assistance from Dallas County and is working with the Mayors from Texas for an additional \$13-14 million. City Council is focusing on the COVID-19 issues and any assistance available.

Councilman Al Zapanta echoed the Mayor's and Ward's comments and noted the budget retreat is an important meeting. He noted Mayor Stopfer has pushed to schedule several meetings prior to the budget submission in August to really understand the numbers.

**City Manager Chris Hillman**

- Staff is looking forward to budget discussions for this and next fiscal years.
- Sales and Hotel Tax Collections will give a better idea of revenue coming in and will give a better perspective on the coming months.
- COVID-19 Updates are posted on City website.
- Back-to-Business toolkit also posted on City website and gives information on reopening businesses following government guidelines.
- Thanked Mayor Stopfer for his leadership in the CARES Act funding and noted Dallas County will follow Texas protocol to receive funds. City staff is collecting information and drafting programs for uses of the funds for City Council to move forward quickly. There are fund restrictions.

- Focusing on grants to local businesses and keeping it simple and consistent.
- A number of City services have reopened and following government guidelines:
  - Golf Course; City Hall is open for drop-in services with limited interaction and screening at the door; Libraries are offering drive-thru and curbside service; the Landfill is open; Parks are open but some Aquatic Center pools remain closed.
- Diamond Interchange Phase II was approved in May and is successfully moving forward and came in under budget. Construction will start later this year. It is a 4-1/2--year project around the Texas Stadium site.
- Construction on the Hidden Ridge DART station is also underway.
- City Council approved the extension of a contract through January 2025 to allow TxDOT to use the property for staging of equipment. If needed beyond that date, additional dollars will be paid to the City for the lease. He thanked the City's Legal and Property teams on the work to gain property and right-away rights and moving the project quickly.

#### BUREAU MANAGEMENT

ICVB Executive Director Maura Gast gave a COVID-19 update.

- Continue to maintain skeleton staff at the Convention Center and the ICVB staff is working remotely.
- ICC and ICVB Sales teams are working together on sales and rebooking.
- Marketing/Communications team is doing good work toward community-oriented programming and maintaining the touch on the community.
- Exploring program with Dallas CVB and International Association of Venue Managers through the International Sanitary Supply Association and Global BioRisk Advisory Council for third-party certificate of safety and cleaning standards. Could include the Convention Center, Toyota Music Factory, Irving Westin Convention Center Hotel, other Irving hotels and will position the Dallas-Fort Worth area as a leader in safety. It will be important from our customer perspective for the next two to three years.
- Need understanding on the legal standards for small meetings and gatherings at the Convention Center. Comparing between movie theatre and restaurant guidelines, additional clarification is needed on how to move forward with the message to clients.
- Thanked City Council for the Reserve Budget Adjustment approval and Gast will be presenting to City Council at the Budget Retreat to provide updates and answer questions.
- ICC operations will change significantly with new COVID-19 guidelines, e.g., buffet guards or staff serving from buffet, meeting room social distancing (some determined by law and some by the client).
- Gast congratulated Pfaff on her 25-year anniversary with the ICVB and noted she has tremendous passion and commitment to the City.
- Assistant Executive Director Sales and Services Lori Fojtasek and team continue to sell. Fojtasek is working with the Texas Association of CVBS on customer outcomes and priorities.
- Congratulated Assistant Executive Director Administration Susan Rose on her six-month anniversary with the ICVB and noted most of that time has been spent working remote and on managing Zoom conference calls.
- Accounting Director Marianne Lauda has been spending most of her time in accounting software training classes at the City. Lauda has done a great job in working on the financial reporting format and report writing with the City.

## ICVB SALES AND SERVICES

- Fojtasek reported the ICVB Sales team has booked 17,000 definite room nights in April. The team is talking to customers and sharing the story with consistent messaging and urging business.
- Lost Business report due to COVID-19 is included in the packet: 209 bookings lost and 49,025 room nights. The team is working diligently to rebook business and hopefully gain some new business.
- Economic impact of the lost business is estimated at \$14.7 million thus far.
- Still hopeful for June events and meetings.
- Fojtasek is working with the Texas Association of CVBs taskforce to put together a survey and correspondence for meeting professionals on what they are needing from CVBs and Destination Marketing Organizations in the future and will work on implementing those things into reality.

## MARKETING AND COMMUNICATIONS

- Pfaff reported the team is working on online presence more than ever. Advertisements that could not be canceled or postponed are still running. Some publications have given comp ads during this time-period.
- Director of Marketing Monty White has spent significant time on protocol and COVID-19 resources on the websites, e.g., planner resources, general travel resource links, government updates, etc. He has done a great job and there has been increased web traffic due to these efforts.
- The Convention Center web page will be updated and ramped up when the building is reopened.
- Blog postings are doing well with Take Out Tuesday, Throw Back Thursday, and Foodie Friday, as well as Zoom backgrounds, Irving coloring pages, virtual tours, Live Nation at Home and Dine Around BINGO.
- Restaurant listings are updated continually.
- Continual client communications with “how can we help” messaging when ready to travel to Irving and “The Beat Will Go On” will transition into “The Beat Goes On.”
- Internal daily communications include COVID-19 updates, tips and tricks for working from home and always a piece of good news.
- Have received some good media coverage:
  - Irving Westin Convention Center Hotel donating headbands with buttons to hospitals. Pfaff thanked Haacke for her assistance; NBC 5 ran the story.
  - Best Western staff handed out breakfast to the City Solid Waste staff.
  - Convention Center chalk art during National Travel & Tourism Week – ICTN coverage as well as NBC5.
  - Working on Olympics Day with the US/Mexico Chamber of Commerce in July.

White reported on the Marketing analytics for April:

- Traffic to Visit Irving website reported 26,207 visits. Visit Irving website was only website in over 600 Destination Marketing Organizations to see an increase in web traffic in March. Visit Irving website COVID-19 Resource section alone shows 27,000 hits.
- Popularity is rising in the Blog section that the team has published.
  - The blog serves to keep the ICVB visible to clients, future clients, and local businesses.
  - 6,691-page views, 11 blog posts in May, 17 posts in April and 5 in March.
- Email marketing efforts have been increased.

- 8 email blasts; 3 to industry partners, 5 to CVB top clients to communicate the state of Irving hospitality industry and how we are supporting our partners, along with updates and resources.
- Email marketing efforts will keep a line of communication open and keep CVB at top of mind.
- Both campaigns were very well received.
- New social media followers increased in April – total influence 102,785 and Visit Irving Facebook page largest increase and has 70,344 followers.
- Messaging will switch gears from trusted information resource to looking at the future for recovery and message tailored to peace of mind.

Rose gave a review of the AirBNB report:

- Report for March shows 531 available listings, a 51% increase over last year.
- Average Daily Rate is down slightly, \$166.55.
- Occupancy is 59.4%.
- Hotel comparable subset shows Average Daily Rate \$106 and Occupancy down at 12.86%.

She gave an update on the Administration team.

- The team is working hard through this tough time. Lauda is working with the City to develop new formatting for our financial reports from the new software and continues to attend virtual training meetings. The Munis HR project will gear up the end of June or July with training.
- Continuing to help the ICVB team with remote working capabilities and technical challenges.
- ICVB team is working well remotely and holding full staff meetings each week and each department holds their own meetings. Staff has embraced working remotely and is successful and should be celebrated.
- Working on the ICVB/ICC re-opening plan with ICC General Manager Tom Meehan.

#### IRVING CONVENTION CENTER

- Meehan reported there were no events and no revenue to report for the month of April.
- Working heavily with partner contractors to cut \$175,000 in expenses.
- Working on re-opening plans. Challenge is receiving sufficient cleaning supplies for staff and long-term business.
- Training and cleaning procedures will be a large endeavor for the housekeeping staff.
- Plans for plexiglass partitions at the office front desk, concession stands and possibly buffet stations.
- Pursuing the certifications for the building with BioRisk and ASM Global VenueShield program.
- Waiting for announcements from Governor Abbott on next phase of additional openings.
- All ASM industry partners discussing how to manage events, banquets, meetings, and social gatherings. Need to get to the point of how and when to open the building safely and will follow the guidelines that are in place.
- June and July events are waiting for information and do not have the answers yet to give them. Protection of as much business as possible and assure them of our position.
- Working with StaffMeal.org to feed restaurant and hospitality workers that have been laid off or furloughed. Every Saturday morning feeding 1,200 people from the loading dock area. People have been very grateful. It is a great story for the ICC and Irving.

#### LIVE NATION AND TOYOTA MUSIC FACTORY

Board member Mike Riley:

The Toyota Music Factory has no business and right now nobody has all the answers. Not sure when people will return to live events and experiences. When artists become comfortable enough to return to concert venues, people will follow. We are being patient and looking forward to a vaccine and reviewing different scenarios on re-opening The Pavilion. Several shows were postponed instead of canceled, so now it is just a matter of when to re-open and reschedule.

#### HOTEL PARTNER UPDATES

Board member Greg Malcolm:

- The STR report for April is not available at this time. The DFW Hilton Garden Inn South ran at 6% Occupancy last month, down 92.8%. The competitive set is down 85%, and Average Daily Rate is \$109.72. The good news is today and yesterday were the busiest days since March. Beginning to see signs of life.
- Did receive the PPP loan and employees are coming back to work for eight weeks, working on projects and cleaning. Not all employees returned; some opted to stay on Unemployment. Hoping to keep most employees but may have to furlough again after the eight weeks.

Board member Kim Limon:

- Hampton Inn Las Colinas reported 7.6% Occupancy in March and the competitive set reports 6.4%, 91% down from last year.
- Average Daily Rate was \$75.26, down 36.5% over last year.
- April is showing a slight upturn and hotels are starting to reopen in the area.

#### RESTAURANT UPDATE

Board member David Cole:

- Texas Restaurant Association (TRA) met in February and the pandemic was not discussed at that time; much has changed.
- Emily Knight is new CEO and is the best person to lead the Association through this time.
- Led by the TRA, a task force made up of chain and independent restaurants, and health officials provided Governor Abbott and his team with a recommended set of guidelines to support the reopening of Texas restaurants. The guidelines have been updated and tie directly to the Minimum Standard Health Protocols enacted by Governor Abbott, effective May 1st, 2020. With restaurants and their customers working together to follow the guidelines below, we can begin to reopen Texas restaurants and partner to keep employees and customers safe.
- Training is offered at no charge for certified food handlers.
- There are several relief funds for furloughed employees.
- Irving has several restaurants that may not open ever again, mostly independents with one location. Lack of knowledge, adapting and not having reserves to help them get by is hurting them more than most. He encouraged everyone to visit their favorite local independent restaurant in Irving, order take-out or buy gift certificates. If they get the support, they might survive.
- Anyone offering returning employees a job and they say no due to wanting to stay on Unemployment is encouraged to report that information to the Texas Workforce Commission. It is time to be honest and report it.

- Boi Na Braza at the Toyota Music Factory is re-opening this Friday as Blaze Brazilian Steakhouse and have redone their concept in this pandemic with a new business plan.

#### DCURD

Dallas Burke, representing Board member Jacky Knox:

- Dallas County experienced a big rain over the weekend; pumped 260 million gallons of water across the three DCURD Districts to protect infrastructure from flooding; 60-man hours and 100 pumping hours towards those efforts. Recorded 3 to 4.5 inches across the Districts.
- There will be several days of heavy waterway debris removal efforts following the weekend rain event.
- Progressing on the DCURD Emergency Backup Generator Project. Completed some critical testing procedures that open up the timeline for installation of major equipment on site.
- Completed two major dredging sites in IFCD III, Water Circle and Valley Ranch sump. Completed a major drainage project in the IFCD III sump behind Campion Hollows in Valley Ranch.
- Completed two major dredging sites at IFCD I in the sump and parallel levee drainage structures. Major pump station electrical project progressing.
- DCURD wrapped up two major Lake Carolyn Wall Repair sites, one of which was completed very quickly to allow the Omni Mandalay hotel construction for their remodeled pool and courtyard area to progress with minimal delay.
- One major wall repair project going out for bids this week.
- Pushing to keep all projects on track. Employees are practicing social distancing and working throughout the stay-at-home order as an essential business.

#### IRVING-LAS COLINAS CHAMBER OF COMMERCE

Board member Beth Bowman:

- Since October 1, 2019 there have been 10 project wins, representing 5,500 jobs and \$134 million in capital investment for Las Colinas.
- Chamber team is continuing to be focused on retention and responding to project opportunities. Conversations are beginning regarding back-to-business campaign, "Your Business Has Always Been Our Business, Now Let's Get Back to It".
- Unemployment rate is 4.1% for Irving. It has not been in the 4% range since 2015. Texas rate is 4.7% and national is 4.4%. The unemployment figures do not reflect the full impact of COVID-19.
- Businesses need to get their workforce back. If employees are not returning to work, she encouraged sharing that information with the Texas Workforce Commission.
- Last week the Chamber conducted a digital "Best in Irving" competition.
- Worked with partners last week to thank frontline workers at Baylor Scott and White Medical Center and Medical City Las Colinas during National Nurse and National Hospital Week. Bowman thanked ICVB, City of Irving, Irving Police & Fire, Las Colinas Association, AlphaGraphics, Citi, Celanese, Glory House Catering, Kroger, Keurig Dr Pepper, OSSC-D and Via Real Restaurant. It was a very rewarding experience to celebrate with them.
- Proud of the Hidden Ridge development and will continue to work on two new developments within that project.
- Hosting a business industry call with Dallas County Judge Clay Jenkins on May 20.



- Tuesday, May 26 is virtual 5-Star Chamber Mixer and will continue digital Chamber Coffee Break on June 3.
- All Chamber members and Board have been very supportive during this time.

Chamber Board Chair David Pfaff:

- Trainings and business resource links are available on the Chamber website.
- Cushman & Wakefield resource is also available on website. Cushman & Wakefield leads the development of best practices, products, and partnerships to prepare for post-COVID-19 recovery and the eventual return to the workplace.
- Information on loan forgiveness guidelines is also available.
- Looking forward to Governor Abbott's announcement later today with guideline updates. Will continue to have a positive outlook on the situation.
- Bowman added the U.S. House of Representatives passed the HEROES Act (Health and Economic Recovery Omnibus Emergency Solutions). It was introduced as Phase Four of the COVID-19 stimulus and relief package. The HEROES Act will provide \$3 trillion in tax cuts and spending to address the negative health and financial impacts of the pandemic, including financial relief to local governments, extensions to enhanced unemployment benefits, debt collection relief and direct cash payments to households.
- Gast added the House version of the updated CARES Act did include 501(c)6 pers access to the PPP Program, but not government agencies (City and ICVB).

#### IRVING ARTS

Board member Todd Hawkins:

- The Arts Board meeting is scheduled for later today and will be the first since the COVID-19 pandemic began.
- Arts Center staff is working remotely and all programming is digital and online.
- All events have been canceled through June.
- During the month of June, working on maintenance and housekeeping of the building. Safely cleaning and disinfecting, especially in the theaters.
- The galleries and the museum will reopen in July with timed group visits and ticketing.
- Staff will be back in June with protocol in place for safe operations.
- The Arts Center is not eligible for the CARES Act; however, has applied for National Endowment for the Humanities grant for the museum.
- Furloughed several employees and the majority of the museum staff. Trying to maintain those employees and archivist.
- The next exhibit is scheduled in September. Many cancellations of events over the summer.
- The Irving Archives & Museum will have a grand opening in a controlled environment.
- Working with the ICVB and ICC on needs for the certification programs.

Arts Board chair Kim Andres:

- The Arts Board is discussing the phases of a return-to-work plan, recovery plan and re-opening.
- Some Arts groups want to reschedule in the Fall but have questions.
- Discussions will be held about grant money and incentives to keep Arts groups in 2021.

#### LAS COLINAS ASSOCIATION

Board member Hammond Perot:

- LCA staff is predominantly working from home, with the exception of property maintenance and security.
- Tracking 30% reduction in activity in service areas.
- Property transactions are down 50%.
- LCA Annual Meeting is rescheduled to June 16 and will be in video format for members; inducting three new Board members and three modifications to governing documents.
- Dog park construction is on track for completion this summer.
- Charity Bowl-a-thon is rescheduled for October 19.
- Hammond commented he is inspired by the ICVB Board, community and businesses who have risen to the challenge of this tough time and their flexibility to adapt.

#### UNIVERSITY OF DALLAS

Board member Jason Wu Trujillo:

- Staff is working remotely. Returning on June 15 with 25% workforce.
- Focused on enrollment.
- Students return to campus on August 21.
- Room and Board is critical to UD operations and a base financial model on the number of students in the buildings and cafeteria. Looking carefully at the government guidelines and any modifications that will need to be made. The financial model is based on full occupancy.
- Fundraising (cash in door, not commitments) is flat from last year.
- Excited for this year to work with the new team and UD President Dr. Thomas Hibbs
- Philanthropy revenue growth at 20%.

Gast asked for an update on the UD Rome Campus operations. Trujillio stated the campus evacuated in March. There is a strong core curriculum and the UD mode in Rome is different than many other schools. It is small and in relatively close quarters and monitoring. Planning to open as normal in the Fall both in Rome and Irving. The UD campus is not in an urban area but is about 13 miles outside of Rome.

#### TIF

Board member Michael Randall:

Previously presented to the Board that City staff requested to adding Chapter 380 grants to TIF funds. Chapter 380 grants are given to businesses relocating or renewing leases/retention. They can be used for ad valorem tax, sales tax rebates, job grants and purchase money grants to these businesses. The TIF Board had four separate discussions in meetings with all board members and unanimously agreed and voted on a Resolution to City Council with a favorable recommendation. If the City Council adapts this for TIF Board use, the City could use any of the four options for grants. The TIF recommended limiting to ad valorem tax grants. If Chapter 380 is adapted, all four options are available and one option cannot be

specifically carved out, but the TIF Board recommended limiting to ad valorem tax grants. Appreciates all the work city staff has done.

Lindsey encouraged Board members to leave the meeting and share the positive attitude with positive thoughts, positive plans, and positive comments.

He thanked the Board for an informative meeting and sharing of updates and useful information. He is looking forward to seeing everyone in person soon.

The meeting was adjourned at 1:45 p.m.

Respectfully submitted,

A handwritten signature in blue ink that reads "Maura Allen Gast". The signature is fluid and cursive, with the first name "Maura" being the most prominent.

Maura Allen Gast, FCDME  
Executive Director



IRVING CONVENTION CENTER  
AT LAS COLINAS



Date Distributed: June 12, 2020

# Monthly Financial Summary

For Period Ending May 31, 2020

	October	November	December	January	February	March	April	May	June	July	August	September	Total		
Event Income															
Direct Event Income															
Rental Income	183,185	77,985	38,650	80,100	101,125	112,619	2,000	32,000	1,500	4,200	54,350	130,025	817,738		
Service Income	77,389	12,540	19,135	49,059	133,783	30,892	(400)	-	1,500	2,000	32,000	32,750	390,648		
Service Expenses	(133,229)	(35,838)	(35,116)	(106,040)	(189,282)	(45,059)	(3,566)	-	(5,000)	(5,000)	(75,000)	(80,000)	(713,130)		
Total Direct Event Income	127,345	54,687	22,669	23,119	45,626	98,452	(1,966)	32,000	(2,000)	1,200	11,350	82,775	495,256		
Ancillary Income															
F & B Concessions	24,866	6,231	10,154	12,039	27,561	18,115	1,842	-	-	-	1,000	-	101,809		
F & B Catering	605,052	150,709	235,426	794,222	541,888	62,432	(12,288)	-	9,500	10,640	73,340	151,290	2,622,211		
Parking: Self Parking	46,410	12,908	13,104	21,671	35,953	25,741	-	-	-	-	1,640	162	157,589		
Electrical Services	12,365	4,750	5,220	6,790	16,600	29,880	(390)	-	-	-	-	-	75,215		
Audio Visual	347	(0)	(896)	997	(564)	(1,441)	(1,353)	-	-	-	-	-	(2,910)		
Internet Services	-	(595)	-	350	1,207	1,450	-	-	-	-	-	-	2,412		
Total Ancillary Income	689,040	174,003	263,008	836,069	622,645	136,177	(12,189)	-	9,500	10,640	75,980	151,452	2,956,327		
Total Event Income	816,385	228,690	285,677	859,188	668,271	234,629	(14,155)	32,000	7,500	11,840	87,330	234,227	3,451,583		
Other Operating Income	95,000	26,741	24,454	97,002	72,215	158,883	42,448	12,665	24,125	21,625	21,625	21,625	618,407		
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000		
Adjusted Gross Income	911,385	255,431	658,131	956,190	740,486	743,512	28,293	44,665	380,375	33,465	108,955	604,102	5,464,991		
Operating Expenses															
Employee Salaries and Wages	233,091	208,787	217,242	226,057	201,439	191,036	141,299	132,652	152,110	163,170	235,619	235,624	2,338,124		
Benefits	70,845	68,953	59,915	67,392	62,476	60,164	66,167	59,641	65,261	70,962	74,509	188,518	914,804		
Less: Event Labor Allocations	(30,233)	(5,970)	(13,934)	(19,415)	(17,740)	(6,308)	-	-	(2,500)	(5,000)	(10,000)	(10,000)	(121,101)		
Net Employee Wages and Benefits	273,703	271,770	263,223	274,034	246,175	244,892	207,466	192,293	214,871	229,132	300,128	414,142	3,131,827		
Contracted Services	56,602	52,476	61,359	57,942	52,715	59,282	44,036	43,400	49,251	61,819	61,772	61,865	662,518		
General and Administrative	91,072	29,306	36,616	98,275	44,210	39,968	14,650	19,041	19,813	44,187	31,571	64,976	533,685		
Operations	65,204	40,269	31,883	40,909	51,535	41,253	12,032	9,425	17,084	48,384	48,384	48,380	454,743		
Repair & Maintenance	63,829	34,962	41,317	44,162	35,373	48,468	32,908	23,295	35,165	35,000	39,683	40,187	474,349		
Supplies	10,646	31,569	11,001	21,278	13,178	21,170	4,126	2,012	4,308	11,391	16,224	36,232	183,136		
Insurance	23,137	8,501	6,489	7,544	6,587	7,544	7,544	5,658	5,658	8,500	8,500	8,500	104,162		
Utilities	48,248	39,696	38,576	43,396	42,077	38,500	37,314	38,501	40,317	45,000	45,000	45,000	501,624		
Other	6	-	34	-	835	-	12,057	(2,113)	-	-	-	-	10,819		
ASM Global Management Fees	67,946	29,543	36,621	83,042	68,803	22,223	311	12,900	13,899	13,899	16,899	21,899	387,985		
Total Operating Expenses	700,393	538,092	527,119	670,582	561,488	523,300	372,444	344,412	400,366	497,312	568,161	741,181	6,444,847		
Net Income (Loss) From Operations	210,992	(282,661)	131,012	285,608	178,998	220,212	(344,151)	(299,747)	(19,991)	(463,847)	(459,206)	(137,079)	(979,856)	(1,395,000)	(2,374,856)

Budget Forecast Comparison by Month

(35,141)	(11,028)	22,219	120,452	49,708	(1,101,217)	(949,296)	(979,856)						
355,094	(45,974)	(149,927)	(98,439)	(13,378)	(5,753)	(11,877)	3,100	10,562	33,041	143,191	314,010		

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

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	0	35,400	(35,400)	29,472
Events	0	10	(10)	25
Event Days	0	27	(27)	43
Direct Event Income	32,000	114,470	(82,470)	257,983
Ancillary Income	0	414,324	(414,324)	453,009
	<hr/>	<hr/>	<hr/>	<hr/>
Total Event Income	32,000	528,794	(496,794)	710,992
Other Operating Income	12,665	55,000	(42,335)	41,810
	<hr/>	<hr/>	<hr/>	<hr/>
Adjusted Gross Income	44,665	583,794	(539,129)	752,802
Indirect Expenses	(344,412)	(545,431)	201,019	(556,556)
	<hr/>	<hr/>	<hr/>	<hr/>
Net Income (Loss) From Operations	(299,747)	38,363	(338,110)	196,246
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

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

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	105,294	136,514	(31,220)	165,445
Events	128	120	8	171
Event Days	223	247	(24)	277
Direct Event Income	401,936	743,384	(341,448)	715,660
Ancillary Income	2,708,757	2,752,858	(44,101)	2,893,063
Total Event Income	3,110,693	3,496,242	(385,549)	3,608,723
Other Operating Income	529,405	475,000	54,405	298,000
Adjusted Gross Income	3,640,098	3,971,242	(331,144)	3,906,723
Indirect Expenses	(4,237,829)	(4,417,290)	179,461	(4,313,427)
Net Income (Loss) From Operations	(597,731)	(446,048)	(151,683)	(406,704)

IRVING CONVENTION CENTER/SMG

Balance Sheet

May 31, 2020

**ASSETS**

**Current Assets**

Cash	\$	1,131,962
Accounts Receivable		340,514
Prepaid Assets		55,504
Inventory		73,805
		<hr/>

Total Current Assets		1,601,785
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<b>Total Assets</b>	<b>\$</b>	<b>1,601,785</b>
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**LIABILITIES AND EQUITY**

**Current Liabilities**

Accounts Payable	\$	376,202
Accrued Expenses		281,006
Deferred Income		0
Advance Ticket Sales/Deposits		844,308
Other Current Liabilities		0
		<hr/>

Total Current Liabilities		1,501,516
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**Long-Term Liabilities**

Long Term Liabilites		0
		<hr/>

Total Long-Term Liabilities		0
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Total Liabilities		1,501,516
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**Equity**

Net Funds Received		11,900,786
Retained Earnings		(11,202,786)
Net Income (Loss)		(597,731)
		<hr/>

Total Equity		100,269
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<b>Total Liabilities &amp; Equity</b>	<b>\$</b>	<b>1,601,785</b>
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IRVING CONVENTION CENTER/SMG  
Income Statement  
For the Eight Months Ending May 31, 2020

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
<b>EVENT INCOME</b>							
Direct Event Income							
Rental Income	32,000	114,970	(82,970)	627,664	949,159	(321,495)	902,072
Service Revenue	0	79,500	(79,500)	322,394	369,225	(46,831)	650,842
Service Expenses	0	(80,000)	80,000	(548,122)	(575,000)	26,878	(837,254)
Total Direct Event In	32,000	114,470	(82,470)	401,936	743,384	(341,448)	715,660
Ancillary Income							
F & B Concessions	0	16,000	(16,000)	100,811	141,500	(40,689)	153,474
F & B Catering	0	359,814	(359,814)	2,377,440	2,293,398	84,042	2,388,644
Parking	0	25,010	(25,010)	155,790	195,410	(39,620)	198,869
Electrical Services	0	13,000	(13,000)	75,215	113,000	(37,785)	146,422
Audio Visual	0	0	0	(2,911)	0	(2,911)	(515)
Internet Services	0	500	(500)	2,412	9,550	(7,138)	6,169
Total Ancillary Inco	0	414,324	(414,324)	2,708,757	2,752,858	(44,101)	2,893,063
Total Event Income	32,000	528,794	(496,794)	3,110,693	3,496,242	(385,549)	3,608,723
<b>OTHER OPERATING INCOME</b>							
Other Income	12,665	55,000	(42,335)	529,405	475,000	54,405	298,000
Total Other Operatin	12,665	55,000	(42,335)	529,405	475,000	54,405	298,000
Adjusted Gross Inco	44,665	583,794	(539,129)	3,640,098	3,971,242	(331,144)	3,906,723
<b>INDIRECT EXPENSES</b>							
Salaries & Wages	132,652	226,745	94,093	1,551,599	1,813,960	262,361	1,808,459
Payroll Taxes & Ben	59,641	68,840	9,199	515,547	550,720	35,173	508,035
Labor Allocations to	0	(49,730)	(49,730)	(93,600)	(397,840)	(304,240)	(448,954)
Net Salaries and Ben	192,293	245,855	53,562	1,973,546	1,966,840	(6,706)	1,867,540
Contracted Services	43,400	62,090	18,690	427,812	496,720	68,908	490,418
General and Adminis	19,041	37,464	18,423	373,143	355,304	(17,839)	304,975
Operating	9,425	45,751	36,326	292,512	366,008	73,496	362,551
Repairs & Maintenan	23,295	46,808	23,513	324,315	374,464	50,149	383,474
Operational Supplies	2,012	17,599	15,587	114,982	139,042	24,060	126,963
Insurance	5,658	8,333	2,675	73,004	66,664	(6,340)	51,539
Utilities	38,501	45,208	6,707	327,182	361,664	34,482	355,178
Other	(2,113)	0	2,113	9,944	0	(9,944)	0
ASM Management F	12,900	36,323	23,423	321,389	290,584	(30,805)	370,789
Total Indirect Expens	344,412	545,431	201,019	4,237,829	4,417,290	179,461	4,313,427

IRVING CONVENTION CENTER/SMG  
Income Statement  
For the Eight Months Ending May 31, 2020

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	<u>(299,747)</u>	<u>38,363</u>	<u>(338,110)</u>	<u>(597,731)</u>	<u>(446,048)</u>	<u>(151,683)</u>	<u>(406,704)</u>



## ICVB FINANCIAL STATEMENTS

For Period Ending:  
May 31, 2020



2201 - ICVB GENERAL  
MONTHLY BALANCE SHEET  
MAY 2020

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**Assets**

Cash and equivalents	(13,357.64)
Investments	4,049,400.00
Receivables	4,465.00

<b>Total Assets</b>	<b><u>4,040,507.36</u></b>
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**Liabilities**

Unearned revenue	4,465.00
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<b>Total Liabilities</b>	<b><u>4,465.00</u></b>
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**Fund Balance (Budgetary basis)**

Reserve for encumbrances	655,083.73
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Unreserved	3,380,958.63
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<b>Total Fund Balance</b>	<b><u>4,036,042.36</u></b>
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<b>Total Liabilities and Fund Balance</b>	<b><u>4,040,507.36</u></b>
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IRVING CONVENTION AND VISITORS BUREAU  
MONTHLY FINANCIAL REPORT - GENERAL FUND  
MAY 2020

Code	Account	MTD Actual	YTD Actual	Revised Budget	YTD %	Encumbered	Available
<b>REVENUE</b>							
	<b>L3 - HOTEL/MOTEL TAX</b>	1,565,674.73	3,633,756.04	8,544,599.00	42.5%	0.00	4,910,842.96
	<b>M1 - CHARGES FOR SERVICES</b>	0.00	0.00	25,000.00	0.0%	0.00	25,000.00
	STATE OF TEXAS EVENTS TRUST FUND RECEIPTS						
	<b>M4 - INVESTMENT INCOME</b>	109.76	4,915.55	18,000.00	27.3%	0.00	13,084.45
	<b>M5 - MISCELLANEOUS</b>	0.00	78,110.91	91,000.00	85.8%	0.00	12,889.09
	<b>M6 - TRANSFER FROM</b>						
	TRSF FROM ICVB RESERVE	1,307,800.00	1,307,800.00	1,307,800.00	100.0%	0.00	0.00
	TRSF FROM ICVB COMPUTER REPL	245,600.00	245,600.00	245,600.00	100.0%	0.00	0.00
	TRSF FROM ICVB CONV CENTER	1,086,000.00	1,086,000.00	298,000.00	364.4%	0.00	0.00
	<b>TOTAL TRANSFERS FROM</b>	2,639,400.00	2,639,400.00	1,851,400.00	142.6%	0.00	0.00
<hr/>							
	<b>TOTAL REVENUE</b>	<b>4,205,184.49</b>	<b>6,356,182.50</b>	<b>10,529,999.00</b>	<b>60.4%</b>	<b>0.0%</b>	<b>4,961,816.50</b>
<hr/>							
<b>EXPENDITURES</b>							
	<b>N1 - SALARIES</b>	172,700.29	1,417,605.53	2,535,519.00	55.9%	0.00	1,117,913.47
	<b>N2 - BENEFITS</b>	50,457.62	398,637.20	679,622.35	58.7%	0.00	280,985.15
	<b>N4 - SUPPLIES</b>	117.17	34,306.64	43,700.00	78.5%	6,700.00	2,693.36
	<b>O1 - UTILITIES (COMMUNICATIONS)</b>	1,939.50	9,971.52	24,900.00	40.0%	0.00	14,928.48
	<b>O3 - OUTSIDE SERVICES</b>						
	MARKETING RESOURCES	0.00	28,751.53	49,060.00	58.6%	22,500.00	(2,191.53)
	MEDIA ADVERTISING	5,909.13	242,434.34	530,605.23	45.7%	249,866.00	38,304.89
	PROFESSIONAL SERVICES	5,867.16	703,633.93	1,262,992.00	55.7%	330,770.83	228,587.24
	PROPERTY MANAGEMENT SERVICES	0.00	698,000.00	1,395,000.00	50.0%	0.00	697,000.00
	OTHER	4.60	11,342.32	20,925.12	54.2%	1,650.24	7,932.56
	<b>TOTAL OUTSIDE SERVICES</b>	11,780.89	1,684,162.12	3,258,582.35	51.7%	604,787.07	969,633.16
	<b>O4 - TRAVEL - TRAINING - DUES</b>						
	TRAVEL AND TRAINING	0.19	367,094.93	767,568.00	47.8%	0.00	400,473.07
	MILEAGE REIMBURSEMENT	95.96	1,785.70	5,600.00	31.9%	0.00	3,814.30
	MEMBERSHIP AND DUES	460.00	19,168.00	79,735.00	24.0%	0.00	60,567.00
	<b>TOTAL TRAVEL - TRAINING - DUES</b>	556.15	388,048.63	852,903.00	45.5%	0.00	464,854.37
	<b>O5 - CLAIMS AND INSURANCE</b>	34,511.25	103,533.75	138,045.00	75.0%	0.00	34,511.25
	<b>O7 - MISCELLANEOUS EXPENSES</b>						
	ADM COST REIMBURSEMENT	62,626.99	145,350.24	341,784.00	42.5%	0.00	196,433.76
	BUSINESS DEV INCENTIVE PROG	12,748.00	254,339.38	500,000.00	50.9%	0.00	245,660.62
	LOCAL PROGRAMS-PROMOTIONS	0.00	167,816.04	397,775.00	42.2%	5,000.00	224,958.96
	OTHER	0.00	56,554.60	194,250.00	29.1%	38,596.66	99,098.74
	<b>TOTAL MISCELLANEOUS EXPENSES</b>	75,374.99	624,060.26	1,433,809.00	43.5%	43,596.66	766,152.08
	<b>P5 - TRANSFERS OUT</b>						
	TRSF TO ICVB RESERVE	0.00	0.00	50,000.00	0.0%	0.00	50,000.00
	TRSF TO ICVB CONV CENTER	0.00	0.00	514,042.00	0.0%	0.00	514,042.00
	<b>TOTAL TRANSFERS OUT</b>	0.00	0.00	564,042.00	0.0%	0.00	564,042.00
<hr/>							
	<b>TOTAL EXPENDITURES</b>	<b>347,437.86</b>	<b>4,660,325.65</b>	<b>9,531,122.70</b>	<b>48.9%</b>	<b>655,083.73</b>	<b>4,215,713.32</b>

Beginning Fund Balance	2,340,185.51
Revenues	6,356,182.50
Expenditures	(4,660,325.65)
Ending Fund Balance	4,036,042.36



# Irving Convention and Visitors Bureau

## Check Register

May 2020

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80061220	5/11/2020	BH DFW PROPERTY LP			1,575.00
		BUSINESS DEV INCENTIVE PROG	AMERICAN AIRLINES / IQT TRAINING FEB 2020	1,575.00	
80061221	5/11/2020	FEDERAL EXPRESS CORPORATION			4.60
		FREIGHT	SHIPPING	4.60	
80061222	5/11/2020	IRVING - LAS COLINAS ROTARY CLUB			40.00
		MEMBERSHIP AND DUES	APRIL 2020	40.00	
80061223	5/11/2020	IRVING ARTS CENTER			100.00
		BUSINESS DEV INCENTIVE PROG	LES BALLET TROCKADERO DE MONTE CARLO / FEB 2020	100.00	
80061224	5/11/2020	IRVING CONVENTION CENTER AT LAS COLINAS			20,625.00
		BUILDINGS MAINT	WESTIN GARAGE RENTAL - MAY 2020	20,625.00	
80061225	5/11/2020	LAUDA, MARIANNE			81.38
		COMMUNICATIONS	MAR 2020 - CELL / MILEAGE	65.00	
		MILEAGE REIMBURSEMENT	MAR 2020 - CELL / MILEAGE	16.38	
80061226	5/11/2020	MALONEY STRATEGIC COMMUNICATION INC			3,662.16
		PROFESSIONAL SERVICES	2020 ICVB SURVEYOR MAGAZINE DISTRIBUTION ADDITIONS	1,071.54	
		PROFESSIONAL SERVICES	2020 ICVB & ICC BUSINESS CARD REPRINT	2,590.62	
80061227	5/11/2020	OMNI MANDALAY HOTEL			1,595.00
		BUSINESS DEV INCENTIVE PROG	FRESENIUS MEDICAL CARE / CMT MAR 2020	1,075.00	
		BUSINESS DEV INCENTIVE PROG	FRESENIUS MEDICAL CARE / CM/TM FEB 2020	520.00	
80061228	5/11/2020	ROSE, SUSAN			85.82
		COMMUNICATIONS	MAR 2020 - CELL / MILEAGE	65.00	
		MILEAGE REIMBURSEMENT	MAR 2020 - CELL / MILEAGE	20.82	
80061229	5/11/2020	SHERATON DFW AIRPORT HOTEL			2,380.00
		BUSINESS DEV INCENTIVE PROG	DCP OPERATING / ANNUAL MEETINGS WAVE 1 2020	1,695.00	
		BUSINESS DEV INCENTIVE PROG	DCP OPERATING / ANNUAL MEETINGS WAVE 2 2020	685.00	
80061230	5/11/2020	SOTO, MONICA			25.00
		COMMUNICATIONS	CELL PHONE - APRIL 2020	25.00	
80061231	5/11/2020	STALLINGS, APRIL			53.33
		COMMUNICATIONS	CELL PHONE - APRIL 2020	53.33	
80061232	5/11/2020	STAPLES			117.17
		OFFICE SUPPLIES	OFFICE SUPPLIES	34.92	
		OFFICE SUPPLIES	OFFICE SUPPLIES	82.25	
80061233	5/21/2020	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES			5,572.90
		MEDIA ADVERTISING	ADVERTISING	5,572.90	
80061234	5/21/2020	DIPIETRO, KATHERINE			40.88
		TRAVEL AND TRAINING	RCMA REGIONAL CONFERENCE 2019	20.00	
		TRAVEL AND TRAINING	CONNECT TOUR & TRAVEL SHOW 2020	(234.81)	
		TRAVEL AND TRAINING	RCMA 2020 ANNUAL CONFERENCE	215.00	



# Irving Convention and Visitors Bureau

## Check Register

May 2020

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80061234		COMMUNICATIONS	MAR 2020 - CELL	40.69	
80061235	5/21/2020	<b>FOSTER, WENDY</b>			<b>172.20</b>
		COMMUNICATIONS	MAR 2020 - CELL / MILEAGE	65.00	
		MILEAGE REIMBURSEMENT	MAR 2020 - CELL / MILEAGE	42.20	
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061236	5/21/2020	<b>FOUR SEASONS RESORT &amp; CLUB DALLAS</b>			<b>420.00</b>
		MEMBERSHIP AND DUES	APRIL 2020	420.00	
80061237	5/21/2020	<b>HOPKINS, CHERYL</b>			<b>130.00</b>
		COMMUNICATIONS	MAR 2020 - CELL	65.00	
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061238	5/21/2020	<b>LEVINE, KATHY</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061239	5/21/2020	<b>LOPEZ, BRENDA</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061240	5/21/2020	<b>MALONEY STRATEGIC COMMUNICATION INC</b>			<b>205.00</b>
		PROFESSIONAL SERVICES	2020 ICVB STORAGE FEE - MAY	205.00	
80061241	5/21/2020	<b>MANSELL, LORI</b>			<b>90.51</b>
		COMMUNICATIONS	FEB 2020 - CELL	45.27	
		COMMUNICATIONS	APR 2020 - CELL	45.24	
80061242	5/21/2020	<b>PFAFF, DIANA</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061243	5/21/2020	<b>ROBERTS, DEBBIE</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061244	5/21/2020	<b>ROCHE, KELLY</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061245	5/21/2020	<b>ROSE, SUSAN</b>			<b>65.00</b>
		COMMUNICATIONS	APR 2020 - CELL	65.00	
80061246	5/21/2020	<b>SOTO, MONICA</b>			<b>25.00</b>
		COMMUNICATIONS	CELL PHONE - MAY 2020	25.00	
80061247	5/21/2020	<b>STODDARD, CAROL</b>			<b>81.56</b>
		COMMUNICATIONS	APR 2020 - CELL / MILEAGE	65.00	
		MILEAGE REIMBURSEMENT	APR 2020 - CELL / MILEAGE	16.56	
80061248	5/21/2020	<b>TRIPADVISOR, LLC</b>			<b>336.23</b>
		MEDIA ADVERTISING	ADVERTISING	336.23	
80061249	5/21/2020	<b>TUCKER &amp; ASSOCIATES, LLC</b>			<b>2,000.00</b>
		PROFESSIONAL SERVICES	MONTHLY RETAINER - MAY 2020	2,000.00	
80061250	5/21/2020	<b>VERIZON WIRELESS SERVICES, LLC</b>			<b>859.97</b>
		COMMUNICATIONS	APRIL 2020	490.45	



Irving Convention and Visitors Bureau

Check Register

May 2020

Check #	Check Date	Vendor Name Object Description	Line Item Description	Invoice Amount	Check Amount
80061250		COMMUNICATIONS	APRIL 2020	86.25	
		COMMUNICATIONS	APRIL 2020	283.27	
		Total Number of Invoices	47	40,668.71	
		Total Number of Checks	31		40,668.71



**IRVING CONVENTION AND VISITORS BUREAU  
HOTEL OCCUPANCY TAX  
BUDGET / ACTUAL  
2019 - 2020**

	QTR ENDING 3/31/20 ACTUAL
STATE TAX (estimated) - 6%	3,233,280
CITY OF IRVING TAX - 9%	4,849,920
TOTAL ADMINISTRATIVE COST	103,464
<b>CONVENTION &amp; VISITORS BUREAU - 57% OF 5%</b>	1,535,808
Administrative Cost	(61,432)
Remittance Amount	1,474,376
<b>ARTS CENTER - 35.5% of 5% + 1.6M</b>	956,499
Administrative Cost	(38,260)
Remittance Amount	918,239
<b>MUSEUM - 2.5% of 5%</b>	67,359
Administrative Cost	(2,694)
Remittance Amount	64,665
<b>DOWNTOWN &amp; EVENTS - 1% of 5%</b>	26,944
Administrative Cost	(1,078)
Remittance Amount	25,866
<b>CONVENTION CENTER FUND - 2% of 9%</b> (effective 01/01/00)	1,077,745
<b>DEBT SERVICE - 4% of 5%</b>	107,774
<b>TOTAL</b>	1,185,519
<b>ENTERTAINMENT VENUE - 2% of 9%</b> (effective 04/01/08)	1,077,745
<b>WESTIN IRVING CONVENTION CENTER</b>	300,475
(Hotel pays 9% tax (not included in totals above) which is applied to bond payments for Headquarter Hotel, ICC, and Entertainment Venue )	

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

	<b>HOTEL</b>	<b>ACTUAL 18-19</b>	<b>ACTUAL 19-20</b>	<b>DIFFERENCE</b>	<b>PERCENT</b>
1	Atrium Hotel and Suites	13,448.37	10,722.05	(2,726.32)	-20.27%
2	Dallas Marriott Las Colinas	114,986.81	103,374.98	(11,611.83)	-10.10%
3	DFW Airport Hotel & Conf Center	5,012.33	4,543.84	(468.49)	-9.35%
4	DFW Airport Marriott	139,335.65	129,467.75	(9,867.90)	-7.08%
5	<b>Doubletree DFW Airport North</b>	<b>58,571.00</b>	<b>0.00</b>	<b>(58,571.00)</b>	<b>-100.00%</b>
6	<b>Embassy Suites - DFW Airport South</b>	<b>88,917.26</b>	<b>0.00</b>	<b>(88,917.26)</b>	<b>-100.00%</b>
7	Four Seasons Resort & Club	198,439.57	151,638.38	(46,801.19)	-23.58%
8	Hilton Garden Inn - DFW South	41,221.64	34,976.05	(6,245.59)	-15.15%
9	Hilton Garden Inn - Las Colinas	44,765.39	35,398.16	(9,367.23)	-20.93%
10	Holiday Inn Las Colinas	28,929.29	21,757.40	(7,171.89)	-24.79%
11	NYLO Dallas/Las Colinas	51,189.39	24,249.48	(26,939.91)	-52.63%
12	Omni Mandalay Hotel at Las Colinas	140,900.23	112,486.01	(28,414.22)	-20.17%
13	<b>Sheraton Grand Hotel</b>	<b>77,641.52</b>	<b>0.00</b>	<b>(77,641.52)</b>	<b>-100.00%</b>
14	Texican Court	22,180.11	26,752.62	4,572.51	20.62%
15	Westin DFW	139,254.95	112,846.97	(26,407.98)	-18.96%
	<b>TOTAL LUXURY &amp; FULL SERVICE</b>	<b>1,164,793.51</b>	<b>768,213.69</b>	<b>(396,579.82)</b>	<b>-34.05%</b>

16 Westin Irving Convention Center 0.00 95,150.28

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

<b>ALL-SUITE / EXTENDED STAY</b>					
1	Best Western - DFW Airport Suites	15,082.10	11,562.15	(3,519.95)	-23.34%
2	Candlewood Suites - Las Colinas	11,655.56	9,441.51	(2,214.05)	-19.00%
3	<b>Comfort Inn - DFW North</b>	<b>14,979.38</b>	<b>0.00</b>	<b>(14,979.38)</b>	<b>-100.00%</b>
4	Comfort Suites - DFW Airport	15,189.69	11,857.68	(3,332.01)	-21.94%
5	<b>Comfort Suites - Las Colinas</b>	<b>6,728.98</b>	<b>0.00</b>	<b>(6,728.98)</b>	<b>-100.00%</b>
6	Country Inn & Suites - DFW South	11,791.10	8,810.41	(2,980.69)	-25.28%
7	Element DFW North	28,644.52	23,544.82	(5,099.70)	-17.80%
8	Extended Stay America	4,461.93	3,667.00	(794.93)	-17.82%
9	Extended Stay America - DFW North	6,651.16	6,898.72	247.56	3.72%
10	Extended Stay America - Las Colinas	7,918.41	6,907.73	(1,010.68)	-12.76%
11	Extended Stay Deluxe	3,609.84	3,286.90	(322.94)	-8.95%
12	Hawthorne Suites - DFW North	10,159.59	9,451.21	(708.38)	-6.97%
13	Hawthorne Suites - DFW South	4,586.35	5,299.82	713.47	15.56%
14	<b>Holiday Inn Express - DFW North</b>	<b>26,092.59</b>	<b>0.00</b>	<b>(26,092.59)</b>	<b>-100.00%</b>
15	Holiday Inn Express - DFW South	24,173.69	16,263.74	(7,909.95)	-32.72%
16	Holiday Inn Express - Las Colinas	19,968.96	16,907.11	(3,061.85)	-15.33%
17	Home Towne Studios	5,773.82	5,764.95	(8.87)	-0.15%
18	Home2 Suites - DFW North	26,487.15	22,260.47	(4,226.68)	-15.96%
19	Home2 Suites - DFW South	24,538.60	22,082.12	(2,456.48)	-10.01%
20	Homewood Suites - DFW Airport	23,391.06	18,269.68	(5,121.38)	-21.89%
21	Homewood Suites - Las Colinas	27,049.81	28,727.71	1,677.90	6.20%
22	Hyatt House Dallas-Las Colinas	34,267.60	25,083.41	(9,184.19)	-26.80%
23	<b>Hyatt Place Las Colinas</b>	<b>33,177.95</b>	<b>0.00</b>	<b>(33,177.95)</b>	<b>-100.00%</b>
24	Motel 6 / Studio 6 - DFW East	7,075.40	7,599.63	524.23	7.41%
25	Residence Inn - DFW North	16,340.89	16,808.66	467.77	2.86%
26	Residence Inn - DFW South	20,301.40	23,792.58	3,491.18	17.20%
27	Residence Inn - Las Colinas	23,702.02	19,332.64	(4,369.38)	-18.43%
28	Springhill Suites	28,057.21	22,548.08	(5,509.13)	-19.64%
29	Staybridge Suites Las Colinas	24,997.89	19,944.84	(5,053.05)	-20.21%
30	Staybridge Suites North	19,950.04	16,065.76	(3,884.28)	-19.47%
31	Studio 6 - DFW North	230.51	712.45	481.94	209.08%
31	Towneplace Suites - DFW North	0.00	20,916.61	20,916.61	100.00%
32	Towneplace Suites - Las Colinas	22,955.67	7,047.24	(15,908.43)	-69.30%
33	Waterwalk - Las Colinas	6,275.35	8,721.39	2,446.04	38.98%
34	Woodspring Suites Signature	5,563.75	5,840.75	277.00	4.98%
35	Extended Stay Properties*	1,064.95	2,817.67	1,752.72	164.58%
	<b>TOTAL ALL SUITE / EXTENDED STAY</b>	<b>562,894.92</b>	<b>428,235.44</b>	<b>(134,659.48)</b>	<b>-23.92%</b>

**HOTEL OCCUPANCY TAX**  
**JAN - MAR (page 2)**

		ACTUAL 18-19	ACTUAL 19-20	DIFFERENCE	PERCENT
<b>LIMITED SERVICE</b>					
1	Aloft Las Colinas	33,478.84	28,191.98	(5,286.86)	-15.79%
2	Courtyard by Marriott - DFW North	41,512.95	35,738.96	(5,773.99)	-13.91%
3	Courtyard by Marriott - DFW South	29,156.00	23,841.16	(5,314.84)	-18.23%
4	Courtyard by Marriott - Las Colinas	33,607.27	27,778.22	(5,829.05)	-17.34%
5	Fairfield Inn & Suites	25,571.20	27,490.98	1,919.78	7.51%
6	<b>Fairfield Inn - DFW North</b>	<b>22,440.21</b>	<b>0.00</b>	<b>(22,440.21)</b>	<b>-100.00%</b>
7	<b>Fairfield Inn - Las Colinas</b>	<b>27,229.78</b>	<b>0.00</b>	<b>(27,229.78)</b>	<b>-100.00%</b>
8	Hampton Inn - Las Colinas	30,891.58	25,060.62	(5,830.96)	-18.88%
9	Jefferson Street Bed & Breakfast	42.15	36.48	(5.67)	-13.45%
10	<b>La Quinta Inn &amp; Suites - Las Colinas</b>	<b>15,326.91</b>	<b>0.00</b>	<b>(15,326.91)</b>	<b>-100.00%</b>
11	La Quinta Inn & Suites - DFW South	24,225.72	17,288.04	(6,937.68)	-28.64%
12	La Quinta Inn & Suites - DFW North	25,099.23	24,422.98	(676.25)	-2.69%
13	Wingate Inn - DFW North	7,485.92	7,423.39	(62.53)	-0.84%
14	Wingate Inn - Las Colinas	17,481.13	5,106.71	(12,374.42)	-70.79%
<b>TOTAL LIMITED SERVICE</b>		<b>333,548.89</b>	<b>222,379.52</b>	<b>(111,169.37)</b>	<b>-33.33%</b>

<b>BUDGET</b>					
1	America's Best Value Inn	3,712.32	6,675.20	2,962.88	79.81%
2	Arya Inn & Suites	2,642.68	1,750.17	(892.51)	-33.77%
3	Best Western Irving Inn & Suites	14,102.97	12,484.80	(1,618.17)	-11.47%
4	Budget Inn	1,098.96	2,370.47	1,271.51	115.70%
5	Budget Inn & Suites	552.07	413.95	(138.12)	-25.02%
6	<b>Budget Lodge of Irving (renovating)</b>	<b>2,493.40</b>	<b>0.00</b>	<b>(2,493.40)</b>	<b>-100.00%</b>
7	Budget Suites of America - Las Colinas	960.29	1,692.45	732.16	76.24%
8	Clarion Inn & Suites	11,893.09	8,667.11	(3,225.98)	-27.12%
9	Crossroads Hotel	3,450.05	3,830.34	380.29	11.02%
10	Days Inn	10,263.09	9,355.62	(907.47)	-8.84%
11	Days Inn - DFW North	11,224.81	10,435.81	(789.00)	-7.03%
12	Delux Inn	1,913.94	1,722.11	(191.83)	-10.02%
13	Delux Suites	603.75	531.99	(71.76)	-11.89%
14	Gateway Suites	1,693.70	1,367.54	(326.16)	-19.26%
15	Motel 6 - Dallas / Irving	8,040.97	7,065.09	(975.88)	-12.14%
16	Motel 6 - DFW North	8,845.80	4,549.97	(4,295.83)	-48.56%
17	Motel 6 - DFW South	2,909.94	3,950.39	1,040.45	35.76%
18	Quality Inn & Suites - DFW Airport	15,750.17	12,809.37	(2,940.80)	-18.67%
19	Quality Inn & Suites - DFW South	11,700.74	7,640.31	(4,060.43)	-34.70%
20	Red Roof Inn - DFW North	14,583.30	8,884.59	(5,698.71)	-39.08%
21	Super 8 Motel - DFW North	8,247.55	6,613.04	(1,634.51)	-19.82%
22	Super 8 Motel - DFW South	5,282.40	4,169.10	(1,113.30)	-21.08%
<b>TOTAL BUDGET</b>		<b>141,965.99</b>	<b>116,979.42</b>	<b>(24,986.57)</b>	<b>-17.60%</b>

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
<b>GRAND TOTAL</b>	<b>2,203,203.31</b>	<b>1,535,808.07</b>	<b>(667,395.24)</b>	<b>-30.29%</b>

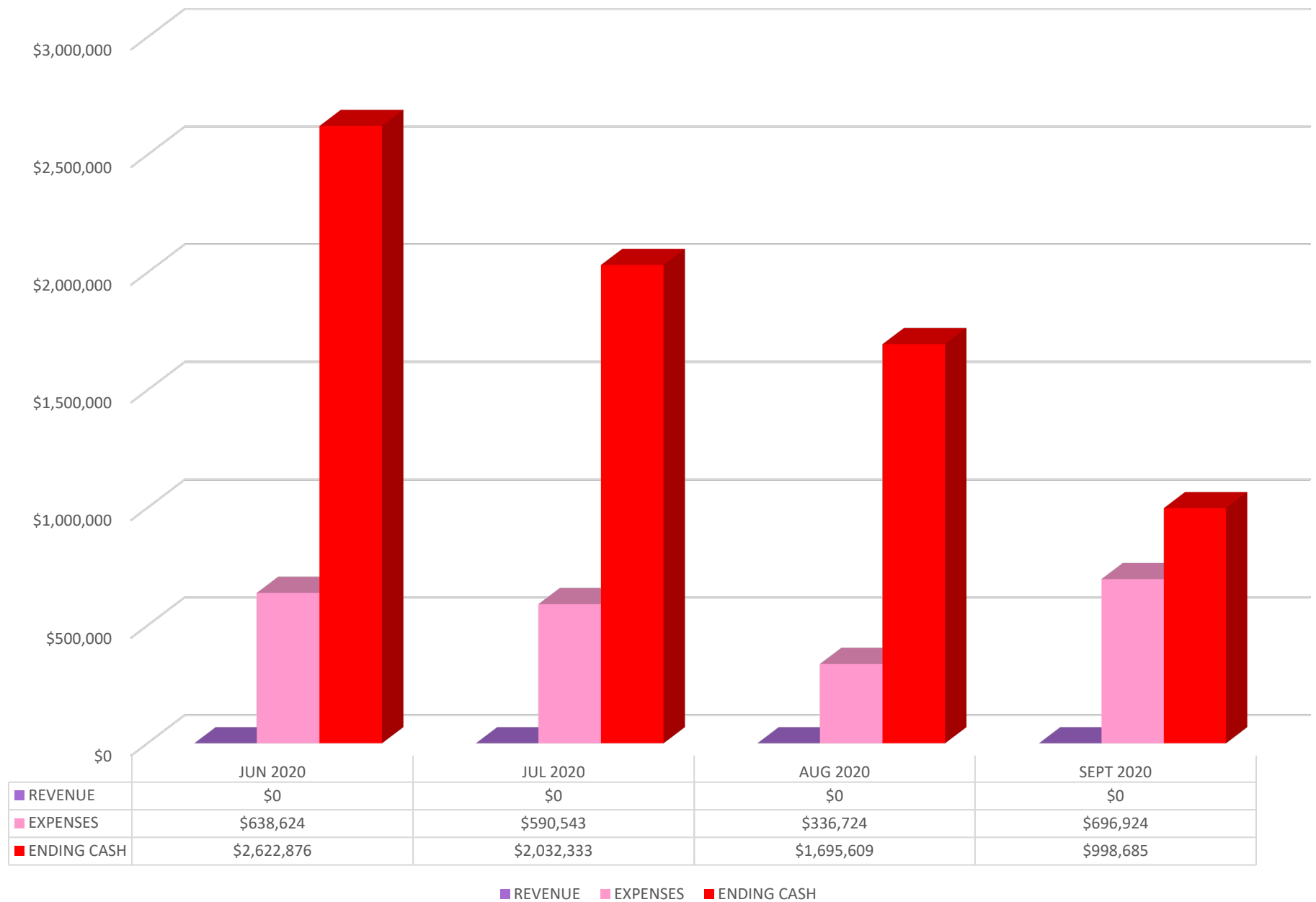
	BUDGET	ACTUAL	DIFFERENCE	PERCENT
<b>2ND QUARTER</b>	<b>2,203,207.00</b>	<b>1,535,808.07</b>	<b>(667,398.93)</b>	<b>-30.29%</b>

**IRVING CONVENTION AND VISITORS BUREAU  
HOTEL OCCUPANCY TAX  
2019 - 2020 BUDGET**

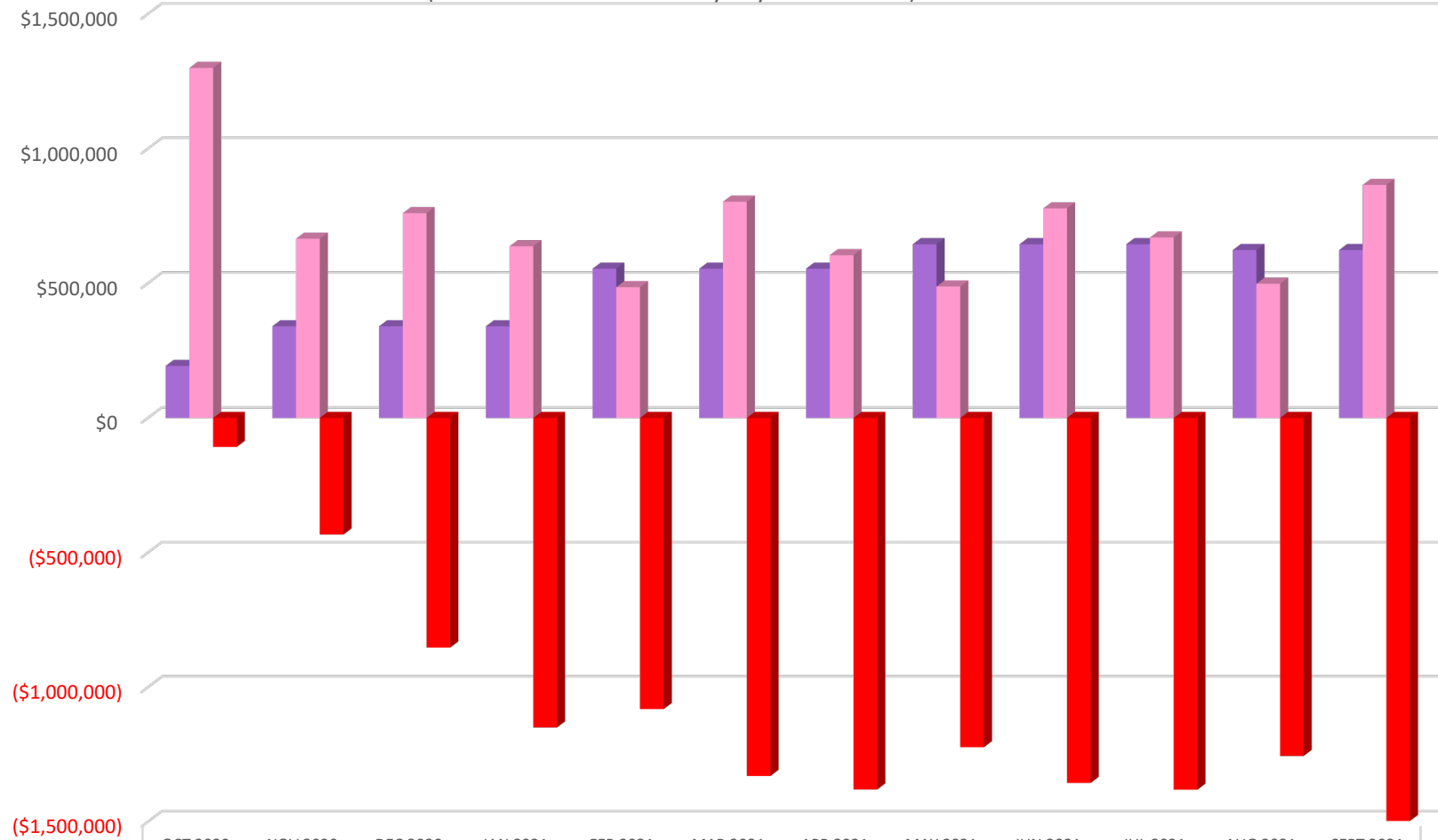
<b>BUDGET VS ACTUAL</b>	<b>BUDGET 18-19</b>	<b>ACTUAL 19-20</b>	<b>DIFFERENCE</b>	<b>%</b>
1ST QUARTER OCT - DEC 2018	2,021,096	2,067,359	46,263	2.29%
2ND QUARTER JAN - MAR 2019	2,203,207	1,535,808	(667,399)	-30.29%
3RD QUARTER APR - JUN 2019	0	0	0	0.00%
4TH QUARTER JUL - SEP 2019	0	0	0	0.00%
<b>YTD TOTALS</b>	<b>4,224,303</b>	<b>3,603,167</b>	<b>(621,136)</b>	<b>-14.70%</b>

<b>PRIOR YEAR VS CURRENT YEAR</b>	<b>ACTUAL 18-19</b>	<b>ACTUAL 19-20</b>	<b>DIFFERENCE</b>	<b>%</b>
1ST QUARTER OCT - DEC	2,023,945	2,067,359	43,414	2.15%
2ND QUARTER JAN - MAR	2,203,203	1,535,808	(667,395)	-30.29%
3RD QUARTER APR - JUN	0	0	0	0.00%
4TH QUARTER JUL - SEP	0	0	0	0.00%
<b>YTD TOTALS</b>	<b>4,227,148</b>	<b>3,603,167</b>	<b>(623,981)</b>	<b>-14.76%</b>

# Irving Convention and Visitors Bureau FY20 Cash Flow



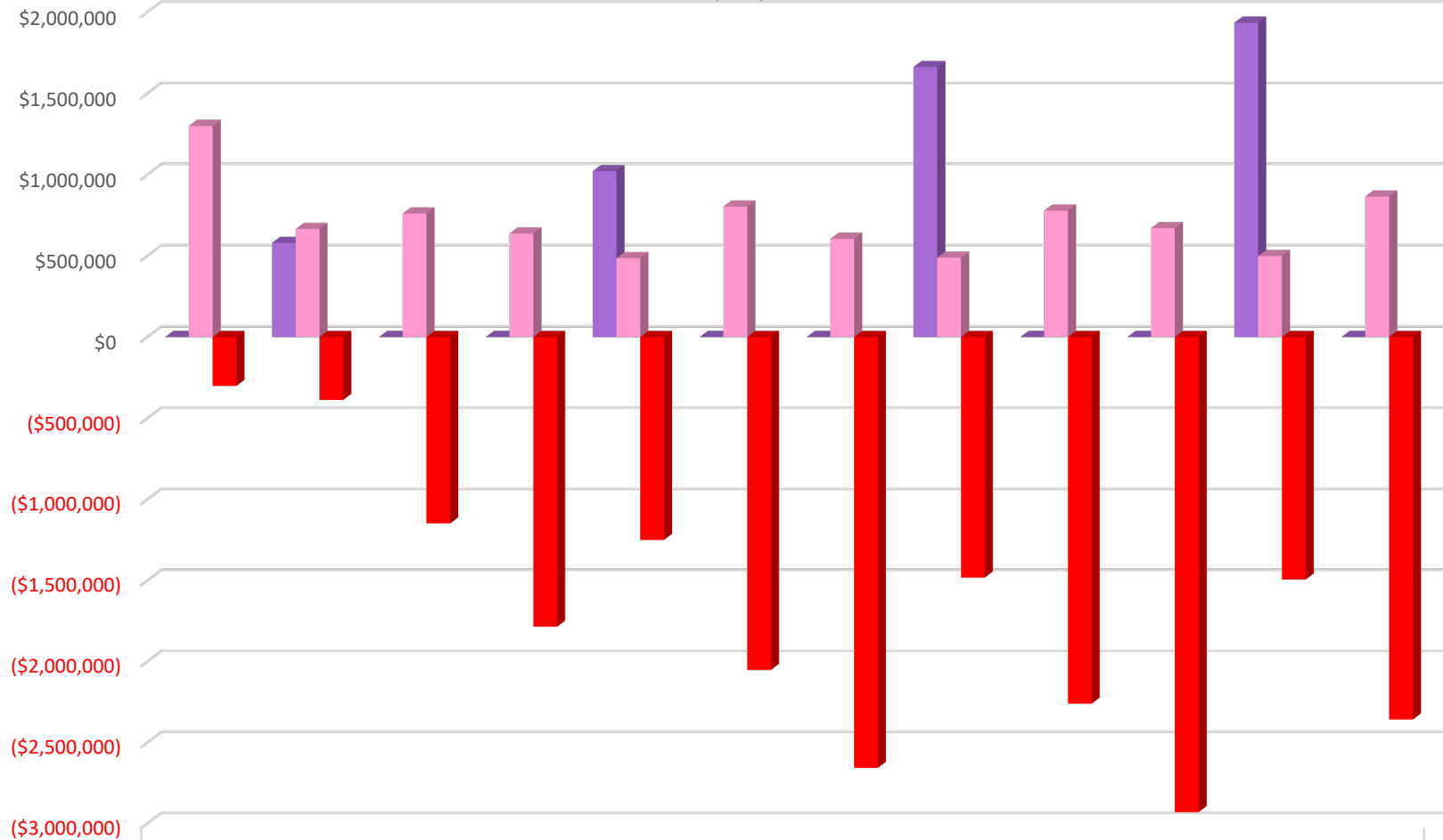
Irving Convention and Visitors Bureau  
FY21 Cash Flow - Monthly HOT Receipts  
(Includes Additional Subsidy Payment to SMG)



	OCT 2020	NOV 2020	DEC 2020	JAN 2021	FEB 2021	MAR 2021	APR 2021	MAY 2021	JUN 2021	JUL 2021	AUG 2021	SEPT 2021
REVENUE	\$193,092	\$340,420	\$340,420	\$340,420	\$554,253	\$554,253	\$554,253	\$645,114	\$645,114	\$645,114	\$623,547	\$623,547
EXPENSES	\$1,299,418	\$665,595	\$760,424	\$637,418	\$485,674	\$802,924	\$604,418	\$488,084	\$778,024	\$670,168	\$498,238	\$865,138
ENDING CASH	(\$107,641)	(\$432,816)	(\$852,820)	(\$1,149,818)	(\$1,081,239)	(\$1,329,910)	(\$1,380,075)	(\$1,223,045)	(\$1,355,955)	(\$1,381,009)	(\$1,255,700)	(\$1,497,291)

REVENUE EXPENSES ENDING CASH

Irving Convention and Visitors Bureau  
FY21 Cash Flow - Quarterly HOT Receipts  
(Includes Additional Subsidy Payment to SMG)



■ REVENUE ■ EXPENSES ■ ENDING CASH

**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, JUNE 22, 2020**

## **BOARD REPORTS**

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





# Michael D. Barns

1935 - 2020



BARNs, Michael D. Michael D. (Mike) (Bubba) Barns of Irving, TX died June 16, 2020 while on vacation with family in East Texas. Born in Newton, IA, June 23, 1935 to Frances C. and Donald E. Barns, both of whom preceded him in death. He served in the U.S. Marine Corps during the Korean Conflict and was also a Naval Aviation Cadet in the U.S. Navy. He worked in the Hospitality Industry for 41 years before retiring in 1997. The last 22 years of his career were in senior management with AVW Audio Visual, Inc., one of the Freeman Companies. During his career, he served on the Board of Directors of the Professional Convention Management Association and the Exposition Service Contractors Association. He received the Distinguished Service Award from the American Academy of Ophthalmology during the Centennial Meeting in 1996 and was elected to the Convention Liaison Council's Hall of Leaders in 1998. After retiring in 1997, he served on the Board of Directors of the Irving Convention & Visitors Bureau for 14 years. Mike was a member in good standing of the worldwide fellowship of Alcoholics Anonymous and had tried to live an attitude of gratitude since March 21, 1984. He is survived by his wife of 61 years, Caroline G. (Cacky) Barns and two children, Tracy A. Shore and husband Brant Hickman of McKinney, TX and Kelly F. Hunt and husband Les Hunt of Brock, TX and his sister, Patricia J. Curling of Spring, TX. He was the proud grandfather of four grandsons, one granddaughter-in-law, and two great granddaughters.

## DART Beginning Construction on New Irving Light Rail Station

Source: Rambler Newspaper

Link: <https://ramblernewspapers.com/2020/05/dart-beginning-construction-on-new-irving-light-rail-station/>



*Irving* — Even while seeing ridership drop considerably due to the COVID-19 pandemic, Dallas Area Rapid Transit (DART) is moving forward with a light-rail construction projects in Irving.

Construction on the Hidden Ridge Station, on Meadow Creek Drive near Green Park Drive, is expected to begin in early May according to a DART press release and is slated to open in early 2021.

The new station is DART's 65<sup>th</sup>. It will be situated between State Highway 114 and MacArthur Boulevard. Hidden Ridge Station, which will feature 136 parking spaces and six bus bays, is near several prominent hotels and corporate headquarters for Pioneer Natural Resources and Verizon Communications.

In March, DART modified some transit schedules to help counteract a drastic drop in the number of regular passengers, since more people are working at home due to the pandemic.

Once construction begins, work will occur between 7 a.m. and 5 p.m. on weekdays. However, some weekend work might be necessary according to DART. Initial excavation work by Archer Western Construction will involve trucks, graders, concrete and excavation equipment.

All construction workers will be expected to adhere to the Centers for Disease Control (CDC) guidelines to minimize the spread of COVID-19 at the construction site.





### City Holiday/No Trash Collection

In observance of Independence Day, there will be no residential trash, curbside recycling or brush collection Friday, July 3. In addition, the following facilities will be closed:

- City Hall
- Hunter Ferrell Landfill
- Libraries
- Heritage Aquatic Center
- Irving Arts Center
- Recreation centers

Visit [CityofIrving.org](http://CityofIrving.org) for more information. All other reopened offices and services will resume normal business hours July 6. ■



page 4

This update highlights construction of the newest extension of the Campion Trail, the Delaware Creek Trail project.

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# IRVING CITY Spectrum

JUNE 2020 / VOL 27 / NO 06

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## Select City Facilities Slowly Reopen for Summer

The information below is subject to change anytime as new information and resources become available.

The City of Irving plans to reopen several recreational and library facilities in June with the health, safety and welfare of Irving residents as the number one priority. Facilities that serve Irving residents across the city and provide the safest structure for reopening were carefully selected. The city will continue to follow all recommended health and safety guidelines provided by state and county authorities, and asks that Irving residents who use the facilities comply with all posted signage and protocols while visiting.

Irving City Hall reopened for limited business on May 18, and on June 1 will expand in-person services for residents and guests.

### Parks & Recreation Facility Reopening Schedule

Recreation Center, Aquatic Facility and Summer Camp Items to Note:

- Temperatures will be taken at the door, and visitors should not use the facilities if feeling unwell.
- Due to limited availability, scheduling and reduced capacities, city facilities are available to Irving residents only.
- Facilities will close periodically for cleaning and sanitizing.
- Irving Parks and Recreation (IPAR) membership cards are required for recreation and aquatic facility use. IPAR cards are available for \$5 purchase at [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec).
- No open, free play available at this time; no free swim.
- Summer Camp, recreation and aquatic facility use will be available in structured, scheduled time slots with space limitations. Visit [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec) to book time slots at reopened facilities and/or sign up for Summer Camp, or call/email (972) 721-2501 | [recinfo@cityofirving.org](mailto:recinfo@cityofirving.org).
- Locker rooms and shower facilities will be closed; restrooms remain open.
- Recreation center fitness rooms available in one-hour time slots and closed-finger gloves required for use (please bring). Gymnasium use is limited to scheduled programs and instruction activities only, such as Zumba or fitness classes.
- Social distancing, face coverings and good hygiene practices recommended as appropriate.

#### Reopening June 1

- **City of Irving Dog Park** – 4140 Valley View Lane
- **Lively Skate Park** – 909 N. O'Connor Road
- **Park Pavilion Rentals** – Located at parks throughout Irving. Limited to groups of 15 or less.

#### Reopening June 8

##### Recreation Centers

Visit [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec) to book time slots and view hours of operation.

- **Cimarron Park Recreation Center** – 201 Red River Trail
- **Lee Park Recreation Center** – 3000 Pamela Drive
- **Senter Park Recreation Center** – 901 S. Senter Street

##### Aquatic Facilities

Visit [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec) to book time slots and view hours of operation.

- **Heritage Aquatic Center** – 200 S. Jefferson Street

A well-trained staff is essential for aquatic operations, and the city continues to evaluate reopening additional facilities as safety, operations and staffing considerations allow. Outdoor aquatic centers will reopen later this summer and spray parks may reopen when playgrounds and basketball courts reopen. In-ground pools will not reopen this summer due to staffing limitations, which includes Senter Park, Lively Park and Lee Park.

##### Summer Camp

Visit [CityofIrving.org/IrvingRec](http://CityofIrving.org/IrvingRec) for more information and to register. Summer Camp begins June 8, and will be held at the reopened recreation centers in limited, controlled environments. A maximum of 20-30 campers will be allowed per site and there will not be field trips or swimming excursions. Campers will enjoy various activities including arts and crafts, games and special projects to keep them entertained.

Out of an abundance of caution, the city does not plan to reopen Heritage Senior Center at this time. However, the senior meal program will continue with curbside and delivery options. Call (972) 721-2501 for details.

### Irving Public Library Facilities Reopening

On June 1, the Irving Public Library's South, West and Valley Ranch facilities will reopen for limited services by appointment only. These services include accessing a public computer, using a business service and "Grab and Go" checkouts. Please note that "Grab and Go" services provide guests an allotted time to locate library materials for checkout. To see different methods of scheduling an appointment for one of these services, please visit [CityofIrving.org/Library](http://CityofIrving.org/Library).

The library will continue to provide drive-thru and curbside pickup, virtual programming and online chat services. The Irving Public Library East Branch will remain closed.

##### Hours of Operation

**Monday – Thursday** | 10 a.m. - 7 p.m.

**Friday and Saturday** | 10 a.m. - 6 p.m.

Guests are requested to wear a face mask covering their mouth and nose at all times inside the library. Social distancing of 6 feet or more must be maintained between parties at all times. Library staff will be cleaning and sanitizing high-traffic areas throughout the day, but guests are encouraged to wash their hands regularly and use the disinfectant hand sanitizer stations available throughout the library.

Stay up-to-date on library changes by visiting [CityofIrving.org/Library](http://CityofIrving.org/Library) and the library's Facebook and Twitter pages [@irvinglibrary](https://www.facebook.com/irvinglibrary). ■

### IRVING'S JULY 4 FIREWORKS SHOW GOES VIRTUAL

This Independence Day, celebrate with those who matter most from the safety of home! Join the City of Irving on July 4 for the city's first ever virtual Fourth of July Celebration featuring music to get everyone moving and a show-stopping fireworks display residents can watch online.

#### Schedule of Events on Saturday, July 4

- 8:30 p.m. | **Performance by Downtown Fever**
- 9:30 p.m. | **Fireworks Show**

In these uncertain times, public health and safety is the top priority. While the traditional parade of floats, cheering crowds, food and fireworks would have been preferred, this alternative allows residents to enjoy a virtual Independence Day party while adhering to social distancing guidelines and health protocols.

#### Watch the Virtual Events on Social Media and Engage

Show off your patriotic spirit and love for USA by tagging the city on your Independence Day celebration photos on social media and using the hashtag [#IrvingJuly4](https://twitter.com/hashtag/IRVINGJULY4). [@theCityofIrving](https://twitter.com/theCityofIrving) | [@IrvingParksandRec](https://twitter.com/IrvingParksandRec)

Check [IrvingEvents.org](http://IrvingEvents.org) and the city's social media channels for more information. ■



### BUDGET PUBLIC HEARINGS, SEEKING RESIDENT INPUT

Planning for the city's 2020-21 fiscal year (FY) budget is underway and residents have the opportunity to provide input on the budget during public hearings or via email. Resident comments can be made to the City Council on any aspect of the budget including tax rates, fees, programs and services.

#### Public Input Sessions

City Hall, 825 W. Irving Blvd.

- **June 4** | 7 p.m.
- **June 25** | 7 p.m.

Two additional public hearings will be held on the proposed budget following the budget retreat in August. Adoption of the budget is scheduled for Sept. 17 and the city's budget year runs from Oct. 1 to Sept. 30. Call the City Secretary's Office at (972) 721-2493 to confirm public hearing dates.

#### Ask the Budget Fiscal Friends (BFFs)

Let the budget team and City Council know what the city should focus on for the upcoming annual budget, or ask a question about any aspect of the FY 2020-21 budget by emailing [askthebffs@cityofirving.org](mailto:askthebffs@cityofirving.org). ■

## Toolkit Helps Businesses Safely Reopen

In order to help businesses safely reopen per Governor Greg Abbott's "Report to Open Texas," the City of Irving launched the 'Irving Back to Business Toolkit'. The toolkit includes a basic overview, minimum standard health protocol checklists, training materials for employees, graphics for businesses to use online and a Business Safety Pledge. For more information and to download the toolkit or Safety Pledge, visit [CityofIrving.org/COVID19-Business](http://CityofIrving.org/COVID19-Business).

#### Shop, Support and Stay Safe, Irving

In order for Irving to begin recovering from the financial impacts of the pandemic, the business community needs support from customers. Be sure to support Irving businesses for essential and non-essential goods and services. Remember to shop local and reinvest in Irving's future. ■







# Zoom into Summer with Real-Time Summer Art Classes!

This summer campers can experience “most excellent” time travel adventures exploring art and cultures throughout the ages via ZOOM online meetings with real-time, virtual art camps! From June 8 through July 24, Irving Arts Center offers a variety of fun, carefully curated camps for kids and teens, ages 4-16, to enjoy from the comfort of their own homes. Taught by professional art educators, experience a unique art camp tradition that parents have counted on for more than 25 years. Each class is a week long, and registration is just \$35. Supplies not included. Camp art supplies kits are available for purchase at an additional cost.

## ► Zoom Mini-Camp (Ages 4-5)

**July 13-17 | Critter Creations Through the Ages – Intro to Art ZOOM Mini-Camp**

10 to 11 a.m. | Monday-Friday | Camp Fee \$35 | Supplies not included. Camp art supplies kit available for purchase for \$25.

Instructor: Cindy Perreira

Junior campers will go on a virtual time travel safari adventure as they learn about the animals that have walked the earth through various time periods and use their imaginations to create their own animal art. Only their imaginations will set the limits for this time-traveling expedition.

## ► Multi-Arts Zoom Camps (Ages 6-12)

**June 8-12 | Rock On! Art of the Stone Age – Multi-Arts Camp #1**

- Class A: Cave Art | 10 to 11:30 a.m. | Monday-Friday
- Class B: Ancient Pottery | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**June 15-19 | Walk Like an Egyptian: Art of Ancient Egypt – Multi-Arts Camp #2**

- Class A: Pyramids, Hieroglyphics & More | 10 to 11:30 a.m. | Monday-Friday
- Class B: Egyptian Self-Portraits | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**June 22-26 | Temples of the Sun & Moon: Mesoamerican Civilizations – Multi-Arts Camp #3**

- Class A: Aztec Sundials & Calendars | 10 to 11:30 a.m. | Monday-Friday
- Class B: Secrets of the Mayan Temple | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$35 purchase.

**July 6-10 | It's Greek to Me! The Classical Legacy of Greek & Roman Art – Multi-Arts Camp #4**

- Class A: Timeless Greek Mythology & Legends: Learning to Draw Medusa, the Minotaur and More! | 10 to 11:30 a.m. | Monday-Friday
- Class B: Greek and Roman Mosaics & Pottery | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**July 13-17 | Inspiration, Exploration & Innovation: The Middle Ages & the Renaissance – Multi-Arts Camp #5**

- Class A: Stained Glass Rose Window Design | 10 to 11:30 a.m. | Monday-Friday
- Class B: Drawing with Raphael | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**July 20-24 | From Impressionism to POP! Art of the Modern World – Multi-Arts Camp #6**

- Class A: Pop Art Printmaking | 10 to 11:30 a.m. | Monday-Friday
- Class B: Impressionism to Abstract Expressionism: Painting like the Modern Masters | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for purchase for class A for \$35 and class B for \$25.

## ► Teen Scene Zoom Camp (Ages 13-16)

**June 22-26 | Making a Mark: Writing & Drawing in the History of Art – Teen Scene Camp #1**

- Class A: Drawing like the Renaissance Masters | 10 to 11:30 a.m. | Monday-Friday
- Class B: The Illustrated Alphabet: Lettering & Art through the Ages | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**July 6 – 10 | Time after Time: Museums & Masterpieces – Teen Scene Camp #2**

- Class A: Dali's Clocks: Artist-Inspired Timepieces | 10 to 11:30 a.m. | Monday-Friday
- Class B: The Art of Time Travel: Updating the Classics | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

**July 20-24 | Flash-Forward/Flashback: Monuments, Modernism & Traditions – Teen Scene Camp #3**

- Class A: Alfombra Street Art Celebration: Mixed Media Design Inspired by Guatemalan Semana Santa Traditions | 10 to 11:30 a.m. | Monday-Friday
- Class B: The Great Architecture Grand Tour: A Journey through Space, Time and Great Buildings of the World | 1 to 2:30 p.m. | Monday-Friday

Enrollment Fees \$35 per class; \$60 for both  
Supplies not included. Camp art supplies kit available for \$25 purchase.

### Virtual Gallery Tours and Stories

While Arts Center galleries are closed, visit [IrvingArtsCenter.com](https://IrvingArtsCenter.com) to see the art via video. Enjoy ICTN-produced stories and other great video content.

## In the Galleries

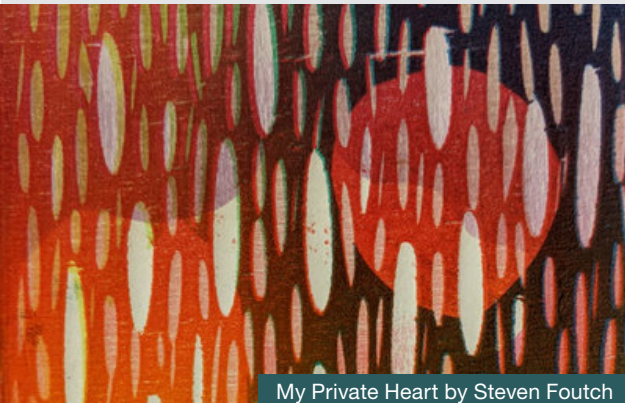
### North Lake College Student Photography Exhibition

Courtyard Gallery  
Photographs taken by North Lake College students are on display.



### Steven Foutch: Prints

Dupree Lobby Gallery  
Recent work by Steven Foutch, department chair and assistant professor of printmaking at the University of Dallas is on display.



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

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



### Exhibition of Irving ISD Elementary Student Artwork

Main Gallery  
The artwork of Irving ISD elementary students is on display.



### 35th Annual Texas and Neighbors Regional Art Competition

Through June 13 | Online Show  
Co-sponsored by the Irving Art Association and Irving Arts Center, the five-state competition includes Texas, Louisiana, New Mexico, Oklahoma and Arkansas. The 35th installment will be an online only show, juried by Kristin Rivas, Director, Samuel Lynne Galleries. Visit [TexasandNeighbors.com](https://TexasandNeighbors.com) to learn more.



## Virtual & Take Home Family Art Experiences

### June 4 | JumpstART Stories and Art "To Go"

10 a.m. (while supplies last) | Free  
Story time moves online with take-home craft projects offered for curbside parking lot pickup on the first Thursday of the month. The theme for June is "Camping!" so there are stories (read online) about campfire gatherings and outdoor adventures.

### June 14 | Second Sunday Funday "To Go" Edition

1 to 4 p.m. (while supplies last) | Free  
Second Sunday Funday moves to a "To Go" format with take-home craft projects offered for curbside parking lot pickup. The theme for June is "Summer Splash!" Chill out and create a cool work of art inspired by summer fun at the beach and by the pool.





# Water Conservation Reminders for Residents

The City of Irving’s ongoing water conservation plan calls for year-round efficient irrigation measures. All residents and businesses are limited to irrigating twice-per-week, according to scheduling for odd and even addresses:

- Even numbered addresses (those ending in 0, 2, 4, 6 or 8) may water on Tuesday and Saturday.
- Odd numbered addresses (those ending in 1, 3, 5, 7 or 9) may water on Wednesday and Sunday.
- No irrigation is allowed between 10 a.m. and 6 p.m. on any day from April 1-Oct. 31.
- Use of free-flowing hoses is prohibited; hoses must have a positive shutoff nozzle attached and be under the control of a person when in use.
- All private property leaks must be repaired in a timely manner.
- Irrigation is prohibited on Monday, Thursday and Friday.

While research has shown that twice-per-week irrigation is an appropriate amount during warm months, residents are encouraged to visit [WaterMyYard.org](#) to receive timely and specific information about how much irrigation is needed to supplement precipitation. Subscribers



to [WaterMyYard.org](#) will receive weekly emails with instructions on how much additional water is required for a healthy landscape.

Drought restrictions/irrigation guidelines are available at [CityofIrving.org](#), as well as helpful tips about ways to conserve water and instructions for requesting an irrigation variance for newly installed plantings. All water conservation elements and irrigation ordinance limits will be enforced.

Visit [CityofIrving.org/Water-Utilities](#) for more information. ■

# Residents and Businesses Invited to ‘Chalk the Block’ June 20 and 21

Help decorate Irving neighborhoods and businesses with bright colors and fun summer artwork. The first weekend of summer is Irving Chalk the Block!

On June 20 and 21, let’s celebrate summer with citywide splashes of color and fun chalk drawings on every driveway and sidewalk throughout the city. Residents, businesses, churches and anyone who enjoys summer, art and fun are invited to step outside and, in chalk, draw summer scenes on driveways and/or sidewalks. Drawings could include any images related to summer, and be sure to use your imagination!

- Please be safe when chalking:**
- Stay out of the street and parking lots
  - Maintain social distancing
  - Do not enter private property



Once the drawing is complete, share it with the city for all to see! Post a picture of the drawing to Facebook, Twitter or Instagram and tag [@TheCityofIrving](#) and use the hashtag [#IrvingChalktheBlock](#).

A limited supply of chalk will be available to families on a first-come, first-served basis. For a list of pick-up locations visit [CityofIrving.org/ChalktheBlock](#).

Show off your talent and your neighborhood! Be colorful, creative and have fun! ■



# Library Briefs, Chat, New Services, Virtual Programs

**Library Chat**  
Need research help, book recommendations or have a question about library events and services? The library’s web page now sports a new feature – online chat. Visitors to the library’s website, [CityofIrving.org/Library](#), can chat with an Irving Library staff member in real-time from 10 a.m. to 7 p.m. Monday through Thursday and 10 a.m. to 6 p.m. Friday and Saturday. Outside of those hours, visitors can submit an email question which will be answered by a subject matter expert during the library’s business hours. Just look for the chat widget, which opens automatically on the library’s home page and other pages with high traffic and inquiries.

**New Services: OverDrive and Creativebug**  
The library has added two popular new services, OverDrive and Creativebug, to its list of at-home entertainment options.

**OverDrive** has returned to the Irving Public Library! For those who prefer to check out eBooks and digital audiobooks from OverDrive using the classic app or on a browser, it is still available. However, OverDrive has a new product called Libby. Libby is a one-tap reading app that makes it simple and easy to borrow digital items with unique features, such as the ability to check estimated wait times. The library is excited to add the thousands of titles available from OverDrive to the collection and invites residents to try Libby. Whichever residents choose, it has just become easier to bring the library home. Visit [CityofIrving.org/3614](#) to download the app, review check out limits and learn more about the service.

**Creativebug** challenges residents to be creative with access to dozens of at-home tutorials for perennial and trending craft ideas. Jewelry making, cake decorating, knitting, painting and many more projects are available for beginners and experts alike. Users also can view special tutorials, such as fall face painting, gingerbread house decorating, doorway puppet theater and Kool-Aid dyed yarn. There are no limits to the imagination or Creativebug videos that can be viewed per month! Visit



[CityofIrving.org/3615](#) to create an account and begin watching tutorials today.

**Virtual Programming Schedule Expands**  
The library added more programs to its virtual programming schedule. The following new programs can be viewed on-demand by visiting the library’s Virtual Programming page:

**Be Well** – See how a literary lifestyle also can be healthy with weekly tips for mindfulness and yoga techniques.

**Dewey’s Adventures** – Dewey is a library pup who goes on adventures while the buildings are closed! At the end of each episode, viewers can vote on Dewey’s next quest!

**Kawaii Koloring** – Follow along with Miss Chantel as she creates a kawaii masterpiece from start to finish every week. Downloadable coloring sheets and patterns are also available with each episode.

**Keep Calm and Ukulele On** – The ukulele is a fun instrument to play, and Librarian Lauren covers all the basics. From tuning the instrument to strum lessons, the series is presented in short weekly installments.

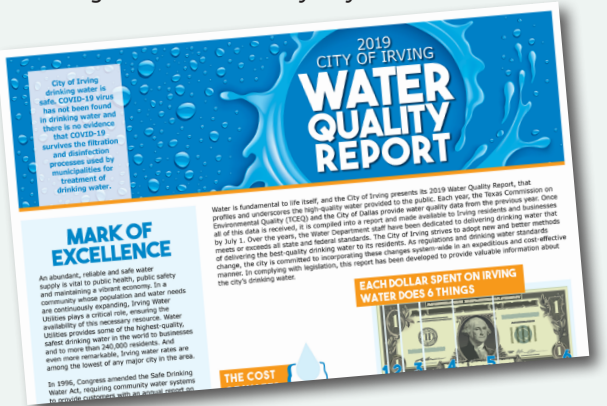
**Puppets React!** – What happens when the library’s puppets react to staff programming? See the library’s virtual story times and family events through a whole new set of eyes.

Anyone can see the full program line-up on the library’s Virtual Programming page at [CityofIrving.org/3612](#).

**Summer Reading Challenge 2020**  
Children, teens and adults can spark their creativity and enjoy lots of books between June 1 and July 31 for the annual "Summer Reading Challenge: Imagine Your Story." Visit [IrvingLibrary.ReadSquared.com](#) to register and track reading progress. Visit the Irving Public Library website at [CityofIrving.org/Library](#) for details.

# IRVING’S 2019 WATER QUALITY REPORT AVAILABLE ONLINE

In accordance with Congress’ 1996 amendment to the Safe Drinking Water Act (SDWA), all water utilities, including the City of Irving Water Utilities Department, must provide customers with an annual report on drinking water quality. Each year, the Texas Commission on Environmental Quality (TCEQ) and the City of Dallas provides water quality data that is compiled into a report and made available to Irving water customers by July 1.



Data gathered from ongoing testing confirms Irving’s tap water is safe to drink, and it meets or exceeds all standards set by the US Environmental Protection Agency (EPA). In addition, there is no evidence that COVID-19 survives the filtration and disinfection processes used to treat drinking water, and the virus has not been found in drinking water. When drinking water meets federal standards, there may not be any health benefits to purchasing bottled water. In addition, Irving’s water rates are among the lowest of any major North Texas municipality.

To learn more about the sources of the city’s water supply, as well as detailed information on the substances contained therein, review the City of Irving’s 2019 Water Quality Report at [CityofIrving.org/Water-Report](#). ■



# REMINDER: DO NOT LEAVE CHILDREN IN THE CAR

Each year in the U.S., an average of 37 children die from heat-related deaths after being trapped inside motor vehicles, according to the Texas Department of Family and Protective Services. The temperature inside a vehicle can rise 20 degrees in as little as 10 minutes, and 50 degrees in an hour — even when outside air temperatures are in the 70s.

- Safety Tips from the Irving Fire Department**
- Never leave children or pets in a parked car, even if the windows are slightly open.
  - Put something that will be needed for work, such as a cellphone, briefcase or employee badge in the back seat.
  - Keep a stuffed animal in the car seat. When the child is buckled in, place the stuffed animal in the front seat as a reminder.
  - When leaving, check to be sure everyone is out of the car. Do not overlook children who may have fallen asleep.
  - Call 911 to report a child unattended in a vehicle.

As a reminder for parents, the Fire Department provides free "Don't Forget the Baby" window static clings to Irving residents. For more information, call (972) 721-2514. ■





### SUMMER PET CARE TIPS


Spring and summer are natural times for animals to breed, meaning more litters of dogs and cats. As a result, the Irving Animal Care Campus sees a drastic increase in the number of animals taken in, putting a strain on resources.

An animal with a microchip and a pet identification tag can be returned to its owner without ever setting foot in an animal shelter. Microchips are an easy way to ensure a pet makes its way home and can be implanted for only \$10 at the Irving Animal Care Campus.

Do not leave animals locked inside a car for any period of time, even with the windows cracked. Temperatures inside a car can jump dramatically in only a few minutes.

Watch for signs of heatstroke, especially if a pet is very young, very old or overweight. A pet suffering from heatstroke will display several signs, which may include rapid panting; bright red tongue; red or pale gums; thick, sticky saliva; depression; weakness; dizziness; vomiting (sometimes with blood); diarrhea; shock and coma.

For more information, call (972) 721-2256. ■



### HOUSEHOLD HAZARDOUS WASTE, SHREDDING & SPECIAL COLLECTION EVENTS CANCELED

Due to the COVID-19 pandemic, Irving Solid Waste Services has canceled the remaining household hazardous waste, shredding and special collection events through Sept. 30. This includes:

- **June 27** | Home Chemical Collection
- **July 10** | Shredding and Electronics Collection
- **Sept. 12** | Shredding and Electronics Collection

The city's curbside recycling program continues without interruption. For questions, contact Solid Waste Services at (972) 721-8059. For recycling options with other organizations, visit the [CityofIrving.org/2615](http://CityofIrving.org/2615). ■


### RESIDENTS REMINDED TO FIGHT THE BITE WITH FOUR DS

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

Self-protection is the best course of action, so be sure to follow the Four Ds:

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

Share this information with family members and neighbors. The best way to stay safe is to take precaution. Visit [IrvingFightsTheBite.org](http://IrvingFightsTheBite.org) for more information. ■





## Construction Underway on Delaware Creek Trail

Residents will have more views of the city beginning in the fall with the opening of the Delaware Creek Trail.



The project is the newest extension of the Campion Trail, a master-planned, 22-mile greenbelt along the Elm Fork and West Fork of the Trinity River.

Construction of the \$1.7 million Delaware Creek Trail project began in February near Senter Park East. The nearly 2 miles of trail will tie into Mountain Creek Preserve, past the city's Hunter Ferrell Landfill. Much of the locale is bestrewn in old growth forest and will provide natural, scenic views of Irving.

Phase one of the project includes the installation of the trail, while phase two will include improvements to Nursery Road as part of the city's "Road to the Future" project. That work is estimated to begin in 2021.

Delaware Creek Trail will feature a prominent access point for visitors at Scarborough Lane. The street will offer accessibility to the trail with a seven-space parking lot, and in an effort to ease traffic in the neighboring residential community, access to Senter Park East. The project will include a pedestrian bridge from the parking lot over Delaware Creek, as well as retaining walls, benches and trash receptacles throughout the project.

Funding for the Delaware Creek Trail is issued through the cooperative efforts of the City of Irving, Dallas County, the Federal Highway Administration and Texas Department of Transportation.

The project will help connect the trail with the Fort Worth to Dallas Regional Trail. That initiative, led by the North Central Texas Council of Governments, includes Fort Worth, Arlington, Grand Prairie, Irving and Dallas. Upon completion, the trail will connect the area's two major cities through 53 miles of paved pathways.

Visit [CityofIrving.org/2255/Investing-in-Our-Future](http://CityofIrving.org/2255/Investing-in-Our-Future) for more information on the city's ongoing infrastructure initiative. ■

## Irving Police and Fire Chiefs Discuss COVID-19, Stress

When you search “most stressful jobs,” firefighters and police officers are routinely in the top five.

Now, they have to alter procedures to protect themselves while working to protect the community. Accustomed to dealing with pressure, they say COVID-19 has stressed them even more. While the departments already have programs in place to help police officers and firefighters deal with anxiety, the chiefs continuously work to destigmatize mental health issues.

“Admit you are overwhelmed,” said Irving Police Chief Jeff Spivey, who has championed mental health care within his department by creating a number of initiatives to help police officers.

“First, it’s OK not to be OK. It happens to all of us at some point in our lives,” Spivey said. “People need to acknowledge the pressure, admit they need help and then go find the help they need.”

Regarding residents’ mental health, the Irving Family Advocacy Center offers free counseling, and Spivey wishes more people were reaching out during this pandemic. He said that while the number of criminal offenses reported has decreased during COVID-19, the number of violent offenses has increased, which worries him.

“What concerns us most are the number of offenses we don’t know about,” Spivey said. “Domestic violence and child abuse are occurring in the home and not being reported. Because of the ‘Safer at Home’ orders, these victims have no way to separate from their abusers to make a report or ask for help. Kids are not going to school,

so they don’t have access to teachers, counselors or the school resource officers.” Spivey added that the Irving Family Advocacy Center and its counselors will be vital as the “safer at home” orders are relaxed and people have the ability to seek help.

The Irving Fire Department and the Police Department share resources and are working on creating a public-private partnership for all first responders.

“We deal with some really bad stuff, and now we are fighting an invisible enemy,” said Irving Fire Chief Victor Conley. “We have to be hyper-aware of our surroundings while simultaneously assisting people who desperately need our help, sometimes while the clock is ticking. That is extremely stressful.” Conley said the safety record for his firefighters is good, and that his first responders bought into COVID-19 safety measures from the onset. “They have taken this virus very seriously.”


While they follow all self-protection guidelines, Conley said, they also understand their mental health is as important as physical health, and they are encouraged to seek help when needed. Conley also advised first responders and the public to listen to local, county, state and federal health advisers’ guidance regarding precautions and distancing. He added, “Don’t ignore your mental health. I used to push through issues; I now know it’s better to deal with the problems when they occur.”

For information on public mental health resources, visit [CityofIrving.org/mental-health](http://CityofIrving.org/mental-health). ■

## Help Irving Students by Donating to "Supplies for Success"

Financial status should not determine a student’s success in the classroom. To help ensure that, the City of Irving, Irving Fire Department, Irving Schools Foundation and several other organizations are teaming up for the annual "Supplies for Success Drive," running June 15 through July 24. For the past 14 years, the drive has collected and distributed school supplies to Irving Independent School District students from low-income families.

New supplies needed include backpacks (no wheels), 2-inch binders with dividers, notebook paper, washable markers (eight-count packages), crayons (24 count), No. 2 pencils, small scissors, composition books and glue sticks. A



full list of school supplies can be found at [CityofIrving.org/Supplies](http://CityofIrving.org/Supplies). Organizers say backpacks are the most requested item, but students need an array of supplies from folders and notebooks to colored pencils.

Donations can be dropped off at any Irving fire station. Visit [CityofIrving.org/Fire](http://CityofIrving.org/Fire) to find a station. Financial donations also accepted. Checks can be made payable to Irving Schools Foundation and mailed to the foundation, P.O. Box 152637, Irving, TX 75014-2637.

Families in need of supplies should contact their school directly. For more information about "Supplies for Success," call (972) 721-4909. ■



## PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST

June 2020

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

MULTIFAMILY									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Savannah Apts	300 O'Connor Ridge Ave.	Apts	58,342 SF	\$9,000,000	Permit Pending	2/14/2020	Irving	Mar-20
2	Amenity Center	0 E. Valley View Ranch P	Amenity Ctr	2,110 SF	\$633,000	Permit Pending	3/3/2020	C-FB	Mar-20
3	The Luxe At Las Colinas	5000 N. S.H. 161	Apts	149,076 SF	\$12,000,000	Permit Pending	3/6/2020	Irving	May-20
4	Texas Plaza Ph. 2	2050-2070 Texas Plaza Dr.	Apts	398,709 SF	\$40,000,000	Permit Pending	5/3/2020	Irving	May-20

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

WAREHOUSE/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	DCURD	780 Lake Carolyn Pkwy	Storage Bldg.	624	\$1,000,000	Permit Approved	8/29/2019	Irving	Oct-19
2	RDO	3200 E. Airport Fwy.	Auto Repair	36,405 SF	\$8,800,000	Permit Issued	12/20/2019	Irving	Mar-20
3	Shell Bldg.	8480 Esters Blvd.	Warehouse	8,028 SF	\$4,000,000	Permit Issued	1/9/2020	Coppell	Mar-20
4	Xtra Lease	3080 Recognition Point Dr.	Office/Warehouse	14,262 SF	\$850,000	Permit Pending	4/1/2020	Irving	Apr-20

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	CVS	8700 N. Belt Line Road	Retail	15,081 SF	\$1,400,000	Permit Pending	5/1/2019	Irving	Jun-19
2	Liquor Express	4910 W. Airport Fwy.	Retail	2,278 SF	\$150,000	Permit Pending	10/29/2019	Irving	Nov-19
3	Lee Plaza	5101 N. Belt Line Rd.	Retail/Apts.	22,880 SF	\$3,000,000	Permit Issued	11/6/2019	Irving	Mar-20
4	SOS Collision	222 W. Airport Fwy.	Auto Repair	29,598 SF	\$410,000	Permit Issued	8/27/2019	Irving	Apr-20
5	Islamic Ctr of Irving Mix Use	2525 Esters Road	Retail/Apts.	62,000 SF	\$5,500,000	Permit Pending	5/7/2020	Irving	May-20

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

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

INSTITUTIONAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Templo Evangelico	511 W. Shady Grove	Church	4,960 SF	\$400,000	Permit Pending	4/5/2018	Irving	May-18
2	COI Heritage Park Outdoor Stage	175 W. Third	Govt	3,211 SF	\$1,500,000	Permit Pending	4/8/2020	Irving	May-20

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS									
#	DATE	TOTAL UNITS	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE	HOMES	VALUE
	May-20	29	\$12,606,821	23	\$11,227,873	6	\$1,377,948	0	\$0

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



**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, JUNE 22, 2020**

**BUREAU MANAGEMENT  
AND  
STAFF REPORTS**



## ICVB Memorandum

Date: June 15, 2020

To: Maura Gast, FCDME, Executive Director

From: Lori Fojtasek, Vice President, Sales & Services

RE: Sales & Services Department Board Report for May 2020

### Convention Sales & Services Staff Activities

Leads Generated	May	YTD
Irving CVB – Hotel Leads	48	1055
Irving Convention Center Leads	14	354

### May Bookings

Room Nights Generated	Monthly Goal	May 2020 Actuals	May 2019 Actuals	FY 2019-20 Annual Goal	FY 2019-20 YTD Actuals	FY 2018-19 YTD Actuals	May Convention Center	Convention Center YTD
Definite Room Nights	16822	2307	25672	201853	110314	166791	79	25561
Lost Room Nights		47385	30679		383645	272449	14734	161686

### May Sales Team Activity

Accounts Added or Updated	Contacts Added or Updated	Leads Added or Updated	Leads Updated	Profiles Added or Updated	Notes Added	Emails Sent	Traces Added	Traces Open	Traces Completed	Total
631	1650	308	261	172	18	197	4184	65	4179	11404

## Sales Travel

May	Organization	Event	Location
3-8	Conference Direct	Annual Partners Meeting & Tradeshow	CANCELLED
17-20	Simpleview	Simpleview Summit	CANCELLED
17-21	HelmsBriscoe	Annual Business Conference & Tradeshow	CANCELLED
26-29	Fraternity Executives Association	Convention & Tradeshow	CANCELLED

## May Servicing & Inventory

Groups Serviced	
May	0
YTD	91

### Proclamations/Welcomes/Flags:

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

### Cancelled:

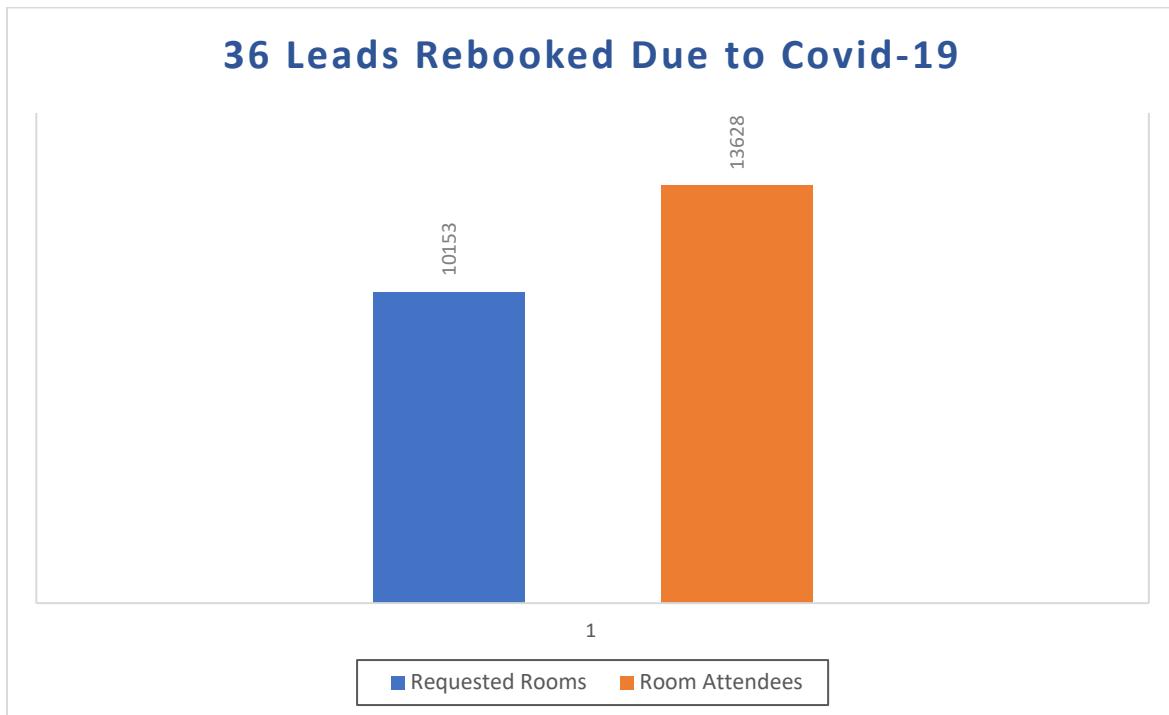
- Welcome/Ribbon Cutting/Proclamation/Flag - National Guard Association of Texas, March 27, 2020 - Mayor Rick Stopfer
- Proclamation/Flag - National Guard Association of Texas, March 28, 2020 - Councilman Al Zapanta
- Ribbon Cutting/Welcome Back- Opening of DFW Minority Supplier, July 21, 2020 – Councilman Kyle Taylor
- Luncheon/Welcome Back- DFW Minority Supplier, July 21, 2020 - Mayor Rick Stopfer

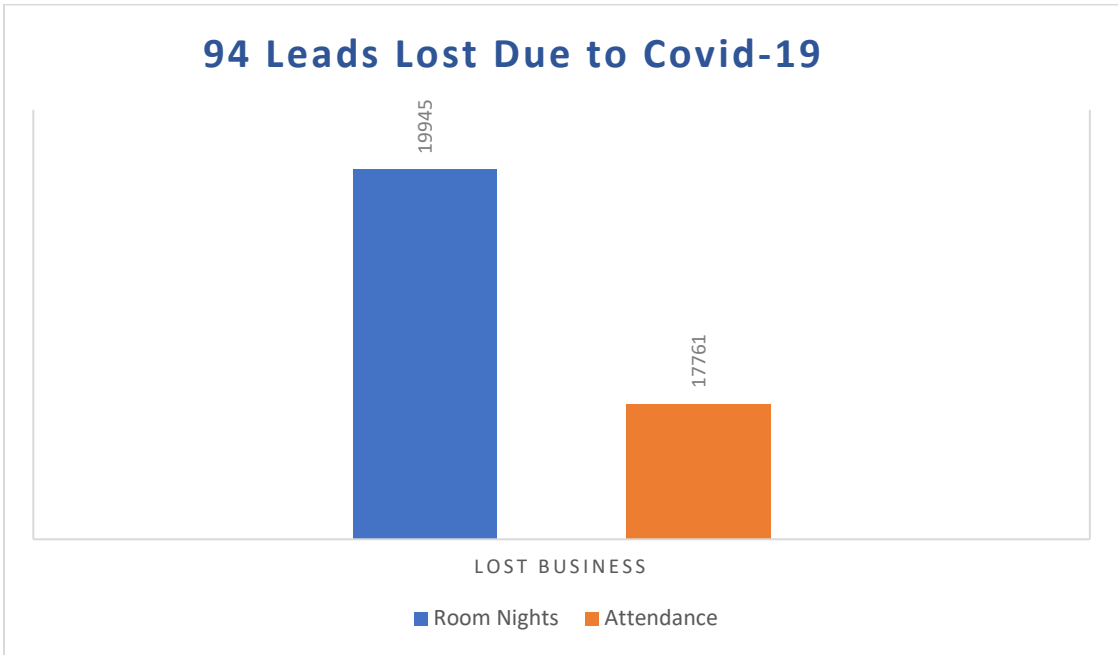
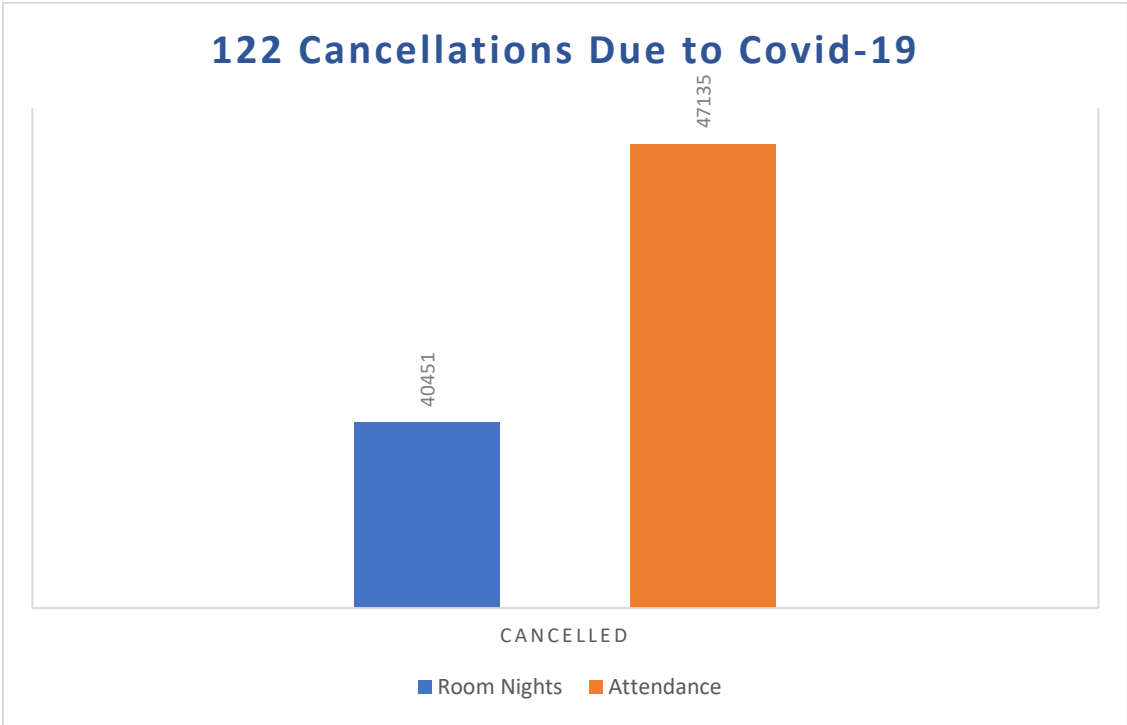
## May Servicing & Inventory Cont.

Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	0	Mayoral/Council Appearance/Letter/Flags for Convention Programs
Name Badge/Lanyard Services	0	0 Badges/0 Lanyards
Pens	0	0
Bags	0	0
Promotional Materials	0	0 Restaurant Maps/ 0 TMF maps/ 0 Surveyors
Staffing Services	0	00 Event Hours

### Event Location:

Hotels: 0 Irving Convention Center: 0 Other: 0





## June – December 2020

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Oklahoma Independent Petroleum Association	OIPA Annual Meeting 2020	6/1/2020	6/6/2020	450	802
Flowserve Corporation	Pump & Mechanical Seal Reliability-June 1	6/1/2020	6/5/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-June 1	6/1/2020	6/4/2020	14	42
Reliance Steel and Aluminum Company	Reliance Steel and Aluminum Conference Jun2020	6/1/2020	6/2/2020	200	170
North Texas RPG-Con	North Texas RPG-Con 2020	6/3/2020	6/8/2020	500	439
Pathways Core Training Inc.	Pathways Monthly June 2020	6/5/2020	6/20/2020	100	272
American Red Cross	Donor Recruitment Training	6/8/2020	6/11/2020	15	48
BioTE Medical	Jun-20	6/11/2020	6/13/2020	150	300
Cleveland Indians	Cleveland Indians vs Texas Rangers 2020	6/11/2020	6/14/2020	100	222
Cleveland Indians	Cleveland Indians Sponsor Group Trip 2020	6/12/2020	6/14/2020	27	56
Legacy Dance Championships	Legacy Dance Championships Staff and Attendee Rooms 2020	6/12/2020	6/14/2020	700	51
Kansas City Royals	Kansas City Royals vs Texas Rangers 2020	6/14/2020	6/17/2020	100	231
Fresenius Medical Care	2020 June 15-19--CMT West Training Series	6/15/2020	6/19/2020	70	360
Flowserve Corporation	Pump & Mechanical Seal Principles-June 15	6/15/2020	6/19/2020	12	48
NHS Global Events	Texas Association of Law Enforcement Polygraph Investigators 2020	6/15/2020	6/18/2020	115	260
USA Volleyball	USAV Girl's Junior National Championships 2020	6/21/2020	7/5/2020	30000	1573
VRM	VRM - Financial Services Industry Week	6/22/2020	6/26/2020	500	150
American College of Emergency Physicians	ACEP - Finance Committee & BOD Meeting Room Block June 2020	6/22/2020	6/25/2020	27	70
Flowserve Corporation	Centrifugal Pump Fundamentals-June 22	6/22/2020	6/26/2020	12	48
Greystone Interests, LLC	The Greystone Event 2020	6/23/2020	6/27/2020	160	360
Wounded Warrior Project	South Central Texas Leadership Workshop	6/24/2020	6/28/2020	75	143

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Atlanta Braves Baseball Club	Atlanta Braves vs Texas Rangers 2020	6/28/2020	7/1/2020	100	231
Chicago White Sox	Chicago White Sox vs Texas Rangers 2020	7/2/2020	7/5/2020	100	201
PAMM Expo, LLC	MB Model and Talent Expo July 2020	7/6/2020	7/11/2020	900	1755
Flowserve Corporation	CRT Engineered Overhung Pump Repair-July 6	7/6/2020	7/9/2020	14	42
State Bar of Texas	Texas Bar CLE - IP Litigation 2020	7/8/2020	7/10/2020	125	125
BioTE Medical	Jul-20	7/9/2020	7/11/2020	150	300
Pathways Core Training Inc.	Pathways Monthly July 2020	7/10/2020	7/25/2020	100	272
University of Texas Southwestern UT Southwestern	Research COMMUNITY Forum	7/11/2020	7/16/2020	500	890
Fresenius Medical Care	2020 July 13-17-CMT West Training Series	7/13/2020	7/17/2020	70	280
American Red Cross	Donor Recruitment Training	7/13/2020	7/16/2020	15	48
Flowserve Corporation	CRT Between Bearing Pump Repair-July 13	7/13/2020	7/17/2020	14	56
First Fitness	FirstFitness July 2020	7/16/2020	7/19/2020	300	249
Young Presidents' Organization	YPO Management Organization Meeting 2020	7/17/2020	7/23/2020	75	251
TexSom	Court of Master Sommelier MSE Theory Exam 2020	7/18/2020	7/20/2020	100	160
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2020 - Staff Room Block	7/19/2020	7/21/2020	400	14
Houston Astros Baseball Club	Houston Astros vs Texas Rangers 2020	7/19/2020	7/23/2020	100	280
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2020 - Overflow at Texican Court	7/19/2020	7/21/2020	25	30
Dallas/Fort Worth Minority Supplier Development Council	Access Expo 2020	7/20/2020	7/22/2020	400	42
Fresenius Medical Care	2020 July 20-24--CMT West Training Series	7/20/2020	7/24/2020	90	360
ACE Cash Express, Incorporated	July 2020-Quarterly Meeting-(3) of 4 meetings	7/20/2020	7/23/2020	15	66
International Myeloma Foundation	IMF Support Group Leaders Summit 2020	7/21/2020	7/26/2020	98	295
Cedar Crest Cathedral CME Church	Christian Methodist Episcopal Church	7/21/2020	7/24/2020	400	460
National Lawn and Garden Show	National Lawn and Garden Show 2020	7/25/2020	7/30/2020	150	385
Flowserve Corporation	Pump System Analysis-July 27	7/27/2020	7/31/2020	12	48
International Porcelain Artists & Teachers	Porcelain Artists and Teachers 2020 Conference	8/1/2020	8/7/2020	200	550
Literacy Texas	Literacy Texas	8/2/2020	8/5/2020	200	384

Flowserve Corporation	Pump & Mechanical Seal Principles-Aug 3	8/3/2020	8/7/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Aug 3	8/3/2020	8/6/2020	14	42
Louisiana Farm Bureau Insurance	Louisiana Farm Bureau Insurance - President's Weekend 2020	8/6/2020	8/8/2020	100	135
Pathways Core Training Inc.	Pathways Monthly August 2020	8/7/2020	8/22/2020	100	272
North Texas Sewing and Quilt Expo	Original Sewing & Quilt Expo & North Texas Quilt Festival	8/8/2020	8/15/2020	5000	296
Infrastructure Advancement Institute	Infrastructure Advancement Institute - 2020 Annual Conference	8/9/2020	8/11/2020	250	390
Texas Society of CPA's	TXCPA Summit 2020 Conference	8/9/2020	8/11/2020	350	60
American Red Cross	Donor Recruitment Training	8/10/2020	8/13/2020	15	48
Flowserve Corporation	Centrifugal Pump Fundamentals-Aug 10	8/10/2020	8/14/2020	12	48
Philadelphia Phillies	Philadelphia Phillies vs Texas Rangers 2020	8/10/2020	8/13/2020	100	170
CMG Financial	CMG Financial - Sales Mastery	8/11/2020	8/13/2020	75	65
TexSom	2020 TEXSOM Conference - Guest Room Block (Rooming List)	8/11/2020	8/19/2020	500	645
TexSom	2020 TEXSOM Conference - Vendor Room Block (Individual Call-In/Online Reservations)	8/11/2020	8/19/2020	500	747
Vizient, Inc.	Vizient, Inc. 2020 Supplier Orientation (August)	8/12/2020	8/13/2020	200	100
BioTE Medical	Aug-20	8/13/2020	8/15/2020	150	300
CEDIA	CEDIA Technology & Business Summit Dallas-Grapevine	8/17/2020	8/18/2020	100	80
Flowserve Corporation	Pump & Mechanical Seal Reliability-Aug 17	8/17/2020	8/21/2020	12	48
International Association for Orthodontics	2020 IAO Institute Meeting - August 2020	8/20/2020	8/22/2020	15	27
Oklahoma Society of Anesthesiologists	2020 Annual Meeting	8/21/2020	8/22/2020	80	80
Equis Financial	Equis Financial Training Conference Aug 2020	8/21/2020	8/22/2020	400	150
Colorado Rockies	Colorado Rockies vs. Texas Rangers 2020	8/23/2020	8/26/2020	100	140
SouthWest Benefits Association	SWBA 2020 Conference - Westin ICC Room Block	8/23/2020	8/24/2020	200	160



SouthWest Benefits Association	SWBA 2020 Conference - Texican Court Room Block	8/23/2020	8/24/2020	300	80
Fresenius Medical Care	2020-August 24-28--CMT West Training Series	8/24/2020	8/28/2020	70	280
Flowserve Corporation	Root Cause - August 24	8/24/2020	8/27/2020	12	36
Whole Heart Ministries	Whole Heart Ministry	8/26/2020	8/30/2020	800	289
Baltimore Orioles	Baltimore Orioles vs Texas Rangers 2020	8/26/2020	8/30/2020	100	280
ECi Software Solutions	Eci ELT Meeting 2020	8/28/2020	9/4/2020	100	322
Marine GSE Reunion	Reunion	8/28/2020	8/30/2020	110	90
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Aug 31	8/31/2020	9/3/2020	14	42
MADD National Headquarters	MADD Board Member Room Block September 2020	8/31/2020	9/3/2020	26	47
BNSF Railway Company	BNSF 2020 Coal Conference	9/1/2020	9/5/2020	50	150
U90C Management Group (soccer)	U90C SuperCopa 2020 (resch)	9/1/2020	9/8/2020	1500	880
Gaelco Darts USA	Gaelco Darts USA Tournament 2020	9/3/2020	9/7/2020	200	305
Terri Savelle Foy Ministries	Terry Savelle Foy Ministries	9/3/2020	9/6/2020	3000	273
Pathways Core Training Inc.	Pathways Monthly September 2020	9/4/2020	9/19/2020	100	272
Rangaraya Medical College Alumni of North America	RMCAANA Alumni Meeting	9/4/2020	9/6/2020	500	570
Bangladesh Association of North Texas	FOBANA 2020	9/4/2020	9/6/2020	1200	1353
Bangladesh Association of North Texas	FOBANA 2020 - Overflow Rooms - Texican Court	9/4/2020	9/6/2020	1200	150
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers 2020	9/6/2020	9/10/2020	100	264
Transplace, Incorporated	2020 Transplace Carrier Symposium	9/7/2020	9/10/2020	286	313
Professional Fraternity Association	2020 PFA Annual Conference	9/9/2020	9/13/2020	100	255
Dallas Security Traders Association	2020 DSTA Annual Convention	9/9/2020	9/12/2020	100	183
Vizient, Inc.	Vizient, Inc. 2020 Pharmacy Institute	9/9/2020	9/9/2020	25	25
BMW Car Club of America	BMW Car Club of America	9/9/2020	9/14/2020	300	315
Houston Astros Baseball Club	Houston Astros vs Texas Rangers 2020	9/9/2020	9/13/2020	100	320
Women's Business Council-Southwest	2020 Annual Conference	9/9/2020	9/10/2020	375	7
BioTE Medical	Sep-20	9/10/2020	9/12/2020	150	300
Plunder Design	Plunder Palooza	9/10/2020	9/12/2020	600	550
Lion Street	Lion Street Indaba 2020	9/12/2020	9/15/2020	265	570
Property Management Inc	PMI Annual Summit 2021	9/13/2020	9/19/2020	200	582

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National Council for State Authorization Reciprocity Agreements	NCSARA State Meeting	9/14/2020	9/17/2020	115	256
Fresenius Medical Care	2020-September 14-18---CMT West Training Series	9/14/2020	9/18/2020	70	280
American Red Cross	Donor Recruitment Training	9/14/2020	9/17/2020	15	48
Flowserve Corporation	Mechanical Seal Fundamentals-Sept 14	9/14/2020	9/18/2020	12	48
Flowserve Corporation	CRT Between Bearing Pump Repair-Sept 14	9/14/2020	9/18/2020	14	56
Productive Dentist Academy	Productive Dentist Academy September	9/16/2020	9/18/2020	150	225
National Procedures Institute	NPI Conference 2020	9/16/2020	9/20/2020	65	236
FenCon	2020 FenCon	9/17/2020	9/20/2020	400	399
Auto Body Association of Texas	2020 Texas Auto Body Trade Show	9/17/2020	9/19/2020	750	200
Texas Association of Life and Health Insurers	2020 TALHI Round Up	9/20/2020	9/22/2020	90	120
LLL Event Marketing for RMI (Resource Management)	Resource Management Global Symposium	9/20/2020	9/25/2020	150	257
Oakland Athletics	Oakland A's vs Texas Rangers 2020	9/20/2020	9/24/2020	100	260
Michaels Stores, Inc.	Michaels 2020 Partner Summit	9/21/2020	9/24/2020	150	269
BNSF Railway Company	BNSF 2020 Industrial Products Summit	9/21/2020	9/24/2020	115	145
Flowserve Corporation	Pump System Analysis-Sept 21	9/21/2020	9/25/2020	12	48
HWCG Regional Meeting I - September 2020	HWCG Regional Meeting I - September 2020	9/21/2020	9/23/2020	75	70
Texas Podiatric Medical Association	2020 Southwest Foot and Ankle Conference	9/23/2020	9/26/2020	400	315
The Southwestern Invitational	Southwestern Invitational Championship 2020	9/24/2020	9/27/2020	312	298
Seattle Mariners Baseball Club	Seattle Mariners vs Texas Rangers 2020	9/24/2020	9/27/2020	100	198
University of Arkansas Athletics	University of Arkansas vs TX A&M 2020	9/25/2020	9/26/2020	150	123
Collegiate Sports Travel	University of Arkansas Team Travel	9/25/2020	9/26/2020	75	123
Texas Trial Lawyers Association	Trial Advocacy College of Texas (TACT) 2020 at the Irving Convention Center	9/27/2020	9/29/2020	70	60
American Recovery Association	2020 NARS and Annual Meeting	9/27/2020	10/3/2020	300	838
East African Chamber of Commerce	East African Chamber of Commerce - 2020 Meeting	9/29/2020	10/4/2020	200	104

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Masters Dermatological Association	MDA 2020	9/30/2020	10/5/2020	50	235
Texas Boyz Entertainment	All Black and Bling Steppers Ball 2020	9/30/2020	10/5/2020	300	337
PLH Group	PLH Group Safety Summit Sept 2020	9/30/2020	10/2/2020	75	134
BioTE Medical	Oct-20	10/1/2020	10/3/2020	150	300
Pathways Core Training Inc.	Pathways Monthly October 2020	10/2/2020	10/17/2020	100	272
Marcus Evans	Real Estate Investors Summit	10/3/2020	10/7/2020	130	335
Fresenius Medical Care	2020-October 5-9--CMT West Training Series	10/5/2020	10/9/2020	40	160
Flowserve Corporation	Pump & Mechanical Seal Principles-Oct 5	10/5/2020	10/9/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Oct 5	10/5/2020	10/8/2020	14	42
Enterprise Holdings	Fall Officers Meeting	10/6/2020	10/10/2020	220	750
The Unified Group	Unified Group Financial Forum 2020	10/7/2020	10/9/2020	20	90
Southern Region A-Plus	A-Plus Southern Region 2020	10/7/2020	10/10/2020	200	280
University of Oklahoma - Alumni Association	OU TX Football Game 2020	10/8/2020	10/11/2020	400	675
Irving Arts Center	Damien Sneed We Shall Overcome Show	10/8/2020	10/9/2020	20	14
ServiceNow	5678 ServiceNow NowSummit 2020 DC	10/10/2020	10/13/2020	90	229
Southwest Collectors Association	2020 Annual Regional Conference	10/10/2020	10/14/2020	120	135
Insurance Designers of America	2020 Annual Fall Conference 2020	10/11/2020	10/17/2020	89	214
American Red Cross	Donor Recruitment Training	10/12/2020	10/15/2020	15	48
Kimley-Horn and Associates, Inc.	Kimley-Horn Fundamentals of Consulting Oct 2020	10/14/2020	10/16/2020	150	160
Confluent Health	Confluent Health PTville2/ Key Leader	10/15/2020	10/17/2020	115	124
Assemblies of God/Marriage	Marriage Encounters	10/16/2020	10/18/2020	80	80
National Ovarian Cancer Coalition	NOCC 2020 Fall Meeting	10/16/2020	10/17/2020	400	700
Sidewalk Advocates for Life	Sidewalk Advocates for Life Oct2020	10/16/2020	10/17/2020	200	200
Globallee, Inc.	DISCOVER Globallee	10/16/2020	10/17/2020	800	400
Gathering of the Eagles International Worship Summit	Gathering of The Eagles International Summit	10/17/2020	10/26/2020	1500	1282
SANS Institute	SANS Dallas Fall 2020	10/17/2020	10/24/2020	100	589
National Brokerage Agencies, Inc.	National Brokerage Agencies Fall Conference	10/19/2020	10/22/2020	120	255

Vizient, Inc.	Vizient, Inc. 2020 Leadership Development	10/19/2020	10/22/2020	12	35
ACE Cash Express, Incorporated	ACE Cash Express-October 2020-Quarterly Meetings-(4) of (4) Meetings	10/19/2020	10/22/2020	15	66
Flowserve Corporation	Pump & Mechanical Seal Reliability-Oct 19	10/19/2020	10/23/2020	12	48
Monster Vision Productions	12th Annual Dallas Bachata Festival	10/21/2020	10/25/2020	250	405
Federation of Fire Chaplains	Federation of Fire Chaplains Training	10/21/2020	10/29/2020	150	448
Hispanic IT Executive Council	2020 IT Leadership Summit	10/24/2020	10/29/2020	200	453
Fresenius Medical Care	2020-October 26-30---CMT West Training Series	10/26/2020	10/30/2020	70	280
Flowserve Corporation	Centrifugal Pump Fundamentals-Oct 26	10/26/2020	10/30/2020	12	48
Texas Physical Therapy Association	TPTA 2020 Annual Conference	10/28/2020	10/31/2020	800	380
Career Colleges and Schools of Texas	2020 Annual Conference	10/28/2020	10/30/2020	150	90
Kimley-Horn and Associates, Inc.	Kimley-Horn Fundamentals of Practice Oct 2020	10/28/2020	10/30/2020	100	160
Foresters Financial	Foresters COM Central US Regional Meeting Dallas Oct 2020	10/30/2020	11/1/2020	120	219
Fujitsu America	Fujitsu Americas SKO 2020	11/1/2020	11/6/2020	300	764
Pleasant Holidays	Pleasant Holidays	11/1/2020	11/2/2020	200	172
Fresenius Medical Care	2020-Nov. 2-6--CMT West Training Series	11/2/2020	11/6/2020	40	280
Flowserve Corporation	Pump & Mechanical Seal Principles-Nov 2	11/2/2020	11/6/2020	12	48
FamilyLife	Weekend to Remember	11/4/2020	11/9/2020	500	585
Brownell Motivation/Incentive Travel	Brownell Academy 2020	11/4/2020	11/8/2020	260	740
Home Staging and Redesign Association	2020 Home Staging Summit	11/4/2020	11/7/2020	400	210
Texas State Genealogical Society	Texas State Genealogical Society 2020 Conference	11/5/2020	11/8/2020	300	400
BioTE Medical	Nov-20	11/5/2020	11/7/2020	150	300
Dallas Dance Festival	Dallas Dance Festival 2020	11/5/2020	11/8/2020	200	455
International Association for Orthodontics	2020 IAO Institute Meeting - November 2020	11/5/2020	11/7/2020	15	27
American College of Veterinary Dermatologists	ACVD Testing	11/5/2020	11/7/2020	26	56
Pathways Core Training Inc.	Pathways Monthly November 2020	11/6/2020	11/21/2020	100	272
American Legal and Financial Network	2020 ALFN Foreclosure Intersect	11/8/2020	11/10/2020	120	96

Report Run Date 6/1/2020

Texas Association of Local Housing Finance Agencies	TALHFA 2020 Annual Conference	11/8/2020	11/10/2020	200	295
ED311	International Conference NEDRP	11/8/2020	11/11/2020	800	160
JLM Creative Events	Applique Getaway 2020	11/9/2020	11/16/2020	450	403
American Red Cross	Donor Recruitment Training	11/9/2020	11/12/2020	15	48
Flowserve Corporation	Pump & Mechanical Seal Reliability-Nov 9	11/9/2020	11/13/2020	12	48
Flowserve Corporation	CRT Between Bearing Pump Repair-Nov 9	11/9/2020	11/13/2020	14	56
American College of Emergency Physicians	ACEP - EMBRS Room Block November 2020	11/15/2020	11/20/2020	15	90
L3 Harris Technologies	FMG / AFTRCC / FAA Spectrum Workshop	11/16/2020	11/20/2020	100	280
Fresenius Medical Care	CM Tier 3: Leading your business	11/16/2020	11/19/2020	64	256
Flowserve Corporation	Centrifugal Pump Fundamentals-Nov 16	11/16/2020	11/20/2020	12	48
Flowserve Corporation	Root Cause - Nov 16	11/16/2020	11/19/2020	12	36
PAMM Expo, LLC	Model and Talent Expo November 2020	11/17/2020	11/21/2020	400	1140
American Bar Association	2020 November Council Committee Meeting	11/18/2020	11/21/2020	60	102
USA Judo	2020 USA Judo President's Cup	11/18/2020	11/22/2020	500	280
American Country Dance Association	ACDA American Country Dance Association 2020	11/19/2020	11/22/2020	300	230
Flowserve Corporation	Pump System Analysis-Nov 30	11/30/2020	12/4/2020	12	48
MADD National Headquarters	MADD Board Member Room Block December 2020	11/30/2020	12/3/2020	26	45
DFW Business Group on Health	2020 DFW Business Group on Health - Westin ICC Room Block	12/1/2020	12/2/2020	400	40
DFW Business Group on Health	2020 DFW Business Group on Health - Texican Court Room Block	12/1/2020	12/2/2020	400	25
NPC Battle of Texas Body Building National Qualifier	NPC Battle of Texas Body Building National Qualifier 2020	12/2/2020	12/5/2020	500	99
BioTE Medical	Dec-20	12/3/2020	12/5/2020	150	300
United Network for Organ Sharing	UNOS December 2020 Board of Directors' Meeting	12/5/2020	12/7/2020	800	263
The Pre-Trib Research Center Calvary University	The Pre-Trib Research Center 2019	12/6/2020	12/9/2020	300	300
American Red Cross	Donor Recruitment Training	12/7/2020	12/10/2020	15	48

Report Run Date 6/1/2020

Fresenius Medical Care	CM Tier 3: Leading your business	12/7/2020	12/10/2020	64	256
Flowserve Corporation	Centrifugal Pump Fundmentals-Dec 7	12/7/2020	12/11/2020	12	48
Flowserve Corporation	CRT Engineered Overhung Pump Repair-Dec 7	12/7/2020	12/10/2020	14	42
International Association for Orthodontics	2020 IAO Institute Meeting - December 2020	12/10/2020	12/12/2020	15	27
Fresenius Medical Care	2020-Dec. 14-18--CMT West Training Series	12/14/2020	12/18/2020	40	280

\*\*Highlighted items above are Target Industries for Irving



# Marketing Communications

**To:** Maura Gast, Executive Director

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

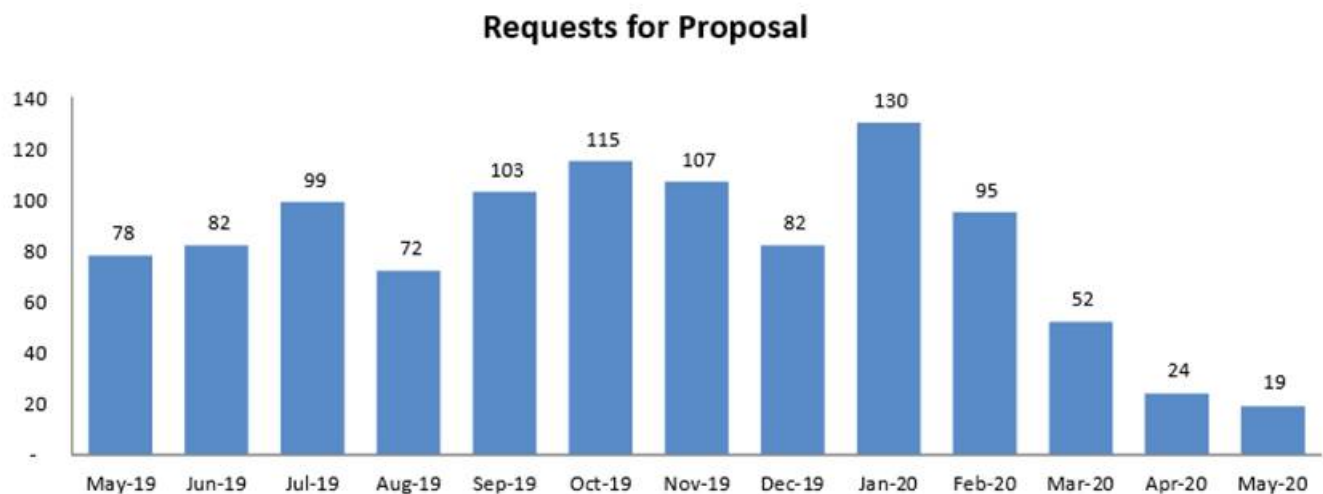
**Date:** June 17, 2020

**Re:** May 2020 Board Report

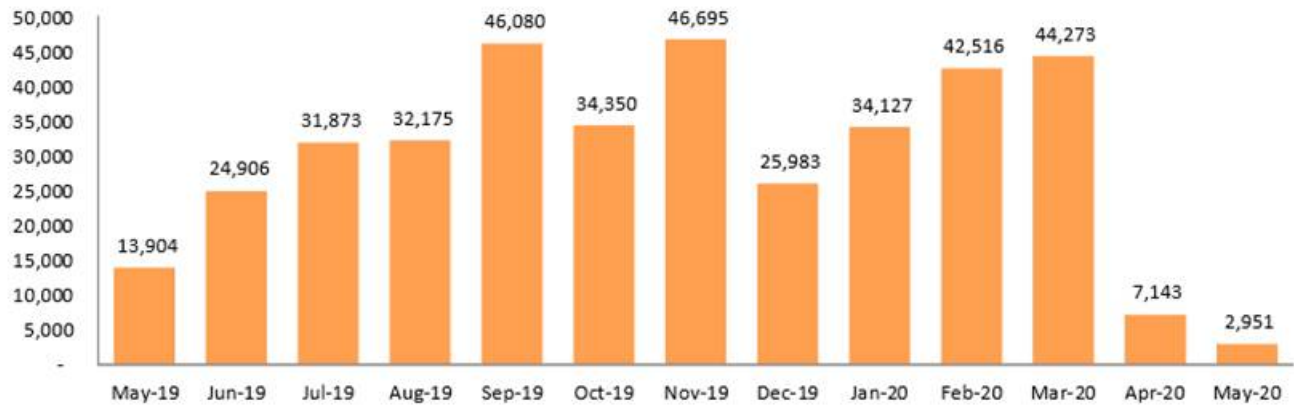
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## RFPS

May saw a slight decline in the number of RFPs from the previous month with **19 RFPs**, which is a year-over-year decline of 76%. There was also a decline in the number of associated room nights in May with **2,951 associated room nights**, which also represents a year-over-year decline of 79%. The decrease in RFPs and room nights in March through May was expected and mirrored information provided by Simpleview, the ICVB's digital agency, which has provided aggregated data of more than 200 DMOs in the United States.



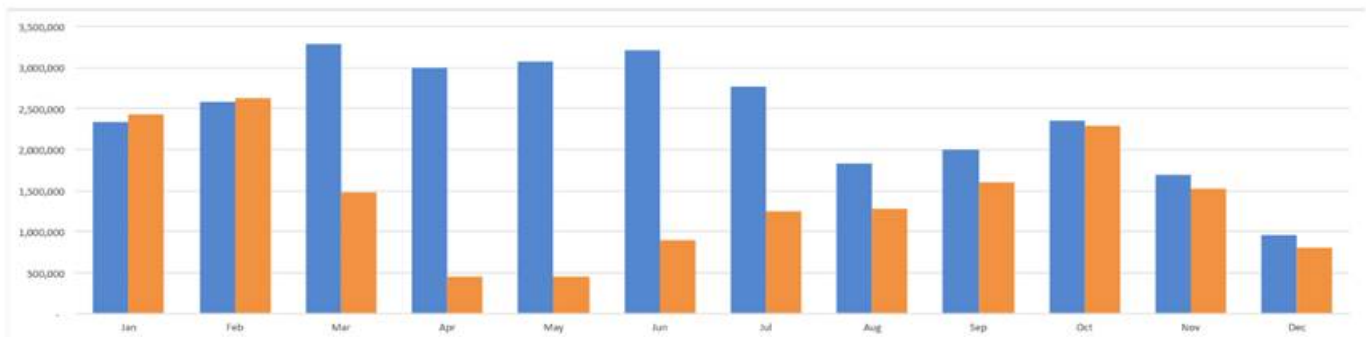
## Requested Room Nights



The insights provided by Simpleview show that, as of May 31<sup>st</sup>, their sample set of 200 DMOs are reporting **11.9 million fewer** room nights on the books vs. the same time last year. At the end of April, Simpleview was reporting 8.3 million fewer room nights, and as of June 7<sup>th</sup>, they are reporting 13.7 million fewer room nights. This indicates that, as of now, the number of room nights associated with meetings sales across the U.S. is continuing to trend negative when compared with the same periods last year.

## May 31, 2020

11.9 million fewer room nights on the books vs. same time last year.

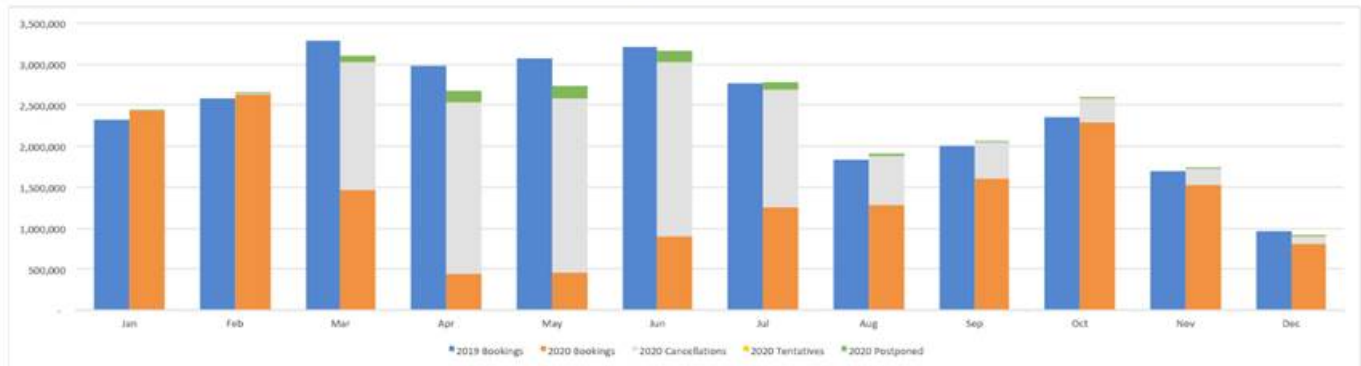




Simpleview's sample set also shows that as of May 31st, 2020, most lost business is canceled (shown in gray) and not postponed (in green), with more canceling in October. It also shows that 2020 bookings (in orange) in November and beyond are continuing to hold. However, more recent data shows that cancellations are slowly increasing through November as well.

### May 31, 2020

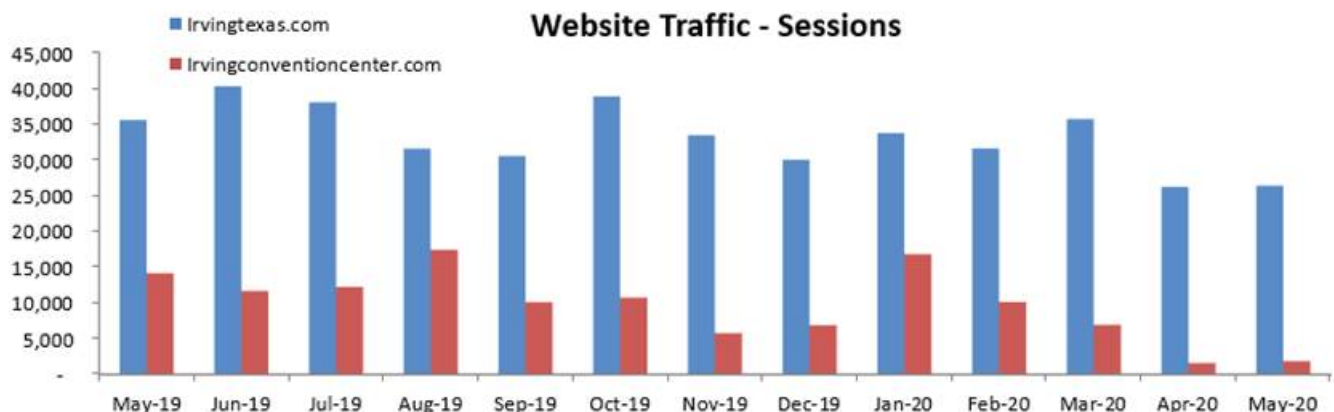
Most lost business is canceled and not postponed, with cancellations slowly increasing through October, but downside support for November is holding.



## Website Traffic

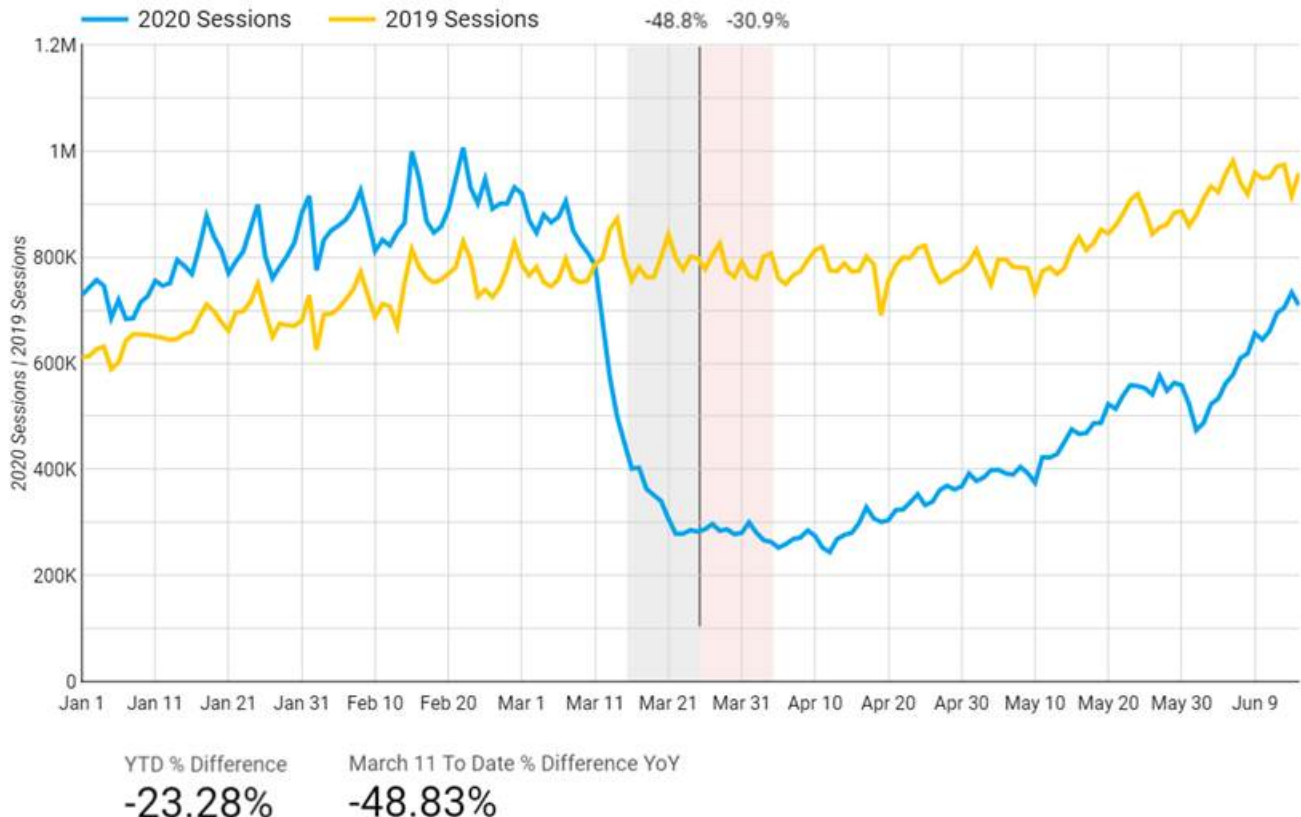
Overall website traffic in May remained steady, with **28,220 total sessions** and **24,401 users** visiting both websites. Traffic to both websites increased slightly from the previous month with 26,207 sessions on the Visit Irving site and 1,846 sessions on the Irving Convention Center site.

Traffic to the Irving Convention Center website is primarily driven by attendees and is highly influenced by events. Traffic will remain at lower levels until the building resumes hosting regular events and large public shows.

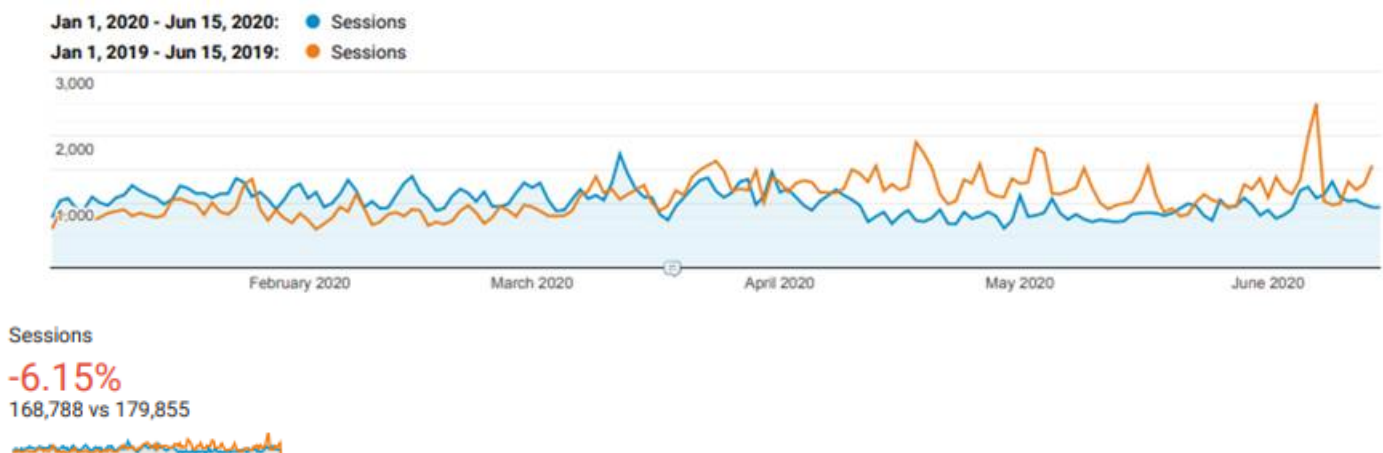


The ICVB did not have the significant drop in website traffic experienced by other DMOs in the U.S. and is continuing to perform well relative to the industry. Traffic to the Visit Irving website continues to be primarily driven by the popularity of the [frequent blog postings](#) as well as the [Coronavirus Resources pages](#). The aggregated data provided by Simpleview shows a 23% YTD decline in website traffic, while the ICVB website experienced a 6% decline.

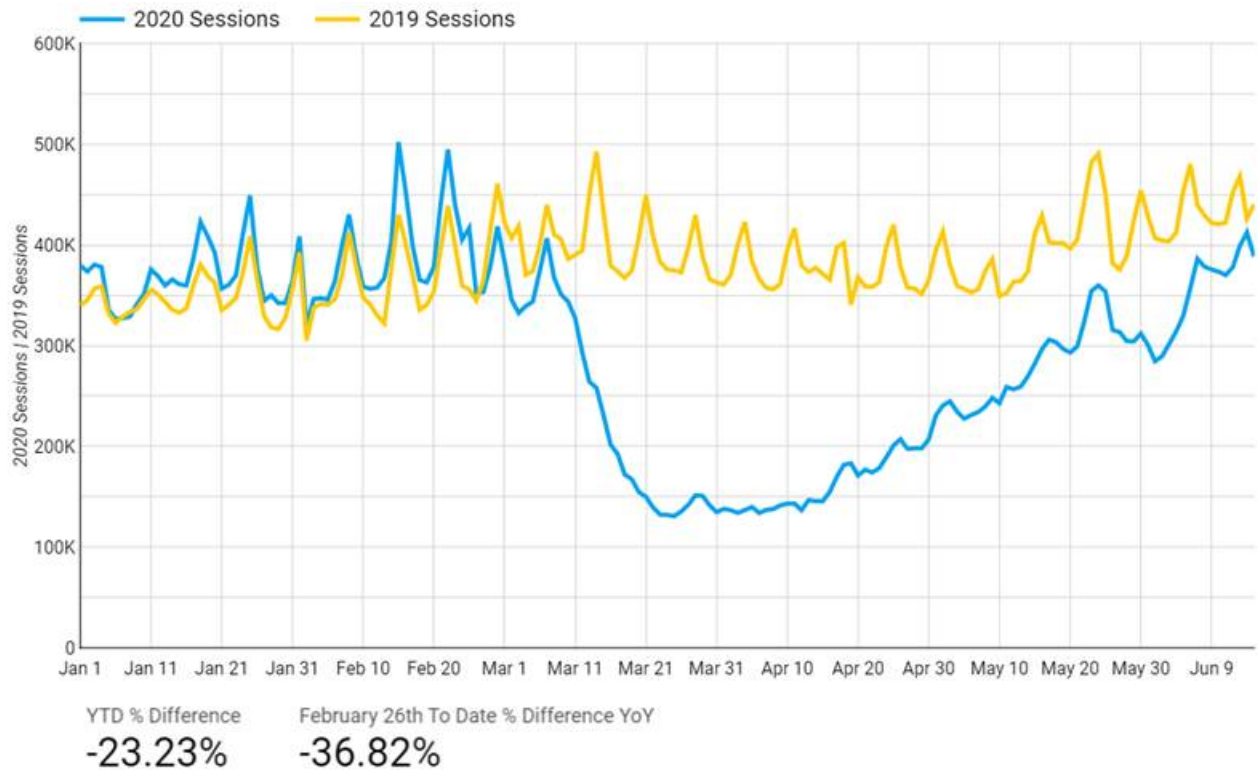
**Aggregated YOY Overall DMO Website Traffic: January 1st – June 15th, 2020, provided by Simpleview Inc.**



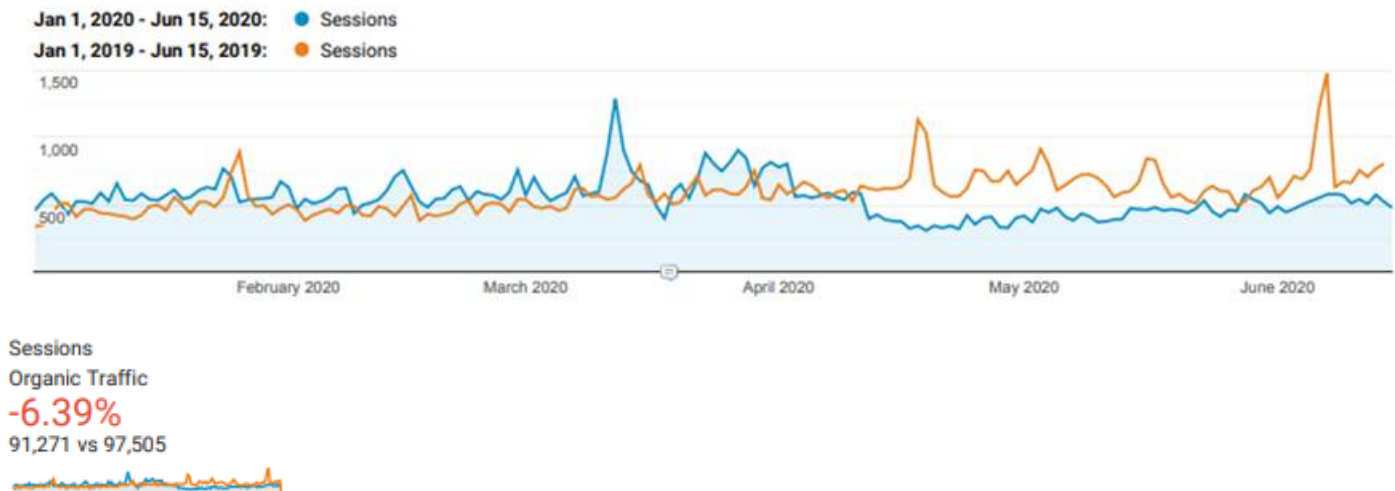
**Visit Irving Overall YOY Website Traffic: January 1st – June 15th, 2020**



**Aggregated YOY Organic DMO Website Traffic: January 1st – June 15th, 2020, provided by Simpleview Inc**

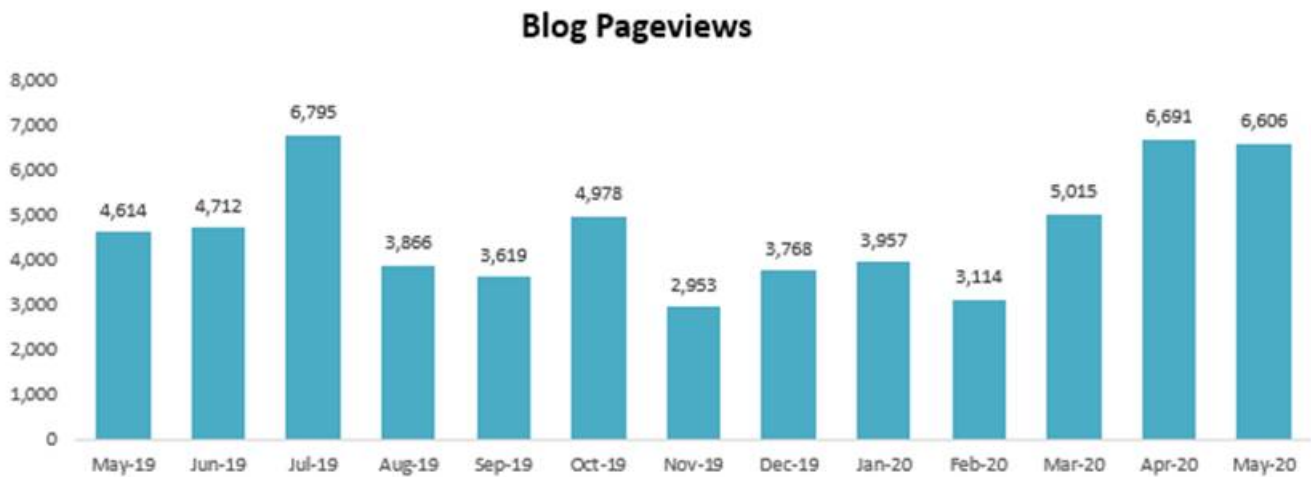


**Visit Irving Organic YOY Website Traffic: January 1st – June 15th, 2020**



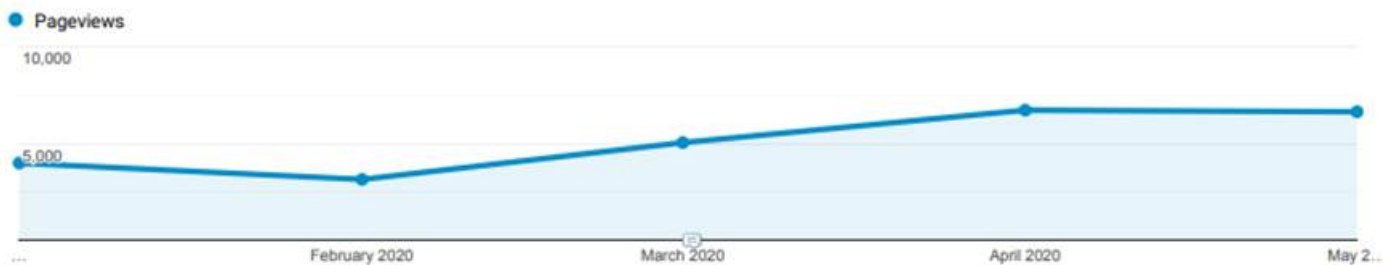
## Blog Traffic

Blog traffic remained steady in May with **6,606 pageviews** and **5,756** unique pageviews, a 43% YOY increase. The top three blog posts in May were “Eat Locally While Distancing Socially,” with 796 pageviews, “We Tried the 3-Day Juice Cleanse at Freshii” with 513 pageviews, and “It’s Take Out Tuesday, Can I Have Fries With That,” with 429 pageviews.



As an essential element of Visit Irving’s SEO strategy, the frequency of fresh content from blog postings continues to be an essential driver of traffic to the Visit Irving site. The blog postings also serve to keep the organization visible to visitors, clients, and the community while helping to support Irving’s local business partners. From January 1st through May 31st, 2020, the blog has had 25,378 pageviews.

### Blog Pageviews: January 1st – May 31st, 2020



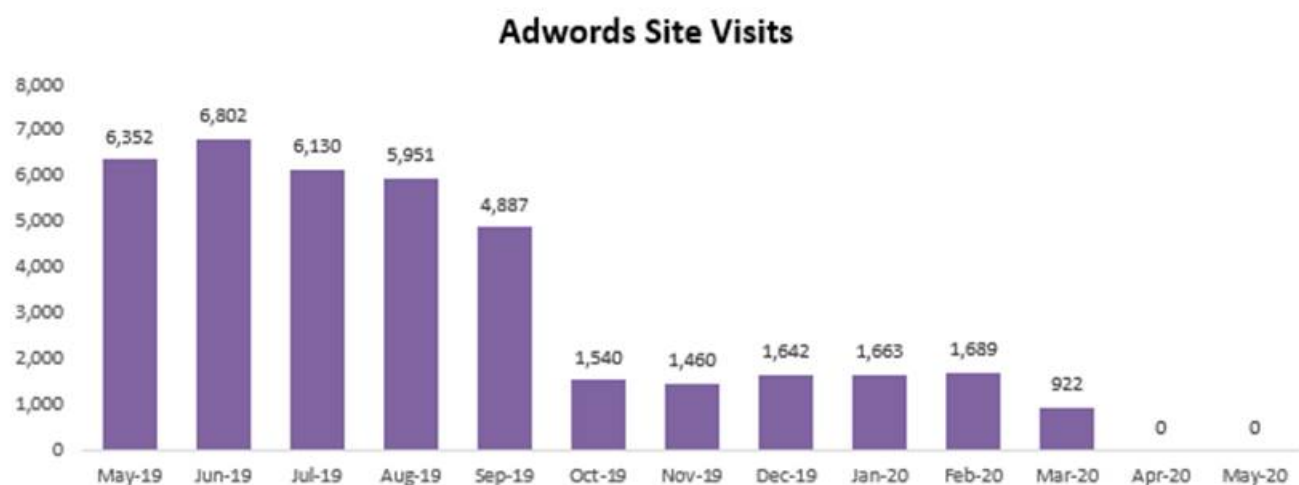
## Advertising

With the prohibition on public gatherings, the ICVB suspended most of its advertising. As a result, advertising impressions remained low in May with **1,523 advertising impressions** and **31 site visits**.



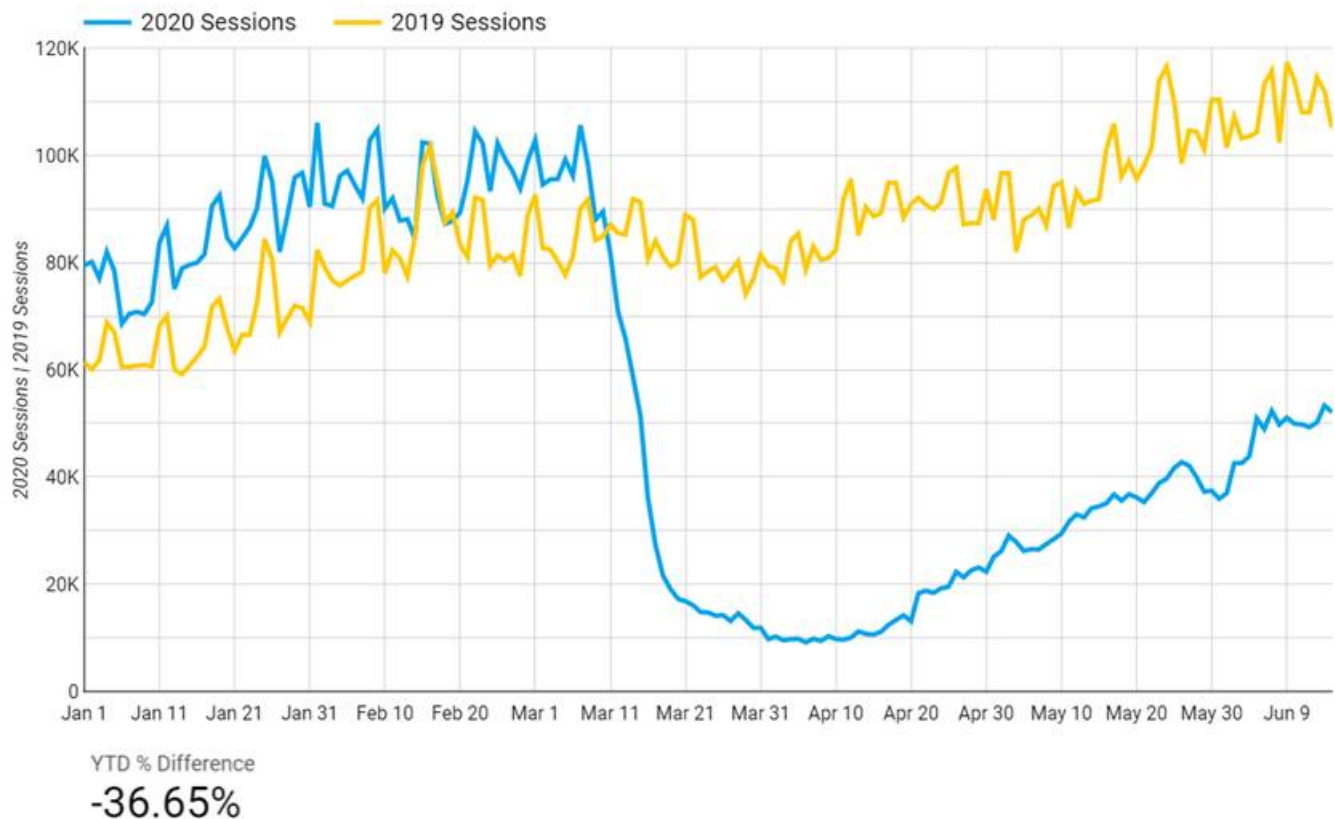
## Paid Search

The Google AdWords paid search campaigns have also been suspended, which resulted in zero impressions and site visits in May. Before the suspension, resources were shifted to meetings-focused campaigns, which increased the number of RFPs generated from these campaigns during this fiscal year despite the drop in overall impressions and site visits. The resources allocated for the AdWords campaigns continue to accrue, which will allow these campaigns to have an outsized impact when the ICVB's meetings-focused campaigns resume in July.



As with the ICVB, DMOs across the U.S. suspended their paid search campaigns. As a result, paid sessions have fallen farther than other channels. As DMOs slowly reengage their paid search campaigns to position their destinations in front of hopeful travelers and planners, paid sessions are showing the greatest rebound in traffic.

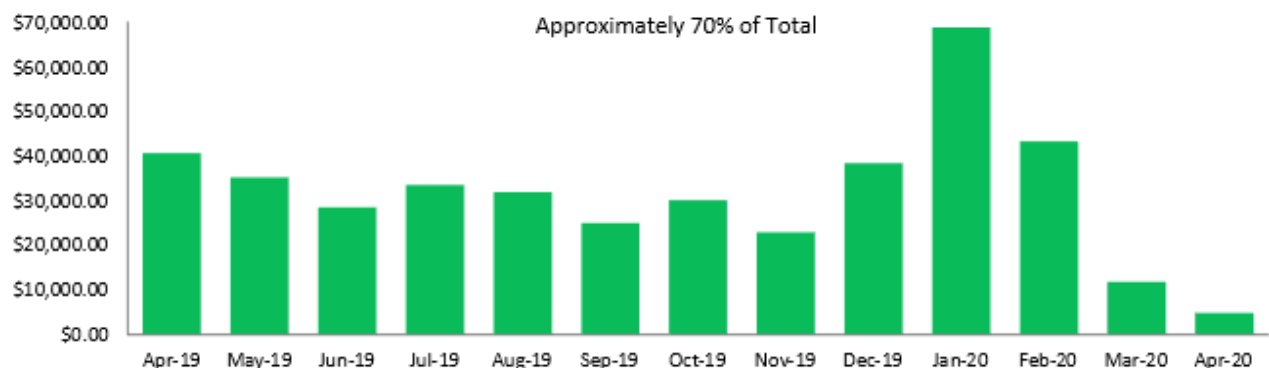
**Aggregated YOY DMO Paid Search Traffic: January 1st – June 15th, 2020,** *provided by Simpleview Inc.*



## Hotel and Flight Bookings

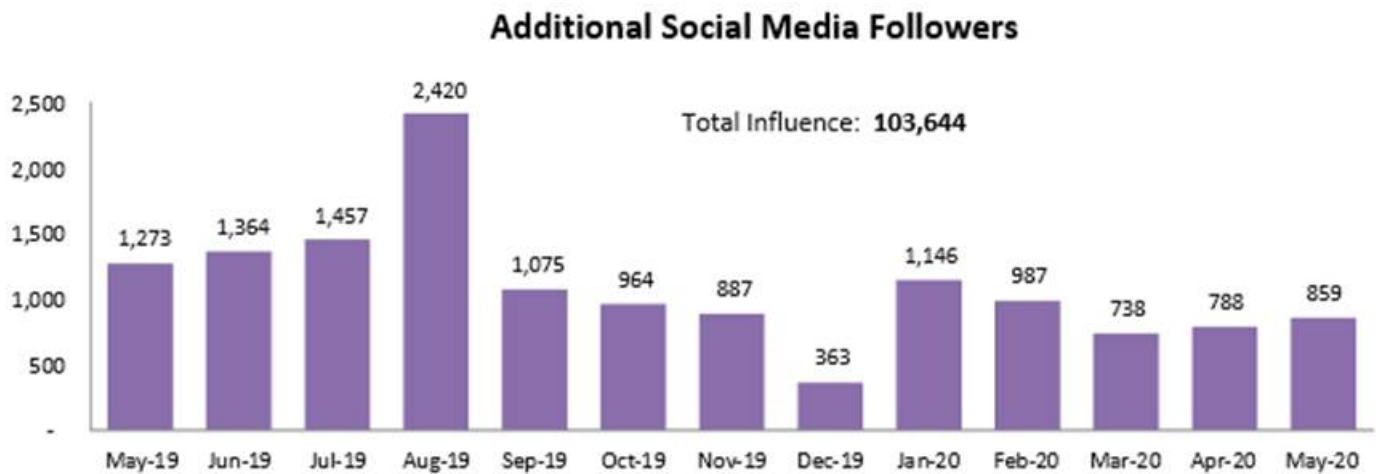
Information available through the ADARA Magellan travel intelligence platform displays approximately 70% of the hotel bookings, room nights, hotel booking revenue, and flights booked by travelers who viewed the bureau's digital advertising or visited either website. The attribution window is 60 days, which means that the most complete information available to date is from March. In March, 76 hotel reservations were booked, which accounts for 259 room nights and \$11,795 in hotel revenue. Travelers also booked 43 flights in March.

### Hotel Booking Revenue from Website Visitors



## Social Media

The number of new social media followers increased in May with **859 new followers**, and the **total influence is now at 103,644**. The Visit Irving Facebook Page saw the most significant increase with 800 new likes for a total of 71,144 likes.



IRVING CVB/ IRVING CC Social	Facebook Likes	Facebook Check-Ins	Twitter Followers	Instagram Followers	LinkedIn
<b>Visit Irving Texas</b>	<b>71,144</b>		<b>5,769</b>	<b>6,678</b>	<b>694</b>
<i>Impressions</i>	150,867		67,600	26,233	
<i>Profile Visits</i>	106,547		396		
<b>Convention Center</b>	<b>13,164</b>	<b>209,004</b>	<b>2,557</b>	<b>2,064</b>	<b>365</b>
<i>Impressions</i>	163,106		2,304	398	
<i>Profile Visits/Users</i>	85,113		25		
<b>Impacting Irving</b>	<b>1,209</b>				

**Hashtags** #VisitIrving  
#IrvingRocks

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



## EARNED MEDIA

IRVING CVB   IRVING CONVENTION CENTER COMBINED MEDIA VALUES	1 <sup>st</sup> Quarter	2 <sup>nd</sup> Quarter	3 <sup>rd</sup> Quarter**	4 <sup>th</sup> Quarter	TOTALS
MEDIA IMPRESSIONS*	41,620,629	293,859,985	121,073,894		456,554,508
ADVERTISING EQUIVALENCY*	\$384,991	\$2,946,784	\$1,120,930		\$4,452,705
PUBLIC RELATIONS VALUE**	\$1,154,973	\$8,840,352	\$3,362,790		\$13,358,115

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

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

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

## ATTACHMENTS

📄 "SideDish's weekly digest of need-to-know dining happening in Dallas: coronavirus edition part seven," by Rosin Saez, *D Magazine*, May 1, 2020

📄 "North Texas Giving Tuesday Now Pops Up to Respond to COVID-19." by Trace Miller, *Frontburner/D Magazine*, May 4, 2020

📄 "Doing Good: Restaurants Helping Others," by Alex Gonzalez, *Dallas Observer*, May 8, 2020

📄 April Broadcast Media Clips

📄 Visit Irving Social Facts

📄 ICC Social Stats





CORONAVIRUS

# North Texas Giving Tuesday Now Pops Up to Respond to COVID-19. Here Is How and Where to Give.

The annual end-of-year event is making a surprise appearance today. Here is a guide for how to help.

BY TRACE MILLER | PUBLISHED IN FRONTBURNER | MAY 4, 2020 | 12:10 PM



Tomorrow is [North Texas Giving Tuesday Now](#). North Texas Giving Day normally happens in September (and still will). But with COVID-19 and the economic shutdowns, we need that help well before then. Hence, North Texas Giving Tuesday Now.

If you want to donate money or time, you can find a directory of local nonprofits [here](#). We've created the following list—organized by the recipient sector of society affected by COVID-19—which provides a little more information. So that whether it's cash to an arts organization or a box of surgical masks to a social service center sheltering 400 homeless men in place, tomorrow is a great opportunity to give the most that we can of what we've been given.

# Food/Service/Hospitality Industry

## **Furlough Kitchen**

In partnership with CitySquare, the pop-up kitchen, located near Deep Ellum, hands out meals to anybody who's been furloughed or laid off because of the coronavirus. They've served over 21,000 meals as of April 27. Donate [here](#).

## **Get Shift Done for North Texas**

Created by two local businessmen, Get Shift Done is hiring laid-off hospitality industry employees to work shifts at local nonprofit organizations for \$10 an hour. Donate [here](#), via the Communities Foundation of Texas.

## **Kids Save Dallas Restaurants**

The goal of Kids Save Dallas Restaurants? To raise \$100,000 to purchase gift cards from various Dallas restaurants. The founders, Alexis Smith and Alex Perry, will then hand over the gift cards to DISD and the Dallas Children's Advocacy Center, which provides healing services—and can now provide meals—to victims of child abuse. Donate [here](#).

## **TX Restaurant Relief Fund**

The Texas Restaurant Association and its Education Foundation organized this fundraiser, which is awarding independent restaurants across the state up to \$5,000 to help them keep their heads above water. Donate [here](#).

## **Staff Meal**

Thanks to Staff Meal, in-need hospitality industry workers can pick up free, chef-crafted meals every Saturday at the Irving Convention Center. Teams of chefs prepare the to-go packages, which contain four breakfast and four dinner servings. Preparing one meal costs little more than two dollars. Donate [here](#).

<https://www.dmagazine.com/frontburner/2020/05/giving-tuesday-covid19-coronavirus-dallas-philanthropy-help/>



NEWS BITES

# Restaurants Can Reopen Today, Yet Wolfgang Puck's Five Sixty Closes for Good

SideDish's weekly digest of need-to-know dining happenings in Dallas: coronavirus edition part seven.

BY ROSIN SAEZ | PUBLISHED IN FOOD & DRINK | MAY 1, 2020 | 1:06 PM



*Today's edition of News Bites, again for the seventh week in a row, will cover what's relevant to Dallas dining right now.*

Staff Meal, a nonprofit, a collaboration between FestEvents Foundation and local suppliers, which provides family-size servings of free breakfast and dinner pick-ups for industry workers, is also shifting operations, moving this weekend from the event space at 3015 at Trinity Groves to the Irving Convention Center, where they've been given access to a state-of-the-art kitchen and workspace.

<https://www.dmagazine.com/food-drink/2020/05/restaurants-can-reopen-today-yet-wolfgang-pucks-five-sixty-closes-for-good/>



Caven Pantry volunteers prepare food for distribution. / Mikey Nguyen

## Doing Good: Restaurants Helping Others

ALEX GONZALEZ | MAY 8, 2020 | 4:00AM



People all over Dallas are working to support others as the novel coronavirus pandemic continues. Here are a few doing good around Dallas:



### Caven Employee Pantry at Station 4

3911 Cedar Springs Road (Oak Lawn)



The Caven bars on Cedar Springs were not among the few restaurants that chose to open at 25% capacity last weekend. While their employees are furloughed, Caven is still providing them with groceries. Every Monday at 2 p.m., employees of JR's, TMC, Sue Ellen's and **Station 4** can go to the latter's back patio and take some groceries home.



### Staff Meal at the Irving Convention Center

500 W. Las Colinas Blvd., Irving

Irving may be a bit of a drive for some, but the food **Staff Meal** is providing to service industry workers will go a long way. From 10 a.m. to 1 p.m. every Saturday, furloughed hospitality employees can make a reservation to pick up four servings of breakfast and four servings of dinner.



# SOCIAL MEDIA FACTS

**MAY**  
**2020**



## FOLLOWERS



**71,144**  
+800



**5,769**  
-2



**6,678**  
+61



**83,591**  
+859

## FACEBOOK

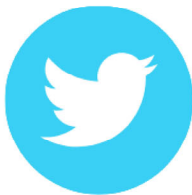


**150,867** Impressions



**106,547** Users

## TWITTER



**67,600** Impressions



**396** Profile Visits

## INSTAGRAM



**26,233** Impressions



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



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

# SOCIAL MEDIA FACTS

**MAY  
2020**



IRVING  
CONVENTION CENTER  
AT LAS COLINAS

## FOLLOWERS



13,164  
-2



2,557  
-14



2,064  
+3



17,798  
-13

## FACEBOOK



163,106

Impressions



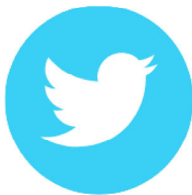
85,113

Users



209,004 Check-Ins

## TWITTER



2,304

Impressions



25

Profile Visits

## INSTAGRAM



398

Impressions



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



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

**DATE:** May 29, 2020  
**TO:** Maura Gast, Executive Director  
**FROM:** Susan Rose, VP Finance & Administration  
**RE:** April STR and AirBNB Data Reports

**STR**

Irving's hotel occupancy rate for April was lower than the US and Texas at 22.6%. When comparing current month's occupancy numbers to last year, Irving's occupancy was down 69.5%, while Texas figures decreased 59.7% and the US figures were down 63.9% for the month. Demand for the current period is down 72.0%, and YTD is down 28.9% over last year, while STR data reflects a 69.5% decrease for the current period and a 28.9% decrease in YTD occupancy compared to 2019.

For average daily rate, Irving was \$62.74, down 44.7% in April compared to last year, leaving Irving's YTD average daily rate at \$106.19, down 5.7% over last year.

While the prior months' occupancy rates may have been misleading due the new inventory that had come online, it is important to understand that the April numbers now reflect reductions in inventory as hotels have temporarily closed. STR reports factor in that reduction in inventory only in full month increments, so April's data likely reflects the majority of those closures. As hotels come back on line beginning in June, while occupancy will continue to be an important data point, until all of our hotels are operational with a full (calendar) month of operations, these data points need to be accepted simply at "face value."

**AirBNB**

For the month of April, there were 469 available listings in Irving which is a 29.6% increase in listings over last year's figure of 362. The average daily rate for April is \$182.68, which is down .92% over last year, with an occupancy percentage of 59.7%, which is a 2.31% decrease compared to last year. For the hotel comparable subset, the average daily rate for April is \$106.52, up 27.35% from last year, with occupancy at 61.0%, up 4.79% from last year.

NOTE: Commencing in January 2019, the AirDNA rate and occupancy figures include HomeAway data, in addition to AirBNB data. Therefore, prior year data reflected on the graphs will not correlate with the prior year data from previously published graphs. Prior year data sets have been updated to include HomeAway data as well.

All STR & AirBNB graphs are accessible via the board web portal and can be found at [www.irvingtexas.com/board](http://www.irvingtexas.com/board).

Tab 4 - Multi-Segment

Irving TX CVB  
For the month of: April 2020

	Current Month - April 2020 vs April 2019												Year to Date - April 2020 vs April 2019											
	Occ %		ADR		RevPAR		Percent Change from April 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	24.5	67.8	73.23	131.73	17.93	89.36	-63.9	-44.4	-79.9	-82.4	-12.1	-68.3	45.7	63.2	117.75	129.66	53.84	81.95	-27.7	-9.2	-34.3	-35.3	-1.5	-28.8
Texas	27.7	68.6	63.38	107.98	17.53	74.10	-59.7	-41.3	-76.3	-77.5	-5.0	-61.7	48.7	65.5	94.81	107.17	46.22	70.19	-25.6	-11.5	-34.2	-33.5	1.0	-24.8
Atlanta, GA	27.7	73.1	62.34	116.99	17.28	85.57	-62.1	-46.7	-79.8	-81.2	-7.1	-64.8	50.5	70.9	103.04	123.84	52.07	87.76	-28.7	-16.8	-40.7	-40.6	0.0	-28.7
Arlington, TX	36.0	70.9	57.15	91.89	20.57	65.14	-49.2	-37.8	-68.4	-70.0	-5.0	-51.8	54.9	69.7	83.95	91.30	46.08	63.68	-21.3	-8.1	-27.6	-24.3	4.6	-17.6
Charlotte, NC-SC	27.5	72.1	64.96	111.55	17.85	80.46	-61.9	-41.8	-77.8	-79.1	-5.7	-64.1	49.6	68.5	102.30	115.01	50.77	78.81	-27.6	-11.0	-35.6	-34.2	2.2	-26.0
Fort Worth, TX+	28.7	71.5	63.63	112.16	18.27	80.24	-59.9	-43.3	-77.2	-78.5	-5.5	-62.1	52.3	70.5	102.47	110.89	53.60	78.19	-25.8	-7.6	-31.4	-31.0	0.6	-25.4
Frisco, TX+	11.2	70.2	81.91	145.54	9.15	102.10	-84.1	-43.7	-91.0	-92.5	-16.2	-86.7	45.8	70.1	136.49	150.44	62.55	105.41	-34.6	-9.3	-40.7	-36.3	7.4	-29.8
Grapevine, TX+	9.8	75.5	112.95	174.88	11.05	132.03	-87.0	-35.4	-91.6	-96.1	-53.6	-94.0	51.6	76.7	182.19	184.43	94.10	141.47	-32.7	-1.2	-33.5	-42.4	-13.4	-41.7
Irving, TX+	22.6	74.0	62.74	113.38	14.17	83.85	-69.5	-44.7	-83.1	-84.5	-8.1	-71.9	51.1	71.9	106.19	112.62	54.30	81.01	-28.9	-5.7	-33.0	-32.9	0.1	-28.9
Nashville, TN	20.2	78.5	71.35	162.47	14.44	127.48	-74.2	-56.1	-88.7	-89.4	-6.7	-75.9	48.8	70.7	129.14	148.65	63.00	105.14	-31.0	-13.1	-40.1	-38.0	3.5	-28.6
Phoenix, AZ	24.9	75.2	72.53	147.57	18.03	110.99	-67.0	-50.8	-83.8	-85.6	-11.6	-70.8	58.1	79.9	156.55	168.71	90.95	134.84	-27.3	-7.2	-32.5	-32.7	-0.3	-27.5
San Jose, CA+	14.9	72.3	105.49	197.19	15.74	142.58	-79.4	-46.5	-89.0	-88.9	0.8	-79.2	45.5	74.3	180.68	205.74	82.29	152.87	-38.7	-12.2	-46.2	-42.5	6.9	-34.5

Competitive Set Comparison														
Actual Figures							Percent of Change from Last Year							
	Current Month			Year-To-Date				Current Month			Year-To-Date			
	OCC	ADR	RvPAR	OCC	ADR	RvPAR		OCC	ADR	RvPAR	OCC	ADR	RvPAR	
US	24.5	73.23	17.93	45.7	117.75	53.84	US	-63.9	-44.4	-79.9	-27.7	-9.2	-34.3	
Texas	27.7	63.38	17.53	48.7	94.81	46.22	Texas	-59.7	-41.3	-76.3	-25.6	-11.5	-34.2	
Irving	22.6	62.74	14.17	51.1	106.19	54.30	Irving	-69.5	-44.7	-83.1	-28.9	-5.7	-33.0	
Best USA	Arlngtn	Grpvine	Arlngtn	Phoenix	Grpvine	Grpvine	Best USA	Arlngtn	Grpvine	Arlngtn	Arlngtn	Grpvine	Arlngtn	
	36.0	112.95	20.57	58.1	182.19	94.10		-49.2	-35.4	-68.4	-21.3	-1.2	-27.6	
Best Texas	Arlngtn	Grpvine	Arlngtn	Arlngtn	Grpvine	Grpvine	Best Texas	Arlngtn	Grpvine	Arlngtn	Arlngtn	Grpvine	Arlngtn	
	36.0	112.95	20.57	54.9	182.19	94.10		-49.2	-35.4	-68.4	-21.3	-1.2	-27.6	
Worst USA	Grpvine	Arlngtn	Frisco	SanJose	Arlngtn	Arlngtn	Worst USA	Grpvine	Nshvll	Grpvine	SanJose	Atlanta	SanJose	
	9.8	57.15	9.15	45.5	83.95	46.08		-87.0	-56.1	-91.6	-38.7	-16.8	-46.2	
Worst Texas	Grpvine	Arlngtn	Frisco	Frisco	Arlngtn	Arlngtn	Worst Texas	Grpvine	Irving	Grpvine	Frisco	Frisco	Frisco	
	9.8	57.15	9.15	45.8	83.95	46.08		-87.0	-44.7	-91.6	-34.6	-9.3	-40.7	
Note: "Best" and "Worst" notations above refer to destinations within this competitive set only														

A blank row indicates insufficient data.

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Tab 6 - Multi-Segment Custom Sets+

Irving TX CVB  
For the month of: April 2020

	Current Month - April 2020 vs April 2019												Year to Date - April 2020 vs April 2019											
	Occ %		ADR		RevPAR		Percent Change from April 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Irving, TX+	22.6	74.0	62.74	113.38	14.17	83.85	-69.5	-44.7	-83.1	-84.5	-8.1	-71.9	51.1	71.9	106.19	112.62	54.30	81.01	-28.9	-5.7	-33.0	-32.9	0.1	-28.9
Luxury/Full Service Irving+	10.9	73.6	79.81	152.70	8.68	112.38	-85.2	-47.7	-92.3	-93.9	-21.5	-88.4	47.0	71.7	151.93	151.91	71.47	108.92	-34.4	0.0	-34.4	-35.6	-1.9	-35.6
All Suite/Extended Stay Irving+	27.8	76.1	62.97	96.85	17.50	73.72	-63.5	-35.0	-76.3	-75.5	3.3	-62.3	54.4	74.2	90.30	96.85	49.13	71.85	-26.7	-6.8	-31.6	-29.4	3.3	-24.2
Limited Service Irving+	16.7	75.7	72.33	114.11	12.08	86.33	-77.9	-36.6	-86.0	-87.6	-11.3	-80.4	50.5	72.7	108.30	114.38	54.66	83.18	-30.6	-5.3	-34.3	-38.9	-7.1	-35.5
Budget Irving+	37.6	70.2	51.95	56.96	19.52	40.01	-46.5	-8.8	-51.2	-51.6	-0.8	-46.9	54.5	68.5	53.78	57.23	29.33	39.21	-20.4	-6.0	-25.2	-25.5	-0.4	-20.8
Las Colinas+	21.4	72.6	62.00	131.67	13.29	95.65	-70.5	-52.9	-86.1	-89.1	-21.9	-77.0	49.2	71.2	123.30	128.63	60.71	91.57	-30.8	-4.1	-33.7	-35.2	-2.3	-32.4
DFW North+	17.9	80.1	61.47	106.47	11.00	85.27	-77.7	-42.3	-87.1	-86.7	3.4	-76.9	52.0	76.8	104.95	108.08	54.56	83.04	-32.3	-2.9	-34.3	-32.1	3.4	-30.1
DFW South+	29.4	69.1	64.26	93.70	18.86	64.72	-57.5	-31.4	-70.9	-71.0	-0.4	-57.7	52.8	67.6	85.13	94.09	44.98	63.57	-21.8	-9.5	-29.2	-29.4	-0.2	-22.0
Full Service Las Colinas+	3.8	67.6	112.75	183.75	4.31	124.19	-94.3	-38.6	-96.5	-98.1	-46.6	-97.0	42.1	66.6	190.75	180.89	80.34	120.48	-36.8	5.5	-33.3	-36.2	-4.4	-39.5
Limited Service Las Colinas+	28.7	76.4	59.20	97.03	17.02	74.17	-62.4	-39.0	-77.1	-77.8	-3.3	-63.6	54.0	74.4	88.04	96.11	47.54	71.49	-27.4	-8.4	-33.5	-34.0	-0.8	-28.0
Full Service DFW North+	7.6	81.2	94.31	137.84	7.21	111.95	-90.6	-31.6	-93.6	-93.6	0.0	-90.6	49.3	77.5	143.05	141.22	70.56	109.45	-36.4	1.3	-35.5	-35.5	0.0	-36.4
Limited Service DFW North+	25.2	79.3	54.82	84.88	13.79	67.33	-68.3	-35.4	-79.5	-79.4	0.6	-68.1	54.0	76.4	81.19	85.48	43.82	65.28	-29.3	-5.0	-32.9	-32.5	0.6	-28.9
Full Service DFW South+																								
Limited Service DFW South+	31.8	66.5	63.45	82.54	20.15	54.92	-52.3	-23.1	-63.3	-63.5	-0.6	-52.6	52.8	65.2	76.24	83.33	40.25	54.35	-19.1	-8.5	-26.0	-26.2	-0.3	-19.3

AirBNB Data	Occ %		ADR		RevPAR		Percent Change from Prior Year						Occ %		ADR		RevPAR		Percent Change from Prior Year YTD					
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Entire Place	59.7	61.1	182.68	181.03	109.01	110.58	-2.31	0.92	-1.42	42.7	44.5	38.4	62.4	57.81	174.65	173.63	109.01	100.37	7.97	0.59	8.60	105.5	78.6	104.9
Hotel Comparable	61.0	58.19	106.52	83.64	64.95	48.67	4.79	27.35	33.45	109.3	56.8	64.3	64.1	65.00	104.91	84.80	67.25	55.12	-1.38	23.72	22.01	144.0	100.0	97.2

Available Listings	2020	2019	% Chg
Entire Place	286	167	71.3
Private Room	149	157	(5.1)
Shared Room	34	38	(10.5)
Total Available Listings	469	362	29.6

	Participation			
	Properties		Rooms	
	Census	Sample	Census	Sample
Irving, TX+	83	71	11699	10024
Luxury/Full Service Irving+	13	11	3844	3244
All Suite/Extended Stay Irving+	33	31	3713	3484
Limited Service Irving+	12	12	1585	1585
Budget Irving+	24	16	2438	1592
Las Colinas+	27	25	4110	3652
DFW North+	26	26	4065	4065
DFW South+	30	20	3524	2307
Full Service Las Colinas+	5	5	1207	1207
Limited Service Las Colinas+	22	20	2903	2445
Full Service DFW North+	4	4	1581	1581
Limited Service DFW North+	21	21	2365	2365
Full Service DFW South+	4	2	1056	456
Limited Service DFW South+	26	18	2468	1851
ICC Comp Set No Boutiques+				

A blank row indicates insufficient data.

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# Irving, Texas Room Demand - Source: Smith Travel Research

	2019			2020			Calculated Demand Change over prior year		STR Reported Change over prior year	
	Current Month Occ %	Year To Date Demand	Year To Date Demand	Current Month Occ %	Year To Date Demand	Year To Date Demand	Current Month	Year To Date	Current Month	Year To Date
January	66.5	254,496	254,496	64.9	258,560	258,560	1.6%	1.6%	-2.4%	-2.4%
February	70.4	243,421	497,917	72.1	259,505	518,065	6.6%	4.0%	2.6%	0.0%
March	77.0	303,898	801,815	43.7	174,320	692,385	-42.6%	-13.6%	-43.1%	-16.1%
April	74.2	283,519	1,085,334	22.6	79,279	771,664	-72.0%	-28.9%	-69.5%	-28.9%
May	73.9	291,548	1,376,882							
June	78.6	300,278	1,677,160							
July	73.0	288,175	1,965,335							
August	69.5	273,955	2,239,290							
September	70.5	268,938	2,508,228							
October	79.0	317,464	2,825,692							
November	66.1	257,066	3,082,758							
December	57.4	230,578	3,313,336							

# Irving, Texas & United States Comparison

## April 2020

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	115.88	3.4%	115.88	3.4%	64.9%	-2.4%	64.9%	-2.4%	75.15	0.9%	75.15	0.9%
FEBRUARY	116.84	2.3%	116.43	2.9%	72.1%	2.6%	68.2%	0.0%	84.20	4.9%	79.45	2.9%
MAR	95.92	-13.6%	111.26	-1.0%	43.7%	-43.1%	59.8%	-16.1%	41.94	-50.8%	66.52	-16.9%
APRIL	62.74	-44.7%	106.19	-5.7%	22.6%	-69.5%	51.1%	-28.9%	14.17	-83.1%	54.30	-33.0%
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages:      ADR    108.17    -0.8%         Occupancy    62.2%    -12.4%         RevPAR    67.27    -13.1%												

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	101.19	-0.8%	101.19	-0.8%	57.6%	0.4%	57.6%	0.4%	58.27	-0.5%	58.27	-0.5%
FEBRUARY	106.28	0.0%	103.77	-0.4%	65.3%	0.4%	61.2%	0.4%	69.35	0.5%	63.53	0.0%
MAR	89.23	-19.9%	99.73	-6.7%	44.1%	-37.9%	55.3%	-14.2%	39.34	-50.3%	55.14	-19.9%
APRIL	63.38	-41.3%	94.81	-11.5%	27.7%	-59.7%	48.7%	-25.6%	17.53	-76.3%	46.22	-34.2%
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	126.06	1.4%	126.06	1.4%	55.1%	0.8%	55.1%	0.8%	69.47	2.2%	69.47	2.2%
FEBRUARY	130.78	1.4%	128.44	1.4%	62.2%	0.2%	58.5%	0.5%	81.33	1.7%	75.08	1.9%
MAR	110.66	-16.5%	123.76	-4.0%	39.4%	-42.3%	51.8%	-15.9%	43.54	-51.9%	64.14	-19.3%
APRIL	73.23	-44.4%	117.75	-9.2%	24.5%	-63.9%	45.7%	-27.7%	17.93	-79.9%	53.84	-34.3%
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

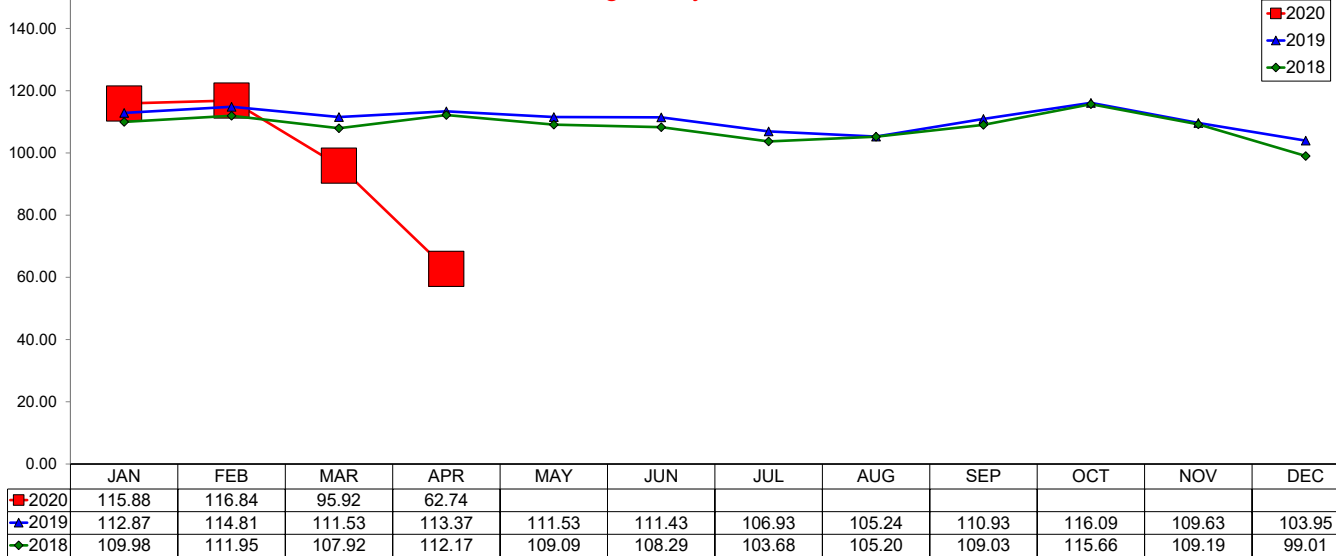
Note: The "Change %" column refers to the change from the prior year's figure.

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# Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

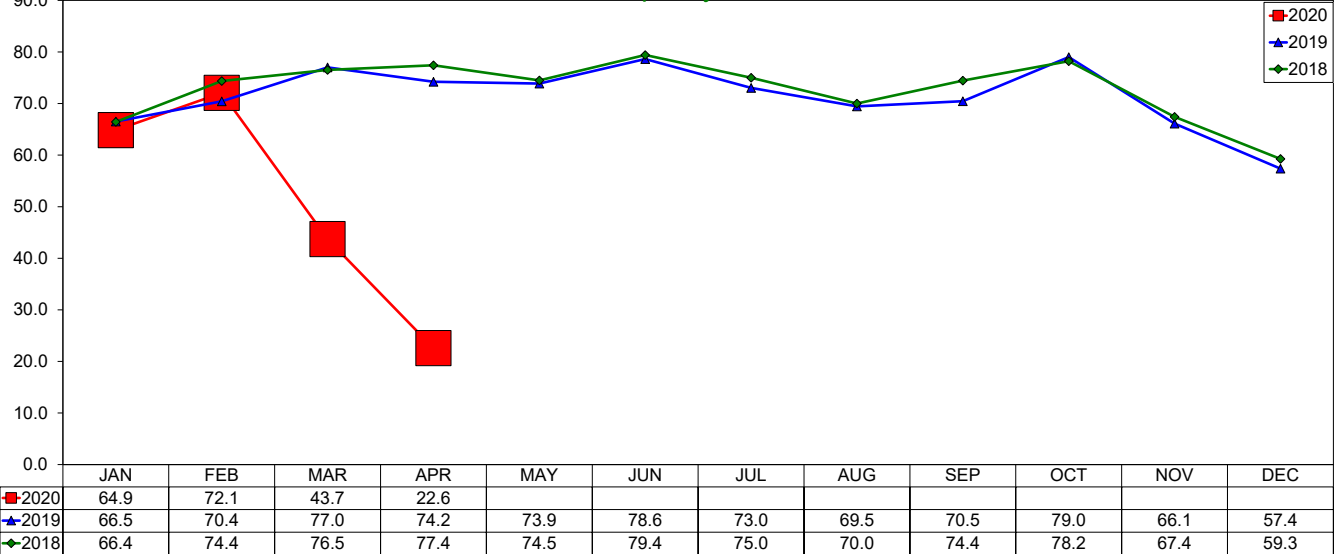
April 2020

Average Daily Rate



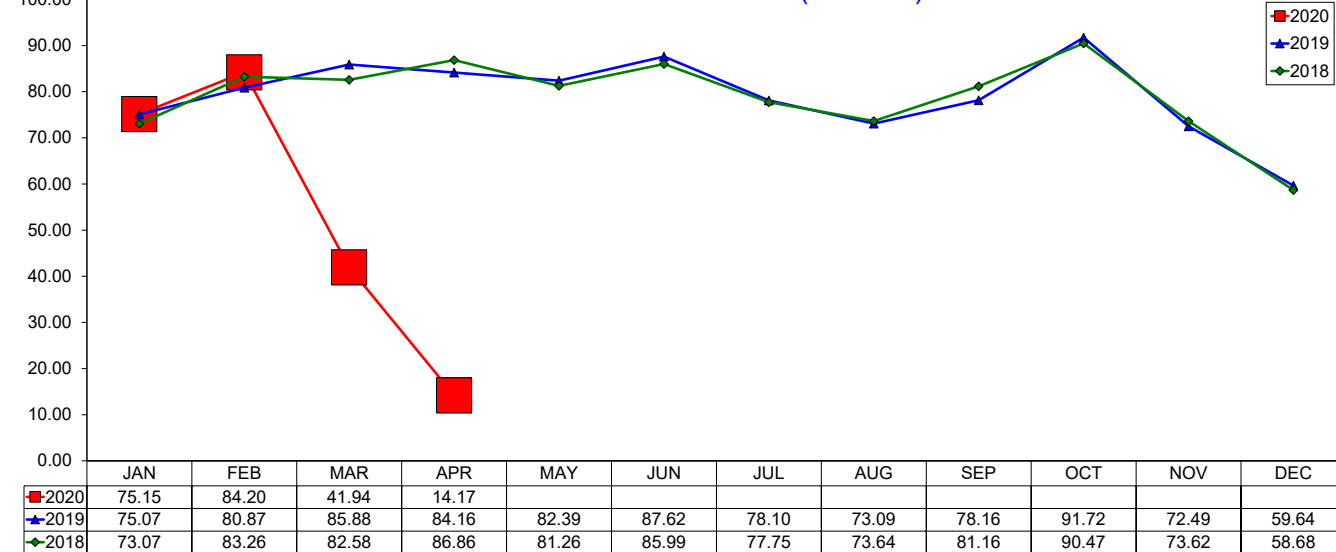
12 month ADR Rolling Average through April 2020 is \$108.17 with a change from last year of -0.8%

Occupancy



12 month Occupancy Rolling Average through April 2020 is 62.19% with a change from last year of -12.4%

Revenue Per Available Room (RevPAR)



12 month RevPAR Rolling Average through April 2020 is \$67.27 with a change from last year of -13.1%

# Monthly & YTD AirBNB Data

## April 2020

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	170.21	15.0%	170.21	15.0%	59.3%	22.3%	59.3%	22.3%	101.02	40.7%	101.02	40.7%
FEBRUARY	180.89	24.4%	175.99	19.9%	71.7%	33.1%	65.5%	28.4%	129.76	65.5%	115.22	53.9%
MAR	166.55	-17.6%	172.60	1.2%	59.4%	-10.0%	63.2%	11.7%	98.96	-25.8%	109.01	13.0%
APRIL	182.68	0.9%	174.65	0.6%	59.7%	-2.3%	62.4%	8.0%	109.01	-1.4%	109.01	8.6%
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

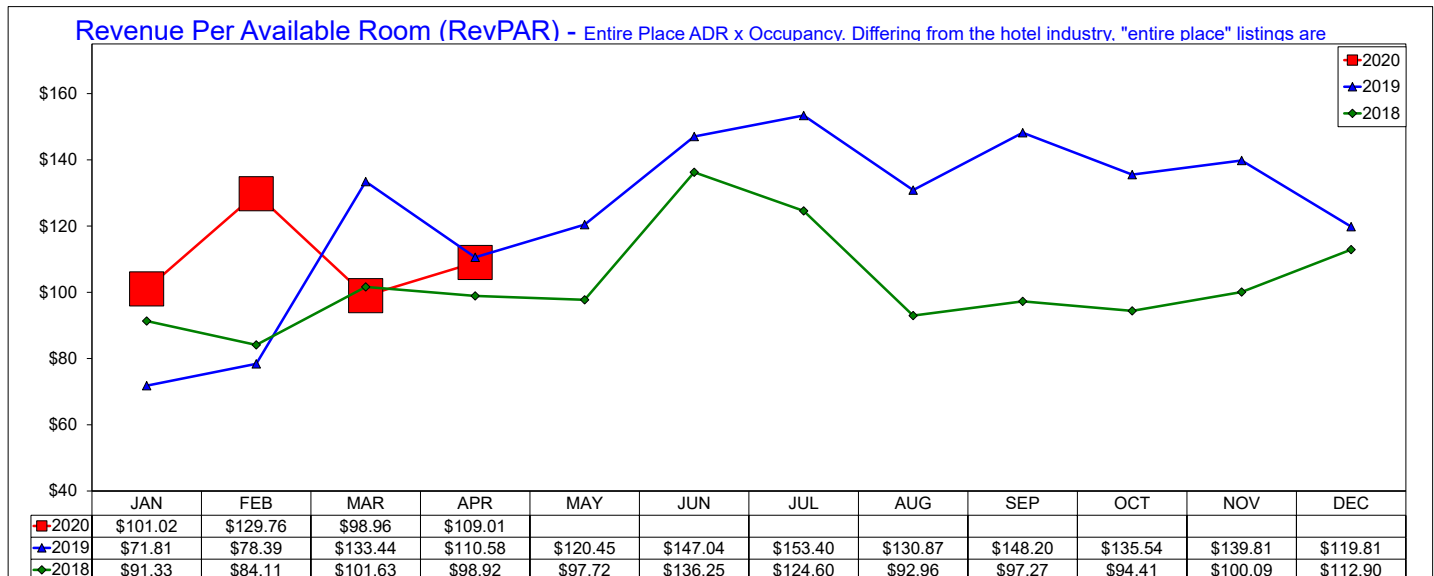
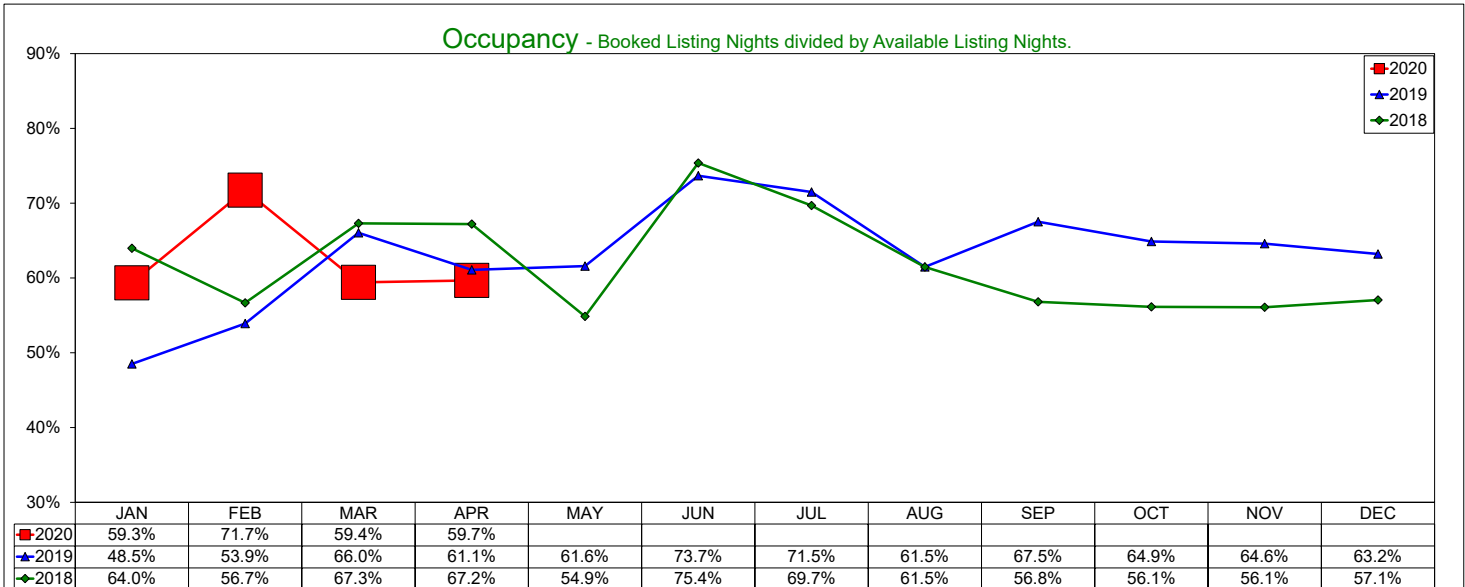
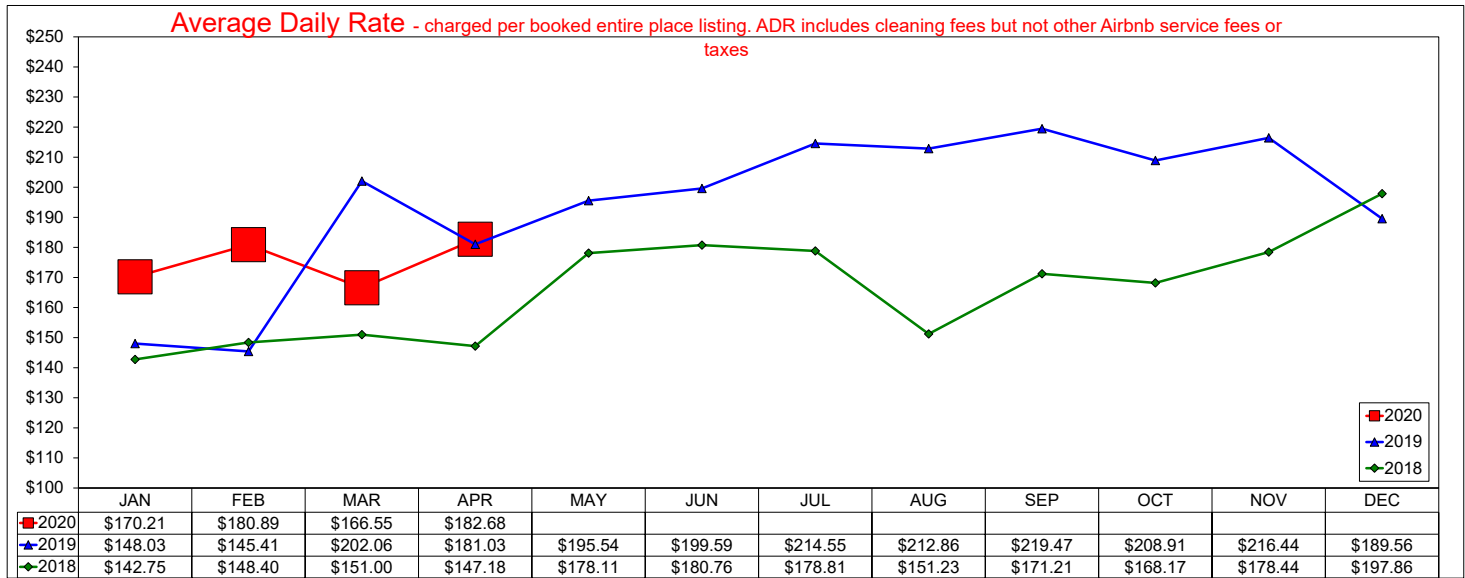
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	98.35	17.5%	98.35	17.5%	59.8%	-1.5%	59.8%	-1.5%	58.79	15.7%	58.79	15.7%
FEBRUARY	107.01	30.4%	103.10	24.5%	74.1%	4.6%	66.9%	1.3%	79.26	36.3%	68.92	26.2%
MAR	106.55	19.1%	104.44	22.5%	62.5%	-12.9%	65.1%	-4.2%	66.54	3.8%	67.96	17.4%
APRIL	106.52	27.4%	104.91	23.7%	61.0%	4.8%	64.1%	-1.4%	64.95	33.4%	67.25	22.0%
MAY												
JUNE												
JULY												
AUGUST												
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

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

# AirBNB - Entire Place

## April 2020

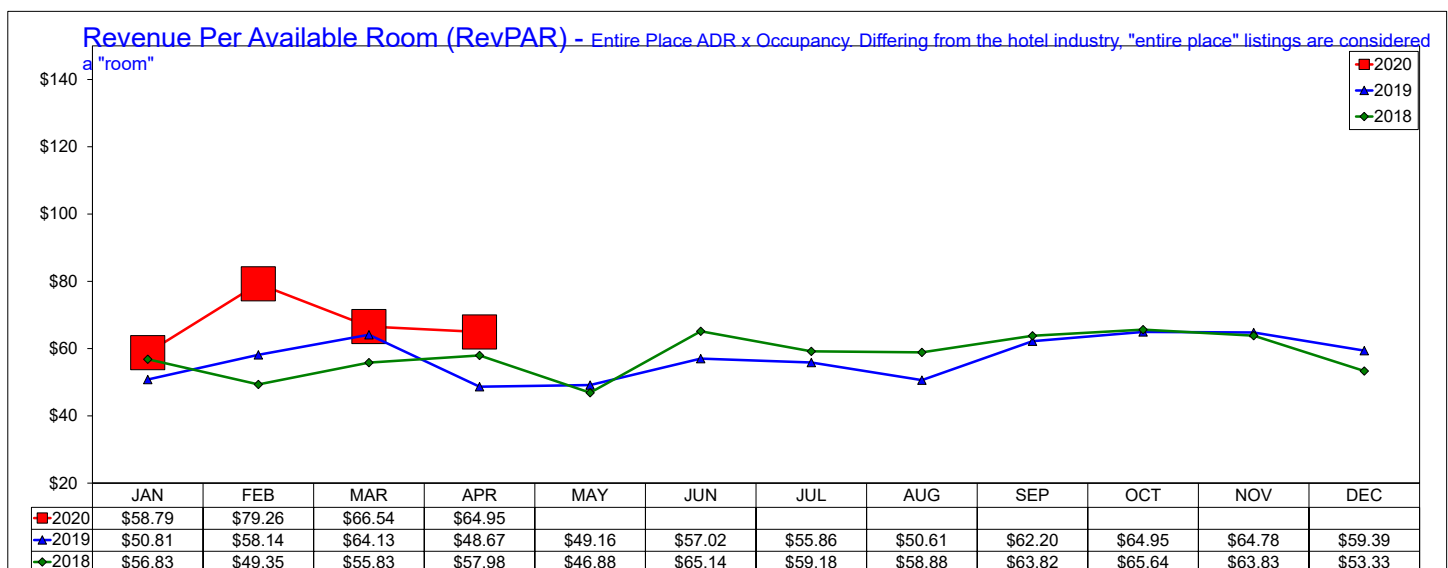
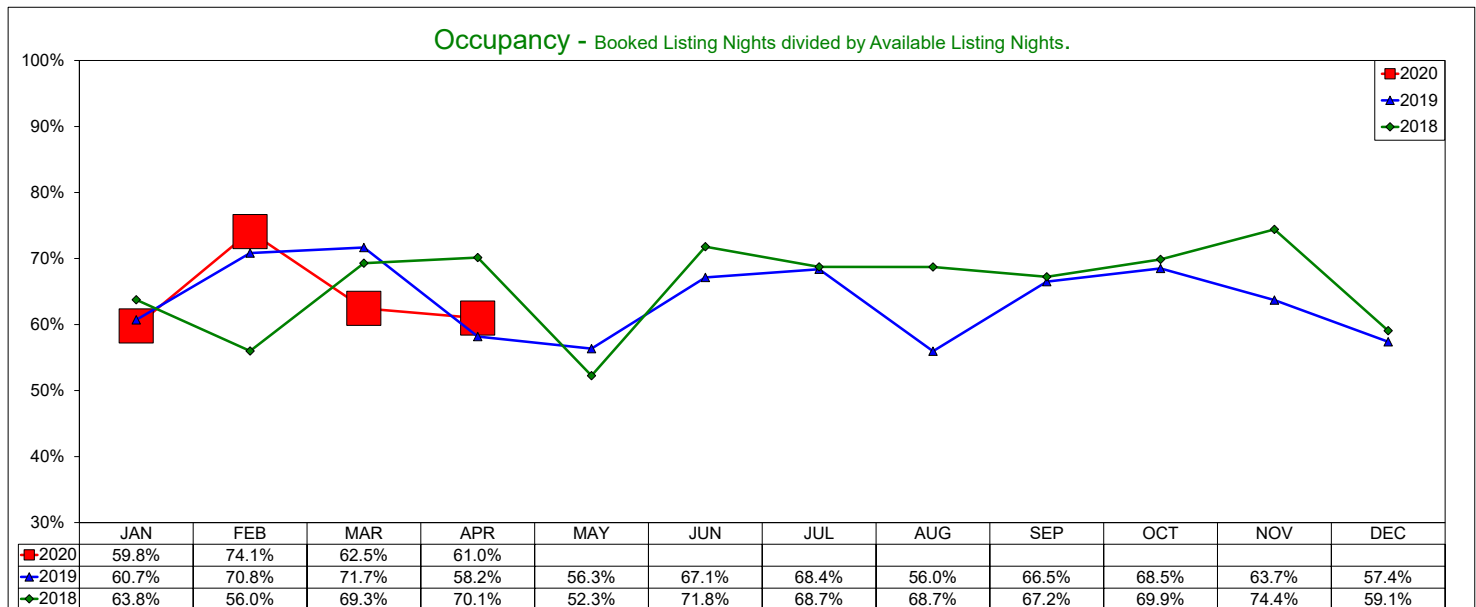
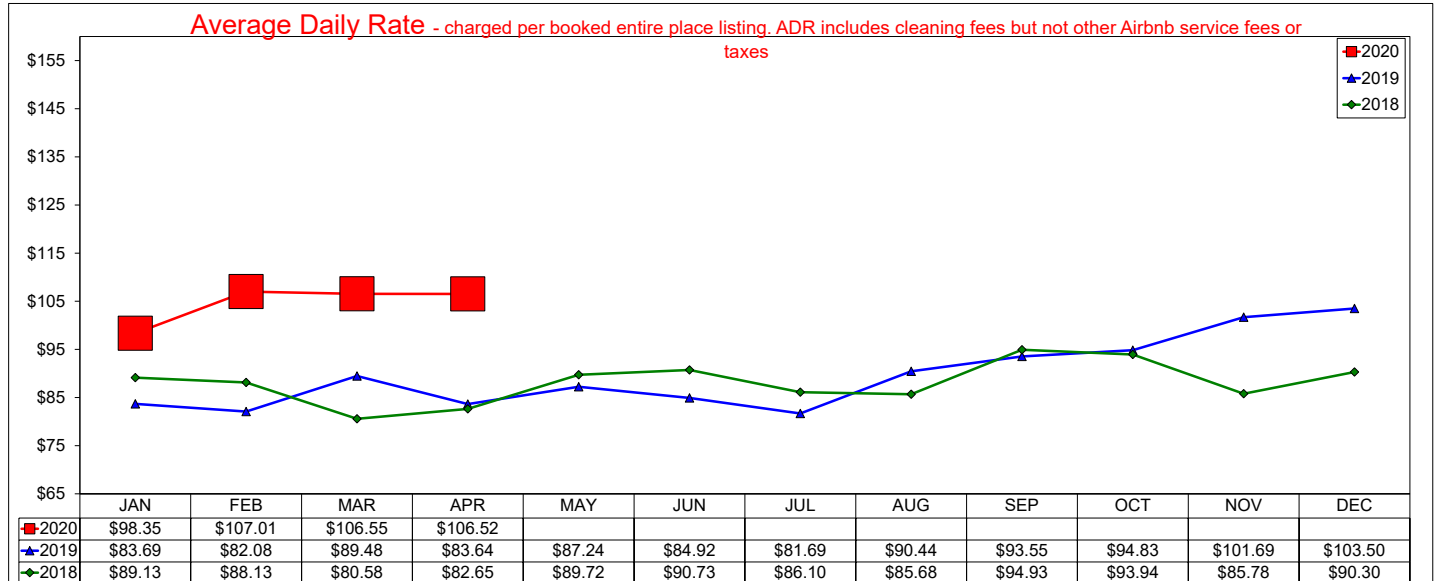
Entire Place (one or more bedroom) Rentals - Excludes Shared Rooms & Private Rooms



# AirBNB - Hotel Comparable Subset

## April 2020

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



**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, JUNE 22, 2020**

## **CONVENTION CENTER MANAGEMENT REPORTS**





United States Senate  
WASHINGTON, DC 20510

June 11, 2020

The Honorable Mitch McConnell  
Majority Leader  
United States Senate  
Washington, DC 20510

The Honorable Charles Schumer  
Minority Leader  
United States Senate  
Washington, DC 20510

Dear Majority Leader McConnell and Minority Leader Schumer:

As you consider future legislation to address the COVID-19 pandemic, we urge you to include changes to the Small Business Administration's (SBA) Paycheck Protection Program (PPP) to allow publicly-owned venues, including arenas, amphitheaters, local convention centers, and performing arts centers to qualify for loans under this program.

Venues provide economic activity in both large cities and small towns across America. They attract millions of patrons to a wide range of activities, including sporting events, concerts, county fairs, and conferences. Additionally, venues are an economic force multiplier, filling their communities' restaurants, hotels, and retail establishments with patrons before and after events.

When implementing the PPP program, SBA excluded publicly-owned venues as eligible entities since they are government-owned. This unfortunately excluded publicly-owned venues from the same program that privately-owned venues are eligible for. Often, publicly-owned venues are established by a political subdivision of a state or local government, but they fund their operations through event revenue like privately-owned venues. Moreover, they typically receive little to no funding from government sources because they are not included in state or local government budgets.

We respectfully request that you include changes to allow this limited category of government-owned entities to be eligible for the Paycheck Protection Program in future COVID-19-related legislation.

Thank you for considering this request.

Sincerely,



John Boozman  
U.S. Senate



John Cornyn  
U.S. Senate



Mark R. Warner  
U.S. Senate



Tammy Duckworth  
U.S. Senate



Joni K. Ernst  
U.S. Senate



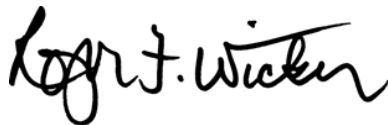
Thom Tillis  
U.S. Senate

*/s/ Robert P. Casey, Jr.*

Robert P. Casey, Jr.  
U.S. Senate



Catherine Cortez Masto  
U.S. Senate



Roger F. Wicker  
U.S. Senate

*/s/ Jack Reed*

Jack Reed  
U.S. Senate



Shelley Moore Capito  
U.S. Senate



James Lankford  
U.S. Senate



Tim Kaine  
U.S. Senate



Jacky Rosen  
U.S. Senate



Sheldon Whitehouse  
U.S. Senate



Robert Menendez  
U.S. Senate



Joe Manchin III  
U.S. Senate



Kevin Cramer  
U.S. Senate

CC: Chairman Marco Rubio, Senate Committee on Small Business and Entrepreneurship

CC: Ranking Member Ben Cardin, Senate Committee on Small Business and Entrepreneurship



IRVING  
CONVENTION CENTER  
AT LAS COLINAS  
AN ASM GLOBAL MANAGED FACILITY

June 16, 2020

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

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	32,000	114,470	257,983	401,936	743,384	715,660
Ancillary Income	0	414,324	453,009	2,708,757	2,752,858	2,893,063
Total Event Income	32,000	528,794	710,992	3,110,693	3,496,242	3,608,723
Other Income	12,665	55,000	41,810	529,405	475,000	298,000
Adjusted Gross Income	44,665	583,794	752,802	3,640,098	3,971,242	3,906,723
Indirect Expenses	(344,412)	(545,431)	(556,556)	(4,237,829)	(4,417,290)	(4,313,427)
Net Income (Loss)	(299,747)	38,363	196,246	(597,731)	(446,048)	(406,704)

- Direct event income for May are funds kept for Telangana American Telugu Association's previously canceled event.
- Due to COVID-19, we had a total of fifteen groups that either canceled or postponed. These events would have generated a minimum of \$500,000.
- Other operating income consists of May's Westin garage rent minus expenses for the south garage.
- Indirect expenses were under budget for the month.
- Overall, the ICC missed the budget target by \$367,674.

ASM Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	0	615,770	625,274	3,564,778	3,778,702	4,083,369
Net Income/(Loss)	0	370,194	367,302	2,377,440	2,367,798	2,388,644
Net Income/(Loss) %	-	60.12%	58.74%	66.69%	62.66%	58.50%

## ICC by the Numbers

EVENTS	
This month	To date
0	128
Current Year	Current Year
25	171
Prior Year	Prior Year

VISITORS	
This month	To date
0	105,294
Current Year	Current Year
29,472	165,445
Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED	
This month	To date
124	26,984
Current Year	Current Year
7,606	29,641
Prior Year	Prior Year

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

SIGNED CONTRACTS	
This month	To date
6	106
Current Year	Current Year
17	183
Prior Year	Prior Year

## COVID-19 Event Cancellations

Cancelled event name	Month Originally Scheduled	Rescheduled? Y/N/In Progress	Rescheduled Date	Regular Repeats
Head Start of Greater Dallas	Mar-20	N		X
Mary Kay Career Conference	Mar-20	N		
Medical City Healthcare	Mar-20	N		
National Guard Assn. of Texas	Mar-20	In Progress	Mar-23	
CVS Caremark	Mar-20	In Progress	Mar-21	
Elevate IT	Mar-20	N		
DFW Church	Mar-20	Y	Sep-20	X
Gamestop	Mar-20	N		X
Success Partners	Apr-20	N		
DFW Fiber Fest	Apr-20	N		X
US Bank	Apr-20	Y	Oct-20	
HCA	Apr-20	N		X
IREM	Apr-20	N		
NACAC	Apr-20	N		X
Spring Conference on Special Education	Apr-20	N		
TASC	Apr-20	N		
Breakfast with the Stars	Apr-20	N		X
Texas Trial Lawyers	Apr-20	Y	Sep-20	
UT Southwestern	Apr-20	Y	Jul-20	
NTBA	Apr-20	Y	Sep-20	X
Varughese & Cherian Wedding	Apr-20	Y	Jun-20	
Women's Business Council	Apr-20	Y	Sep-20	
Innotech	Apr-20	Y	Aug-20	X
7x24 Exchange	Apr-20	N		
Urban Land Institute	Apr-20	Y	Jun-21	
DFWAE	Apr-20	Y	Apr-21	
Kameha Con	May-20	N		X
Future Com	May-20	Y	Nov-20	X
Building Professional Institute	May-20	N		X
Coppell High School Band Banquet	May-20	N		X
Nexstar	May-20	N		
Informa 5G Event	May-20	N		
McKesson	May-20	N		
TX USA Wrestling - USA Women's National Championship	May-20	N		X
Ranchview HS Prom	May-20	N		
Edward Jones	May-20	N		
Association of Certified Fraud Examiners	May-20	Y	Sep-20	
Legacy Dance	May-20	Y	Feb-21	
Lucky Leaf	May-20	N		X
JP Morgan Chase	Jun-20	N		
Association for Fundraising Professionals	Jun-20	N		X
TX USAG	Jun-20	N		X
American Airlines	Jun-20	N		
Learning Forward	Jun-20	N		X
Steubenville	Jun-20	N		X

EAN Holdings	Jun-20	N		X
IEC Graduation	Jun-20	N		X
DFW Church	Jun-20	Y	Aug-20	X
VRM Mortgage	Jun-20	N		X
Region 10	Jul-20	In Progress	Jul-21	
Irving ISD	Aug-20	N		X
Sage Show	Aug-20	N		X
Partner Summit (Dallas Fan Fares)	Sep-20	N		
Southwest Society of Cosmetic Chemists	Sep-20	In Progress	Sep-21	X
UDMC	Oct-20	N		X
Interface - F2F	Oct-20	N		



\* Regular/Repeat denotes groups that typically meet with us annually. Many of these groups have plans to return in 2021 and beyond, but those programs are not considered "rescheduled" since we are losing the projected revenue for 2020.

June 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
31	1	2	3	4	5	6
7	8	9	10	11	12 Board & Business Development	13
14 Flag Day (USA)	15	16 Ming Wang Photoshoot Ming Wang Definite	17	18	19 ICVB Executive Committee Me...	20
21 Father's Day	22	23	24	25	26 Varughese & Cherian Wedding Varughese and Cherian Wedding Definite	27
28	29	30	1	2 TY Out	3 TY Out	4 Independence Day



July 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	1	2 TY Out	3 TY Out	4 Independence Day
5	6 TY Out	7 ICVB Community Engage... ICVB Definite	8	9	10 G-Force Convention Primerica Definite	11 Wellness Expo Wellness Expo Definite
12 G-Force Convention Primerica Definite Wellness Expo Wellness Expo Definite	13	14	15 FiberFest L1	16 FiberFest L1&L3	17 Urban Artist Market Urban Artist Market Tentative 1 FiberFest L1&L3	18 FiberFest L1&L3
19	20	21	22	23	24 ICVB Executive Committee Me...	25
26	27 ICVB Board of Directors ... ICVB Definite Medical City Health Nurs... Medical City Health Tentative 1 Entrepreneur Conference & Expo eWomenNetwork, Inc. Prospect	28	29	30	31	1 TY OUT

August 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27 <b>ICVB Board of Directors ...</b> ICVB Definite <b>Medical City Health Nurs...</b> Medical City Health Tentative 1 <b>Entrepreneur Conference &amp; Expo</b> eWomenNetwork, Inc. Prospect	28	29	30	31	1
						📅 TY OUT
2	3 <b>Entrepreneur Conferenc...</b> eWomenNetwork, Inc. Prospect 📅 TY OUT	4 <b>Irving ISD</b> Irving Independent School District Definite 📅 TY OUT	5 <b>Destination Developmen...</b> ICVB Definite 📅 TY OUT	6 📅 TY OUT	7 📅 TY OUT	8 📅 TY OUT
9	10 <b>Original Sewing &amp; Quilting Expo/North Texas Quilt Festival</b> Hoffman Media Definite 📅 TY Out	11	12	13	14	15
16	17 <b>Irving Symphony Orches...</b> ICVB Tentative 1	18	19 <b>Grocer's Supply Food Show</b> The Grocer Supply Company, Inc. Definite	20	21 <b>AATC - AAGD Business Exc...</b> Apartment Association of Tarran... Definite 📅 ICVB Executive Committee Me...	22 <b>Pre WeddingEvent</b> Prathyusha Chitrapu Definite
23	24 <b>SouthWest Benefits Association Conference</b> SouthWest Benefits Association Definite	25 <b>ICVB Board of Directors ...</b> ICVB Definite	26 <b>Innotech Dallas</b> Prospera Events, LLC Definite	27 <b>Player Omega 2020 US Tour</b> INGAME ESPORTS Prospect 📅 Wrestling in Exhibit Hall	28 📅 Wrestling in Exhibit Hall 📅 TY & KP Out	29 📅 Wrestling in Exhibit Hall 📅 TY & KP Out

August 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	31	1	2	3	4	5
<b>DFW Church Worship Ser...</b> DFW Church Definite	<b>NTBA</b> North Texas Business Alliance Co-op. Definite			<b>Bangladesh Association of North Texas</b> Bangladesh Association of North Texas Definite		
<b>Liberty Tax</b> Liberty Tax Tentative 1						
<b>Player Omega 2020 US Tour</b> INGAME ESPORTS Prospect						
 Wrestling in Exhibit Hall  TY & KP Out						

September 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	31	1	2	3	4	5
<b>DFW Church Worship Ser...</b> DFW Church Definite	<b>NTBA</b> North Texas Business Alliance Co-op. Definite			<b>Bangladesh Association of North Texas</b> Bangladesh Association of North Texas Definite		
<b>Liberty Tax</b> Liberty Tax Tentative 1						
<b>Player Omega 2020 US Tour</b> INGAME ESPORTS Prospect						
Wrestling in Exhibit Hall						
TY & KP Out						
6	7 Labor Day	8	9	10	11	12
<b>Bangladesh Association of North Texas</b> Bangladesh Association of North Texas Definite		<b>QuikTrip</b> Quiktrip Definite		<b>Women's Business Counc...</b> Women's Business Council South... Definite	<b>Ultimate Women's Expo</b> The Ultimate Women's Expo Definite	
					<b>30th DFW Fraud Conference</b> Association of Certified Fraud Ex... Definite	
				<b>See Matt Tungett</b> Irving Convention Center Tentative 1		
				<b>PFA 2020 Conference Rec...</b> ICVB Tentative 1	Board & Business Development	
13	14	15	16	17	18	19
<b>DFW Church</b> DFW Church Definite		<b>DBC Pri-Med</b> DBC Pri-Med, LLC Definite			<b>ABAT</b> Auto Body Association of Texas (ABAT) Definite	
<b>Ultimate Women's Expo</b> The Ultimate Women's Expo Definite						
<b>See Matt Tungett</b> Irving Convention Center Tentative 1						
	<b>North Texas Commission 49th Anniversary &amp; Annual Me...</b> North Texas Commission Tentative 2				TY Out	TY Out

September 2020						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
20	21	22	23	24	25	26
<b>ABAT</b> Auto Body Association of Texas (... Definite			<b>2020 TPMA Southwest Foot and Ankle Conference</b> Texas Podiatric Medical Association Definite			
<b>See Matt Tungett</b> Irving Convention Center Tentative 1						
TY Out					ICVB Executive Committee Me...	
27	28	29	30	1	2	3
<b>Trial Advocacy College of Texas 2020</b> Texas Trial Lawyers Association Definite				<b>Medical City Healthcare I...</b> Medical City Health Definite		<b>Texans for Life</b> Texans for Life Tentative 1
				<b>2020 Technology Prayer Breakfast</b> Technology Prayer Breakfast Definite		
					<b>ASUG</b> ASUG Definite	
			<b>Partner Source</b> Lisa White Tentative 2			
				<b>Pure Event</b> Pure Prospect		

**IRVING CONVENTION AND VISITORS BUREAU  
BOARD OF DIRECTORS  
MONDAY, JUNE 22, 2020**

## **INDUSTRY REPORTS / BOARD PARTNERS**







*Spirit*  
OF LAS COLINAS

JUN/JUL  
2020

News | Features | Events  
Published Bi-monthly



**LAS COLINAS UNITED**  
A REFLECTION OF OUR COMMUNITY'S  
EXTRAORDINARY EFFORTS







## A MESSAGE FROM OUR CEO & PRESIDENT

This edition of the Spirit of Las Colinas is dedicated to the members of our community and their extraordinary efforts. The resourceful and adaptive spirit that has evolved during this challenging period has inspired us to spotlight the initiatives happening here in our own neighborhood.

When our last newsletter was published, I did not anticipate writing to you on the heels of a state-wide quarantine. Now that summer is upon us, so appears the potential for a return to a new normal. As we begin to re-emerge, I urge you to please continue following public health guidelines such as social distancing practices and support our local businesses as best you can.

To our healthcare workers and first responders, thank you for the ongoing sacrifice you and your families are making.

To our LCA members, thank you for your generosity and patience.

On behalf of everyone here at Las Colinas Association, we wish you all good health.

J. Hammond Perot  
President & CEO, Las Colinas Association

## LCA UPDATES

## LCA OFFICE OPERATIONS

- » The Annual Meeting of Members has been rescheduled for Tuesday, June 16th at 4 p.m.
- » Las Colinas Association annual assessment payments are due by July 1, 2020.
- » LCA Offices will be closed Friday, July 3rd in observance of Independence Day.







## COMMUNITY IMPACT

### Medical City Las Colinas COVID-19 CARE STATS



**4,800**

Meals donated to  
medical staff



**200**

Cards sent  
to medical  
staff



**34**

COVID-19 patients  
admitted and  
recovered

*Latest numbers as of: 5/15/20*

### Irving Fire Department COVID-19 RESPONSE STATS



**62**

Bottles of hand sanitizer  
donated to the  
department



**3,650**

Masks donated to the  
department

### Irving Police Department COVID-19 RESPONSE STATS



**5,400**

Masks donated to  
the department



**3,300**

Meals donated  
to the  
department



**540**

Gallons of hand  
sanitizer donated  
to the department

### IRVING ANIMAL SERVICES

#### RESPONSE BY THE NUMBERS

**264**



Animals adopted

**3,500**



Pounds of pet food  
donated

*Latest numbers as of: 5/13/2020*

### IRVING SCHOOLS FOUNDATION

#### DONATION VOLUME

**\$338,737**



Monetary donations  
received

**115,590**



Meals donated to  
families

*Latest numbers as of: 5/13/2020*



## COMMUNITY RESPONSE

### LAS COLINAS COMPANIES RESPONSE TO COVID-19

#### ABBOTT LABS

- Took rapid, portable COVID-19 molecular testing to the frontlines.
- Supplied around 5 million tests per month.
- In April, launched 4 million COVID-19 antibody tests that can help determine if a person was previously infected.



#### EXXONMOBIL

- Maximized production of polypropylene, which is used in face masks, surgical gowns and other essential supplies.
- Redesigned and accelerated production of face masks and shields that can be sterilized and reused.
- Produced and donated 160,000 gallons of medical-grade hand sanitizer to frontline workers and first responders.



#### KIMBERLY-CLARK

- Kimberly-Clark and the Kimberly-Clark Foundation have committed to donations totaling more than \$8 million to assist with COVID-19 response and recovery efforts around the world.



#### MCKESSON

- Coordinating closely with federal and state agencies to optimize and expedite sourcing opportunities, and to move products to the front lines of the fight against the COVID-19.
- Channeling critical supply inventory to geographic areas and sites of care with greatest need, based on guidance from the government, and efficiently distributing vital resources to hospitals, nursing homes, long-term care facilities, and other facilities critical to caring for the those in need.

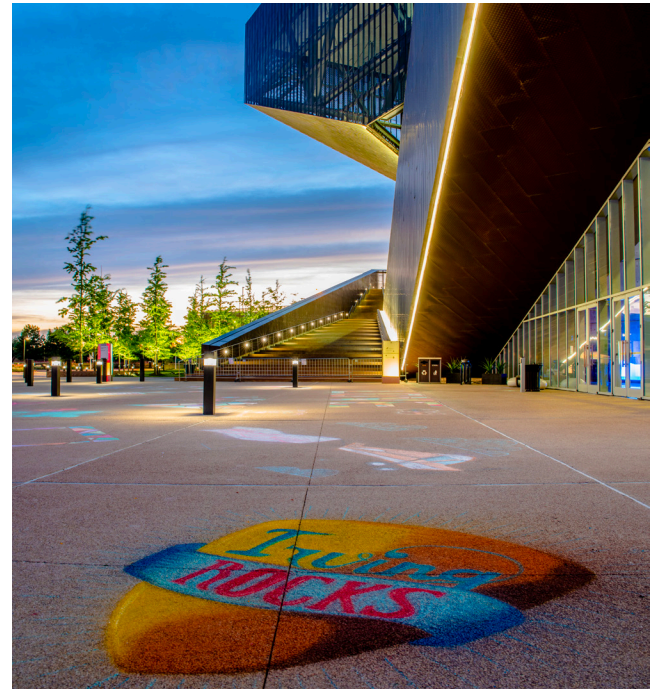


Photo credit: Stephen Goodgame, goodgamephotography.com

### Spirit of Travel

As the travel industry took a pause, the spirit of Irving-Las Colinas remained resilient. The city's hospitality industry supports over 23,000 jobs and generates \$62 million in local tax revenues a year. It has also been one of the industry's hit hardest throughout the COVID-19 pandemic. During National Travel and Tourism Week (May 3-9), the Irving Convention Center and Visitors Bureau celebrated the Spirit of Tourism through a week-long city-wide initiative. The week kicked off with community members and professional artists writing colorful messages of hope in chalk on the sidewalks of the convention center.

### Celebrating Healthcare Heroes

To honor our local healthcare heroes, community leaders joined to recognize those on the front lines during the overlap of National Nurses Week and National Hospital Week on May 12th. The Las Colinas Association along with the Irving-Las Colinas Chamber of Commerce, Irving Convention & Visitors Bureau and the City of Irving, celebrated the healthcare heroes of Baylor Scott & White Medical Center - Irving and Medical City Las Colinas. 1,500 thank you bags filled with donated items were distributed to medical professionals while the Irving Police and Fire departments took care of the acoustics with sirens and emphatic applause.



Photo credit: Irving Police Department





### ◀ Toyota Music Factory

The **Toyota Music Factory** has been hosting the ongoing digital music series, Friday Night House Party presented by the Texas Lottery Plaza. Fans of DJSC have been able to tune in weekly via the Toyota Music Factory's website and social media platforms.



### Irving Arts Center ▶

The **Irving Arts Center** has been able to continue their Second Sunday Funday events by moving them online and providing "To-Go" art kits. How-to instructional videos were posted on the Irving Arts Center's website while free supplies were made available for eager artists through curbside pickup.



### Las Colinas Pharmacy ▲

As supplies depleted on essential medications at commercial pharmacies, **Las Colinas Pharmacy** helped to fill the gap. The pharmacy also supplied free pharmaceutical-grade hand sanitizer to police, firefighters and other emergency responders.



### Michaels ▶

**Michaels** donated \$1 million worth of fabric to organizations making protective masks for hospitals. That is enough fabric to create roughly 750,000 masks. In addition, the company also donated 500 N95 respirator masks to the **Baylor Scott & White Foundation**.



### Hotels ▲

**Texican Court** features popular local artists in an ongoing virtual concert series. **The Westin Irving Convention Center at Las Colinas** has created a work from home alternative by turning their hotel rooms into rentable workspaces. Other Las Colinas hotels, like **Hilton Garden Inn**, continue to offer affordable rates.



### ◀ At Home Workouts

The **Irving Marathon** along with other Las Colinas fitness studios including **Yoga Six**, **Orangetheory**, **Club Pilates**, **Sunstone** and **Anytime Fitness**, began streaming their workouts online. Many offered free access to professional classes via Facebook and Instagram Live.





## RESTAURANT RESPONSE

## Restaurant Rally

The Las Colinas restaurant industry acted swiftly in its response to the pandemic. From creative dining packages and to-go cocktails to generous donations and community partnerships — their efforts were nothing short of inspiring.



@theranchlc

### Resourceful Restaurateurs

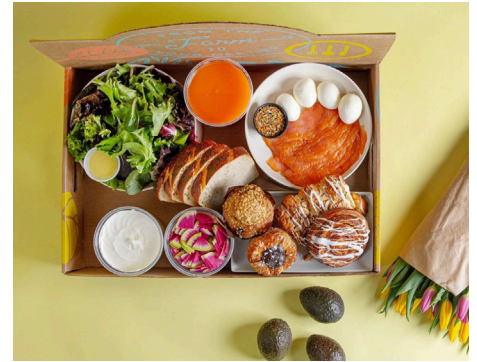
In addition to their popular meal kits, **The Ranch at Las Colinas** went beyond the plate by hosting the Texas History Tuesday digital series. **Bar Louie** offered family meals to go with movie and appetizer bundles.



@infretta\_irving

### Community Contributions

**In-Fretta** fed 4,000 people for free on April 18th. While the popular Facebook group, **Taste of Irving**, is working to feed 200 families through their restaurant gift card initiative.



@modernmarket

### Grocery Kits

**Lamberti's, Modern Market, Original ChopShop,** and **Whiskey Cake** were among some of the restaurants offering grocery store staples.

### Quick Bites



Sandwiches and flatbreads were the top sellers

40



Average number of to-go orders placed per day

### Wine



Most popular to-go beverage



@whiskeycakelascolinas

### Feeding First Responders

**Andalous, Chicken Salad Chick, iFratelli** and **Nosh and Bottle** were among the many that showed their appreciation for our First Responders and Healthcare Heroes through meal donations.



@hugosinvitados

### Be Your Own Bartender

To-go cocktail kits provided a unique opportunity to enjoy your favorite restaurant cocktails at home. Margaritas from **Hugo's Invitados** was a top pick among the community.



@lascolinascc

### Culinary Clubs

**Hackberry Creek Country Club, La Cima Club, Las Colinas Country Club** and other leaders in leisure took their service curbside by offering chef-inspired favorites.



## LCA NEWS

### #LightItBlue

The #LightItBlue campaign was launched throughout the country in April to showcase support for essential workers who are risking their health during the pandemic. The LCA team quickly followed suit by lighting up popular Las Colinas landmarks in blue. As the fight to mitigate the spread of COVID-19 endures, our blue lights will continue to shine on.



### Irving-Las Colinas Nonprofit Spotlight

From April 15-May 5, the Las Colinas Association in partnership with City of Irving, the Irving Convention and Visitors Bureau and the Irving-Las Colinas Chamber of Commerce, began a giving effort called the Irving-Las Colinas Nonprofit Spotlight. The initiative took place in conjunction with North Texas Giving Tuesday NOW. During this time, a new local nonprofit in need of immediate assistance was highlighted daily through LCA's and our partner's social media channels. The critical needs of 20 nonprofit organizations were spotlighted to spread awareness and inspire giving.



#### #ColorfulLasColinas Contest

The #ColorfulLasColinas coloring contest invited kids to use their creative skills to fill in the pages of the custom Las Colinas coloring book. One budding young Picasso was crowned the winner.

Pictured is our winner, Mihika.



#### #HomeboundHounds Contest

In partnership with **Homegrown Hounds**, the #HomeboundHounds photo contest showed us how the dogs of Las Colinas were handling quarantine. The lucky winning pooch scored the ultimate doggy prize pack.

Pictured is our winner, Blue and her owner Kels.



#### DFW Humane Society

For every photo submitted the last weekend of the #HomeboundHounds contest, the Las Colinas Association committed to donating a bag of dog food to the DFW Humane Society. In total, LCA was able to provide 500 pounds of food to pups in need.



See more on our Instagram page @LasColinasTex

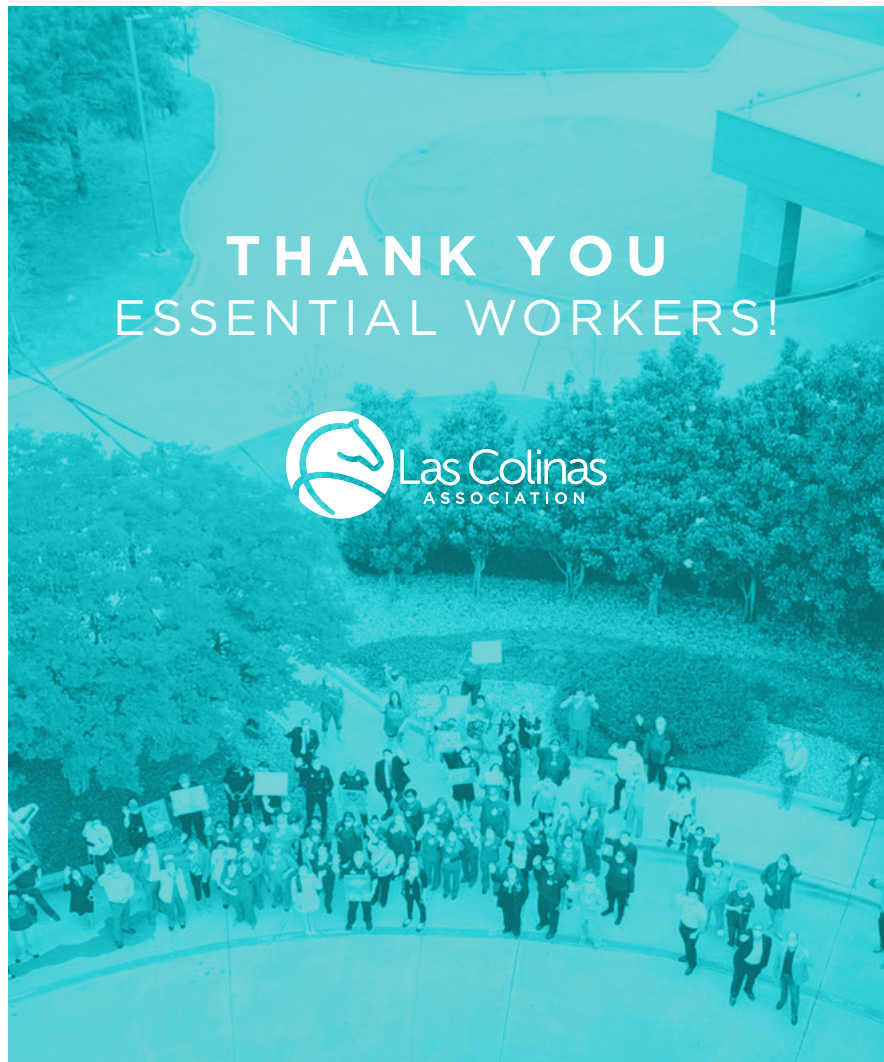




3838 Teleport Blvd.  
Irving, Texas 75039-4303



Photo Courtesy:  
**Medical City Las Colinas**



**THANK YOU**  
ESSENTIAL WORKERS!

