



IRVING CONVENTION AND VISITORS BUREAU

Board of Directors Meeting

Monday, September 23, 2019 @ 11:45 a.m.

**Irving Convention Center
Junior Ballroom C-D
Third Floor**

500 W. Las Colinas Blvd.

(Lunch Served 11:15 a.m.)

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
REGULAR/SPECIAL MEETINGS
OCTOBER 2018 - SEPTEMBER 2019**

NAME	OCT 19	NOV 26	DEC 17	JAN 28	FEB 25	MAR 25	APR 22	MAY 20	JUN 24	JULY 22	AUG 26	SEPT 23
CLEM LEAR	X	X	X	X	X	X	X	X	X	X	X	
RON MATHAI	X	X	X	X	X	X	#	+	X	X	#	
BOB BETTIS	X	X	X	X	X	X	X	X	X	X	X	
BOB BOURGEOIS	X	X	X	X	X	X	#	X	X	X	X	
BETH BOWMAN	X	X	X	+	X	X	X	þ	X	X	þ	
JO-ANN BRESOWAR	X	X	+	X	X	X	#	+	X	X	X	
DIRK BURGHARTZ	+	+	+	+	+	+	+	+	X	+	X	
DAVID COLE	X	X	X	X	X	X	X	X	#	X	X	
KAREN COOPERSTEIN	X	X	X	X	X	X	X	X	X	X	X	
DEBBI HAACKE	X	X	X	X	X	X	X	X	X	X	X	
TODD HAWKINS	+	X	+	X	X	X	X	+	X	X	X	
CHRIS HILLMAN	+	X	X	X	X	X	X	X	X	#	X	
JULIA KANG	X	X	X	X	+	X	X	X	X	X	X	
JACKY KNOX	+	X	+	X	X	X	+	X	X	X	X	
KIM LIMON	+	X	X	X	X	X	X	X	X	X	X	
RICK LINDSEY	X	X	X	X	X	X	X	X	X	X	X	
GREG MALCOLM	X	X	X	X	X	X	X	X	#	#	X	
JOE MARSHALL	X	X	X	X	X	X	X	X	X	X	X	
HAMMOND PEROT	+	X	X	X	X	X	X	X	X	+	X	
JOE PHILIPP	X	X	X	X	X	X	#	X	X	X	#	
JUDY PIERSON	+	X	X	X	X	X	X	X	X	X	X	
MICHAEL RANDALL	=	=	=	=	=	X	X	#	#	X	X	
KAREN RILLEY	+	#	X	X	+	+	+	+	#	X	X	
MICHAEL RILLEY	+	#	X	X	+	+	+	+	#	+	X	
LARS ROSENE	=	+	+	X	+	+	+	+	+	+	+	
HOLLY TURNER	X	X	+	+	X	+	X	+	+	=	=	
‡ JOHN DANISH	+	X	+	X	X	X	X	X	X	X	X	
JOHN HAIGLER	X	X	#	X	X	=	=	=	=	=	=	

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

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

***AMENDED**

AGENDA

**Irving Convention and Visitors Bureau Board of Directors
Monday, September 23, 2019 at 11:45 AM
Irving Convention Center, Third Floor Junior Ball Room C-D
500 W. Las Colinas Blvd.
Irving, Texas 75039**

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

Consent Agenda

1. Approving ICVB Board Minutes for August 26, 2019
2. Accepting Irving Convention Center Financial Reports for August 2019
3. Accepting ICVB Financial Reports for August 2019
4. *Review of 2018-19 Third Quarter Hotel Occupancy Tax Collections

Individual Consideration

5. Live Nation Pavilion at the Music Factory – Seat Use Policy Updates

Reports

6. *Board Chair Report
 - Recognition – Irving Convention Center Executive Chef Eduardo Alvarez
 - 2019-20 Budget Retreat Review
 - Special Board Meeting – October 25 at 9:00 a.m.
7. Board Committee Reports
 - a. Board & Business Development – Debbi Haacke
 - Recap of September 13 Committee meeting
 - Next Meeting – December 6
 - b. Community Engagement – Rick Lindsey
 - Next Meeting – October 1
 - c. Destination Development – Greg Malcolm
 - Next Meeting – November 5
8. City Reports
 - a. Council Liaison – Councilman John Danish
 - b. Mayor & Other Council Members
 - c. City Manager – Chris Hillman
 - Visitor Development Updates
 - Toyota Music Factory

AGENDA - Continued

- Other City Updates
- 9. 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 – Maura Gast
 - Smith Travel Research and AirDNA Monthly Reports
- 10. Convention Center Management Report – Tom Meehan**
- 11. Industry Partner Reports**
 - a. The Pavilion at the Music Factory/Live Nation Report – Mike Rilley
 - b. Hotel Industry Updates – Greg Malcolm, Dirk Burghartz, Kim Limon
 - c. Restaurant Industry Update – David Cole
- 12. Partner Organization & Stakeholder Reports**
 - a. DART/Transportation and Infrastructure – Mayor Rick Stopfer
 - b. DCURD and Irving Flood Control Districts – Jacky Knox
 - c. Chamber of Commerce – Lars Rosene/Beth Bowman
 - d. Irving Arts and Culture – Todd Hawkins/Judy Pierson
 - e. TIF – Michael Randall
 - f. The Las Colinas Association – Hammond Perot
 - g. University of Dallas – Karin Rilley

CERTIFICATION

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

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

Deputy Clerk, City Secretary's Office

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

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

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, SEPTEMBER 23, 2019**

AGENDA ITEMS



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
IRVING CONVENTION CENTER
AUGUST 26,2019**

Those present for the meeting were: Clem Lear – Chair, Bob Bettis, Bob Bourgeois, Jo-Ann Bresowar, Dirk Burghartz, David Cole, Karen Cooperstein, Debbi Haacke, Todd Hawkins, City Manager Chris Hillman, Julia Kang, Jacky Knox, Kim Limon, Rick Lindsey, Greg Malcolm, Joe Marshall, Hammond Perot, Judy Pierson, Michael Randall, and Michael Rilley – Members of the Board; Councilman John Danish, Assistant City Manager Philip Sanders, Mayor Rick Stopfer, Councilman Kyle Taylor, Mayor Pro Tem Oscar Ward, City Attorney Christina Weber – City of Irving; General Manager Tom Meehan and Director of Sales Matt Tungett – SMG/Irving Convention Center; Maura Gast, Carol Boyer, Lori Fojtasek, Marianne Lauda, Diana Pfaff and Monty White – ICVB Staff; Guest – Irving-Las Colinas Chamber of Commerce Vice President of Governmental Affairs Erica Mulder, representing Chamber President Beth Bowman.

Board Chair Clem Lear called the meeting to order at 11:47 a.m.

CONSENT AGENDA:

1. APPROVING MINUTES – JULY 29, 2019
2. ACCEPTING ICC FINANCIAL REPORTS: JULY 2019
3. ACCEPTING ICVB FINANCIAL REPORTS: JULY 2019

Lear asked for a motion to accept the Consent Agenda as presented. Board member Karen Cooperstein made a motion to approve and accept; second by Board member Jo-Ann Bresowar. With no opposition and no further discussion, the Consent Agenda was unanimously approved.

BOARD CHAIR REPORT

Lear congratulated the City on the opening of Main Street, Irving Golf Club and Irving Arts Museum. She encouraged everyone to attend the next Executive Committee meeting on September 24 and reminded the group the October Board meeting will be held as a Special Board Meeting on Friday, October 25 at 9:00 a.m. for the ICVB Executive Director annual performance evaluation.

BOARD AND BUSINESS DEVELOPMENT COMMITTEE

Committee Chair Debbi Haacke noted the Board Self Evaluation form that was distributed as a handout; it is a requirement for accreditation from Destinations International and is meant to be a personal evaluation for each Board member to review their contributions and commitment to the Board. She encouraged anyone with questions to speak to Lear, Vice Chair Ron Mathai or herself. The form will ensure we have an active, strong and engaged Board. The next Committee meeting is scheduled for September 13 and the Tourism Public Improvement District will be a topic of discussion.

COMMUNITY ENGAGEMENT COMMITTEE

Committee Chair Rick Lindsey complimented the City on the City Spectrum and the Las Colinas Association Spirit newsletter for their efforts of promoting the City. He reported the Irving Golf Club opening is scheduled for August 31. The next Committee meeting will be on October 1 and High Spirited Citizen nominations will be discussed.

DESTINATION DEVELOPMENT COMMITTEE

Committee Chair Greg Malcolm gave a brief recap of the August 6 Committee meeting. A review of the Irving Golf Club layout and course review was presented, and Irving Heritage Park plans were reviewed. The next Committee meeting will be held on November 6 at 11:30 a.m.

CITY REPORTS

Council Liaison John Danish invited everyone to the inaugural tee off for the Irving Golf Club on August 30 at 9:30 a.m.

Mayor Pro Tem Oscar Ward reported he had a golf cart tour of the Irving Golf Club and would like to see a golf program in Irving schools again. It was a great week for Irving schools with the teachers back-to-school event and Irving ISD was recognized by the Texas Education Agency for most improved school district. He reported the City budget retreat was held and the tax rate was established and a change to one item on the Charter to change the pension cap will be included on the November ballot.

Councilman Kyle Taylor reported the City is working on the census count with digital input that will give a more accurate count. The market value analysis of housing will be completed soon and a five-year plan to review overall structure of housing will be created. It is a good, comprehensive study and is needed to move forward with affordable housing to work, live and play in Irving. Taylor reported the Parks Master Plan is completed. Boards and Commissions applications will be available soon and City department heads are being asked for their needs in order to create a uniform process in appointments. He further thanked everyone for all they do in Irving and noted the Irving Cares Great Harvest event will be held on September 20 with the theme "Swinging Affair". Irving Cares has developed a new program, *Invest in Yourself*, to over 300 Irving citizens, 104 applied and 74 received new jobs and 64 have gone back to school.

Mayor Rick Stopfer reported it is budget season and the City is looking to continue programs and focus on infrastructure needs. A drainage project is being reviewed in more detail with \$100 million to address drainage issues and the Roads to the Future program will continue. The City is moving forward in the bond election process. He noted the Charter election item in November is required. Fire Station #4 is moving forward, and the City will continue to fund public safety. The City as a whole has 50% of employees eligible for retirement and the challenge is how to fill those positions. He noted the ICVB Blood Drive partnership with Kidds Kids at Texas Lottery Plaza and the importance of communicating about the event and a shortage of blood in the DFW Metroplex area. The City will hold the Citizen 360 program again this year and has added a youth portion and graduate program. He reported that DART will hold a groundbreaking for the Cotton Belt station in September. DART is reviewing the reduction in ridership and will start reviewing how to cover more direct routes for more ridership.

City Manager Chris Hillman added his excitement for the Irving Golf Club opening and Councilman John Danish hitting the first tee shot. He added Heritage Park, Main Street and Irving Arts Museum are a \$15 million City investment. The City is also investing in Senter Park modernization and updating the trails. He added it is important for citizens and businesses to know where property taxes go, and that 73% of property taxes is paid for by businesses, hoteliers, large corporations and small companies; however, Fire and Police have a budget of \$120 million that is not covered in the budget and other revenue sources are needed. Main Stage will have a grand opening on October 3 from 5:30 – 9:30 p.m. He reported American Airlines has been cleared for additional routes to Tokyo and expansions. From a business perspective, Irving is in a great location and benefits greatly from DFW Airport.

BUREAU MANAGEMENT AND STAFF

Executive Director Maura Gast reported the ICVB Budget will be presented at this Wednesday's City Work Session and she appreciates any Board members who can attend and lend support. The interviews for the Assistant Executive Director/Administration and Finance are continuing and hope to be concluded in September. She reported on the STR reporting, noting that hotel room demand is up. The growth in hotels for the DFW area is forecasting strong for next year and staff will be vigilant about the right projects being built in our market.

Assistant Executive Director/Sales and Services Lori Fojtasek reported staff is extremely busy with year-end closings and trending at 107% of YTD goal. A large part of the Sales team is attending Connect tradeshow this week, which is a reverse tradeshow separated by market. The ICVB is a "pink" sponsor for Breast Cancer Awareness at the show. We are purchasing a free-standing booth and she noted that sponsorship is the proper thing to do for this tradeshow. Part of the Marketing and Communications team is attending as well to gain knowledge on what and how the ICVB team sells.

Assistant Executive Director/Marketing and Communications Diana Pfaff reported she had attended the Connect tradeshow in February and made appointments with vendors and went on ICVB sales team appointments. She gained information on what marketing materials they need and why. She reported the website traffic in July was above average. She noted a blog article featuring the Irving Arts Center that is included in the packet. She also reported an article will be coming in the September issue of D-CEO Magazine, "Irving's Next Act." The team has been working on it for a year. Pfaff thanked everyone who came out to the Texas Lottery Plaza blood drive, and thanked Mayor Stopfer for the proclamation presented to Kidd Kraddick's daughter.

CONVENTION CENTER MANAGEMENT REPORT

General Manager Tom Meehan reported last year was incredible and this year will be another successful year. The third floor Junior Ballroom carpet replacement will begin this week. ICC Director of Sales Matt Tungett reported July was an odd month, with large events that took up most of the building space. The first three of the five Jehovah Witness groups picked up 3,700 guest room nights. The final two finished in August and the group finished with 7,000 guest rooms total. Year-to-date, guest rooms are at 36,019, and last year was 14,000 which represents 10,000 over the previous record and two months left in the fiscal year. The Convention Center hosted Irving ISD, Carrollton-Farmers Branch ISD Convocation, Let's

Play Gaming and a fencing show. September shows include Dallas Tattoo Expo, and Lucky Leaf. Gast added Lucky Leaf is a cannabis product show; Police Chief Jeff Spivey was consulted for direction before booking the show. The Sales team had some good wins and huge repeat groups with Hilti, the MBM Show and Comic Con. Christmas in July hosted 60 qualified meeting planners and was well attended with good prospects.

INDUSTRY PARTNER REPORTS

LIVE NATION

Board member Mike Riley reported the Pavilion at Toyota Music Factory is celebrating its two-year anniversary on September 9. Over 110 concert nights in 2019 doubles what was projected. There were 40 shows in 2017 and 81 shows in 2018, and this year there is a potential of 120 shows by year-end. There were many highlights this year and many more exciting things to come. There are 31 days in October and 22 events are booked for the month. Some of the anticipated shows are Sara Bareilles, Peter Dinklage, and two sold-out Kacey Musgraves shows. Incubus has two shows at the end of November. The Pavilion also hosted a business event for IKEA this past week. Riley thanked the Board for their support and noted he is proud of the victories.

HOTEL REPORTS

Board Member Greg Malcolm reported the STR report for July shows Occupancy down 2.1% and down 1.4% for the year. Average Daily Rate is \$106.93, up 3.4% and up 2.1% year-to-date. He reported the Hilton Garden Inn DFW South greatly benefits from DFW Airport, and as of yesterday, was reporting 80% Occupancy, Average Daily Rate was down from last year, but September and October look strong.

General Manager Dirk Burghartz reported the Four Seasons Resort and Club had a good summer. The beginning of the year was backing down from 2018, but surprisingly had a strong August and September. He is optimistic for the future but shares the concern for the 2020 outlook. He noted the third annual Park Place Car Show is scheduled for September 28, with more participants and unique luxury cars. The property's new owners have taken an interest in the hotel from a real estate standpoint and look at revenue potential of every space of the hotel with fresh eyes and a means to make change. He added renovated guest rooms should be in place by the middle of next year. Hillman thanked the hoteliers for the investment hotels are making in the City, which shows how strong the market is and he appreciates the great management and ownerships. Burghartz noted the new owner was impressed with his welcome and how engaged the City is with hoteliers. Mayor Stopfer added Irving is fortunate to have a caliber of hotel the Four Seasons brand brings, and it is a key element to the corporate base in the City. Taylor added his appreciation to the hoteliers for all they do for Irving with charity donations, auction donations, and allowing their staff to volunteer.

General Manager Kim Limon reported the Hampton Inn Las Colinas finished July down in Occupancy but gained in Average Daily Rate at \$121.11. Rev PAR is up 3% over the competitive set. She reported the property is making strides with a lot of changes and a new Director of Sales will start on September 3. August was soft, but September and October are looking positive.

RESTAURANT REPORT

Board Member David Cole reported third-party delivery service will be able to deliver pre-packaged alcoholic beverages starting September 1. The Paid Sick Leave issue has a lawsuit filing in Federal Court by a staffing company, which will halt the beginning of Paid Sick Leave in Dallas. Paid Sick Leave, the \$15.00 minimum wage and predictive scheduling has been combined into one item. Food permits are being watched closely and with more restaurants opening, there is less labor available. Opening Soon: Pollo Regio, 1300 E. Airport Fwy, is a former gas station site and gives the corner a whole new look, and The Catch is coming to Belt Line at Rochelle.

DCURD

Board member Jacky Knox reported USACE, Elm Force and sump levels are near normal. Lake Carolyn elevation is varying due to lake wall maintenance and irrigation demands. The cycles of abnormal rains with erosive flows, inundations and then hot dry periods are challenges to the waterway slope stability, storm drainage and flood control facilities. Budgets and tax rates are being set for the three Districts. There will be a Council briefing on September 4 regarding the Williams Square project. The trash skimmer boat for Lake Carolyn trash clean up has arrived and is in daily service. The anticipated cost savings over two years will cover the purchase price of the boat. Wall construction continues in Valley Ranch along Cowboy Canal and dredging of Waterway Circle off MacArthur Blvd. is underway. Updating of PUD #6 pump station electrical is underway, which is the older and smaller of two pumping stations.

LAS COLINAS CHAMBER OF COMMERCE

Irving-Las Colinas Chamber of Vice President of Governmental Affairs Erica Mulder reported the economic development team has been strong with 32 project wins, 21 improvement projects and 11 retentions, representing 8,600 jobs and \$360 million in capital investment. The Dallas Morning News announced Caris Life Sciences to add 500 jobs and develop a new corporate park in Irving. There are currently 79 active projects in the pipeline and 19,000 jobs, of those 21 are corporate or U.S. headquarters. She noted the Chamber continues to see the desire to be in Irving. Unemployment remains at 3.2% for July, Texas is 3.4% and the national rate is 3.7%. The Chamber partnered with Irving ISD to welcome 500 teachers and administrators at a luncheon. The State of Public Education will be held on September 19 at the Four Points by Sheraton DFW North in Coppell. Irving Share Tank program kicks off this week, which is a unique program that connects non-profit organizations to the business community.

IRVING ARTS CENTER

Arts and Culture Executive Director Todd Hawkins reported two new employees have been added to the Irving Arts Museum and there is a full management team in place. April Baker was hired with 20 years of experience from the National Scouting Museum, and a Houston educational specialist was hired for educational programming. Hawkins is looking forward to bringing the business plan for Main Street to the City Council and thanked City management for their partnership in the downtown area. Ruth Paine will be at the Irving Arts Center on September 21 and will share her story. The new Smithsonian national traveling exhibition of Billie Holiday will kick off at the Irving Arts Center on September 14. A Volunteer Fair is scheduled for September 10 to bring together local non-profit organizations and volunteers.

TIF

TIF Board Chair Michael Randall gave a recap of the TIF Board meeting, reporting the original 20-year term for TIF finished and left-over funds were moved to a non-bond Capital Improvement Fund for the City and projects in the TIF 1 District. This will conclude last year's funds. Final reimbursement to the Water Street project for \$7.9 million will be a resolution to City Council for approval with an open area plaza, APT station, public parking and walkways at the site. There is \$1.9 million set aside for a dog park project.

LAS COLINAS ASSOCIATION

Las Colinas Association President Hammond Perot reported the dog park project has been submitted to the Corps of Engineers for a design plan and awaiting bids. He is looking forward to announcing a groundbreaking date. The holiday lighting project is underway with reindeer being delivered today and infrastructure lights being installed. The first annual Working Wednesday event will be held on October 2 in partnership with Gables at Water Street and will utilize the outside space for people to work outside; restaurants and other tenants at Water Street will be participating with specials. The Architectural Control Committee has received a submittal for another Urban Center hotel.

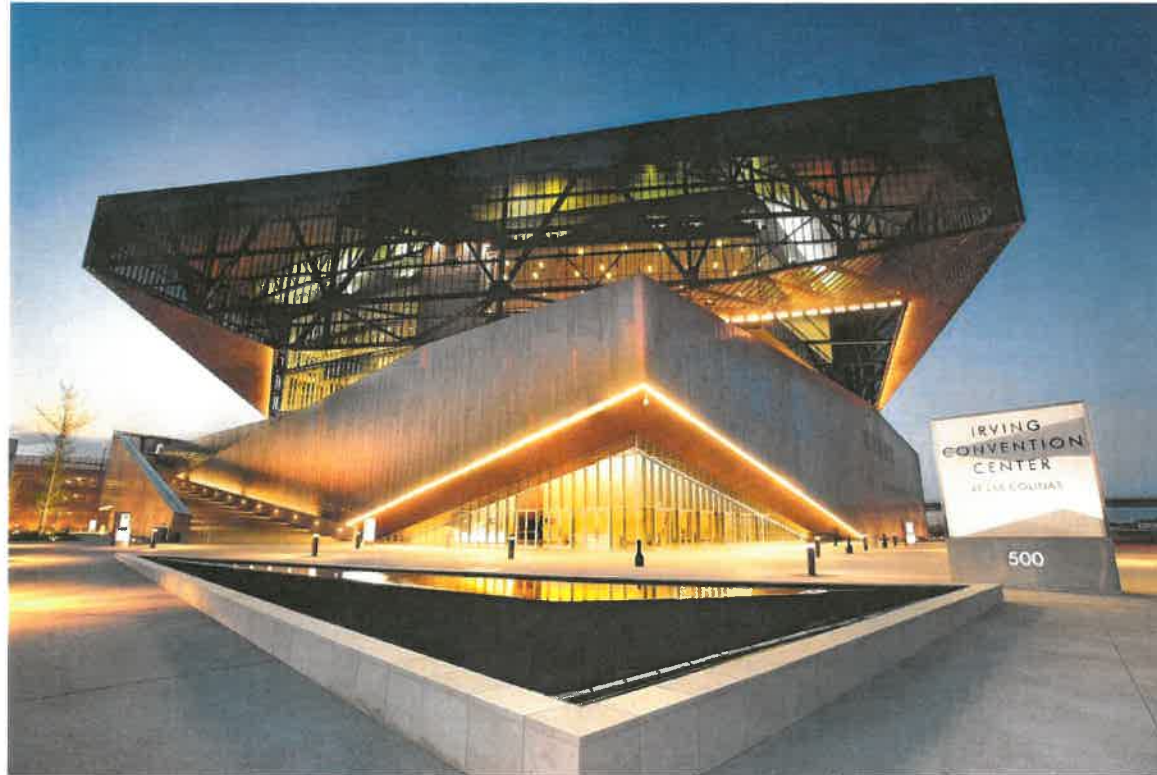
Lear reminded everyone to support the ICVB at the Wednesday, September 4 Work Session budget presentation. The next Board meeting is scheduled for September 23.

With no further discussion, Lear adjourned the meeting at 1:19 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



Date Distributed: September 13, 2019

Monthly Financial Summary

For Period Ending August 31, 2019

	October	November	December	January	February	March	April	May	June	July	August	September	Total
Event Income													
Direct Event Income													
Rental Income	149,393	68,131	33,970	63,975	124,800	158,913	182,875	120,075	60,395	114,725	173,450	102,451	1,353,092
Service Income	54,972	45,310	39,186	20,276	50,979	47,795	127,707	264,622	56,508	61,545	34,563	59,272	862,735
Service Expenses	(104,721)	(110,920)	(53,660)	(74,381)	(108,715)	(90,103)	(168,051)	(126,714)	(106,212)	(80,450)	(66,527)	(84,980)	(1,175,434)
Total Direct Event Income	99,584	2,521	19,496	9,870	67,064	116,605	142,531	257,983	10,691	95,820	141,486	76,743	1,040,393
Ancillary Income													
F & B Concessions	36,083	4,486	3,101	14,907	16,273	23,917	31,379	23,322	5,404	(2,444)	6,651	8,250	171,329
F & B Catering	259,698	219,548	341,388	984,540	452,880	162,213	201,074	967,302	398,930	31,836	140,472	280,488	3,240,368
Parking: Self Parking	47,590	5,619	(854)	17,873	18,318	35,447	30,605	44,269	18,403	5,922	8,559	23,680	255,433
Electrical Services	15,176	2,883	6,315	14,715	12,820	38,878	37,525	18,110	14,065	8,485	5,200	3,000	177,172
Audio Visual	-	-	3	30	(1,447)	1,301	(58)	(344)	(801)	26,900	-	-	25,584
Internet Services	555	125	-	-	-	2,397	2,742	350	805	350	-	950	8,273
Total Ancillary Income	359,102	232,661	349,953	432,065	498,844	264,153	303,267	453,009	436,806	71,049	160,882	316,368	3,878,160
Total Event Income	458,686	235,182	369,449	441,935	565,908	380,758	445,798	710,992	447,497	166,869	302,368	393,111	4,918,553
Other Operating Income	21,305	33,334	25,594	76,444	43,462	15,852	40,201	41,810	102,476	10,700	31,890	35,568	478,637
ICVB Operating Subsidy			348,000			350,000			348,750			348,250	1,395,000
Adjusted Gross Income	479,991	268,516	743,043	518,379	609,370	746,611	485,999	752,802	898,723	177,569	334,258	776,929	6,792,190
Operating Expenses													
Employee Salaries and Wages	230,208	211,994	295,950	228,291	199,150	205,064	203,447	234,362	198,245	198,990	193,464	228,575	2,627,739
Benefits	55,020	61,618	66,098	66,299	64,558	64,418	65,044	64,984	61,861	60,773	62,549	182,408	875,630
Less: Event Labor Allocations	(67,492)	(77,786)	(50,423)	(50,905)	(56,624)	(46,077)	(48,150)	(51,497)	(43,141)	(23,999)	(31,937)	(50,375)	(598,407)
Net Employee Wages and Benefits	217,736	195,826	311,625	243,685	207,084	223,405	220,341	247,849	216,965	235,764	224,076	360,608	2,904,963
Contracted Services	63,247	63,778	70,975	62,066	53,814	55,954	57,982	62,602	68,109	66,637	62,971	66,958	755,093
General and Administrative	37,849	41,516	48,468	34,104	39,690	34,520	31,600	37,231	46,573	55,550	32,769	168,627	608,497
Operations	61,736	37,486	36,298	55,399	42,840	44,957	38,218	43,971	49,836	33,477	22,642	50,120	516,979
Repair & Maintenance	63,632	46,729	42,881	44,357	51,275	58,412	32,345	45,488	38,879	45,770	33,628	49,208	552,606
Supplies	23,696	27,123	8,539	17,559	6,565	7,464	15,497	20,521	12,807	22,874	20,086	67,300	250,031
Insurance	6,373	6,476	6,545	6,189	6,519	6,863	6,223	6,352	(1,251)	21,000	7,321	8,000	86,608
Utilities	42,583	40,959	52,957	35,824	53,031	41,890	48,407	39,527	46,075	41,686	49,608	49,834	542,382
SMG Management Fees	43,521	41,556	46,399	53,888	58,743	34,558	39,109	53,015	20,586	13,486	13,486	13,486	431,832
Total Operating Expenses	560,373	501,449	624,687	553,071	519,561	508,023	489,721	556,556	498,579	536,244	466,587	834,141	6,648,999
Net Income (Loss) From Operations	(80,382)	(232,933)	118,356	(34,692)	89,809	238,588	(3,723)	196,246	400,144	(358,675)	(132,329)	(57,212)	143,191
Net Income After Other Income (Expenses)	(80,382)	(232,933)	118,356	(34,692)	89,809	238,588	(3,723)	196,246	400,144	(358,675)	(132,329)	(57,212)	143,191

(1,395,000) (1,251,809)

Budget Forecast Comparison by Month

	2019	2018
2019	355,094	(45,974)
2018	47,856	494,666

IRVING CONVENTION CENTER/SMG
Financial Statements Monthly Highlights
For the Month Ending August 31, 2019

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	37,827	6,175	31,652	22,241
Events	19	5	14	17
Event Days	43	15	28	37
Direct Event Income	141,486	146,051	(4,565)	111,700
Ancillary Income	160,882	203,873	(42,991)	151,330
Total Event Income	302,368	349,924	(47,556)	263,030
Other Operating Income	31,890	39,200	(7,310)	26,012
Adjusted Gross Income	334,258	389,124	(54,866)	289,042
Indirect Expenses	(466,587)	(587,705)	121,118	(548,895)
Net Income (Loss) From Operations	(132,329)	(198,581)	66,252	(259,853)

IRVING CONVENTION CENTER/SMG
Financial Statements Year to Date Highlights
For the Eleven Months Ending August 31, 2019

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	251,181	122,700	128,481	254,823
Events	216	110	106	229
Event Days	386	201	185	370
Direct Event Income	963,652	976,604	(12,952)	764,508
Ancillary Income	3,561,802	3,709,745	(147,943)	3,708,754
Total Event Income	4,525,454	4,686,349	(160,895)	4,473,262
Other Operating Income	443,065	589,961	(146,896)	605,733
Adjusted Gross Income	4,968,519	5,276,310	(307,791)	5,078,995
Indirect Expenses	(5,814,841)	(6,382,443)	567,602	(6,078,440)
Net Income (Loss) From Operations	(846,322)	(1,106,133)	259,811	(999,445)

IRVING CONVENTION CENTER/SMG

Balance Sheet
August 31, 2019

ASSETS

Current Assets

Cash	\$	1,471,908
Accounts Receivable		280,176
Prepaid Assets		22,823
Inventory		57,780

Total Current Assets 1,832,687

Total Assets \$ **1,832,687**

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	465,136
Accrued Expenses		204,173
Deferred Income		0
Advance Ticket Sales/Deposits		963,955
Other Current Liabilities		0

Total Current Liabilities 1,633,264

Long-Term Liabilities

Long Term Liabilities		0
-----------------------	--	---

Total Long-Term Liabilities 0

Total Liabilities 1,633,264

Equity

Net Funds Received	11,160,388
Retained Earnings	(10,114,643)
Net Income (Loss)	(846,322)

Total Equity 199,423

Total Liabilities & Equity \$ **1,832,687**

IRVING CONVENTION CENTER/SMG
Income Statement
For the Eleven Months Ending August 31, 2019

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	173,450	159,870	13,580	1,250,642	1,150,001	100,641	1,178,801
Service Revenue	34,563	39,066	(4,503)	803,455	489,700	313,755	530,763
Service Expenses	(66,527)	(52,885)	(13,642)	(1,090,445)	(663,097)	(427,348)	(945,056)
Total Direct Event In	141,486	146,051	(4,565)	963,652	976,604	(12,952)	764,508
Ancillary Income							
F & B Concessions	6,651	4,000	2,651	163,093	182,026	(18,933)	190,464
F & B Catering	140,472	171,239	(30,767)	2,959,875	3,091,307	(131,432)	3,159,907
Parking	8,559	25,604	(17,045)	231,752	278,054	(46,302)	230,191
Electrical Services	5,200	2,250	2,950	174,172	141,313	32,859	121,778
Audio Visual	0	0	0	25,586	0	25,586	(7,551)
Internet Services	0	780	(780)	7,324	17,045	(9,721)	13,965
Total Ancillary Inco	160,882	203,873	(42,991)	3,561,802	3,709,745	(147,943)	3,708,754
Total Event Income	302,368	349,924	(47,556)	4,525,454	4,686,349	(160,895)	4,473,262
OTHER OPERATING INCOME							
Other Income	31,890	39,200	(7,310)	443,065	589,961	(146,896)	605,733
Total Other Operatin	31,890	39,200	(7,310)	443,065	589,961	(146,896)	605,733
Adjusted Gross Inco	334,258	389,124	(54,866)	4,968,519	5,276,310	(307,791)	5,078,995
INDIRECT EXPENSES							
Salaries & Wages	193,464	239,709	46,245	2,399,159	2,636,799	237,640	2,233,947
Payroll Taxes & Ben	62,549	71,466	8,917	693,222	786,126	92,904	602,247
Labor Allocations to	(31,937)	(43,201)	(11,264)	(548,031)	(475,211)	72,820	(475,319)
Net Salaries and Ben	224,076	267,974	43,898	2,544,350	2,947,714	403,364	2,360,875
Contracted Services	62,971	52,045	(10,926)	688,137	572,495	(115,642)	719,760
General and Adminis	32,769	53,760	20,991	439,868	587,298	147,430	671,438
Operating	22,642	52,468	29,826	468,504	537,148	68,644	573,418
Repairs & Maintenan	33,628	45,888	12,260	501,752	520,268	18,516	544,409
Operational Supplies	20,086	22,917	2,831	182,729	198,337	15,608	224,642
Insurance	7,321	8,333	1,012	78,608	91,663	13,055	67,748
Utilities	49,608	48,334	(1,274)	492,547	531,674	39,127	505,611
SMG Management F	13,486	35,986	22,500	418,346	395,846	(22,500)	410,539
Total Indirect Expens	466,587	587,705	121,118	5,814,841	6,382,443	567,602	6,078,440

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Income Statement
For the Eleven Months Ending August 31, 2019

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Net Income (Loss)	(132,329)	(198,581)	66,252	(846,322)	(1,106,133)	259,811	(999,445)

August 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	31	1	2	3
Jehovah Witness Group Definite	ICVB Board of Directors M... Definite	AAHOA North Texas Regio... Definite	Texas Pharmacy Association 2019 Annual Conference Definite			
			Christmas in July Definite		Transatlantic Trade Expo Definite	
					Feik School of Pharmacy ... Definite	
					Texas A&M Rangel College ... Definite	
					Texas Tech University Hea... Definite	
4	5	6	7	8	9	10
Texas Pharmacy Associati... Definite	Irving ISD Definite					
		Destination Development ... Definite	Let's Play Gaming Definite			
11	12	13	14	15	16	17
Let's Play Gaming Definite		Carrollton Farmers Branch Convocation Definite		Irving ISD Parking Definite		
	North Texas Commission -... Definite			Jehovah Witness Group Definite		
	TD Industries Quarterly M... Definite					
18	19	20	21	22	23	24
Jehovah Witness Group Definite	Grocer's Supply Food Show Definite		AATC- AAGD Business Exch... Definite	Jehovah Witness Group Definite		
		Medical City Health Nurse... Definite				
		BOMA Monthly Luncheons Definite				
25	26	27	28	29	30	31
Jehovah Witness Group Definite	ICVB Board of Directors M... Definite				North Texas SYC Cadets Definite	
	The Sage Show Definite					



ICVB FINANCIAL STATEMENTS

For Period Ending:
August 31, 2019

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
BALANCE SHEET
AUGUST 31, 2019

ASSETS

Cash	186,103
Petty Cash	250
Investments	2,226,000
Accounts Receivable - Miscellaneous	<u>2,717</u>
Total Assets	<u><u>2,415,070</u></u>

LIABILITIES AND FUND BALANCE

LIABILITIES

Accounts Payable	9,730
Due to City of Irving General Fund	<u>1,791</u>
	<u>11,521</u>

FUND BALANCE

Reserved for Encumbrances	337,263
Unreserved	<u>2,066,286</u>
Total Fund Balance	<u><u>2,403,549</u></u>

Total Liabilities and Fund Balance	<u><u>2,415,070</u></u>
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Notes:

Reserved for Encumbrances:

Destination Analysts - 35,000

Maloney Strategic Communications - 16,548

Media Advertising - 170,250

Simpleview - 44,199

Searchwide Global - 23,750

Miscellaneous - 47,516

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE ELEVEN MONTH PERIOD ENDING AUGUST 31, 2019

	----- Budget -----		----- Actual -----			Unencumbered	Percent	Prior
	Adopted	Adjusted	Current Month	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
<u>REVENUES:</u>								
Hotel/Motel Taxes:								
Current Year	8,593,019	8,593,019	2,302,411	6,505,663	0	2,087,356	75.71%	6,321,822
Penalties and Interest	0	0	1,568	2,080	0	(2,080)	0.00%	6,046
Prior Years	0	0	0	7,360	0	(7,360)	0.00%	
Interest	26,450	26,450	1,615	19,735	0	6,715	74.61%	25,958
State of Texas Events Trust Fund	25,000	25,000	0	0	0	25,000	0.00%	9,622
Miscellaneous	13,000	13,000	0	15,492	0	(2,492)	119.17%	24,836
Total Revenues	<u>8,657,469</u>	<u>8,657,469</u>	<u>2,305,594</u>	<u>6,550,330</u>	<u>0</u>	<u>2,107,139</u>	<u>75.66%</u>	<u>6,388,284</u>
TOTAL REVENUES AND TRANSFERS IN	<u>8,657,469</u>	<u>8,657,469</u>	<u>2,305,594</u>	<u>6,550,330</u>	<u>0</u>	<u>2,107,139</u>	<u>75.66%</u>	<u>6,388,284</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
<u>EXPENDITURES:</u>								
Salaries	2,257,287	2,232,054	248,727	1,909,336	0	322,718	85.54%	1,770,944
Benefits	564,825	584,145	61,054	507,768	0	76,377	86.92%	496,404
Supplies	46,975	51,446	2,902	25,112	6,700	19,634	61.84%	23,491
Equipment Maintenance	6,300	6,500	87	3,097	0	3,403	47.65%	4,004
Miscellaneous	179,025	179,025	4,716	159,093	0	19,932	88.87%	167,092
Equipment Rentals	6,900	6,900	0	2,764	825	3,311	52.01%	2,475
Special Services	1,824,765	1,802,727	134,457	1,241,082	151,534	410,111	77.25%	1,414,325
Facility Management Services	1,395,000	1,395,000	0	1,046,750	0	348,250	75.04%	1,046,750
Advertising Projects	146,400	189,665	17,017	131,251	7,954	50,460	73.40%	33,251
Sponsorships / Partnerships	125,000	147,059	0	82,059	0	65,000	55.80%	75,966
Media Advertising	580,000	663,098	39,551	439,284	170,250	53,564	91.92%	464,505
Travel	666,580	686,794	28,338	402,305	0	284,489	58.58%	374,252
Promotions / Special Events	1,080,150	1,108,535	125,293	844,303	0	264,232	76.16%	881,352
Memberships	91,215	91,215	3,805	57,903	0	33,312	63.48%	71,258
Total Expenditures	<u>8,970,422</u>	<u>9,144,163</u>	<u>665,947</u>	<u>6,852,107</u>	<u>337,263</u>	<u>1,954,793</u>	<u>78.62%</u>	<u>6,826,069</u>
<u>TRANSFERS OUT:</u>								
Transfer to ICVB Reserve Fund	125,000	125,000	0	0	0	125,000	0.00%	200,000
Transfer to ICC Reserve/CIP Fund	400,000	705,281	0	0	0	705,281	0.00%	250,000
Total Transfers Out	<u>525,000</u>	<u>830,281</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>830,281</u>	<u>0.00%</u>	<u>450,000</u>
TOTAL EXPENDITURES AND TRANSFERS OUT	<u>9,495,422</u>	<u>9,974,444</u>	<u>665,947</u>	<u>6,852,107</u>	<u>337,263</u>	<u>2,785,074</u>	<u>72.08%</u>	<u>7,276,069</u>

Percent of year completed = 91.6.%

IRVING CONVENTION AND VISITORS BUREAU
GENERAL FUND
STATEMENT OF REVENUES, EXPENDITURES, AND CHANGES IN FUND BALANCE
FOR THE ELEVEN MONTH PERIOD ENDING AUGUST 31, 2019

SUMMARY:

Beginning Fund Balance at October 1, 2018	2,705,326
Revenues and Transfers In	6,550,330
Expenditures and Transfers Out	<u>(6,852,107)</u>
Ending Fund Balance at August 31, 2019	2,403,549
Encumbrances	<u>(337,263)</u>
Unreserved Fund Balance at August 31, 2019	<u><u>2,066,286</u></u>

NOTES:

Adjusted Budget

The adjusted budget includes prior year encumbrances in the amount of 173,741.

Revenues & Transfers In

Hotel/Motel Taxes: Taxes for three quarters have been received.

Expenditures & Transfers Out

Special Services: Administrative Cost Reimbursement - 92,159; Advertising Agency (MSC) - 205; Outside Services - 41,946; Miscellaneous - 147

Promotions / Special Events: Business Development Incentive Program - 117,177; Local Programs - 6,225; Miscellaneous - 1,891

Irving Convention & Visitors Bureau

Check Register - August 2019

Generated: 9/16/2019 6:30:22 PM



Batch: 7777

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060496	08/01/19	2019 NATIONAL POLICE COLLECTORS SHOW	\$	1,080.00
80060497	08/01/19	AERIAL PHOTOGRAPHY	\$	97.00
80060498	08/01/19	AMERICAN LEGION, 5TH DISTRICT	\$	6,363.00
80060499	08/01/19	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES	\$	5,410.59
80060500	08/01/19	BH DFW PROPERTY LP (WESTIN DFW)	\$	11,053.00
80060501	08/01/19	SUSAN D. CUTTS	\$	862.50
80060502	08/01/19	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	2,660.00
80060503	08/01/19	KATHERINE DIPIETRO	\$	61.80
80060504	08/01/19	DOUBLETREE DALLAS DFW AIRPORT	\$	945.00
80060505	08/01/19	FEDERAL EXPRESS CORPORATION	\$	53.48
80060506	08/01/19	LORI M. FOJTASEK	\$	74.16
80060507	08/01/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$	5,927.00
80060508	08/01/19	GUARANTEED EXPRESS, INC.	\$	33.60
80060509	08/01/19	IRVING CONVENTION CENTER	\$	54,273.34
80060510	08/01/19	MALONEY STRATEGIC COMMUNICATIONS	\$	15,850.00
80060511	08/01/19	OMNI MANDALAY HOTEL	\$	345.00
80060512	08/01/19	PATHWAYS CORE TRAINING	\$	710.00
80060513	08/01/19	DEBBIE ROBERTS	\$	65.00
80060514	08/01/19	SHERATON DFW AIRPORT HOTEL	\$	2,015.00
80060515	08/01/19	TRIPADVISOR, LLC	\$	4,764.50
80060516	08/01/19	TUCKER & ASSOCIATES, LLC	\$	61.28
80060517	08/01/19	USA RICE FEDERATION	\$	2,510.00
80060518	08/01/19	VERIZON WIRELESS	\$	1,531.77
23 payments Batch Total: \$				116,747.02

Batch: 7781

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060519	08/08/19	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$	1,025.00
80060520	08/08/19	BH DFW PROPERTY LP (WESTIN DFW)	\$	1,294.00
80060521	08/08/19	BT HOTEL LAS COLINAS LLC (NYLO)	\$	1,965.00
80060522	08/08/19	COGNIZANT TECHNOLOGY SOLUTIONS U.S. CORP	\$	3,485.00
80060523	08/08/19	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	2,346.00
80060524	08/08/19	DELTA AIR LINES, INC.	\$	6,188.00
80060525	08/08/19	DMO PROZ	\$	495.00
80060526	08/08/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$	2,140.00

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Batch: 7781

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060527	08/08/19	STEPHEN A. GOODGAME	\$	100.00
80060528	08/08/19	IRVING - LAS COLINAS ROTARY CLUB	\$	94.00
80060529	08/08/19	MCKESSON CORPORATION	\$	1,160.00
80060530	08/08/19	OMNI MANDALAY HOTEL	\$	850.00
80060531	08/08/19	ON POINT PROMOTIONAL TEAM	\$	5,770.40
80060532	08/08/19	ROSELLE PLIEGO	\$	175.00
80060533	08/08/19	SHERATON DFW AIRPORT HOTEL	\$	3,280.00
80060534	08/08/19	SOUTHWEST SHOWCASE, INC.	\$	2,250.00
80060535	08/08/19	TEXAS HOUSE OF REPRESENTATIVES	\$	22.63
80060536	08/08/19	TEXAS NONPROFIT THEATRES	\$	860.00
80060537	08/08/19	U90C MANAGEMENT GROUP LLC	\$	18,096.00
19 payments Batch Total: \$				51,596.03

Batch: 7790

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060538	08/15/19	AICPA	\$	4,870.00
80060539	08/15/19	AMERICAN EXPRESS	\$	45,681.03
80060540	08/15/19	ARES TRAVEL INC.	\$	1,250.00
80060541	08/15/19	SUSAN D. CUTTS	\$	862.50
80060542	08/15/19	FEDERAL EXPRESS CORPORATION	\$	41.84
80060543	08/15/19	FREEDOM FOUNDERS	\$	1,320.00
80060544	08/15/19	GOT YA COVERED, LLC	\$	985.00
80060545	08/15/19	GUARANTEED EXPRESS, INC.	\$	44.47
80060546	08/15/19	HILTI, INC.	\$	8,057.00
80060547	08/15/19	CHERYL HOPKINS	\$	65.00
80060548	08/15/19	IRVING CONVENTION CENTER	\$	18,844.96
80060549	08/15/19	KAYLA MANSOUR	\$	79.84
80060550	08/15/19	MEETING PROFESSIONALS INTERNATIONAL	\$	10,145.00
80060551	08/15/19	OMNI MANDALAY HOTEL	\$	1,820.00
80060552	08/15/19	PCMA SERVICES	\$	1,350.00
80060553	08/15/19	PENTECOSTAL CHURCH OF GOD, INC.	\$	10,188.00
80060554	08/15/19	DIANA PFAFF	\$	65.00
80060555	08/15/19	PROVIDENT GROUP - IRVING PROPERTIES, LLC	\$	165.00
80060556	08/15/19	SHERATON DFW AIRPORT HOTEL	\$	4,362.00
80060557	08/15/19	SIMPLEVIEW WORLDWIDE, INC.	\$	21,864.66
80060558	08/15/19	STAPLES	\$	594.53
80060559	08/15/19	TEXAS DEPARTMENT OF TRANSPORTATION	\$	660.25
80060560	08/15/19	TUCKER & ASSOCIATES, LLC	\$	4,000.00

continued on next page

Batch: 7790

<u>Number</u>	<u>Date</u>	<u>Payee</u>	<u>Amount</u>
80060561	08/15/19	MONTY WHITE	\$ 65.00
24 payments Batch Total: \$			137,381.08

Batch: 7799

<u>Number</u>	<u>Date</u>	<u>Payee</u>	<u>Amount</u>
80060562	08/22/19	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$ 855.00
80060563	08/22/19	CROWDRIFT INC.	\$ 4,374.00
80060564	08/22/19	SUSAN D. CUTTS	\$ 418.75
80060565	08/22/19	DALLAS FORT WORTH AIRPORT MARRIOTT	\$ 1,025.00
80060566	08/22/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$ 5,295.00
80060567	08/22/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$ 800.00
80060568	08/22/19	GLOBALLEE, INC.	\$ 975.00
80060569	08/22/19	IRVING CONVENTION CENTER	\$ 9,751.50
80060570	08/22/19	LIFE TEEN INC	\$ 8,455.00
80060571	08/22/19	MALONEY STRATEGIC COMMUNICATIONS	\$ 205.00
80060572	08/22/19	PCMA SERVICES	\$ 7,320.00
80060573	08/22/19	PROVIDENT GROUP - IRVING PROPERTIES, LLC	\$ 1,330.00
80060574	08/22/19	RESERVE ACCOUNT	\$ 1,500.00
80060575	08/22/19	SELLINGER'S POWER GOLF, LTD	\$ 2,140.00
80060576	08/22/19	TEXAS DEPARTMENT OF TRANSPORTATION	\$ 868.87
80060577	08/22/19	TEXAS PHARMACY ASSOCIATION	\$ 1,575.00
80060578	08/22/19	TRIPADVISOR, LLC	\$ 6,201.15
80060579	08/22/19	VERIZON WIRELESS	\$ 526.74
80060580	08/22/19	WFAA-TV INC	\$ 7,500.00
19 payments Batch Total: \$			61,116.01

Batch: 7808

<u>Number</u>	<u>Date</u>	<u>Payee</u>	<u>Amount</u>
80060581	08/29/19	AERIAL PHOTOGRAPHY	\$ 97.00
80060582	08/29/19	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES	\$ 5,410.59
80060583	08/29/19	BH DFW PROPERTY LP (WESTIN)	\$ 3,360.00
80060584	08/29/19	BT HOTEL LAS COLINAS LLC (NYLO)	\$ 650.00
80060585	08/29/19	CONVENTIONSOUTH MEDIA GROUP	\$ 95.00
80060586	08/29/19	DALLAS FORT WORTH AIRPORT MARRIOTT	\$ 710.00
80060587	08/29/19	DOUBLETREE DALLAS DFW AIRPORT	\$ 295.00
80060588	08/29/19	FOUR SEASONS RESORT & CLUB DALLAS AT LAS COLINAS	\$ 825.00
80060589	08/29/19	GUARANTEED EXPRESS, INC.	\$ 15.68
80060590	08/29/19	HILTON GARDEN INN DFW AIRPORT SOUTH	\$ 850.00

continued on next page

Batch: 7808

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80060591	08/29/19	LET'S PLAY GAMING EXPO LLC	\$	520.00
80060592	08/29/19	OMNI MANDALAY HOTEL	\$	2,284.00
80060593	08/29/19	ON POINT PROMOTIONAL TEAM	\$	2,937.79
80060594	08/29/19	PATHWAYS CORE TRAINING	\$	1,105.00
80060595	08/29/19	SHERATON DFW AIRPORT HOTEL	\$	1,845.00
80060596	08/29/19	STAPLES	\$	1,029.81
80060597	08/29/19	TUCKER & ASSOCIATES, LLC	\$	68.05
17 payments Batch Total: \$				22,097.92
102 payments Sub Total: \$				388,938.06

SUMMARY

102 payments TOTAL: \$ 388,938.06



ICVB
HOTEL OCCUPANCY TAX COLLECTIONS

Third Quarter FY 2018-19

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
BUDGET / ACTUAL
2018 - 2019**

	QUARTER ENDING 6/30/19	
	BUDGET	ACTUAL
STATE TAX (estimated) - 6%	4,948,535	4,867,379
CITY OF IRVING TAX - 9%	7,422,802	7,301,068
TOTAL ADMINISTRATIVE COST	(158,491)	155,756
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CONVENTION & VISITORS BUREAU - 57% OF 5%	2,352,079	2,312,005
Administrative Cost	(94,083)	(92,480)
Remittance Amount	2,257,996	2,219,525
<hr/>		
ARTS CENTER - 35.5% of 5%	1,465,778	1,439,933
Administrative Cost	(58,631)	(57,597)
Remittance Amount	1,407,147	1,382,336
<hr/>		
MUSEUM - 2.5% of 5%	103,162	101,404
Administrative Cost	(4,126)	(4,056)
Remittance Amount	99,036	97,348
<hr/>		
DOWNTOWN & EVENTS - 1% of 5%	41,265	40,561
Administrative Cost	(1,651)	(1,622)
Remittance Amount	39,614	38,939
<hr/>		
CONVENTION CENTER FUND - 2% of 9% (effective 01/01/00)	1,650,582	1,622,459
DEBT SERVICE - 4% of 5%	159,355	162,246
TOTAL	1,809,937	1,784,705
<hr/>		
ENTERTAINMENT CENTER - 2% of 9% (effective 04/01/08)	1,650,582	1,622,459

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

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
APRIL - JUNE**

HOTEL	ACTUAL 17-18	ACTUAL 18-19	DIFFERENCE	PERCENT
1 Atrium Hotel and Suites	9,610.17	14,398.42	4,788.25	49.82%
2 Dallas Marriott Las Colinas	116,763.97	117,614.44	850.47	0.73%
3 DFW Airport Hotel & Conf Center	7,966.45	6,921.98	(1,044.47)	-13.11%
4 DFW Airport Marriott	137,824.25	135,819.19	(2,005.06)	-1.45%
5 Doubletree DFW Airport North	63,736.85	63,124.55	(612.30)	-0.96%
6 Embassy Suites - DFW Airport South	72,681.18	88,596.93	15,915.75	21.90%
7 Four Seasons Resort & Club	257,245.75	248,837.42	(8,408.33)	-3.27%
8 Hilton Garden Inn - DFW South	36,516.07	45,328.91	8,812.84	24.13%
9 Hilton Garden Inn - Las Colinas	47,081.62	42,971.29	(4,110.33)	-8.73%
10 Holiday Inn Las Colinas	28,471.02	30,417.31	1,946.29	6.84%
11 NYLO Dallas/Las Colinas	52,766.24	52,492.37	(273.87)	-0.52%
12 Omni Mandalay Hotel at Las Colinas	145,850.51	136,710.78	(9,139.73)	-6.27%
13 Sheraton Grand Hotel	65,612.90	77,610.31	11,997.41	18.29%
14 Texican Court	n/a	26,247.47	26,247.47	100.00%
15 Westin DFW	143,195.04	115,194.46	(28,000.58)	-19.55%
TOTAL LUXURY & FULL SERVICE	1,185,322.02	1,202,285.83	16,963.81	1.43%

ALL-SUITE / EXTENDED STAY				
1 Best Western - DFW Airport Suites	15,741.41	16,432.14	690.73	4.39%
2 Candlewood Suites - Las Colinas	10,394.34	8,028.74	(2,365.60)	-22.76%
3 Comfort Inn - DFW North	16,456.36	14,654.94	(1,801.42)	-10.95%
4 Comfort Suites - DFW Airport	14,159.16	17,179.60	3,020.44	21.33%
5 Comfort Suites - Las Colinas	8,148.44	5,402.68	(2,745.76)	-33.70%
6 Country Inn & Suites - DFW South	14,609.64	11,934.49	(2,675.15)	-18.31%
7 Element DFW North	29,035.40	29,671.06	635.66	2.19%
8 Extended Stay America	4,648.43	5,425.30	776.87	16.71%
9 Extended Stay America - DFW North	6,562.01	8,596.47	2,034.46	31.00%
10 Extended Stay America - Las Colinas	9,904.52	9,882.66	(21.86)	-0.22%
11 Extended Stay Deluxe	4,086.00	4,976.88	890.88	21.80%
12 Hawthorne Suites - DFW North	10,512.19	11,597.94	1,085.75	10.33%
13 Hawthorne Suites - DFW South	5,034.64	5,112.50	77.86	1.55%
14 Holiday Inn Express - DFW North	29,675.39	27,114.06	(2,561.33)	-8.63%
15 Holiday Inn Express - DFW South	26,644.13	25,693.04	(951.09)	-3.57%
16 Holiday Inn Express - Las Colinas	23,208.19	23,044.55	(163.64)	-0.71%
17 Home Towne Studios	4,606.06	6,024.27	1,418.21	30.79%
18 Home2 Suites - DFW North	27,981.63	26,110.66	(1,870.97)	-6.69%
19 Home2 Suites - DFW South	14,034.20	26,026.29	11,992.09	85.45%
20 Homewood Suites - DFW Airport	23,201.88	21,669.84	(1,532.04)	-6.60%
21 Homewood Suites - Las Colinas	29,560.72	39,458.64	9,897.92	33.48%
22 Hyatt House Dallas-Las Colinas	34,134.31	35,358.69	1,224.38	3.59%
23 Hyatt Place Las Colinas	34,874.48	34,572.64	(301.84)	-0.87%
24 Motel 6 / Studio 6 - DFW East	8,695.36	8,248.30	(447.06)	-5.14%
25 Residence Inn - DFW North	14,505.68	16,246.17	1,740.49	12.00%
26 Residence Inn - DFW South	14,976.75	23,335.27	8,358.52	55.81%
27 Residence Inn - Las Colinas	16,936.95	21,514.15	4,577.20	27.02%
28 Springhill Suites	31,394.65	29,295.69	(2,098.96)	-6.69%
29 Staybridge Suites Las Colinas	26,019.52	26,529.16	509.64	1.96%
30 Staybridge Suites North	21,355.00	19,996.78	(1,358.22)	-6.36%
31 Studio 6 - DFW North	317.48	307.70	(9.78)	-3.08%
32 Towneplace Suites	25,701.99	22,849.86	(2,852.13)	-11.10%
33 Waterwalk - Las Colinas	n/a	8,906.81	8,906.81	100.00%
34 Woodspring Suites Signature	8,131.34	6,125.85	(2,005.49)	-24.66%
35 Extended Stay Properties*	556.84	1,155.86	599.02	107.57%
TOTAL ALL SUITE / EXTENDED STAY	565,805.09	598,479.68	32,674.59	5.77%

HOTEL OCCUPANCY TAX
APRIL - JUNE (page 2)

HOTEL	ACTUAL 17-18	ACTUAL 18-19	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	37,465.06	33,880.82	(3,584.24)	-9.57%
2 Courtyard by Marriott - DFW North	44,672.63	44,834.24	161.61	0.36%
3 Courtyard by Marriott - DFW South	29,275.37	32,964.01	3,688.64	12.60%
4 Courtyard by Marriott - Las Colinas	39,405.46	35,493.09	(3,912.37)	-9.93%
5 Fairfield Inn & Suites	19,768.28	27,553.98	7,785.70	39.38%
6 Fairfield Inn - DFW North	22,416.81	22,197.57	(219.24)	-0.98%
7 Fairfield Inn - Las Colinas	25,333.28	29,455.99	4,122.71	16.27%
8 Hampton Inn - Las Colinas	33,666.65	33,852.88	186.23	0.55%
9 Jefferson Street Bed & Breakfast	217.50	72.66	(144.84)	-66.59%
10 La Quinta Inn & Suites - Las Colinas	13,691.65	16,256.94	2,565.29	18.74%
11 La Quinta Inn & Suites - DFW South	19,950.44	20,854.31	903.87	4.53%
12 La Quinta Inn & Suites - DFW North	29,032.95	26,209.66	(2,823.29)	-9.72%
13 Wingate Inn - DFW North	12,310.54	9,073.43	(3,237.11)	-26.30%
14 Wingate Inn - Las Colinas	19,843.71	18,710.10	(1,133.61)	-5.71%
TOTAL LIMITED SERVICE	347,050.33	351,409.68	4,359.35	1.26%

BUDGET				
1 America's Best Value Inn	3,522.95	3,839.74	316.79	8.99%
2 Arya Inn & Suites	1,195.42	3,249.90	2,054.48	171.86%
3 Best Western Irving Inn & Suites	19,371.48	17,452.11	(1,919.37)	-9.91%
4 Budget Inn	1,716.10	1,203.86	(512.24)	-29.85%
5 Budget Inn & Suites	713.00	512.30	(200.70)	-28.15%
6 Budget Lodge of Irving	1,580.06	1,851.46	271.40	17.18%
7 Budget Suites of America - Las Colinas	1,274.79	2,643.56	1,368.77	107.37%
8 Clarion Inn & Suites	10,017.20	14,296.26	4,279.06	42.72%
9 Crossroads Hotel	2,933.61	4,048.09	1,114.48	37.99%
10 Days Inn	12,250.99	11,701.32	(549.67)	-4.49%
11 Days Inn - DFW North	11,644.39	14,219.16	2,574.77	22.11%
12 Delux Inn	2,207.05	1,705.09	(501.96)	-22.74%
13 Delux Suites	431.67	545.31	113.64	26.33%
14 Gateway Suites	1,851.90	1,629.15	(222.75)	-12.03%
15 Motel 6 - Dallas / Irving	9,172.02	8,981.69	(190.33)	-2.08%
16 Motel 6 - DFW North	9,737.37	9,481.92	(255.45)	-2.62%
17 Motel 6 - DFW South	4,191.96	3,201.26	(990.70)	-23.63%
18 Quality Inn & Suites - DFW Airport	18,182.17	18,203.71	21.54	0.12%
19 Quality Inn & Suites - DFW South	13,114.66	13,348.71	234.05	1.78%
20 Red Roof Inn - DFW North	16,573.73	12,700.72	(3,873.01)	-23.37%
21 Super 8 Motel - DFW North	8,706.17	8,557.80	(148.37)	-1.70%
22 Super 8 Motel - DFW South	6,390.05	6,303.76	(86.29)	-1.35%
TOTAL BUDGET	156,778.74	159,676.88	2,898.14	1.85%

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	2,254,956.18	2,311,852.07	56,895.89	2.52%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
3RD QUARTER	2,352,079.00	2,311,852.07	(40,226.93)	-1.71%

Westin Irving Convention Center	n/a	277,496.97	277,496.97	100.00%
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*A-1 Commercial & Residential Services; Amli at Escena; National Corporate Housing; The Wild Wild West; Tijarah Properties; 555 Vacations

IRVING CONVENTION AND VISITORS BUREAU
YEAR-TO-DATE HOTEL OCCUPANCY TAX
OCTOBER 2018 - JUNE 2019

HOTEL	ACTUAL 17-18	ACTUAL 18-19	DIFFERENCE	PERCENT
LUXURY & FULL SERVICE				
1 Atrium Hotel and Suites	28,428.86	39,902.06	11,473.20	40.36%
2 Dallas Marriott at Las Colinas	304,901.51	336,040.37	31,138.86	10.21%
3 DFW Airport Hotel & Conf Center	23,076.69	18,252.08	(4,824.61)	-20.91%
4 DFW Airport Marriott	412,511.78	398,594.18	(13,917.60)	-3.37%
5 Doubletree DFW Airport North	191,460.04	170,941.98	(20,518.06)	-10.72%
6 Embassy Suites - DFW Airport South	245,519.33	265,983.77	20,464.44	8.34%
7 Four Seasons Resort & Club	676,350.47	658,660.08	(17,690.39)	-2.62%
8 Hilton Garden Inn - DFW South	91,962.36	126,125.18	34,162.82	37.15%
9 Hilton Garden Inn - Las Colinas	129,210.10	126,333.70	(2,876.40)	-2.23%
10 Holiday Inn Las Colinas	72,555.30	81,044.79	8,489.49	11.70%
11 NYLO Dallas/Las Colinas	146,503.39	148,219.52	1,716.13	1.17%
12 Omni Mandalay Hotel at Las Colinas	408,619.65	403,916.00	(4,703.65)	-1.15%
13 Sheraton Grand Hotel	213,682.61	219,602.38	5,919.77	2.77%
14 Texican Court	n/a	50,157.00	50,157.00	100.00%
15 Westin DFW	397,926.94	381,869.14	(16,057.80)	-4.04%
TOTAL LUXURY & FULL SERVICE	3,342,709.03	3,425,642.23	82,933.20	2.48%

ALL-SUITE / EXTENDED STAY				
1 Best Western - DFW Airport Suites	47,344.25	46,183.68	(1,160.57)	-2.45%
2 Candlewood Suites - Las Colinas	31,512.84	28,428.95	(3,083.89)	-9.79%
3 Comfort Inn - DFW North	47,643.36	44,793.17	(2,850.19)	-5.98%
4 Comfort Suites - DFW Airport	44,441.63	48,141.27	3,699.64	8.32%
5 Comfort Suites - Las Colinas	24,586.46	18,568.80	(6,017.66)	-24.48%
6 Country Inn & Suites - DFW South	40,872.82	34,259.71	(6,613.11)	-16.18%
7 Element DFW North	78,459.76	83,310.59	4,850.83	6.18%
8 Extended Stay America	10,265.62	12,509.09	2,243.47	21.85%
9 Extended Stay America - DFW North	14,100.99	20,141.93	6,040.94	42.84%
10 Extended Stay America - Las Colinas	23,857.29	25,911.54	2,054.25	8.61%
11 Extended Stay Deluxe	9,457.11	11,498.43	2,041.32	21.59%
12 Hawthorne Suites - DFW North	30,748.68	31,110.49	361.81	1.18%
13 Hawthorne Suites - DFW South	15,351.25	15,005.40	(345.85)	-2.25%
14 Holiday Inn Express - DFW North	86,221.92	79,084.24	(7,137.68)	-8.28%
15 Holiday Inn Express - DFW South	75,143.24	71,344.16	(3,799.08)	-5.06%
16 Holiday Inn Express - Las Colinas	55,865.19	62,590.22	6,725.03	12.04%
17 Home Towne Studios	13,775.61	17,481.90	3,706.29	26.90%
18 Home2 Suites - DFW North	77,432.87	77,264.30	(168.57)	-0.22%
19 Home2 Suites - DFW South	14,034.20	71,204.13	57,169.93	407.36%
20 Homewood Suites - DFW Airport	66,890.62	64,652.94	(2,237.68)	-3.35%
21 Homewood Suites - Las Colinas	82,995.60	97,744.91	14,749.31	17.77%
22 Hyatt House Dallas - Las Colinas	87,082.21	101,337.40	14,255.19	16.37%
23 Hyatt Place Las Colinas	100,148.10	97,108.86	(3,039.24)	-3.03%
24 Motel 6 / Studio 6 - DFW East	22,656.41	22,867.76	211.35	0.93%
25 Residence Inn - DFW North	44,795.46	42,324.83	(2,470.63)	-5.52%
26 Residence Inn - DFW South	56,689.52	61,802.36	5,112.84	9.02%
27 Residence Inn - Las Colinas	55,615.79	66,471.20	10,855.41	19.52%
28 Springhill Suites	86,508.70	82,595.19	(3,913.51)	-4.52%
29 Staybridge Suites - Las Colinas	70,067.10	72,642.76	2,575.66	3.68%
30 Staybridge Suites - North	60,764.61	60,535.40	(229.21)	-0.38%
31 Studio 6 - DFW North	925.55	801.93	(123.62)	-13.36%
32 Towneplace Suites	70,996.16	67,168.05	(3,828.11)	-5.39%
33 Waterwalk - Las Colinas	n/a	18,263.88	18,263.88	100.00%
34 Woodspring Suites Signature	21,184.23	16,450.68	(4,733.55)	-22.34%
35 Extended Stay Properties	1,278.60	3,013.99	1,735.39	135.73%
TOTAL ALL-SUITE / EXTENDED STAY	1,569,713.75	1,674,614.14	104,900.39	6.68%

HOTEL OCCUPANCY TAX
OCT 2018 - JUN 2019 (page 2)

HOTEL	ACTUAL 17-18	ACTUAL 18-19	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	103,171.92	99,979.88	(3,192.04)	-3.09%
2 Courtyard by Marriott - DFW North	123,910.56	125,041.84	1,131.28	0.91%
3 Courtyard by Marriott - DFW South	79,914.35	88,061.09	8,146.74	10.19%
4 Courtyard by Marriott - Las Colinas	110,149.16	101,090.74	(9,058.42)	-8.22%
5 Fairfield Inn & Suites	64,060.82	75,684.28	11,623.46	18.14%
6 Fairfield Inn - DFW North	67,109.37	66,869.16	(240.21)	-0.36%
7 Fairfield Inn - Las Colinas	69,252.78	79,321.39	10,068.61	14.54%
8 Hampton Inn - Las Colinas	93,720.96	91,469.64	(2,251.32)	-2.40%
9 Jefferson Street Bed & Breakfast	484.25	218.35	(265.90)	-54.91%
10 La Quinta Inn & Suites - Las Colinas	47,317.16	47,683.80	366.64	0.77%
11 La Quinta Inn & Suites - DFW South	56,190.65	68,392.25	12,201.60	21.71%
12 La Quinta Inn & Suites - DFW North	78,043.83	75,307.04	(2,736.79)	-3.51%
13 Wingate Inn - DFW North	31,363.81	25,260.29	(6,103.52)	-19.46%
14 Wingate Inn - Las Colinas	57,830.34	52,621.76	(5,208.58)	-9.01%
TOTAL LIMITED SERVICE	982,519.96	997,001.51	14,481.55	1.47%

BUDGET				
1 America's Best Value Inn	11,093.01	11,997.16	904.15	8.15%
2 Arya Inn & Suites	4,132.29	7,591.47	3,459.18	83.71%
3 Best Western Irving Inn & Suites	52,099.82	46,636.73	(5,463.09)	-10.49%
4 Budget Inn	4,681.77	3,799.80	(881.97)	-18.84%
5 Budget Inn & Suites	2,505.09	1,695.25	(809.84)	-32.33%
6 Budget Lodge of Irving	6,724.26	6,126.91	(597.35)	-8.88%
7 Budget Suites of America - Las Colinas	3,651.35	5,579.04	1,927.69	52.79%
8 Clarion Inn & Suites	23,520.69	36,337.81	12,817.12	54.49%
9 Crossroads Hotel	5,920.89	10,450.63	4,529.74	76.50%
10 Days Inn	32,649.03	32,482.93	(166.10)	-0.51%
11 Days Inn - DFW North	32,026.82	36,142.70	4,115.88	12.85%
12 Delux Inn	6,276.41	5,500.45	(775.96)	-12.36%
13 Delux Suites	1,499.00	1,709.17	210.17	14.02%
14 Gateway Suites	5,328.50	5,079.48	(249.02)	-4.67%
15 Motel 6 - Dallas / Irving	24,907.15	26,049.13	1,141.98	4.58%
16 Motel 6 - DFW North	27,297.01	26,184.06	(1,112.95)	-4.08%
17 Motel 6 - DFW South	12,526.69	9,490.45	(3,036.24)	-24.24%
18 Quality Inn & Suites - DFW Airport	52,698.93	50,176.59	(2,522.34)	-4.79%
19 Quality Inn & Suites - DFW South	33,500.41	34,880.36	1,379.95	4.12%
20 Red Roof Inn - DFW North	49,055.17	42,030.23	(7,024.94)	-14.32%
21 Super 8 Motel - DFW North	24,735.29	25,298.77	563.48	2.28%
22 Super 8 Motel - DFW South	17,140.37	16,503.29	(637.08)	-3.72%
TOTAL BUDGET	433,969.95	441,742.41	7,772.46	1.79%

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	6,328,912.69	6,539,000.29	210,087.60	3.32%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
3 QUARTERS	6,492,312.00	6,539,000.29	46,688.29	0.72%

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2018 - 2019 BUDGET**

BUDGET VS ACTUAL	BUDGET 18-19	ACTUAL 18-19	DIFFERENCE	%
1ST QUARTER OCT - DEC 2018	1,961,460	2,023,945	62,485	3.19%
2ND QUARTER JAN - MAR 2019	2,178,773	2,203,203	24,430	1.12%
3RD QUARTER APR - JUN 2019	2,352,079	2,311,852	(40,227)	-1.71%
4TH QUARTER JUL - SEP 2019	0	0	0	0.00%
YTD TOTALS	6,492,312	6,539,000	46,688	0.72%

PRIOR YEAR VS CURRENT YEAR	ACTUAL 17-18	ACTUAL 18-19	DIFFERENCE	%
1ST QUARTER OCT - DEC	1,959,343	2,023,945	64,602	3.30%
2ND QUARTER JAN - MAR	2,114,614	2,203,203	88,590	4.19%
3RD QUARTER APR - JUN	2,254,956	2,311,852	56,896	2.52%
4TH QUARTER JUL - SEP	0	0	0	0.00%
YTD TOTALS	6,328,913	6,539,000	210,088	3.32%

IRVING CONVENTION AND VISITORS BUREAU

The Pavilion at the Music Factory – Seat Use Policy

The Irving Convention and Visitors Bureau (ICVB), an agency of the city of Irving, Texas, leases eight seats at the Pavilion at the Irving Music Factory in support of its mission statement: “to enhance Irving’s economy and quality of life by marketing and advocating for the development of Irving as a premier destination.”

The lease includes tickets for all events promoted and produced by Live Nation in a 12-month period, parking (two passes total for the eight seats) and VIP Club access. Food and beverage expenses are additional.¹ The use of hotel occupancy tax funds for these entertainment expenses must meet the legal requirements for the use of hotel/motel taxes in Texas.

The use of the box seats is for business purposes only. The number of available tickets is limited per event and the annual calendar will be varied. In general, the box seats will be split evenly between ICVB Sales (including ICC clients) and Marketing, with the two departments working together as necessary to balance client demand and organizational priorities. No more than two Bureau staff members should be in attendance per event when the initial eight-seats are being utilized. Clients may be allowed to utilize the box seats without a Bureau staff member being present.

Additional tickets may be purchased on a per-event basis, with the approval of the Executive Director. If additional tickets are purchased for an event, there should be no more than one Bureau staff member in attendance per every four additional tickets purchased. Seats may not be re-sold.

Requests from board members or elected officials to utilize seats for a concert/event will be limited to no more than two tickets total per event, and will be subject to availability and are not transferable. (This assumes one ticket for the board member and one ticket for a guest.) Requests will be accommodated on a first-come, first-served basis; individual board attendance should not occur more than once per quarter. When appropriate and based on availability, Bureau staff may include the Board’s officers for specific client events, which will be an exception to the one occurrence per quarter; tickets for Board guests may not always be available for these events. Requests from former board members or elected officials are subject to availability.

Seats may be committed as a Bureau sponsorship for an event based on availability. Seats may be used for industry event prizes, proposal enhancements when bidding for meetings and events, etc. Usage for any of these purposes must be documented and noted on the usage log. An event contribution form must be used and maintained with the usage log; these must be authorized by an Assistant Executive Director or the Executive Director.

Staff may also recommend “trade” of tickets in return for promotional value or other access; the return must be equal to or greater than the value of that particular event’s costs for the total number of seats traded. (For example, if eight tickets are being traded for a concert whose ticket price for these seats is \$250 each, then the promotional value must be at least \$2,000.) Use of the seats for promotional trade may only be authorized by the ICVB Executive Director. Documentation of the promotional trade received, either by media affidavit or other means, must be provided to the ICVB for audit purposes.

¹ Food and beverage expenses for CVB seat guests are paid directly by the ICVB and are not eligible to participate in the City of Irving Food & Beverage allowance that is part of the City’s lease arrangement.

So that performers do not see empty seats from the stage, ICVB will use its best efforts to fill its seats for every event, including allowing staff, board or community partner access other than previously outlined if there is no customer/partner interest in that show.

A log will be kept that details all usage, including attendee names, companies, and potential/business summary; any trade or promotional use must be documented accordingly. The log will be maintained jointly by the Sales & Services Coordinator⁶ and the Marketing & Communications Coordinator⁷. Use by clients without the presence of ICVB staff must be noted accordingly on the usage log.

⁶ Sales & Services Coordinator will maintain all Sales, including ICC usage.

⁷ Marketing & Communications Coordinator will maintain all Marketing & Communications usage, as well as ICVB Admin/Board.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 23, 2019**

BOARD REPORTS

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





City Holiday/No Trash Collection

In observance of the Labor Day holiday, there will be no residential trash, curbside recycling or brush collection Sept. 2. In addition, the following facilities will be closed:

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

All offices and services will resume normal business hours Sept. 3. ■



page 4

September is National Library Card Sign-up Month, stop by one of Irving's libraries to register for a card or to attend one of the outreach activities.

RESIDENTIAL
CUSTOMER

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IRVING, TX
PERMIT NO.883

IRVING CITY Spectrum

SEPTEMBER 2019 / VOL 26 / NO 9

f t y i CityofIrving.org



The View at Hole No. 8

Irving Golf Club Opens: Let the Play Begin!

After significant renovation, the former Twin Wells Golf Course has reopened as the Irving Golf Club. The club, at 2000 E. Shady Grove Road, opens at 7:30 a.m. daily. Tee times are being scheduled on a first-come, first-served basis.

The city hired golf course architect Colligan Golf Design to remodel the former Twin Wells Golf Course. The remodeled 18-hole course winds along the Trinity River and offers a sweeping view of the Dallas skyline.

“This is certainly a course to be proud of,” Irving Mayor Rick Stopfer said. “We expect golfers and their families will have many memorable hours playing and socializing at our newly renovated and beautiful club.”

The renovation included rerouting eight holes and installing a new irrigation system. Architects reshaped the greens and built them to United States Golf Association specifications. They reconstructed and leveled the tees and recontoured the fairways to improve drainage and increase strategic interest.

The front nine holes now sit where the former back nine were. The newly designed back nine were restructured to give players a more challenging game.

The city is remodeling the clubhouse. It will offer food and beverage options while construction wraps up. The pro shop is now open.

To book a tee time, call (972) 457-0772. ■

DINE, DANCE AND POSE AT TOYOTA MUSIC FACTORY

Summer officially ends Sept. 23, but before it is over, close out the season enjoying all of the awesome shows, events and attractions at Toyota Music Factory (TMF). The name says music, but the entertainment destination is much more.

The Texas Lottery Plaza, where weekends start on Thursdays, is a steady rotation of local bands, DJs, movie screenings and even yoga. The event calendar is packed with some of the biggest names in local music. And the best part is: It is free.

On Saturday mornings, the music speakers move out to make room for yoga mats. Poses on the Plaza welcomes all ages and experience levels. Classes are normally offered from 9 a.m. to 10 a.m. on Saturday mornings. There is no set fee to participate, but donations are encouraged.

Alamo Drafthouse at TMF brings a varied blend of cinematic experiences. In addition to the season's biggest blockbusters, moviegoers also can see music video dance parties, screenings of classic films and other special events.

A conversation about TMF is not complete without talking about the restaurants. From fast casual to fine dining, visitors are sure to find a place to satisfy every craving. And the roster of restaurants is always growing as new places are set to open through the end of 2019.

Visit ToyotaMusicFactory.com for more information. ■



Lenny De La Rosa

Irving's Annual Main Street Event Promises to Bring the Heat

The family friendly Main Street Event returns better than ever! This year's event will take place from noon to 6 p.m. Sept. 21 in Irving's Heritage District, 217 S. Main St.

Organizers plan to heat things up this year with the Irving Hispanic Chamber of Commerce Hot Sauce Fest. Participants from area restaurants will put their sauces to the test, competing for whose recipe packs the best punch. The contest runs from noon to 5 p.m.

New this year is the Perot Museum Tech Truck. The mobile extension of the Perot Museum brings science, technology, engineering, art and math themed exhibits to children across North Texas. Visitors will have the chance to participate in a number of hands-on activities and lessons.

Organizers also have food vendors, local artisans and a kids' area for visitors to enjoy. Some other new features include:

- Home Depot Kids Workshop
- Kids' stage featuring the Morris Brothers
- Strolling entertainment

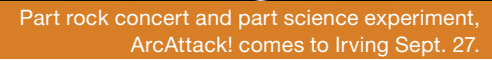
And the always popular Manifolds on Main Street Car Show will return this year. Registration will begin at 10 a.m. Sept. 21, and everyone is welcome. The show is from 11 a.m. to 3 p.m.

Main Stage

- **TBA Music** – A Dallas-based variety band with a perfect blend of folk/pop, soul and original music.
- **Northern National** – A refreshing spin on today's alternative rock with smooth, powerful vocals layered over chill beats and intricate guitar riffs make their music undeniably catching.
- **Leo Hull & The Texas Blues Machine** – Bringing their Texas blues/rock blend to music fans with raucous, high-energy blues, roadhouse romps, searing guitar licks, infectious melodies and a terrific sense of humor.
- **Lenny De La Rosa** – An up-and-coming Latin pop artist. De La Rosa rose to fame as an actor and then launched his music career in 2018 with the release of his debut album ROSE.

Parking and admission are free. For more information, visit IrvingEvents.org. ■





Irving Arts Center, 3333 N. MacArthur Blvd., is a Smithsonian affiliate institution that is home to many forms of art and entertainment. To learn more, visit IrvingArtsCenter.com or call (972) 252-7558.

Sept. 8 | Second Sunday Funday: Paint It!
1 to 4 p.m. (Drop in) | Suite 200 | Free
Every Second Sunday free guided craft projects, fun for the entire family, are offered. Grab a paintbrush and “go with the flow” creating some cool, colorful compositions during this month’s Funday festivities. Free guided tours of the exhibits are offered at 2:30 p.m.

Sept. 10 | IAC Nonprofit Volunteer Fair
6 to 8 p.m. | Main Gallery | Free
Come enjoy food, fun, prizes and the learn about volunteer opportunities in Irving. More than 20 Irving nonprofits are expected to be in attendance. So come hungry for information, hungry for food and hungry for fun!

Sept. 13-28 | The Royal Dilemma (presented by MainStage)
2:30 p.m. and 7:30 p.m. | Dupree Theater | Ticket Price TBA

Scripted in English and complete with music, dance and drama, "The Royal Dilemma" is produced by MainStage along with the ThinkIndia Foundation. The result of this collaboration is an enthralling musical where imagination takes flight. Travel to distant lands and bygone times on a detective mission rubbing shoulders with kings and princes. Delve into the minds of the colorful characters, from the pauper to the king, from the priest to the thief, and hear the melody of human nature echoing across their stories.



Sept. 18 | An Evening with Newt Gingrich (Presented by American Private Radio and 660 The Answer)
7:30 p.m. | Carpenter Hall | \$100-\$5,000
American Private Radio and 660 The Answer host Newt Gingrich for a one night only engagement to talk about his new book, "Trump vs. China: America's Greatest Challenge." He also will discuss the events of the day, the upcoming 2020 elections and more.

Sept. 21 | A Path of Hope and Courage Art Expo
1 to 5 p.m. | Suite 200 | Free
This art expo benefits the Irving Family Advocacy Center, an organization that functions in collaboration with the City of Irving to provide free counseling services to victims of crime in Irving.

Sept. 25 | Home-School Happenings: Inspired Illustrations, The Art of Bookmaking
10 a.m. | Suite 200 | \$2 per student; adults and ages 5 and younger are free

Home-School Happenings is a quarterly educational program for area home-school families. Activities include a tour of current exhibitions, followed by in-depth art explorations of featured artworks. Families and children of all ages can enjoy the variety of art activities led by art instructors, in addition to docent-led tours. All supplies are provided, including educator resources for parents.

Sept. 27 | ArcAttack! Engineering
9:30 a.m. and 11:30 a.m. | Carpenter Hall | \$7.50
Part rock concert and part science experiment, the crew of ArcAttack use their high-tech wizardry to generate an electrifying performance featuring the original singing Tesla coils. In this engaging show, audience members will have the opportunity to help the ArcAttack band fix their broken instruments, getting them out on tour. The group and the audience will need to use the scientific method, apply critical thinking skills, and use the rules of engineering to fix the gear. The show must go on, but they need help to pull off such an epic rock show.

Sept. 28 | Double Trouble (presented by NGM Entertainment)
8 p.m. | Carpenter Hall | \$57-\$87
A Nigerian scammer promises Im Hussein and Abou Hussein \$1.5 million, with strings attached. The two fall for the swindle and deplete their savings account to comply. Confusion reigns when a man arrives with a shocking claim. Then the authorities come to investigate. And yet another man shows up, adding to the carnival of chaos, laced generously with Im Hussein's signature comedic input.

Sept. 29 | Meet Me on the Meadow (presented by Kathak Rhythms)
4 p.m. | Carpenter Hall | Ticket Price TBA
The Kathak-based musical portrays an epic love tale through music and dance. In the story, a gorgeous girl often losing herself in the thoughts of Vrindavan chances upon beautiful love on the meadow. Love blossoms, then she meets an uphill road of separation where mortal challenges of suspicion and fear dislocate her poise. Will she endure it? Will they rise in love? The show takes from the Radha-Krishna metaphor, leaving the audience with a liberating message in a sensory journey of music, poetry and dance.

Free guided gallery tours are offered at 6:30 p.m. Thursdays and 2:30 p.m. Sundays.

Horizons – Sparky Campanella

Sept. 14 – Nov. 10 | Carpenter Lobby Gallery

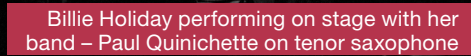
Los Angeles-based photographer Sparky Campanella's large-scale landscapes are an evocative take on the ever-shifting complementarity of civilization and nature. His horizon series breaks rank with many other contemporary landscape photographers by taking two elements that are often portrayed at odds — the man-made and the natural — and offering them as harmonious.



Sept. 14 – Nov. 10 | Focus Gallery
Co-curated by Deepa Koshaley and Linda Shotwell,
this exhibition showcases North Texas artists
working in both traditional and contemporary
methods, inspired by the culture, themes and
imagery of India.



Sept. 14 – Nov. 17 | Main Gallery
This exhibition features vivid and intimate photographic portraits offering a rare glimpse into both the public and private life of one of the 20th century's most iconic and significant artists: the consummate jazz and blues singer, Billie Holiday. The exhibition is organized by the Smithsonian Institution Traveling Exhibition Service in collaboration with the Jerry Dantzie Archives.



Sept. 7 – Jan. 26, 2020 | Dupree Lobby

This exhibition features works of art created by acclaimed author, illustrator and artist, Melissa Sweet. She has won several awards for her illustrations, most notably a Caldecott Honor in 2009 for “A River of Words” and in 2015 for “The Right Word,” both by Jen Bryant. The exhibition features watercolors and art in her signature found-object collage style, which often incorporates wood, hardware, vintage office supplies, wallpaper and fabric. The exhibition is organized by the National Center for Children’s Illustrated Literature.



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



KIB Recognizes Community Members, Groups during Annual Awards Ceremony

Keep Irving Beautiful's (KIB) annual Mayor and KIB Awards event was held Aug. 5 in the First Baptist Church of Irving's Fellowship Hall. The 124 guests were greeted and signed-in by volunteers Sandy Franco, Chuck Kirk, Elouise McMillian and Chandler Ude, while listening to the harp music of Becky Scherschell. Guests enjoyed an appetizer buffet prepared by Pat Riddle, assisted by a staff of volunteers from the church.

KIB's Volunteer Recognition Committee Chair, and hostess for the evening, Margie Stipes, opened the ceremony by inviting members of the Boy Scouts of America Troop 508 to present the colors and lead the Pledge of Allegiance.

Father Albert Becher from Holy Family of Nazareth Catholic Church delivered the invocation, after which KIB President Jim Scrivner provided an overview of activities throughout the year. Scrivner also acknowledged the recipients of Keep Texas Beautiful state awards, who had previously received their accolades. The recipients included: Chuck Kirk, first place O.P. Schnabel Senior Citizen Award; Frito-Lay Irving facility, first place Ebby Halliday and Maurice Acers Business and Industry Award; and City of Irving Parks and Recreation Department, first place City Government Award.

KIB was acknowledged for achieving the President's Circle Award from Keep America Beautiful, the Gold Star Award from Keep Texas Beautiful and the Award of Sustained Excellence at both the state and national level.

Cathy Whiteman of Irving Community Television Network served as master of ceremonies. During the event, Whiteman and Irving City Councilman John C. Danish presented awards to the following honorees:

- Youth Leadership Award: Jack Singley Academy Police Explorers
- Educator Award: Jonathan Erickson, Cistercian Preparatory School
- Educator Award: Brett Dyer, North Lake College
- Faith Group Award: Holy Family Catholic Church
- Business and Industry Award: Joe's Coffee Shop
- Media Award: Rambler Newspaper
- Media Award: Fox Sports Southwest
- Civic Organization Award: Irving Sunrise Rotary
- Nonprofit Organization Award: EarthX
- Lifetime Achievement Award: James and Barbara Wallis
- Civil Servant Award: Irving Chief of Police Jeff Spivey
- Government Award: City of Irving Fleet Operations
- KIB Hometown Award: Dr. Olivia Novelo Abreu
- KIB Hometown Award: Irving Mayor Pro Tem Oscar Ward

Keep Irving Beautiful is a nonprofit organization dedicated to educating the community about litter abatement, recycling and beautification to help preserve the health and promote the social and economic prosperity of the city. As an award-winning affiliate of Keep America Beautiful and Keep Texas Beautiful, KIB reaches out to all sectors of the community including government, businesses, churches, as well as cultural, educational, neighborhood and civic organizations.

For more information on volunteering with KIB or making an activity a "green event," visit CityofIrving.org/284 or call (972) 721-2175. ■

THINK GREEN ... BE GREEN

Enjoy free workshops and events that focus on building a more sustainable world. Unless otherwise noted, register for classes and activities at CityofIrving.org/Activities.

Sept. 12 | Miracle of Monarchs
6 to 7 p.m. | South Irving Library, 601 Schulze Drive
Join experts from Dallas County Master Gardeners to learn how the state butterfly of Texas — the monarch — migrates thousands of miles, farther than any other butterfly. See photos of the monarchs' winter home in Mexico, and learn about the conservation efforts to help their struggling numbers, as well as what gardeners can do to help. For those who appreciate butterflies, this presentation is one to enjoy.

Sept. 13 | Night Hike on Campion Trail
8 to 10 p.m. | Location provided upon registration
Explore the nighttime world of animals along Campion Trail with native species experts, and learn more about the sights, smells and sounds of nature at night. Night hikers are invited to challenge their skills in spotting signs of animal life and sharpening other senses. Learn more about the kinds of animals that call Irving home. Registration is required for all participants. Note: The hikes are limited to children ages 5 and older. Strollers and pets are not allowed.

Sept. 14 | Household Document Shredding, Electronics Recycling
11 a.m. to 2 p.m. | Las Colinas Service Center, 5964 Riverside Drive
There is a two-box limit for document shredding at this event hosted by Irving Solid Waste Services. The event is for Irving residents only, and proof of residency is required. Materials from businesses will not be accepted. Note, the City of Irving no longer accepts CRT monitors or televisions. The event is scheduled from 11 a.m. to 2 p.m., or until the truck reaches capacity.

Oct. 10 | Homesteading Series: Grow Your Own Kitchen Herbs
6:30 to 7:30 p.m. | South Irving Library, 601 Schulze Drive
Join the Think Green Be Green team and staff from Marshall Grain to learn how to set up a kitchen garden and add the aromatic flavors of fresh herbs to homemade meals.

See the full list of upcoming events at CityofIrving.org/BeGreen. ■



Parks and Recreation Master Plan Update

In the spring of 2018, the City of Irving Parks and Recreation Department initiated an update to its Parks, Recreation and Open Space Master Plan. It was a significant undertaking: Irving has more than 80 parks, with 2,000 acres of land. The department also operates aquatic facilities, athletic fields, trails and recreation centers.

The city last adopted a master plan 20 years ago. In that time, park and recreation center strategies have changed, as have residents' interests.

Halff Associates, an environmental engineering planning firm, was hired and together with city staff, began the process of reviewing and inventorying the plethora of park assets.

To receive resident input, the city held several public meetings and provided information on the city's website asking for input through an online survey. The city also promoted the meetings and online survey on all communications channels, including "Irving City Spectrum," ICTN, Facebook, Twitter and its digital newsletters.

After gathering significant data, as well as resident input, "The City of Irving Parks, Recreation and Open Space Master Plan, 2019" was finalized and documented.

"Not only does this plan look at addressing the needs of the existing population, but also projects needs as the population continues to grow," Irving Mayor Rick Stopfer said. "We also want to replace aging centers with newer,



more cost-efficient facilities."

The plan addresses short- and long-term projects and can be found on the home page of the project's website, LetsPlayIrving.com. Once the Irving City Council adopts the plan, and the funding is in place, the Parks and Recreation Department will begin implementing the plan's one- to five-year priorities. ■

STUDENTS INVITED TO PARTICIPATE IN DISABILITY POSTER CONTEST

Irving fourth graders have a chance for public display of their art when they enter the Irving Disability Advisory Committee's annual poster contest.

Participants can showcase artistic talents as they express how a person with disabilities can use his or her abilities to be part of the community.

Students in public, private or home schools are invited to participate. The deadline for entries is 5 p.m. Sept. 16. Artwork must be created in watercolor, pencil, pastels or crayon on 8.5 x 11-inch cardstock paper.

Winners will receive certificates and be recognized at the Oct. 3 City Council meeting.

Visit CityofIrving.org/Posters to download the contest guidelines or call (972) 721-2501 for more information. ■



NATIONAL NIGHT OUT

Neighborhoods are encouraged to strengthen police-community relationships and join in giving neighborhood crime a “going away” party by organizing National Night Out events.

On Oct. 1, neighborhoods throughout Irving will leave their porch lights on to observe National Night Out.

The Irving Police Department is now accepting requests for an officer or a representative from the department to visit neighborhood block parties. Registration is free.

Visit CityofIrving.org/National-Night-Out for more information or to register for a National Night Out appearance from the Irving Police Department. ■



SAVE THE DATE
ILLUMINATE IRVING: A
NIGHT OF REMEMBRANCE
AND HOPE

October is Domestic Violence Awareness Month, and the City of Irving will honor victims, survivors and their families during this year’s Illuminate Irving: a Night of Remembrance and Hope gathering.

The event will be held from 5:30 to 7:30 p.m. Oct. 15 along Mandalay Canal, 200 E. Las Colinas Blvd.

Domestic violence is a crime that affects all demographics regardless of socioeconomic level, education, race, national origin, age, gender or sexual orientation.

Representatives from Irving’s Family Advocacy Center, along with other organizations, will be on hand to provide helpful information to those in need.

Anyone who wishes to float a lantern on the canal in honor of a victim or survivor of domestic violence is invited to participate.

Visit CityofIrving.org/Illuminate for more information. ■



National Preparedness Month

September is National Preparedness Month, and the City of Irving is encouraging residents to prepare for such hazards as severe thunderstorms, tornadoes, snow, ice, extreme heat and flooding.

This month is a good time to learn about the types of hazards the city can face and how to be prepared. Below are some helpful emergency preparedness tips.



Emergency Supply Kit
An emergency supply kit can be created six months or more in advance before something happens. It should be placed in an easy access location to “grab and go.” The kit should include items that might be needed if away from the house for up to three days.

- Recommended items for an Emergency Supply Kit:
- Water, one gallon per person per day for at least three days for drinking and sanitation.
 - Food, at least a three-day supply of nonperishable foods.
 - Battery-powered or hand-cranked radio, a NOAA Weather Radio with tone alert and extra batteries for both.
 - Flashlight and extra batteries.
 - First-aid kit.
 - Whistle to signal for help.
 - Dust mask to help filter contaminated air.
 - Plastic sheeting and duct tape to shelter-in-place.
 - Moist towelettes, garbage bags and plastic ties for personal sanitation.
 - Wrench or pliers to turn off utilities.
 - Can opener for food (if kit contains canned food).
 - Cellphone with chargers, inverter or solar charger.
 - Cash in the event ATMs are not available or the incident prevents the use of credit/debit cards.
 - A copy of important documents such as passports, immunization records and Social Security cards.

- Do not forget critical items for family members, such as:
- Pet supplies.
 - Medications.
 - Baby items such as diapers, formula and bottles.

Prepare a Plan
Where would family members meet if an emergency occurred and they were separated? Who would family members contact to let someone know they were safe? Preparing a plan ahead of time will be extremely important during an emergency. It should include household member information, places where household members often spend the majority of their time, information on household pets, designated place where household members will meet and emergency numbers. A plan can be prepared online at KnowWhat2Do.com.

Be Informed
Know the types of hazards that can affect this area and how to plan for them.

Flooding
Flooding can happen anywhere in the United States and is the nation’s most common hazard. It can develop quickly or over a period of time. Just 6 inches of fast-moving water holds enough force to knock over an adult, and 2 feet will carry away most vehicles.

Flood Watch: There is the possibility of flooding. Tune into a NOAA weather radio or local news for additional information.

Flood Warning: Flooding is occurring or will occur soon.

Flash Flood Warning: Flash flooding is occurring or will soon occur. Tune into a NOAA weather radio or local news for additional information.



Tornado
Tornados are nature’s most violent storm which can occur in many shapes and sizes. They can be up to 1 mile wide and travel for long distances. A tornado watch means that the formation of one is possible. A tornado warning means that one has been seen by storm spotters or detected by radar and residents should seek shelter immediately.

- Designate a shelter area.
- Stay away from windows.
- Do not try to outrun in a vehicle.
- Practice emergency plan.

- Winter Weather**
A winter storm can happen in Irving. Freezing rain, snow and ice, even though they can be fun to play in, can cause car accidents and hypothermia. Power lines can be knocked down for an extended period of time as well. Some winter weather safety tips:
- Ensure heating source is working properly and well ventilated.
 - Winterize household pipes and keep faucets dripping when the temperature falls below freezing.
 - Winterize vehicles and prepare emergency kit to keep in vehicle.
 - Avoid driving on overpasses and bridges.
 - Wear several layers of lightweight warm clothing instead of one heavy layer.
 - Ensure outer garments are water-repellent.
 - Ensure pets have plenty of food, water and shelter.

Visit CityofIrving.org/Emergency-Management or call (972) 721-2100 for more information on emergency preparedness and hazards that can happen in Irving. ■



Heritage District Unveils New Plaza

The City of Irving’s historic Heritage District continues to evolve with the opening of its new Main Street Plaza. Nestled among Main Street’s restaurants, the plaza will serve as a gathering space in the heart of Irving’s downtown.

The city removed a structure earlier this year to build the plaza, which includes seating along the curved pathway, as well as tables, lighting and shade trees. The masonry walls will feature rotating art exhibits.

Residents are invited to relax, enjoy a meal from one of the nearby restaurants and socialize in one of Irving’s most charming areas.

“We are investing significant resources in upgrades and renovation in our Heritage District. It’s an Irving treasure we want to improve and preserve,” Irving Mayor Rick Stopfer said. “The entertainment options, retail space and Irving Boulevard will be improved greatly over the next several years.”

Other projects also underway in downtown Irving include a live entertainment venue, MainStage222, slated to open this fall; the Irving Archives and Museum will open later this winter in the former Irving Central Library; and work will begin on an expanded Heritage Park in 2020. ■



Parks and Recreation Activity Briefs, Programs

After-School Programs – Registration Continues
Registration for the After-School Program will continue at area recreation centers as space permits. Elementary school students will participate in a variety of activities including gym games, crafts and homework time in a safe and supervised environment. An afternoon snack is provided daily. The program is offered on school days between the hours of 3:15 to 6 p.m. at Cimarron, Georgia Farrow, Lee, Mustang, Northwest and Senter Park recreation centers. The cost of each six-week session is \$180. Check neighborhood recreation center for a list of participating schools or to register in person. Register online at CityofIrving.org/IrvingRec.

Sept. 15, Oct. 13, Nov. 10 and Dec. 8 | AquaStars
11:30 a.m. to 1 p.m. | \$1 for ages 4-17; \$1.50 for ages 18-50 | Heritage Aquatic Center, 200 Jefferson St. AquaStars is a program that provides special needs children with an opportunity to sidestep crowds and experience the excitement of play in an indoor, 20-yard, temperature-controlled lap pool. Amenities include an accessible ramp, accessible chair lift and water chair, making it an ideal location for this program. Appropriate lifeguard and staffing ratios will be provided. Participants must be accompanied by an adult or guardian. For more information, call (972) 721-7311.

Heritage Senior Center
200 S. Jefferson St., (972) 721-2496

- **Sept. 12 | Grandparents Bingo and Spaghetti Night**
6 to 8 p.m. | \$6
Enjoy an evening of bingo and a spaghetti dinner to celebrate Grandparents Day. Grandchildren are welcome to attend. Register by 5 p.m. Sept. 9.
- **Oct. 4 | 37th Annual Ms. Mature Irving Pageant**
7 p.m. | Irving Arts Center Carpenter Performance Hall, 3333 N. MacArthur Blvd.



Celebrate the unique beauty of Irving senior women as they contend for the title of Ms. Mature Irving. Contestants will be judged on personality, talent and evening wear. All ages are welcome to attend. This event is free and open to the public. Contact Pat Davenport for more details.

Lee Park Recreation Center
3000 Pamela Drive, (972) 721-2508

- **Sept. 6 | Home-School Explore P.E.**
10 a.m. to 2 p.m. | Ages 6-17 | \$5 per person
Home-School students can stay moving and active with physical education activities provided by staff. This event lets kids explore different sports and gym games to discover which activities peak their interest. Register in advance.

Lively Pointe Youth Center
909 N. O’Connor Road, (972) 721-8090

- **Sept. 14 | Teen Jam**
7 to 11 p.m. | Middle and high school students | Free admission with IPAR card or school ID
Youth and teens can enjoy a late night at Lively Pointe. Bring a friend, and enjoy music, games and complimentary food and soda.

Northwest Park Recreation Center
2800 Cheyenne St., (972) 721-2529

- **Sept. 13 | Family Game Night**
6 to 9 p.m. | Free admission
Families are invited to partake in a little friendly competition featuring traditional party games. Registration is required by Sept. 4. Concessions will be available for sale.

Visit CityofIrving.org/Parks for all the Parks and Recreation upcoming activities.

REGISTER NOW FOR YOUTH BASKETBALL LEAGUE

Irving Parks and Recreation invites youths 7 to 12 years old to a recreational basketball league that emphasizes teamwork and teaches fundamental basketball skills. Participants will be placed by age level:

- 8U for 7- and 8-year-old players
- 10U for 9- and 10-year-old players
- 12U for 11- and 12-year-old players.

Teams will practice once a week beginning in December, but no practices are scheduled during the holiday break. A seven-game season starts Jan. 11 and will close with a single-elimination tournament in late February. Teams will consist of eight to 10 participants.

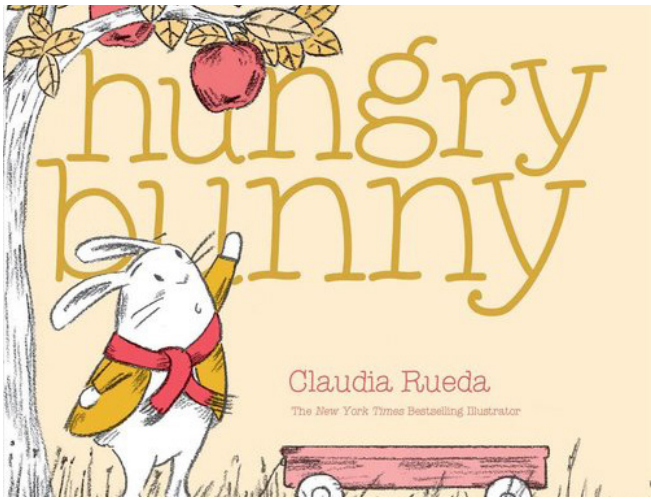
Registration is \$45, and all participants will receive a league jersey. League registration can be completed online at CityofIrving.org/IrvingRec or at any Irving recreation center. An Irving Parks and Recreation membership card is required to register.

For schedules and more information, visit CityofIrving.org/2780 or call (972) 721-2501. ■



ENERGY SAVINGS TIPS

- Saving energy can be simple by conducting a basic energy audit. Here are five easy tips and fixes.
- **Find and Fix Air Leaks** – Check windows and doors for air leaks. On a windy day, turn off the air conditioner and all ceiling fans. Hold a thin tissue paper taped to a pencil near gaps in windows, doors, fireplace dampers, light switches and wall outlets. If movement is noticed, use caulk or gaskets as needed to fix.
 - **Eliminate “Phantom Loads”** – Devices consume power even when off. Use a power strip with an on/off switch to truly turn off small appliances, computers, electronic devices and more.
 - **Lighting** – Install compact fluorescent or LED bulbs. The lights in a typical home can account for up to 10 percent or more of the home’s annual energy use.
 - **Check the attic insulation** – Ideally, there should be at least 12 to 15 inches of insulation lining the attic floor. Measure the depth with a yardstick or tape measure.
 - **Install a programmable thermostat** – Buy and learn how to use a programmable thermostat. Each degree that is raised above 72 can save 2 to 3 percent on electric bills.
- Visit CityofIrving.org/617/Energy for more energy tips. ■



Library Card Sign-Up Month, 3B Program, Briefs

Irving Still Believes in Libraries
Every month more than 64,700 residents visit an Irving Public Library facility and more than 27,000 website visits to download e-books or e-audiobooks, study a new language or find a program to attend. Those who have not visited one of Irving’s libraries recently to see why the community still believes in libraries should stop by during National Library Card Sign-up month in September. Residents also may attend community events throughout the month and register for a card at a library location or at outreach visits. Visit CityofIrving.org/Library-Outreach to see the entire list of card sign-ups and pop-up libraries with free books for the family this month.

3B – Boys, Books and Barbershops
Irving Public Library joins the nationwide literacy movement to encourage kids, especially boys, to become a cut above the rest in regard to reading and learning by providing free books to enjoy at local barbershops. The new program, titled 3B — Boys, Books and Barbershops — is a library collaboration with the Irving Police Department, Irving Municipal Courts, the Friends of Irving Public Library and local businesses to supply reading opportunities and provide positive role models for Irving’s youth. Items from each barber’s 3B basket, which will feature graphic novels and action-packed books for boys, can be read at the shop and taken home. To learn more, or to see a list of participating 3B businesses, visit CityofIrving.org/Library-Outreach.

Career Help with Workforce Solutions
Beginning Sept. 3, the library’s career coach from Texas Workforce Solutions of Greater Dallas will meet with job



seekers at the following days and times:

- 10 a.m. to noon Mondays | South Irving Library, 601 Schulze Drive
- 10 a.m. to noon Tuesdays | Valley Ranch Library, 401 Cimarron Trail
- 10 a.m. to noon Wednesdays | West Irving Library, 4444 W. Rochelle Road
- 10 a.m. to noon Thursdays | East Branch Library, 440 S. Nursery Road

Activities include career path recommendations based on a personality assessment, help setting up email accounts, weekly online job searches and information about free online courses.

Library Briefs
Sept. 18 | Craftworks Junior: Sand Art
4 p.m. | All ages | West Irving Library, 4444 W. Rochelle Road
Make fun summertime sand art crafts!

Sept. 21 | Hispanic Heritage Celebration
2:30 p.m. | East Branch Library, 440 S. Nursery Road
Award-winning Colombian picture book author and illustrator Claudia Rueda (“Here Comes the Easter Cat,” “Hungry Bunny”) headlines this year’s event featuring cultural performances, crafts and refreshments.

Sept. 25 | Preschool Sensory Play
7 p.m. | Ages 3-6 | Valley Ranch Library, 401 Cimarron Trail
Children can participate in a leisurely exploration of the world around them through sensory and therapeutic play stations. Tickets are required. This event is limited to 15 child/caregiver pairs.

A man and a woman are sitting on a brown couch, smiling at the camera. A black and white dog is sitting in front of them, looking up and barking or playing. The man is wearing a light blue shirt and the woman is wearing a white shirt. The dog is wearing a black collar with a red tag.

A young girl with brown hair, wearing a red long-sleeved shirt and blue jeans, is smiling and holding a large, round orange pumpkin. She is standing in a field of straw and pumpkins. In the background, there are more pumpkins, some on a wooden stand, and a small black object, possibly a camera or a light, is visible. The scene is outdoors and appears to be a pumpkin patch or a farm.



IRVING Investing in our Future

Visit CityofIrving.org/2255 for more information on the city's ongoing infrastructure initiative. ■



Sharon Barbosa Crain, Bob Bourgeois, Loren Byers, David Cole, Mark Cronenwett, Tim Fooks, Adam Fritcher, Gustavo Garcia, Mike Gregory, Sushil Patel, Janie Perelman, Hammond Perot, David Pfaff, Clint Rain, Nichole Kintop Smith, Sam Reed, Mohammed Shaphy and Heather Stroup. ■

IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 23, 2019

BUREAU MANAGEMENT AND STAFF REPORTS



September 6, 2019

Mayor Rick Stopfer
Irving City Council
825 W. Irving Blvd.
Irving, TX 75060

Dear Mayor and City Council:

I wanted to personally make you aware of an upcoming event taking place at the Irving Convention Center, as it is a first for Irving and I anticipate it will create some discussion within the community.

The passage of Bill 1325 in the 2019 Texas legislature in effect legalized the industrialization of hemp and hemp-derived products like CBD oil with less than .3% THC content – the farming, manufacturing and retail sale of the products. On September 21-22, the Lucky Leaf Expo will be held at the ICC, with programming focused on providing information to attendees on growing hemp-related businesses, by connecting suppliers, attorneys, growers, lighting companies and other related attendees. The expo is “designed for businesses, investors or anyone who wants to know more about the cannabis and hemp industry,” according to the company’s website.

Upon receiving the initial inquiry from the show organizers about availability for this event, I immediately contacted Irving Police Chief Jeff Spivey to make him aware of the event and ask if there was anything specific we would need to do if the event were to proceed. Chief Spivey indicated the event organizers would need to certify that all products coming in to the ICC for this event would be THC-free and would comply with all local, state and federal laws. A letter from the organizer certifying this was submitted and is a part of the contract for the event. Although setup will be taking place on Friday, September 20, we have also asked the organizer not to put up any signage or promotional materials in any of the public areas until Saturday so as not to create any potential disruptions for events taking place in the building that Friday. The organizers have the full building that weekend, so there are no other events taking place that Saturday and Sunday.

Please let me know if you have any questions – as always, I may be reached in my office at 972-401-7706, on my cell at 214-907-9686 or via email at mgast@irvingtexas.com

Sincerely,



cc: City Manager Chris Hillman
Police Chief Jeff Spivey
Corporate Communications Director Susan Rose

ICVB Memorandum

Date: September 13, 2019

To: Maura Gast, FCDME, Executive Director

From: Lori Fojtasek, Vice President, Sales & Services

RE: Sales & Services Department Board Report for August 2019

Convention Sales & Services Staff Activities

Leads Generated	August	YTD
Irving CVB – Hotel Leads	154	1641
Irving Convention Center Leads	31	386

August

Room Nights Generated	Monthly Goal	August 2019 Actuals	August 2018 Actuals	FY2018-19 Annual Goal	FY2018-19 YTD Actuals	FY 2017-18 YTD Actuals	August Convention Center	Convention Center YTD
Definite Room Nights	18588	17518	23970	223060	220381	218307	4388	37021
Lost Room Nights		36536	37028		412364	309319	21156	177457

Travel & Activity Customer Services Activity

August	Organization	Event	Location
10-14	ASAE	Tradeshow & Annual Meeting	Columbus, OH
26-29	Collinson Publishing	Connect Sports	Louisville, KY
26-29	Collinson Publishing	Connect Specialty	Louisville, KY
26-29	Collinson Publishing	Connect Corporate	Louisville, KY

August Servicing & Inventory

Groups Served	
August	12
YTD	204

Service Type	# of Groups Served	Total Inventory Utilized
Proclamations/Flags/Welcomes	0	Mayoral/Council Appearance/Letter/Flags for Convention Programs
Name Badge/Lanyard Services	3	374 Badges/551 Lanyards
Pens	5	795 white
Bags	5	3395 (Let's Play=3000)
Promotional Materials	6	480 restaurant maps/ 215 travel guides/90 Surveyor/1678 TMF
Staffing Services	5	106 Event Hours

Event Location: Hotels: 6
 Irving Convention Center: 5

Special Services

Proclamations/Welcomes/Flags:

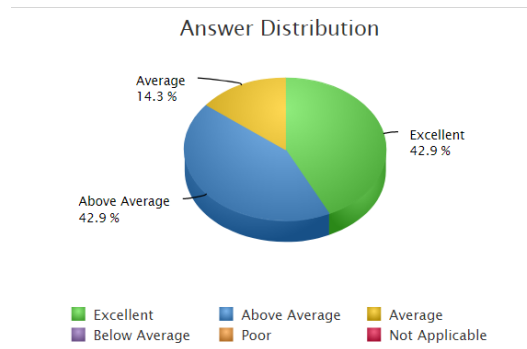
- Welcome and Proclamation – GFWC
October 27, 2018, Lori Fojtasek
- Opening Remarks – Zest Fest,
January 25, 2019 Deputy Mayor Pro Tem Oscar Ward
- Welcome – North Texas Teen Book Festival,
March 23, 2019, Mayor Rick Stopfer
- Welcome/ Ribbon Cutting – North Texas Business Alliance,
April 10, 2019, Mayor Rick Stopfer
- Welcome/Ribbon Cutting DFW Minority Supplier,
May 7, 2019, Mayor Rick Stopfer
- Proclamation/ Flag Presentation – Angry Skipper Association-Reunion
May 18, 2019, Councilman Al Zapanta
- Proclamation/ Flag Presentation – The Association of Buffalo Soldiers and Troopers MC
May 18, 2019, Councilman Dennis Webb
- Welcome – VRM Mortgage,
June 4, 2019, Mayor Rick Stopfer
- State Proclamation/ Flag Presentation – Grand Encampment of Knights Templar
June 26, 2019, Councilman Kyle Taylor
- State Proclamation/ Flag Presentation – Grand Encampment Sirens
July 1, 2019, ICVB Board Chairwoman Clem Lear
- Special Recognition/Flag Presentation – Nnewi USA
July 5, 2019, Mayor Rick Stopfer
- Proclamation/ Flag Presentation – American Legion Department of Texas
July 12, 2019, Mayor Rick Stopfer

Upcoming

- Welcome/Proclamation/ Flag Presentation – 3rd Combat Engineer Battalion Memorial/Reunion
September 21, 2019, Councilman Al Zapanta

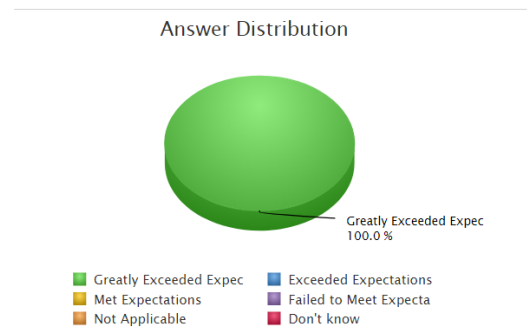
Customer Service Satisfaction Survey Results August 1-30, 2019

How was your overall destination experience?



08/01/2019 - 8/31/2019
Score: 85.7% / **100.0**

How was your overall Convention and Visitors Bureau Experience?



8/01/2019 – 8/31/2019
Score: 100% / **100.0**

September-December 2019

Definite Bookings

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Bluerock Capital Markets LLC	Bluerock Capital Securities Due Diligence Meeting	9/1/2019	9/5/2019	120	141
GlobauxSource	Halftime Annual Coaches Retreat Program	9/3/2019	9/5/2019	16	48
Southwest Airlines	Tech Ops Leadership Meeting and Banquet	9/3/2019	9/6/2019	460	550
McKesson Corporation	#10281-2019 CSBD Annual Forum	9/4/2019	9/6/2019	50	50
Dallas Security Traders Association	2019 DSTA Annual Convention	9/4/2019	9/7/2019	100	183
BioTE Medical	BioTE Medical	9/5/2019	9/7/2019	200	251
Pathways Core Training Inc.	Pathways Monthly September 2019	9/6/2019	9/21/2019	100	272
Marcus Evans	Marcus Evans PVM Summit	9/7/2019	9/11/2019	200	518
Classic Elegance Coaches	Classic Elegance - Giants 2019	9/7/2019	9/8/2019	50	25
National Football League	NFL Football Officials September 2019	9/7/2019	9/21/2019	12	36
Greystar Management Services LP	Greystar Cohort 5 (September)	9/8/2019	9/11/2019	30	33
Pacific Dental Services	PDS Board Meeting	9/8/2019	9/9/2019	20	24
Tampa Bay Rays	Tampa Bay Rays 2019	9/9/2019	9/12/2019	71	213
Republic Finance	Republic Finance	9/9/2019	9/11/2019	65	138
American Red Cross	American Red Cross - Donor Recruitment Training	9/9/2019	9/12/2019	20	48
Troutman Sanders	Troutman Sanders Partners Retreat	9/10/2019	9/14/2019	350	716
McKesson Corporation	#11328-CEO Succession Reviews	9/10/2019	9/13/2019	10	30
State of Reform	2019 State of Reform - Guest Room Block	9/10/2019	9/12/2019	200	28
City of Irving	Transportation Summit for 2019	9/11/2019	9/13/2019	250	70
The Meetings Oracle	AAPN	9/11/2019	9/12/2019	12	30
McKesson Corporation	McKesson Finance Council	9/11/2019	9/13/2019	12	20

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Oakland Athletics	Oakland Athletics 2019	9/12/2019	9/14/2019	75	195
North Texas Business Alliance	North Texas Business Alliance Co-Op - September 2019	9/12/2019	9/15/2019	40	57
Tribute to Valor Foundation	Tribute to Valor Gala	9/12/2019	9/15/2019	150	90
Dallas Tattoo Expo	Dallas Tattoo Expo	9/13/2019	9/15/2019	3000	330
Lion Street	Lion Street Indaba 2019	9/14/2019	9/17/2019	200	560
Grapevine High School	Speech and Debate Tournament	9/15/2019	9/18/2019	100	115
Young Presidents' Organization	YPO September 2019 New Hire Orientation	9/16/2019	9/19/2019	10	40
NEC Corporation of America	NEC-Executive Round Table	9/16/2019	9/19/2019	30	54
Greystar Management Services LP	Greystar Cohort 7 (September)	9/17/2019	9/18/2019	30	33
Marcus Evans	Marcus Evans CMO/CNO/CIO Fall Summit	9/17/2019	9/20/2019	120	205
North Texas Business Aviation Association	NTBAA 7th Annual Safety Show-Down	9/17/2019	9/19/2019	200	600
Miami Dolphins	Miami Dolphins Team Travel	9/18/2019	9/22/2019	200	211
FenCon	2019 FenCon	9/19/2019	9/22/2019	750	399
Lucky Leaf Expo	Lucky Leaf Expo 2019	9/20/2019	9/22/2019	2000	300
Advisors Excel	Advisors Excel - Rainmaker Elite Sept.	9/21/2019	9/26/2019	50	214
Classic Elegance Coaches	Classic Elegance - Miami Dolphins 2019	9/21/2019	9/22/2019	50	25
Operation First Response	3rd Combat Engineer Battalion Memorial	9/21/2019	9/21/2019	180	75
The Gathering	The Gathering	9/22/2019	9/28/2019	400	766
Michaels Stores, Inc.	Michaels Stores - 2019 Partner Summit	9/22/2019	9/24/2019	200	268
National Systems Contractors Association	2019 Pivot to Profit Fall Conference	9/22/2019	9/25/2019	250	336
McKesson Corporation	Oncology Liaison & Practice Marketing National Meeting	9/22/2019	9/25/2019	125	266

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Fresenius Medical Care	September 2019 CMT West Training Series	9/23/2019	9/27/2019	70	280
Boston Red Sox	Boston Red Sox 2019	9/23/2019	9/26/2019	95	276
Destinations International	Destinations International CDME Board Meeting	9/23/2019	9/26/2019	15	33
McKesson Corporation	#11761-Facility Management Meeting	9/23/2019	9/25/2019	28	56
McKesson Corporation	#10909-Q2 Corporate FP&A - M&A All Hands	9/24/2019	9/27/2019	15	30
New York Yankees	New York Yankees	9/25/2019	9/28/2019	100	340
Misch Implant Institute	Dental Education	9/25/2019	9/28/2019	85	79
The Southwestern Invitational	Southwestern Invitational Championship 2019	9/26/2019	9/29/2019	312	277
University of Arkansas Athletics	University of Arkansas vs TX A&M 2019	9/27/2019	9/28/2019	50	124
Classic Elegance Coaches	Classic Elegance - NY Yankees vs Rangers 2019	9/28/2019	9/29/2019	25	25
Trident USA Health Services	Trident USA Health Services	9/29/2019	10/1/2019	115	250
Health Management Systems	Six Sigma Training - Oct 2019	9/29/2019	10/25/2019	25	140
PartnerSource	Annual PartnerSource Employers' Conference	10/1/2019	10/4/2019	350	334
McKesson Corporation	#11514-National Managed Care/Value Based Team meeting	10/2/2019	10/5/2019	120	240
Pathways Core Training Inc.	Pathways Monthly October 2019	10/4/2019	10/20/2019	100	272
CCCI - Cru	Body and Soul	10/4/2019	10/6/2019	100	62
Collegiate Sports Travel	University of Tulsa vs SMU	10/4/2019	10/5/2019	150	75
Texas Bowling Centers Association	Southwest Bowling Proprietors Trade Show	10/5/2019	10/9/2019	125	185
Classic Elegance Coaches	Classic Elegance - Green Bay 2019	10/5/2019	10/6/2019	50	25
National Football League	NFL Football Officials October 2019	10/5/2019	10/19/2019	12	36
TT Electronics	TT Electronics TT University	10/6/2019	10/9/2019	50	66

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Arrow Electronics	FOM2019	10/7/2019	10/10/2019	150	215
NEC Corporation of America	NEC - Resolve 2019	10/7/2019	10/9/2019	25	27
McKesson Corporation	HS Team Meeting - October 2019	10/7/2019	10/10/2019	40	80
University of Dallas Ministry	University of Dallas Ministry Conference	10/8/2019	10/13/2019	6000	450
University of Dallas Ministry	University of Dallas Ministry Conference	10/8/2019	10/13/2019	6000	450
University of Oklahoma - Alumni Association	OU Alumni Association 2019	10/9/2019	10/13/2019	1500	675
Vistra Energy	Vistra Energy Supplier Summit	10/9/2019	10/10/2019	50	40
Days of The Dead Dallas	Days of the Dead Dallas	10/10/2019	10/14/2019	900	456
BioTE Medical	BioTE Medical	10/10/2019	10/12/2019	200	251
University of Texas Athletics	University of Texas Football Team Travel vs OU	10/10/2019	10/13/2019	75	178
Parker College of Chiropractic	Parker University Dallas Seminar	10/10/2019	10/13/2019	50	140
American Collectors Association of Texas, Inc.	2019 Annual Regional Conference	10/12/2019	10/16/2019	120	135
McKesson Corporation	PSaS Awards Ceremony	10/12/2019	10/15/2019	75	90
Boy Scouts of America	Boy Scouts - National Executive Board & Committee Meeting - Oct 2019	10/13/2019	10/15/2019	100	153
Construction Industry Ethics & Compliance Initiative	2019 CIECI Best Practices Forum	10/13/2019	10/15/2019	100	95
ServiceNow	2 5166 ServiceNow Dallas Room Block 2019	10/13/2019	10/15/2019	125	254
ACE Cash Express, Incorporated	Quarterly Meeting- OCTOBER 2019. Rooms Only	10/14/2019	10/16/2019	10	20
American Red Cross	American Red Cross - Donor Recruitment Training	10/14/2019	10/17/2019	20	48

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
McKesson Corporation	#11354-McKesson Real Estate FY20 Annual Conference	10/14/2019	10/17/2019	50	110
McKesson Corporation	Board, Committee & Strategy Review Meetings 2019	10/15/2019	10/24/2019	25	94
McKesson Corporation	#10356-FY20 Macro Helix CAB Meeting -- Retail	10/15/2019	10/18/2019	25	54
C2 Ventures / Comic Con	Comic Con Fan Days	10/16/2019	10/22/2019	8000	240
American Express Meetings & Events	QBO Team Building Event - October 2019	10/16/2019	10/17/2019	45	90
Daughters of the Nile	Daughters of the Nile	10/17/2019	10/20/2019	350	330
Vizient, Inc.	Vizient, Inc. 2019 EOG	10/17/2019	10/17/2019	14	14
Assemblies of God/Marriage	Marriage Retreat	10/18/2019	10/20/2019	80	80
Gathering of the Eagles International Worship Summit	Gathering of The Eagles International Summit	10/19/2019	10/29/2019	1500	1215
SANS Institute	Wild Card Summit 2019/October	10/19/2019	10/28/2019	150	345
Irving High School	Irving High School Reunion	10/19/2019	10/20/2019	100	20
Classic Elegance Coaches	Classic Elegance - Philadelphia Eagles 2019	10/19/2019	10/20/2019	50	50
ASG Technologies	ASG Technologies	10/20/2019	10/24/2019	300	391
American Concrete Pipe Association	ACPA October 2019 Guest Room Block	10/20/2019	10/23/2019	20	60
Military Sky Ball - Airpower Foundation	Military Sky Ball	10/21/2019	10/28/2019	5000	1000
Fresenius Medical Care	October 2019 CMT West Training Series	10/21/2019	10/25/2019	70	280
Controllers Conference - Ft. Worth	Controllers Conference - Ft. Worth	10/21/2019	10/23/2019	20	66
Military Reunion Planners	Flying Adjuster OFA	10/23/2019	10/26/2019	50	120

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Monster Vision Productions	11th Annual Dallas Bachata Festival	10/23/2019	10/27/2019	250	405
Texas Association for Supervision & Curriculum Development	Tx ASCD 2019 Annual Conference	10/24/2019	10/30/2019	800	733
Clinical Mind	Acendis Regional Advisory Board- Dallas	10/27/2019	10/28/2019	22	26
Tenkoz	Tenkoz Oct 2019	10/28/2019	10/30/2019	55	75
Pleasant Holidays	ACE	10/28/2019	10/30/2019	24	56
BMW Car Club of America	BMW Car Club	10/31/2019	11/2/2019	195	290
Texas Optometric Association, Inc.	2019 Eyecon Meeting	10/31/2019	11/2/2019	350	108
Pathways Core Training Inc.	Pathways Monthly November 2019	11/1/2019	11/16/2019	100	272
Questex	Questex - SPATEC Meeting	11/2/2019	11/6/2019	160	505
Pleasant Holidays	AAA TX	11/3/2019	11/5/2019	200	172
State Bar of Texas	27th Annual Texas Minority Counsel Program	11/5/2019	11/8/2019	150	305
Greystar Management Services LP	Greystar Cohort 7 (November)	11/5/2019	11/6/2019	30	33
Marcus Evans	Marcus Evans Tax Officers Summit 2019	11/5/2019	11/8/2019	120	155
McKesson Corporation	Front Line Leader, Oct/Nov 2019	11/5/2019	11/6/2019	24	0
Association of Cedarbrook Camps	2019 ACC Conference	11/6/2019	11/9/2019	100	85
Family Life	Weekend to Remember	11/6/2019	11/11/2019	500	584
Foresters Financial	Foresters Financial-2019	11/6/2019	11/11/2019	109	228
EPRI	EPRI Technology Communication Council	11/6/2019	11/7/2019	20	40
Independent Insurance Agents of Dallas	IIAD Jim Millerman Insurance Convention 2019	11/6/2019	11/7/2019	500	30
McKesson Corporation	Success Summit	11/6/2019	11/8/2019	50	50

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
IEEE Electronic Packaging Society	Electronic Components and Technology Conference Planning Meeting 2019	11/7/2019	11/9/2019	75	75
BioTE Medical	BioTE Medical	11/7/2019	11/9/2019	200	201
Marcus Evans	Tax Officers Summit	11/7/2019	11/10/2019	110	150
Minnesota Vikings Football Team	Minnesota Vikings Team Travel	11/7/2019	11/10/2019	250	246
Dallas Dance Festival	Dallas Dance Festival 2019	11/7/2019	11/10/2019	500	575
Collegiate Sports Travel	East Carolina University vs SMU	11/8/2019	11/9/2019	115	118
Irving Hispanic Chamber of Commerce	Irving Hispanic Chamber of Commerce - 2019 Annual Gala	11/8/2019	11/8/2019	300	20
Classic Elegance Coaches	Classic Elegance - Minnesota Vikings 2019	11/9/2019	11/10/2019	50	25
National Football League	NFL Football Officials November 2019	11/9/2019	11/28/2019	12	48
American Legal and Financial Network	0025Y8 ALFN Intersect Nov	11/11/2019	11/13/2019	120	96
American Red Cross	American Red Cross - Donor Recruitment Training	11/11/2019	11/14/2019	20	48
Texas A&M Transportation Institute	Texas A&M Transportation Institute	11/12/2019	11/16/2019	400	355
VMware	VMware Heptio Meeting	11/12/2019	11/14/2019	150	350
McKesson Corporation	MSPL Onmark Summit	11/13/2019	11/14/2019	130	260
Red Zone Games Inc.	Red Zone Games #2	11/15/2019	11/17/2019	50	60
Fresenius Medical Care	November 2019 CMT West Training Series	11/18/2019	11/22/2019	70	280
Drake Software	Drake Software 2019 Software Update School Dallas	11/18/2019	11/18/2019	250	85
McKesson Corporation	#11637-Accelerate FY20 Session I Nov 2019	11/18/2019	11/21/2019	30	120
American Concrete Pipe Association	ACPA November 2019 Guest Room Block	11/18/2019	11/18/2019	20	18
American Country Dance Association	2019 ACDA Nationals	11/20/2019	11/25/2019	300	230

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
USA Judo	2019 USA Judo President's Cup	11/20/2019	11/24/2019	500	255
American College of Emergency Physicians	ACEP Chapter Execs Leadership Summit Room Block 2019	11/20/2019	11/21/2019	32	40
Red Zone Games Inc.	Red Zone Games #3	11/23/2019	11/24/2019	50	30
Buffalo Bills	Buffalo Bills Team Travel	11/25/2019	11/27/2019	200	202
CBS Sports	2019 CBS Sports Production/Technical Teams	11/25/2019	11/29/2019	125	181
Classic Elegance Coaches	Classic Elegance - Buffalo Bills 2019	11/28/2019	11/29/2019	50	25
Red Zone Games Inc.	Red Zone Games #1	11/29/2019	12/1/2019	50	60
ISC2, Inc.	(ISC)2 Secure Summit 2019	11/30/2019	12/6/2019	400	259
United Network for Organ Sharing	UNOS December 2019 Board of Directors' Meeting	12/1/2019	12/3/2019	800	263
American College of Emergency Physicians	ACEP - EMBRS Room Block December 2019	12/1/2019	12/6/2019	20	120
MADD National Headquarters	MADD Board Meeting December 2019	12/1/2019	12/5/2019	20	52
McKesson Corporation	LTL FY20 Session I	12/2/2019	12/6/2019	30	116
Catholic Health Association	CHA Board of Trustees Meeting & Orientation – December 2019	12/4/2019	12/6/2019	40	65
BioTE Medical	BioTE Medical	12/5/2019	12/7/2019	200	251
DFW Business Group on Health	DFW Business Group on Health	12/5/2019	12/7/2019	400	35
Siddons-Martin Emergency Group	Siddons-Martin Emergency Group Holiday Party	12/6/2019	12/8/2019	350	270
American Athletic Conference	AAC Football Championship 2019	12/6/2019	12/7/2019	150	93
Red Zone Games Inc.	Red Zone Games #4	12/7/2019	12/8/2019	50	30
Aire Serv LLC	Aire Serv LLC 2019 Systems Training - Grapevine TX	12/8/2019	12/12/2019	40	55

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Hartford Funds	Hartford Funds Wirehouse Divisional Meeting	12/8/2019	12/11/2019	30	66
Fresenius Medical Care	December 2019 CMT West Training Series	12/9/2019	12/13/2019	70	280
American Red Cross	American Red Cross - Donor Recruitment Training	12/9/2019	12/12/2019	20	48
The Pre-Trib Research Center Calvary University	The Pre-Trib Research Center 2019	12/10/2019	12/14/2019	300	300
Los Angeles Rams Football Club	Los Angeles Rams Team Travel	12/12/2019	12/15/2019	200	191
Vizient, Inc.	Vizient, Inc. 2019 HR All Team Meeting (December)	12/12/2019	12/12/2019	80	10
Eko Club International (ECI)	Eko Club International	12/13/2019	12/14/2019	150	40
Classic Elegance Coaches	Classic Elegance - Los Angeles Rams 2019	12/14/2019	12/15/2019	50	25
National Football League	NFL Football Officials December 2019	12/14/2019	12/28/2019	12	36
Red Zone Games Inc.	Red Zone Games #5	12/21/2019	12/22/2019	50	30
Cotton Bowl Athletic Association	Cotton Bowl University Room Block 2019	12/25/2019	12/27/2019	150	231
Washington Redskins Football Club	Washington Redskins Team Travel	12/26/2019	12/29/2019	200	206
Classic Elegance Coaches	Classic Elegance - Washington Redskins 2019	12/28/2019	12/29/2019	50	25

**Items highlighted above are Target Industries for Irving

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 23, 2019**

CONVENTION CENTER MANAGEMENT REPORTS





September 13, 2019

TO: Maura Gast, Executive Director ICVB
 FROM: Verenis Pedraza, SMG Director of Finance
 Matt Tungett, SMG Director of Sales
 SUBJECT: **Monthly Financial & Sales Report – August 2019**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	141,486	146,051	111,700	963,652	976,604	764,508
Ancillary Income	160,882	203,873	151,330	3,561,802	3,709,745	3,708,754
Total Event Income	302,368	349,924	263,030	4,525,454	4,686,349	4,473,262
Other Income	31,890	39,200	26,012	443,065	589,961	605,733
Adjusted Gross Income	334,258	389,124	289,042	4,968,519	5,276,310	5,078,995
Indirect Expenses	(466,587)	(587,705)	(548,895)	(5,814,841)	(6,382,443)	(6,078,440)
Net Income (Loss)	(132,329)	(198,581)	(259,853)	(846,322)	(1,106,133)	(999,445)

- August's total direct event income came in just under budget by about \$4,500.00.
- Our F&B Catering goal for the month was short, as we hosted large, building-wide events with little to no catering. These events included two additional JW Conventions, Let's Play Gaming Expo, and Irving ISD. The Texas Pharmacy Association Annual Conference was, by far, our most impactful catering event. This program alone generated 45% of our total catering for the month.
- Total indirect expenses were under budget for the month by over \$121,000.00.
- Despite falling short on our income targets for the month, savings in operating expenses helped us beat budget by over \$60,000.00.

SMG Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	232,274	220,439	269,425	5,070,822	4,099,607	5,068,011
Net Income/(Loss)	140,545	171,239	134,643	2,959,948	3,091,307	3,159,907
Net Income/(Loss) %	60.51%	77.68%	49.97%	58.37%	75.40%	62.35%

ICC by the Numbers

EVENTS	
This month	To date
19	216
Current Year	Current Year
17	229
Prior Year	Prior Year

FUTURE GUESTROOMS BOOKED	
This month	To date
3,577	39,668
Current Year	Current Year
3,912	17,924
Prior Year	Prior Year

SIGNED CONTRACTS	
This month	To date
17	239
Current Year	Current Year
19	248
Prior Year	Prior Year

VISITORS	
This month	To date
37,827	251,181
Current Year	Current Year
22,241	254,823
Prior Year	Prior Year

SURVEY RESULTS	
Returned	Score
3	100%
This Month	Current Month
39	89.7%
Year to Date	Year to Date

Target Industry Bookings

Berkshire Hathaway – February 2020

US Bank – October 2019

Innotech Dallas – April 2020

Mutual of Omaha – September 2019

Big 5G Event – May 2020

September & October at a Glance

- August 30-September 2 North Texas SYC Cadets
- September 10-11 Interface MA 2019
- September 12-13 Irving Transportation Investment Summit
- September 12-15 Dallas Tattoo Expo
- September 18-19 NTBAA 7th Annual Safety Showdown
- September 20-22 Lucky Leaf
- September 20 The Great Harvest
- September 27-28 Possible DFW
- October 2-4 The Partner Source
- October 8-12 University of Dallas Ministries Conference
- October 17-20 Fan Days
- October 23-26 Gathering of the Eagles
- October 26-29 TX ASCD Annual Conference

cc: Tom Meehan, General Manager, SMG

September 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
		Irving Fire Fighters Exam Definite				
8	9	10	11	12	13	14
The Australian Pink Floyd ... Definite - Blackout		Interface MA 2019 Definite				
		Mutual of Omaha Seminar Definite	2019 North Texas State of Reform Health Policy Conference Definite			
		Kacey Musgraves Oh, What A World: Tour 11 (8K) 8:00PM Tentative 1 - Blackout		City of Irving - Irving Transportation Investment Summit Definite		
				Dallas Tattoo Expo ✱ Definite		
				Transit Coalition of North... Definite	Board & Business Develop... Definite	
				Alejandro Sanz (4K) 7:30PM Tentative 1 - Blackout		
15	16	17	18	19	20	21
Dallas Tattoo Expo ✱ Definite	North Texas Commission ... Definite				Lucky Leaf ✱ Definite	
	Johnson Controls Matasys Symposium Series Definite				19th Annual Neuroscienc... Definite	UB40 featuring Ali + Astro-... Tentative 1 - Blackout
		Irving Teen 360 Civic Acad... Definite			The Great Harvest ✱ Definite	
		QuikTrip Definite				
		Texas Mutual Education Day Definite	NTBAA 7th Annual Safety Show-Down Definite			
		Irving 360 Civic Academy Definite		Autism Conference Definite		
				1st Floor Boardroom Mee... Definite		

September 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
22	23	24	25	26	27	28
Peter Frampton Finale-Th... Definite - Blackout	Celanese Leadership Meeting Definite				Possible DFW Definite	
Lucky Leaf * Definite	ICVB Board of Directors M... Definite	Destinations International CDME Board Meeting Definite		Game of Thrones Live Con... Tentative 1 - Blackout	Big K.R.I.T (4K) 8:00PM Tentative 1 - Blackout	ZEDD with Jax Jones (live) ... Tentative 1 - Blackout
DFW Church * Definite			The Alchemy Tour: Nght... Tentative 1 - Blackout			
29	30	1	2	3	4	5
	American Airlines Definite		Partner Source Definite			Christian Nodal (2K) 8:00PM Definite - Blackout
	Texas Mutual Insurance Meeting Definite		TAME IMPALA (8K) 7:30PM Tentative 1 - Blackout	2019 Technology Prayer Breakfast Definite		India Property Show Definite
		Community Engagement Definite		US Bank Quarterly Execut... Definite	ASUG DFW Definite	Irving High School Home... Tentative 1
	Employbridge Tentative 1			97.1 The Eagle presents St... Tentative 1 - Blackout	J Balvin Arcoiris Tour 8:00... Tentative 1 - Blackout	

Green - Definite

Red - Tentative

***** - Public Show

Blackout - The Pavilion at Toyota Music Factory event

October 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
29	30	1	2	3	4	5
	American Airlines Definite		Partner Source Definite			Christian Nodal (2K) 8:00PM Definite - Blackout
	Texas Mutual Insurance Meeting Definite		TAME IMPALA (8K) 7:30PM Tentative 1 - Blackout	2019 Technology Prayer Breakfast Definite		India Property Show Definite
		Community Engagement Definite *		US Bank Quarterly Execut... Definite	ASUG DFW Definite	Irving High School Home... Tentative 1
	Employbridge Tentative 1			97.1 The Eagle presents St... Tentative 1 - Blackout	J Balvin Arcoiris Tour 8:00... Tentative 1 - Blackout	
6	7	8	9	10	11	12
Methodist Health System Leading to Excellence Summit Definite			Camilo Sesto (4K) 8:00PM Definite - Blackout			
India Property Show Definite	Dell Technology Forum 2019 Definite					
		DFW Hospital Council Ann... Definite				
		University of Dallas Ministries Conference Definite				
		Natalia LaFourcade (2K) 8:... Tentative 1 - Blackout	Medical City Healthcare H... Definite			
			City of Irving Employee Ce... Definite			
13	14	15	16	17	18	19
ServiceNow: NowSummit 2019 Dallas Definite			Texas Health Physicians G... Definite	Fan Days 2019 * Definite		
		Robyn: The Honey Tour w... Tentative 1 - Blackout		Femme it Forward featuri... Tentative 1 - Blackout	Logic with J.I.D and YBN C... Tentative 1 - Blackout	Blue October -King Tour-F... Tentative 1 - Blackout
20	21	22	23	24	25	26
Fan Days 2019 * Definite	A Day to Remember: The ... Tentative 1 - Blackout	TD Industries Quarterly M... Definite				Dane Cook (4K) 7:00PM Definite - Blackout
NF: The Search Tour with ... Tentative 1 - Blackout		We Will Rock You-The Musi... Tentative 1 - Blackout	Worship Summit Definite			
		Career Fair - Hire Talent Tentative 1	KXT 91.7 presents Wilco (4... Tentative 1 - Blackout		Franco Escamilla-Payaso (...) Tentative 1 - Blackout	TX ASCD 2019 Annual Con... Definite
						Coppell High School Hom... Definite

October 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30	31	1	2
		AJR present by Alt 103.7 N... Definite - Blackout	HCA Definite	Agile Camp Definite		Gloria Trevi 'Diosa de la N... Definite - Blackout
TX ASCD 2019 Annual Conference Definite			Theresa Caputo Live! The ... Tentative 1 - Blackout		Go Irving Tentative 1	
Miel San Marcos (4K) 7:00PM Tentative 1 - Blackout						Child Care Group Tentative 1

November 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28	29	30	31	1	2
		AJR present by Alt 103.7 N... Definite - Blackout	HCA Definite	Agile Camp Definite		Gloria Trevi 'Diosa de la N... Definite - Blackout
TX ASCD 2019 Annual Conference Definite			Theresa Caputo Live! The ... Tentative 1 - Blackout		Go Irving Tentative 1	
Miel San Marcos (4K) 7:00PM Tentative 1 - Blackout						Child Care Group Tentative 1
3	4	5	6	7	8	9
NEDRP 2019 Conference Definite			All Industry Day 2019 IIAD Definite		Irving Hispanic Chamber ... Definite	Texas Bridal & Wedding Ex... Definite ✱
El Tri 50 Anos Tour 2019 Vi... Tentative 1 - Blackout		Glenn/Evonik Technical Ev... Definite	Edward Jones Definite	World of Dance Live! Tour ... Tentative 1 - Blackout	African Region 6 Tentative 1	
		Destination Development ... Definite ✱	Melanie Martinez with La... Tentative 1 - Blackout			
10	11	12	13	14	15	16
Texas Bridal & Wedding Ex... Definite	Medical City Health Nurse... Definite	Economic Forecast for Re... Definite	NTENT Definite	MetroPCS Tentative 1	Feed My Starving Children Definite	
Greater DFW FCA Coaches ... Tentative 1		Sara Bareilles with Emily ... Tentative 1 - Blackout				Illenium (8K) 7:00PM Tentative 1 - Blackout
17	18	19	20	21	22	23
Feed My Starving Children Definite	ICVB Board of Directors M... Definite✱	City of Irving Annual Servi... Tentative 2	Level Up 219 Tentative 1	MDA Uncork a Cure Gala Definite		
				USA Judo Dallas Invitational and National Presidents Cup 2019 Definite ✱		
					Incubus: 20 Years of Make ... Tentative 1 - Blackout	Incubus: 20 Years of Make ... Tentative 1 - Blackout
24	25	26	27	28	29	30
USA Judo Dallas Invitatio... Definite ✱			Conan Gray (4K) 8:00PM Tentative 1 - Blackout			

December 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2	3	4	5	6	7
	TechMedia Definite				Jonathan Van Ness: Road ... Definite - Blackout	Emparejados-Con Adrian ... Definite - Blackout
				DFW Business Group on Health 15th Annual Forum Definite		
				State of Hispanic Business Definite	The Spirit Championships Definite	
					Board & Business Develop ... Definite ✖	Empower Texans Definite
					Leadership Irving Tentative 1	Point of Rental Holiday A... Definite
					Aerexchange Holiday Party Tentative 1	
					DHS Holiday Party Tentative 1	
8	9	10	11	12	13	14
	Super Lunch 2019 Definite		2019 TSCPA CPE Expo Definite			
	JBKnowledge ConTech Show Tentative 1		Charlie Brown Christmas ... Tentative 1 - Blackout		Battle of Texas Definite	
				DFW International Airport Holiday Party Tentative 1		Varidesk Holiday Party Definite
				MCR Holiday Party Tentative 1		
15	16	17	18	19	20	21
DFW Church Definite	ICVB Board of Directors M... Definite ✖	Employbridge Holiday Pa... Definite				
22	23	24	25	26	27	28
29	30	31	1	2	3	4
Mannheim Steamroller C... Tentative 1 - Blackout				Hilti Definite		
					Leadership Irving Tentative 1	

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 23, 2019**

INDUSTRY REPORTS / BOARD PARTNERS



Travel Services, Corporate Travel

Group Bookings Slowdown Showing Up Already in Hotel Earnings

Isaac Carey, Skift - Aug 22, 2019 10:00 am



Skift Take

As the U.S.-China trade war drags on, its effect on group business travel becomes more and more apparent. An uncertain political environment within the U.S. is also probably having an impact.

— Isaac Carey

A recent Cvent report forecast a decline in group bookings for late 2020, but for many hotel companies, this decline is already being felt.

Hilton, Hyatt, and IHG experienced a slowdown in group bookings in the first half of 2019, Skift found in its analysis of hotel earnings. In part, this was due to trade tensions with China, an issue which threatens to stretch through next year. Marriott, meanwhile, came up as an outlier, reporting healthy corporate booking in spite of a business climate that has sometimes been a lag on biz travel.

In Hilton's 2019 second quarter earnings, the hospitality company reported a decline in group bookings in the U.S. and weak leisure demand in China. Many corporations have cut back on expenditures as they wait for the uncertainty to blow over, and a trade deal to be reached.

"More people are putting their caution flags up," said Hilton CEO Christopher Nassetta in an earnings call in July. "Talking to other CEOs, talking to friends — anybody you talk to — will tell you that what's going on in the political world, which is connected to the trade world, is definitely having some impact."

Nassetta was surprisingly frank about the situation. He predicted that the trends would probably continue throughout the rest of the year and into 2020, unless a trade agreement is reached. Even if a deal is reached, he added, there will be an adjustment period, which would further prolong some of the headwinds.

And it doesn't end there. The general political uncertainty in the company's domestic market also threatens to slow down corporate demand.

"There are other swirling activities with the political theater ramping up with the 2020 election coming. So what we've anticipated for the second half of the year, honestly, is more the same trends," he said. "My best intel from talking to lots of CEOs, our folks around the world and our teams, is that I would project out the current trends into next year."

**COME SEE HILTON CEO CHRISTOPHER NASSETTA SPEAK AT SKIFT GLOBAL FORUM SEPT. 18 IN NYC.
GET TICKETS NOW**

Hyatt had a similar story, though the company was unsure what to attribute the slowdown to. In the second quarter of 2019, the hotel saw group bookings in its Chicago market – its business hub – decline 15 percent, dragging revenue per available room down.

“We have significant exposure in Chicago, which is our largest group market, and 2019 has been a very weak year,” said Hyatt CEO Mark Hoplamazian. However, he added that the majority of this drop was due to lower social, military, education, religious, and fraternal (SMERF) demand, along with sluggish corporate banking demand, rather than general corporate travel. Demand from retail and pharmaceutical companies, he noted, was strong.

The company predicted that group business would stay relatively flat throughout the rest of the year, before picking up in 2020, and then declining again in 2021.

Meanwhile, business travel suffered in China as well. Hoplamazian attributed much of this to the economic conditions in the region combined with ongoing trade tensions with the U.S., leading to lower demand from both domestic and international travelers.

IHG also experienced a slowdown with some of its business travelers. The hotel group does not have a large presence in group bookings, but saw weaker group demand overall. Lower corporate demand stretched to China, where bookings for business travel, as well as meetings, were lower.

As for the future, the company noted that travelers were currently unwilling to book far out, making predictions difficult.

“We don’t have as much group business as some of our peers, so looking at group pace is a little harder for us,” said Paul Edgecliffe-Johnson, chief financial officer at IHG. “And booking windows are quite short at the moment, so it’s hard to look through to business on the books and say exactly what that will give us in the second half.”

THE OUTLIER

Marriott, meanwhile, bucked this trend, reporting healthy group bookings for the quarter.

“Despite the business climate, our North American sales team had a solid quarter,” said Marriott CEO Arne Sorenson, adding that revenue from group booking increased six percent. “And booking pace for the next 12 months is up, largely related to strong corporate demand.”

The hospitality company acknowledged that its overall demand had suffered due to a less favorable economic environment, but had a few ideas why its corporate group business had outperformed.

For one, Marriott has a lot more group space compared to a company like Hyatt or IHG, making it possible for the company to offer more variability in terms of price, brand, and location. In an environment where group booking is down, it makes sense that a company like Marriott would capture much of the demand.

The company also pointed out that hotel commission rates had increased from 10 percent to seven percent, skewing yearly and quarterly comparisons somewhat.

However, Marriott also ran into modest trouble with demand in China, although it fared much better than its peers. The company pointed to the U.S.-China trade war as a main reason for slower growth in certain cities in the region, as international tensions put a widespread damper on business travel.



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2019 ANNUAL MEETING PRESENTED BY FLOWSERVE

Thursday, October 24, 2019 11:30 AM -
1:00 PM CST

*The Westin Irving Convention Center at Las
Colinas
400 West Las Colinas Blvd.
Irving, TX 75039*

Join the Greater Irving-Las Colinas Chamber of Commerce in welcoming **R. Scott Rowe**, Chief Executive Officer of Flowserve, for a conversation moderated by **Tracy Merzi**, Vice President of Local Markets at American City Business Journals, at our 2019 Annual Meeting. Flowserve's Fortune 645 global headquarters is located in Irving-Las Colinas and serves as one of the world's leading providers of fluid motion and control products and services.

We will celebrate the accomplishments of the Immediate Past Chairman **Lars E. Rosene**, Vice President, Corporate and Marketing Communications of Flowserve Corporation and welcome our incoming Chair of the Board **David Pfaff**, President of Plastronics Socket Company, as he shares his vision for the 2019-2020 fiscal year.

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For sponsorship opportunities, please contact Portia Washington at pwashington@irvingchamber.com or call 214-217-8484.

Event Item Name	Expires	Pricing
2019 Annual Meeting - Platinum Sponsor	Oct 11, 2019	\$7,500.00
2019 Annual Meeting - Gold Sponsor	Oct 11, 2019	\$5,000.00
2019 Annual Meeting - Silver Sponsor	Oct 11, 2019	\$2,500.00
2019 Annual Meeting - Corporate Table Sponsor	Oct 11, 2019	\$1,500.00
2019 Annual Meeting - Early Bird Individual Ticket (Member)	Sep 18, 2019	\$75.00
2019 Annual Meeting - Early Bird Individual Ticket (Non-Member)	Sep 18, 2019	\$85.00

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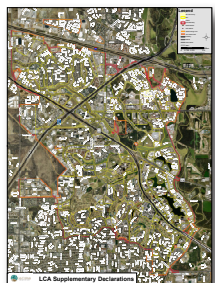
LCA Departments: *Strategic Planning*

One of LCA's one-man departments is Strategic Planning, which focuses on data analysis, interagency relationships and long-range planning. Tim Glass joined the LCA team as Director of Strategic Planning in 2018 and has assisted with many important initiatives since his arrival.

Reflecting the evolution of Las Colinas into a regional destination, one of Tim's early projects is Las Colinas Urban Center way-finding signage program, to improve the visitor experience with easier traffic flow and parking, and an enhanced pedestrian environment. Pending City of Irving approval, the signs and accompanying website will launch in late 2020.



Tim Glass
LCA Strategic
Planning Director



Internally, Tim assists with streamlining work-flow processes, analyzing data, and completing urban design project review. Also a cartographer, Tim creates and updates maps, and conducts spatial analyses.

LCA's Strategic Planning Department plays an integral part in future community development and planning. View Tim's Las Colinas Village Map at www.lascolinas.org/villages/.

OTHER THINGS TO KNOW

For questions, send an email to tglass@lascolinas.org or call 972-541-2345.



See Tim Glass in action! Find our YouTube link at the bottom of www.lascolinas.org under 'FOLLOW US'.



Cottonwood Valley

Property of the Month

1213 Travis Circle South

LCA DEPARTMENTS

INFORMATION TECHNOLOGY

Some of our departments are more visible than others. Security drives patrol cars in the community 24/7 and Common Property staff make the rounds every day. One LCA department that operates behind the scenes is our one-man Information Technology department.

Chase McCullough, LCA's IT Specialist has been with LCA for 2 years. Not only is he responsible for maintaining LCA's technology and equipment, he also keeps our software up-to-date and ensures that our infrastructure is operating efficiently. LCA manages important information for the 8,000 plus membership which requires high levels of security. From passwords to spam filters and internet security, IT safeguards employee information, as well as, member information.



Chase McCullough
IT Specialist

Chase keeps track of vendors, warranties, licenses, network mapping, maintenance schedules, and trains employees on how to operate a variety of devices. Whenever one of the LCA staff has a technology-related issue, Chase is the one they call. This can be a challenging task when over 40 unique positions are requiring different software, applications, phone enhancements, and other needs.

In addition to being certified in Cisco Networking, Chase also holds certifications with Microsoft, CompTIA and is currently taking courses for his Cisco Certified Networking Professional (CCNP) certification. Even though LCA's IT Specialist does not interact with members, Chase is vital to ensuring that LCA technological infrastructure operates properly.



Go behind the scenes with Chase McCullough! Find our YouTube link at the bottom of www.lascalinas.org under 'FOLLOW US'.



COMMUNITY EVENTS



Irving Schools Foundation Annual Gala

Irving Schools Foundation “Queen of the Nile” themed Legacy Gala will take place at **7:00 pm on Friday, November 1st** at the Four Seasons Resort and Club-Las Colinas, 4150 N. MacArthur Blvd. Email isf@irvingisd.net or call 972-600-5018 for ticket information.



Pavilion at Toyota Music Factory

Pavilion at Toyota Music Factory will host Kasey Musgraves on **Friday, October 11th, at 8:00 pm**. Throughout October and November, you can anticipate Blue October, Dane Cook, and more upcoming concerts! Check out the Pavilion at Toyota Music Factory schedule at www.livenation.com.



Muscular Dystrophy Association's Uncork a Cure Gala

The Irving Convention Center at 500 West Las Colinas Blvd. will host the Muscular Dystrophy Association's Uncork a Cure Gala on **Friday, November 15th**. The festivities begin at 6:00 pm and include cocktails, dinner, and live and silent auctions. For more information, contact Leyka Ishibashi at 972-480-0011 or lishibashi@mdausa.org.

EVENT DATES

Irving Schools Foundation Annual Gala
7:00 pm on Friday, November 1st

Muscular Dystrophy Association's Uncork a Cure Gala
Friday, November 15th

Kasey Musgraves at Pavilion at Toyota Music Factory
Friday, October 11th, at 8:00 pm



LCA NEWS

Safety

October 6th-12th is National Fire Prevention Week and this year's theme is: Not Every Hero Wears a Cape. Plan and Practice your Escape! This year the National Fire Protection Association (NFPA) wants everyone to take fire safety one step further and make an escape plan for your home or office! Design and discuss a plan for a safe escape during a fire emergency. Practice the plan twice a year as this will help everyone remember their escape route, and you also may discover things not thought of when designing the plan. Visit NFPA's site at <https://www.nfpa.org/Public-Education/Staying-safe/Preparedness/Fire-Prevention-Week> for tips and fire safety checklists. Also, if you have children at home the NFPA's [sparky.org](https://www.nfpa.org/sparkysite) site has material aimed at making fire safety something children can easily understand and remember.

HOURS

LCA offices will close at noon on Wednesday, November 27th and reopen on Monday, December 2nd in observance of Thanksgiving.

ARCHITECTURAL CONTROL

Thinking about adding an outdoor kitchen? Make sure you submit your ACC application first! The ACC submission form can be found on our website at <https://lascolinas.org/architectural-control/>. For questions, email plans@lascolinas.org.



Property Compliance

Now is the time to replace declining shrubs and trees on your property. If you are replacing your landscape with the same plant selections, you do not need to make an ACC submission. If you have questions, please contact LCA's Property Compliance Department at 972-541-2345 or email compliance@lascolinas.org.



SAFETY

Daylight Savings Time on Sunday, November 3rd, is the perfect time to change your smoke detector batteries.



DESIGN

This Las Colinas home on San Mateo Court was renovated with a 1960's vintage vibe, complete with retro colors harvest gold, cadet blue, and turquoise green. View more photos of this house at www.lascolinas.org/gallery

Submitted by Jimmy Dammer



Photography by LCA's Digital Marketing Specialist, Jessica Hubble



DISCOVER

Las Colinas Symphony Orchestra



In Irving/Las Colinas, visitors, workers, and residents have access to a variety of live music offerings, including rock concerts at Toyota Music Factory, acoustic performances at local restaurants and even orchestra concerts. Irving/Las Colinas is served by two orchestras including the Irving Symphony Orchestra and the Las Colinas Symphony Orchestra.

Las Colinas Symphony Orchestra (LCSO) is headquartered at 4500 Fuller Dr. Ste. 205, Irving, TX 75038. LCSO performs eight subscription concerts each year and is made up of 93 musicians competitively selected from over 400 applicants. Representative of the community it serves, LCSO enlists musicians from over 19 different nations. This international grouping of musicians, coupled with their breadth of experience, creates a uniquely rich sound.

The Maestro, Robert Carter Austin, has been with the LCSO for 26 seasons. Austin has worked with various symphonies and has led performances as a guest conductor for orchestras in eleven states, as well as Ukraine, Ecuador, Guatemala, France, Spain, Bulgaria, China, Columbia, Italy, and several other countries.

Las Colinas Symphony Orchestra also hosts several music programs directed towards children including a youth orchestra and an early childhood program. The Lone Star Youth Orchestra is made up of advanced-level woodwind, brass, string, and percussion musicians from middle schools and high schools. They have multiple performances per year. LCSO's KidsNotes Program, geared towards preschool and kindergarten-aged children, provides an interactive experience for children to learn about classical music and the orchestra.

The upcoming 2019-2020 season will include works by Puccini, Beethoven, Brahms, Mahler, Gershwin, Mozart, and Grieg. Throughout the season, attendees can anticipate many special guest musicians including Doug Howard, Nicholas Newton, Cicely Parnas, Cristiana Pegoraro and more. The season kicks off on Saturday, October 19th, 2019 and will run monthly evening concerts through May 9th, 2020.

For information about tickets, upcoming concerts, or venue location, contact Las Colinas Symphony Orchestra at info@lascolinassymphony.org or call 972-252-4800.



EXPERIENCE

NATIONAL SEAFOOD MONTH

October is National Seafood Month and Las Colinas has many restaurants where you can celebrate this marine delicacy.

National Seafood Month is a month for seafood lovers to enjoy their favorite dish whether it's fried, smoked, steamed, blackened, grilled, baked, raw, boiled, broiled, roasted, pickled, poached, sautéed, or canned.

When it comes to fish and shellfish dishes, Americans love their clam chowder, lobster rolls, crab cakes, shrimp scampi, fish and chips, gumbo, lox, lobster ravioli, poke, sushi, smoked salmon, the classic tuna fish sandwich and don't forget ceviche!

Want to know more about how you can experience Las Colinas? Check out our Las Colinas Life blog at www.lascolinas.org/life.



TWO MULES CANTINA AT TEXICAN COURT
Ceviche

Refreshing and mild, this appetizer is made with charred shrimp, grilled onions, fresh cherry tomatoes, avocado, Michelada Sauce, and served with tortilla chips and house-made salsa. The Michelada sauce adds a little bit of salt and spice.

Other fish dishes:

Citrus and Chili Lime Tuna,
Smoked Salmon "Burger"



LEMON SHARK POKE
Poke Bowl with Salmon

The wonderful thing about poke restaurants is the ability to customize your order to your liking. This poke bowl boasts rice, onions, cucumber, carrots, salmon, tuna, and Lemon Shark sauce. Their signature sauce is a blend of citrus mayo and pepper.



CAJUN CRAB PUB & GRILL
Fried Fish Platter

A classic take on fish and chips- this dish will satisfy your fried food cravings. The lunch portion comes with two crunchy fillets, 4 fried jumbo shrimp, Cajun fries, cocktail sauce, and tartar sauce. It's uncomplicated and straightforward.

Other fish dishes:

Fried Oyster Platter



3838 Teleport Blvd.
Irving, Texas 75039-4303



RESTAURANT GUIDE
Download at LasColinas.org



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



STORY SUGGESTIONS
Email us at acline@LasColinas.org



CONTACT US
LasColinas.org
[liaisons@LasColinas.org](mailto:laisons@LasColinas.org)
972-541-2345



UPCOMING EVENTS
Find our Las Colinas event calendar at
www.lascolinas.org/events

