



IRVING CONVENTION AND VISITORS BUREAU

Board of Directors Meeting

Monday, September 24, 2018 @ 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 2017 - SEPTEMBER 2018**

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

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

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

AGENDA
Irving Convention & Visitors Bureau Board of Directors
Monday, September 24, 2018 at 11:45 a.m.
Irving Convention Center at Las Colinas
Third Floor – Junior Ballroom 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 20, 2018
2. Accepting Irving Convention Center Financial Reports for August 2018
3. Accepting ICVB Financial Reports for August 2018

Individual Consideration

4. Approving Board Development Committee Recommendations for 2019 Legislative Priorities

Reports

5. Board Chair Report
 - a. Schedule of Upcoming Meetings and Activities
 - REMINDER: Special Board Meeting, Friday, Oct. 19, 2018 – Executive Director Annual Performance Evaluation
 - REMINDER: No meeting on October 22
6. Board Committee Reports
 - a. Board Development – Debbi Haacke
 - Recap of September 14 meeting
 - Next Meeting – December 7, 2018
 - b. Community Engagement – Rick Lindsey
 - High Spirited Citizen 30th Anniversary – November 15, 2018, City Hall
 - Upcoming High Spirited Citizen Award Presentations
 - Debra Cox, October 4, 2018
 - Next Meeting – October 20, 2018
 - c. Destination Development – Greg Malcolm
 - Next Meeting – November 6, 2018 – Site Visit to Texas Live! in Arlington

AGENDA - Continued

7. City Reports

- a. Council Liaison – Mayor Pro Tem John Danish
- b. Mayor & Other Council Members
- c. City Manager – Chris Hillman
 - Visitor Development Updates
 - Headquarter Hotel
 - Irving Music Factory/Entertainment Venue
 - Other City Updates

8. Bureau Monthly Management Reports

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

9. Convention Center Management Report – Tom Meehan

10. Industry Partner Reports

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

11. Partner Organization & Stakeholder Reports

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

CERTIFICATION

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

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

Deputy Clerk, City Secretary's Office

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

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

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

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 24, 2018**

AGENDA ITEMS



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS MEETING
IRVING CONVENTION CENTER
JUNIOR BALLROOM C-D
AUGUST 20, 2018**

Those present for the meeting were: Clem Lear – Chair, Ron Mathai – Vice Chair, Bob Bettis, Bob Bourgeois, Jo-Ann Bresowar, Lori Bunker, Dirk Burghartz, David Cole, Karen Cooperstein, Debbi Haacke, John Haigler, Chris Hillman, Julia Kang, Kim Limon, Rick Lindsey, Greg Malcolm, Joe Marshall, Hammond Perot, Joe Philipp, Karen Riley, Mike Riley, and Holly Turner – Members of the Board; Deputy Mayor Pro Tem John Danish – City Council Liaison, Councilman Kyle Taylor, and Councilman Oscar Ward – City Council. Assistant City Manager Mike Morrison, and 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 Mike Zumbaugh – ICVB Staff; Guests: Erica Moulder - Irving-Las Colinas Chamber of Commerce; Adam Pitluk, Kimberly Ferrante, and Jackie Froeber – Groom Lake Media; and Will and Bettye Cole – High Spirited Citizen recipients.

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

CONSENT AGENDA:

1. APPROVING MINUTES – JULY 23, 2018
2. ACCEPTING ICC FINANCIAL REPORTS: JULY 2018
3. ACCEPTING ICVB FINANCIAL REPORTS: JULY 2018

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

INDIVIDUAL CONSIDERATION:

4. ADOPTING THE 2018-21 ICVB BOARD OF DIRECTORS STRATEGIC PLAN

Lear thanked all who attended the August 17, 2018 Executive Committee meeting with input on the Strategic Plan. Based on the Executive committee's input, the Strategic Plan was revised, and a draft copy was distributed. Lear asked for a motion to adopt the 2018-21 Board of Directors Strategic Plan. Board Member Rick Lindsey made a motion to adopt; second by Board Member Debbi Haacke. With no opposition and no further discussion, the motion was unanimously approved.

5. APPROVING THE DESTINATION DEVELOPMENT COMMITTEE RECOMMENDATION TO MAINTAIN THE CITY OF IRVING HOTEL DEVELOPMENT STANDARDS

Lear reminded the Board the current Hotel Development Standards were adopted by the board in 2006 and discussion has evolved around maintaining those standards. The Destination Development Committee met and voted to keep the standards as they are currently. Lear asked for a motion to approve the Destination Development Committee recommendation to maintain the City of Irving Hotel Development Standards. Board Member Greg Malcolm made a motion to approve; second by Haacke. With no opposition and no further discussion, the motion was unanimously approved.

PRESENTATION

Executive Director Maura Gast introduced Adam Pitluk, Kimberly Ferrante, and Jackie Froeber from Groom Lake Media. Pitluk announced the ICVB Surveyor Magazine was the winner of an APEX International award for publication excellence. The APEX awards are based on excellence in graphic design, editorial content and the ability to achieve overall communications excellence. He stated the magazine is a model and measure of what is happening in Irving and Groom Lake Publishing is honored to be a part of it. He thanked Gast for her faith and support, and Assistant Executive Director Marketing and Communications Diana Pfaff and team. The award for Best One of a Kind Custom Publishing was presented to Lear. Lear thanked Pfaff and team, ICVB staff and City Council for their support and moving forward over the last few years with excellence in the City of Irving.

BOARD CHAIR REPORT

Lear introduced Will and Bettye Cole and recognized Will Cole as the recent High Spirited Citizen recipient for his many years of volunteerism and support of the City of Irving. Lear reminded the Board of the next scheduled Executive Committee meeting on September 21 at the Irving Convention Center at 9:00 a.m. and she noted her appreciation of all that attend. She noted Friday, October 19 will be the Executive Director annual performance review and there will be no regular/Monday Board meeting for October. The November Board meeting is scheduled a week later than normal on November 26 due to the Thanksgiving holiday, however, the Executive Committee meeting date has not changed and will be held on Friday, November 16.

BOARD DEVELOPMENT COMMITTEE

Committee Chair Haacke asked Board members to fill out the Self-Evaluation form that was distributed and use it as a means of re-committing to their role on the Board. The form is meant to be a guide for Board members to consider their responsibility and commitment as a Board member. She noted that notification to Board members from the City to confirm their appointments is approaching and it is a good time to complete the Self-Evaluation form. Haacke reported various Board committees will be undertaking objectives from the Strategic Plan and the Board Development Committee may reach out in advance of Committee initiatives to gather input from Board members. The next Board Development Committee meeting will be held on September 14 at the Irving Convention Center at 9:00 a.m., and she encouraged everyone to attend. Items for discussion will include the upcoming legislative agenda and a possible name change for the Committee.

COMMUNITY RELATIONS COMMITTEE

Committee Chair Lindsey reported as a result of the Strategic Plan, it has been suggested and approved that the name of the Committee be changed to Community Engagement Committee. He reported Debra Cox will be recognized with a High Spirited Citizen presentation at the October 4 City Council meeting. He further reported the ICVB will host a 30-year anniversary celebration of the High Spirited Citizen award program on November 15 at City Hall with a reception, proclamation from Mayor Stopfer, past High Spirited Citizen recipients and photo opportunities. The reception is scheduled from 5:00 – 7:00 p.m., and he encouraged all to attend and recognize the program and its recipients. The next Community Engagement Committee meeting is scheduled for October 2 (correction of the date noted on the Board meeting agenda).

DESTINATION DEVELOPMENT COMMITTEE

Committee Chair Greg Malcolm reported the Committee met on August 7. The Committee reviewed the Spring Trail development project, Assistant Parks and Rec Director Joe Moses reviewed the bike share program with the Committee, and Traffic and Transportation Director Dan Vedral gave a presentation on the pedicab program. The Committee also discussed the Irving Hotel Development Standards. The next Destination Development Committee meeting will be November 6 at 11:00 a.m. and will include a field trip to Arlington, Texas and Texas Live!

CITY REPORTS

Mayor Pro Tem John Danish congratulated Will Cole on his recognition as a High Spirited Citizen. He stated the time is now to focus on competitiveness in tourism and convention business for the City of Irving. He noted the last seven years of powerful growth for Irving and surrounding cities and with the opening of the DART Orange Line to DFW Airport Terminal A in 2013 and Terminal B opening in November, Irving can no longer afford to not be ready for competition.

Deputy Mayor Pro Tem Oscar Ward echoed Danish's comments and the focus on competitive tourism. He noted the recent DFW Humane Society Clear the Shelter event was an outstanding event and Irving is proud of the program that was started in Irving and now is a nationwide event. Ward reported the City is working on the budget and has submitted a balanced budget of roughly \$235 million. The tax rate will be decided at City Council and resident input has been requested but anticipates staying the same. The Transportation Summit will take place over the next two days. He thanked everyone for all they do in Irving.

Councilman Kyle Taylor thanked everyone for their input and support. He also stated the Clear the Shelter event was outstanding and the work by the volunteers and community engagement is spectacular. He reported the Parks Master Plan is being developed and asked for everyone's input on the Let's Play survey. The survey can be found on the City's website. At Chairman Lear's insistence, he noted the Great Harvest fundraising event for Irving Cares will be held on September 7 with a "Homecoming" theme. This is a transitional year for Irving Cares and a new program "Invest in Yourself" will be offered to assist families to remove barriers to self-sufficiency through coaching, self-care and education. A mental health component in Irving Cares programs will be added and the money raised at the Great Harvest will help launch the programs.

City Manager Chris Hillman reported incredible things are going on in the City. The Williams Square redesign program was awarded to SWA Group. The project will maintain the legacy, heritage and iconic presence of Williams Square and become more engaging for residents and the community to tie into the Water Street project. He thanked The Las Colinas Association and DCURD for their support. He noted the Westin Convention Center Hotel is moving forward with an official opening in January 2019. The Texican Court will be open by the end of the year. Marriott International announced it is building an Element Hotel on Highway 114. It will be a 12-story hotel with 157 rooms, ballroom and meeting space. The City is in the budget process and continues to walk through questions in Work Session meetings. The Transportation Summit will focus on infrastructure and safety. Irving Fire Station #12 was just completed

and is a \$4 million facility. Over the last few years, public safety program enhancements include construction, adding apparatus, and staffing 42 new positions. He noted now is the time to concentrate on the Police Department and adequate staffing. The Police Chief outlined staffing of 60 new positions and new vehicles. The department is well below in staff and Irving is one of the safest cities. Significant investments will be phased in over nine different quarters and \$6 million investment in public safety for the Police Department. It is important and is needed. He reported Irving is entering the second year for the "Road to the Future" infrastructure project. Service additions, including water and sewer, were needed in the proposed budget. Solid waste rates will stay the same, but water will increase 2.5%. Sales tax is flat at 2% below budget, but still 1 to 1.5% above the previous year. There is a 1% increase in sales tax projected. It is a balanced budget based on revenue and Hillman is looking forward to feedback from City Council.

BUREAU MANAGEMENT AND STAFF

Gast thanked everyone for their input on the Strategic Plan. It was great discussion and is an important process, as it determines the next three years of focus. One issue with immediate need is inclusion in the state legislature for the Tourism Public Improvement District, which will provide an incredible amount of financial resources to do more for Irving tourism. The issue is a priority moving forward. A legislative recommendation will be brought forward for Board approval at the September 24 Board meeting. Gast thanked the ICVB Marketing and Communications team, as well as Chief Spivey and team, for their support and professionalism related to the American Bully Registry event at the Convention Center. Issues that arose at the event and subsequent negative social media posts were handled quickly and professionally. She noted out of the 2,500 events in the Convention Center, this was the first that was elevated negatively. Gast thanked CVB and Convention Center staff as well as the Irving Police Department for their assistance on that day.

Assistant Executive Director Sales/Services Lori Fojtasek reported the Sales team has been busy over the last couple of months traveling, booking events, and entertaining clients. She reported the team is slightly ahead of pace toward the year-end goal. Five sales team members are attending Connect Marketplace and sponsoring a sports luncheon for 650 sports professionals. A client familiarization trip is scheduled for September 28-30 for corporate and association planners, which will include a concert at The Pavilion – Toyota Music Factory, and a Cowboys football game.

Assistant Executive Director Marketing/Communications Diana Pfaff reported the bounce rate on the Visit Irving website dropped by more than half to an average of 26%. An extended press feature on the Ruth Payne house is included in the packet and was a result of the Memorial Day press tour. The Let's Play Gaming Expo at the Convention Center on July 27-29 generated local media interest from all mediums. The CVB has a new logo and has been printed on all stationery and business cards. Pfaff reported 7,000 rescue animals were adopted nationwide during the Clear the Shelter event.

Assistant Executive Director Administration/Finance Mike Zumbaugh reported there is no STR data this month to report at the meeting, however, as soon as the report is received, it will be placed on the Board portal for review. He reported the CVB staff is having a team building event on September 14 with an office cleanout in the morning, and the staff outing at Pinstack in the afternoon. Zumbaugh is working on staff computer replacements and converting the Office Exchange server to a hosted exchange. New CVB

lanyard bid is completed, and new badge holder contracts are being reviewed. Zumbaugh attended the Hotel Data Conference in Nashville. He reported the keynote speaker noted a softening of the market, but still no major downturn until potentially 2020. Accounting Director Marianne Lauda will report at next month's meeting on the Irving hotel revenue numbers. Training for the staff who answer the front desk phones will be conducted in October to help enhance the service provided to our internal and external customers.

CONVENTION CENTER

Director of Sales Matt Tungett reported July had 16 events and 212 events year-to-date, which is nine events ahead of last year. There are 17 signed contracts for the month, 238 for the year, and 26 ahead of pace. To date, 34,000 visitors ahead of last year. He reported the calendar is busy and there has been good turnout for public shows. There were 3,521 future guestrooms booked in July and 14,425 year-to-date. Survey results are 93.3% for July and 92.9% year-to-date. Looking at future events, North Texas SYC Cadets will be held over Labor Day weekend, which is a returning group. Ultimate Women's Expo and The Great Harvest are scheduled September 6-9. OP Live Dallas, which is an eSports event, will have a Fortnite video game tournament in September. Also, the City of Irving Employee Celebration is scheduled for September 28.

General Manager Tom Meehan reported the success of the Convention Center is the result of the CVB and ICC sales teams. He noted total revenue has exceeded the year before for eight years in a row. He reported the Convention Center is \$882,000 ahead of budget. Catering is the majority of revenue collected and is continually growing. Expenses have included repair and maintenance of the building to be sure it is set for the future. Parking garage equipment is being updated to coincide with the Westin Convention Center Hotel garage operating system. Landscaping on the Highway 114 side of the building will be updated when the Westin construction is complete. It will be important the building is fresh and updated in January both inside and outside when the Westin opens.

LIVE NATION

Mike Riley reported The Pavilion has been busy and now open for one year. There has been a lot of activity and people through the building in the last year. Riley is proud of the catering new business and finding opportunities for The Pavilion. Texas Summer Jam presented by Whataburger with Randy Rogers Band will be held on August 25. This will be the first time to employ the entire campus as a destination and festival site. The Texas Lottery Stage and inside The Pavilion will hold events for this event. Jazz artist Will Downing will headline on September 7, which is a private fundraising event. Riley is working with City Square to bring Reba McIntire on September 15 to the facility. Also holding dates in 2019 for upcoming shows, and announcements to follow.

INDUSTRY AND BOARD PARTNERS

HOTEL REPORTS

Malcolm reported July was a good month with 75% Occupancy, up 2.1%, and an Average Daily Rate of \$77.50, which is up 4.4%. The Hilton Garden Inn DFW South has a new roof and renovations for the year are completed.

Board Member Dirk Burghartz reported the Four Seasons Resort and Club is reporting pace is up for next year, this year beating pace by 5% and 2019 and 2020 looks good for group business. The Four Seasons will host the Park Place Luxury Car Show on October 13. The event was successful last year, and this year looks even more successful. Tickets are on sale now. Burghartz reported the Four Seasons is going through a sale and is in the closing process. Hopefully, an announcement will be forthcoming in early October. The hotel is celebrating long-term service awards with 81 people awarded with 500-600 collective years of service and some with 35-year anniversaries.

Board Member Kim Limon reported July was strong and August was slow. She reported the hotel is hoping to make budget and is looking forward to September and the last quarter of the year.

Board Member Holly Turner thanked Zumbaugh for the addition of the ICVB Board portal and stated it is nice to have information readily available. July was rough for the Omni Mandalay and August is better, but September looks slow. The fourth quarter is strong and will end the year strong. She noted the hotel did receive some feedback regarding the road construction on Las Colinas Boulevard, but all in all not too negative. Everyone is looking forward to the finished project.

RESTAURANT REPORT

Board Member David Cole reported on local area restaurant openings, including the following in Water Street: Cork & Pig Tavern, The Ginger Man, Olivella's Pizza, Hugo's, Big Little Market, and Homegrown Hounds Deli and Bakery. The Reservoir restaurant is coming to the Toyota Music Factory and is the concept of Emil Bragdon, a former Irving resident and graduate of MacArthur High School. Kitchen 101 and the Violet Room should be open by the end of the year in the Toyota Music Factory. Shake Shack will open on Highway 161 and MacArthur Boulevard.

IRVING LAS COLINAS CHAMBER OF COMMERCE REPORT

Chamber Chair Lori Bunger reported with three quarters into the fiscal year, the Chamber has 81 project wins, 1,200 jobs and \$20 million in capital investment. She reported more potential wins are on the horizon. Economic Development team is working on 20 more projects. The Chamber's 86th Annual Meeting will be held on October 4 and Holt Cat is the sponsoring partner. Bunger encouraged all to attend the meeting.

TIF REPORT

Board Member John Haigler noted there is no news to report since the last Board meeting. The budget meeting is scheduled this week and hopefully will bring a recommendation to City Council with an extension to the TIF to include agreed upon participation rate. More information will be available after the September City Council meeting.

LAS COLINAS ASSOCIATION REPORT

Board Member Hammond Perot proposed the Las Colinas Association to bring forward to City Council for consideration acquiring property on the east side of Riverside Drive and he stated he is excited for the opportunity. He thanked City staff for their leadership. Budget discussions are beginning and will recommend special events, i.e., sponsorship bowling event, 5K race and movie night. LCA is looking at canal projects and will hopefully see more activity there.

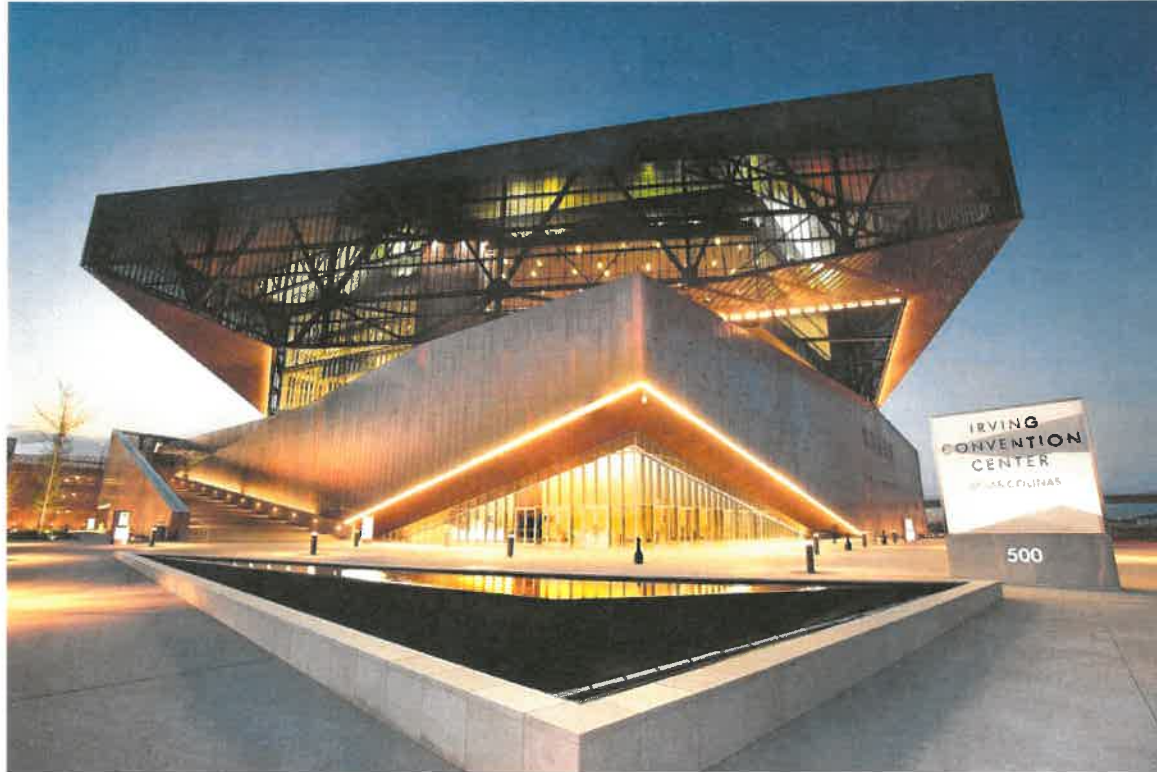
Gast noted an updated copy of the final ICVB Operating Budget and Marketing Plan has been distributed to Board members.

With no further discussion, Lear adjourned the meeting at 1:13 p.m.

Respectfully submitted,



Maura Allen Gast, FCDME
Executive Director



Date Distributed: September 14, 2018

Monthly Financial Summary

For Period Ending August 31, 2018

IRVING CONVENTION CENTER AT LAS COLINAS / SMG

OCTOBER 1, 2017 TO SEPTEMBER 30, 2018

Board Lead Income Statement - Monthly FY 2018

	January	February	March	April	May	June	July	August	September	October	November	December	Total
Event Income													
Direct Event Income													
Rental Income	117,100	35,954	39,927	105,725	86,890	155,975	179,515	135,950	34,820	122,625	164,320	105,195	1,283,996
Service Income	43,471	23,129	46,456	10,029	60,981	104,848	59,522	47,309	72,516	34,223	28,283	58,522	589,287
Service Expenses	(66,060)	(48,030)	(49,564)	(58,278)	(99,378)	(139,154)	(91,673)	(111,297)	(128,313)	(72,407)	(80,903)	(69,980)	(1,015,036)
Total Direct Event Income	94,511	11,053	36,819	57,476	48,493	121,669	147,364	71,962	(20,977)	84,441	111,700	93,737	858,246
Ancillary Income													
F & B Concessions	29,160	6,220	5,350	12,588	7,039	35,895	39,995	27,014	6,351	13,295	7,552	18,000	208,459
F & B Catering	326,765	289,373	461,572	275,097	361,456	218,039	246,994	270,728	500,964	74,413	134,643	146,813	3,306,856
Parking: Self Parking	32,197	4,910	(5,280)	24,287	22,250	44,897	20,343	31,346	28,794	24,580	1,869	23,600	253,793
Electrical Services	9,865	12,261	5,800	23,227	21,715	22,195	7,650	4,664	13,170	(7,320)	8,552	4,000	125,779
Audio Visual	(90)	(1,331)	(117)	(0)	33	(2,103)	(702)	(1,703)	(252)	(0)	(1,286)	-	(7,551)
Internet Services	580	3,350	-	1,050	405	5,310	1,670	900	2,600	(1,900)	-	2,250	16,215
Total Ancillary Income	398,477	314,783	467,325	336,249	412,898	324,233	315,950	332,949	551,627	103,068	151,330	194,663	3,903,550
Total Event Income	492,988	325,836	504,144	393,725	461,391	445,902	463,314	404,911	530,650	187,509	263,030	288,400	4,761,799
Other Operating Income	130,093	64,477	25,394	52,536	45,837	82,058	61,110	31,120	62,421	24,676	26,012	33,063	638,797
ICVB Operating Subsidy				348,000		350,000			348,750			348,250	1,395,000
Adjusted Gross Income	623,081	390,313	529,538	794,260	507,228	877,960	524,424	436,031	941,821	212,185	289,042	669,713	6,795,594
Operating Expenses													
Employee Salaries and Wages	202,542	161,560	251,329	202,263	189,429	191,145	192,642	235,625	204,409	200,819	202,182	205,016	2,438,962
Benefits	55,111	(12,565)	65,173	62,849	54,030	62,802	57,104	61,840	66,940	65,823	63,147	64,044	666,300
Less: Event Labor Allocations	(33,730)	(27,044)	(24,368)	(32,171)	(34,182)	(34,851)	(37,574)	(63,138)	(66,670)	(54,277)	(67,313)	(38,959)	(514,279)
Net Employee Wages and Benefits	223,923	121,951	292,134	232,940	209,277	219,096	212,172	234,327	204,679	212,365	198,016	230,101	2,590,984
Contracted Services	95,696	69,337	59,442	58,844	66,482	58,325	67,727	60,546	46,342	46,929	90,093	45,639	765,403
General and Administrative	85,386	62,214	31,815	55,129	59,562	76,670	47,285	37,922	81,154	54,653	79,649	39,577	711,017
Operations	46,466	38,029	49,515	49,985	36,347	67,056	53,900	49,937	95,771	33,640	52,769	40,625	614,040
Repair & Maintenance	64,590	64,407	42,606	34,412	54,214	54,719	51,920	(13,976)	60,013	87,387	44,118	44,856	589,266
Supplies	34,869	15,124	8,277	23,982	10,218	34,195	20,185	23,310	10,323	27,304	16,855	15,449	240,092
Insurance	5,266	5,538	6,635	4,726	5,538	5,388	6,481	4,925	5,758	11,905	5,587	8,333	76,081
Utilities	44,174	56,170	34,558	43,923	57,817	45,763	27,707	44,531	49,016	53,046	48,909	46,666	552,281
SMG Management Fee	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	12,899	154,788
SMG F&B Incentive Fee	33,224	12,769	38,991	29,601	34,013	32,229	28,131	31,573	28,119	-	-	-	268,650
Total Operating Expenses	646,493	458,438	576,872	546,442	546,367	606,340	528,406	485,995	594,074	540,128	548,895	484,145	6,562,601
Net Income (Loss) From Operations	(23,412)	(68,125)	(47,334)	247,818	(39,139)	271,620	(3,982)	(49,963)	347,747	(327,943)	(259,853)	185,568	232,993
Other Income (Expenses)	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income After Other Income (Expenses)	(23,412)	(68,125)	(47,334)	247,818	(39,139)	271,620	(3,982)	(49,963)	347,747	(327,943)	(259,853)	185,568	232,993
Budget Forecast Comparison by Month													
2018	47,856	494,666	472,986	314,913	336,267	350,441	290,325	430,161	460,996	355,888	232,993		
2017	(990,976)	(850,624)	(812,492)	(808,222)	(760,116)	(621,850)	(538,064)	(102,394)	(16,789)	273	79,067	315,251	

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

	Current Actual	Current Budget	Variance	Prior Year Actual
Attendance	22,241	15,150	7,091	33,840
Events	17	10	7	17
Event Days	37	14	23	35
Direct Event Income	111,700	134,181	(22,481)	136,763
Ancillary Income	151,330	253,280	(101,950)	132,450
Total Event Income	263,030	387,461	(124,431)	269,213
Other Operating Income	26,012	39,200	(13,188)	35,948
Adjusted Gross Income	289,042	426,661	(137,619)	305,161
Indirect Expenses	(548,895)	(512,732)	(36,163)	(465,990)
Net Income (Loss) From Operations	(259,853)	(86,071)	(173,782)	(160,829)

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

	Year to Date Actual	Year to Date Budget	Variance	Prior YTD Actual
Attendance	254,823	225,296	29,527	232,674
Events	229	263	(34)	220
Event Days	370	361	9	340
Direct Event Income	764,508	930,579	(166,071)	804,779
Ancillary Income	3,708,754	2,919,025	789,729	3,153,692
Total Event Income	4,473,262	3,849,604	623,658	3,958,471
Other Operating Income	605,733	484,026	121,707	369,371
Adjusted Gross Income	5,078,995	4,333,630	745,365	4,327,842
Indirect Expenses	(6,078,440)	(5,640,057)	(438,383)	(5,501,273)
Net Income (Loss) From Operations	(999,445)	(1,306,427)	306,982	(1,173,431)

IRVING CONVENTION CENTER/SMG

Balance Sheet
August 31, 2018

ASSETS

Current Assets

Cash	\$	1,223,466
Accounts Receivable		143,493
Prepaid Assets		0
Inventory		53,734

Total Current Assets 1,420,693

Total Assets \$ **1,420,693**

LIABILITIES AND EQUITY

Current Liabilities

Accounts Payable	\$	376,291
Accrued Expenses		181,488
Deferred Income		0
Advance Ticket Sales/Deposits		816,616
Other Current Liabilities		0

Total Current Liabilities 1,374,395

Long-Term Liabilities

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

Total Long-Term Liabilities 0

Total Liabilities 1,374,395

Equity

Net Funds Received	10,070,669
Retained Earnings	(9,024,926)
Net Income (Loss)	(999,445)

Total Equity 46,298

Total Liabilities & Equity \$ **1,420,693**

IRVING CONVENTION CENTER/SMG
Income Statement
For the Eleven Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
EVENT INCOME							
Direct Event Income							
Rental Income	164,320	148,000	16,320	1,178,801	1,082,200	96,601	1,081,116
Service Revenue	28,283	39,066	(10,783)	530,763	423,117	107,646	437,451
Service Expenses	(80,903)	(52,885)	(28,018)	(945,056)	(574,738)	(370,318)	(713,788)
Total Direct Event Inco	111,700	134,181	(22,481)	764,508	930,579	(166,071)	804,779
Ancillary Income							
F & B Concessions	7,552	18,000	(10,448)	190,464	213,223	(22,759)	142,143
F & B Catering	134,643	215,500	(80,857)	3,159,907	2,403,024	756,883	2,737,383
Parking	1,869	11,650	(9,781)	230,191	181,668	48,523	161,892
Electrical Services	8,552	7,350	1,202	121,778	106,455	15,323	107,190
Audio Visual	(1,286)	0	(1,286)	(7,551)	0	(7,551)	(826)
Internet Services	0	780	(780)	13,965	14,655	(690)	5,910
Total Ancillary Income	151,330	253,280	(101,950)	3,708,754	2,919,025	789,729	3,153,692
Total Event Income	263,030	387,461	(124,431)	4,473,262	3,849,604	623,658	3,958,471
OTHER OPERATING INCOME							
Advertising	0	0	0	17,000	0	17,000	25,000
Other Income	26,012	39,200	(13,188)	588,733	484,026	104,707	344,371
Total Other Operating In	26,012	39,200	(13,188)	605,733	484,026	121,707	369,371
Adjusted Gross Income	289,042	426,661	(137,619)	5,078,995	4,333,630	745,365	4,327,842
INDIRECT EXPENSES							
Salaries & Wages	202,182	213,307	11,125	2,233,947	2,346,375	112,428	2,180,603
Payroll Taxes & Benefit	63,147	64,806	1,659	602,247	712,871	110,624	681,072
Labor Allocations to Ev	(67,313)	(51,902)	15,411	(475,319)	(570,924)	(95,605)	(430,775)
Net Salaries and Benefit	198,016	226,211	28,195	2,360,875	2,488,322	127,447	2,430,900
Contracted Services	90,093	41,697	(48,396)	719,760	458,667	(261,093)	475,452
General and Administrat	79,649	50,487	(29,162)	671,438	555,357	(116,081)	521,015
Operating	52,769	41,604	(11,165)	573,418	457,644	(115,774)	563,581
Repairs & Maintenance	44,118	41,327	(2,791)	544,409	454,597	(89,812)	424,310
Operational Supplies	16,855	20,712	3,857	224,642	227,832	3,190	109,122
Insurance	5,587	8,333	2,746	67,748	91,663	23,915	99,527

An SMG Managed Facility

IRVING CONVENTION CENTER/SMG
Income Statement
For the Eleven Months Ending August 31, 2018

	Current Month Actual	Current Month Budget	Variance + (-)	Year to Date Actual	Year to Date Budget	Variance + (-)	Year to Date Prior Year
Utilities	48,909	46,966	(1,943)	505,611	516,630	11,019	484,507
SMG Management Fees	12,899	35,395	22,496	410,539	389,345	(21,194)	392,859
	<u>548,895</u>	<u>512,732</u>	<u>(36,163)</u>	<u>6,078,440</u>	<u>5,640,057</u>	<u>(438,383)</u>	<u>5,501,273</u>
Total Indirect Expenses							
Net Income (Loss)	<u>(259,853)</u>	<u>(86,071)</u>	<u>(173,782)</u>	<u>(999,445)</u>	<u>(1,306,427)</u>	<u>306,982</u>	<u>(1,173,431)</u>

An SMG Managed Facility

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
29	30	31	1	2	3	4
Let's Play Gaming Expo	American Airlines	Cafe Open	AAHOA North Texas Regional Meeting	Jehovah Witness Group		
5	6	7	8	9	10	11
Jehovah Witness Group	Audi MY19 C/O Segment Training	ICVB Destination Development Committee Meeting			American Bully Registry	
	Cafe Open					
	IISD 2018 Learn2Inspire					
12	13	14	15	16	17	18
Carrollton Farmers Branch Convocation		Eastern Star Grand Chapter Annual Conference				
DFW Church Worship Service						
19	20	21	22	23	24	25
Eastern Star Grand Chapter Annual Conference	Grocer's Supply Food Show		Bioworld Photo Shoot	City of Irving Regional Transportation Meeting		Royal Prestige Seminar
	ICVB Board of Directors Meeting		AATC- AAGD Business Exchange			
26	27	28	29	30	31	1
	North Texas Commission - LNT Reception	The Sage Show			North Texas SYC Cadets	



ICVB FINANCIAL STATEMENTS

For Period Ending: August 31, 2018

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

ASSETS

Cash	933
Petty Cash	250
Investments	2,366,000
Accounts Receivable	8,299
Total Assets	<u>2,375,482</u>

LIABILITIES AND FUND BALANCE

LIABILITIES

Accounts Payable	15,057
Due to City of Irving General Fund	58
	<u>15,115</u>

FUND BALANCE

Reserved for Encumbrances	379,970
Unreserved	<u>1,980,397</u>
Total Fund Balance	<u>2,360,367</u>
Total Liabilities and Fund Balance	<u>2,375,482</u>

Notes:

Reserved for Encumbrances:

Business Development Incentive Program - 22,333
Destination Analysts - 50,000
Media Advertising - 169,497
Simpleview - 28,291
SMG/Technology Support - 22,092
The Richey Company (lanyards) - 38,597
Miscellaneous - 49,160

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

	----- Budget -----		----- Actual -----			Unencumbered	Percent	Prior
	Adopted	Adjusted	Current Month	Year-to-Date	Encumbrances	Available Budget	Collected/ Expended	Year to Date Actual
<u>REVENUES AND TRANSFERS IN:</u>								
<u>REVENUES:</u>								
Hotel/Motel Taxes:								
Current Year	8,485,907	8,485,907	2,248,371	6,321,822	0	2,164,085	74.50%	6,180,050
Penalties and Interest	0	0	449	6,046	0	(6,046)	0.00%	5,932
Prior Years	0	0	0		0	0	0.00%	58,624
Interest	17,000	17,000	2,666	25,958	0	(8,958)	152.69%	17,712
State of Texas Events Trust Fund	50,000	50,000	0	9,622	0	40,378	19.24%	0
Miscellaneous	5,000	5,000	9,093	24,836	0	(19,836)	496.72%	8,699
Total Revenues	<u>8,557,907</u>	<u>8,557,907</u>	<u>2,260,579</u>	<u>6,388,284</u>	<u>0</u>	<u>2,169,623</u>	<u>74.65%</u>	<u>6,271,017</u>
<u>TOTAL REVENUES AND TRANSFERS IN</u>	<u>8,557,907</u>	<u>8,557,907</u>	<u>2,260,579</u>	<u>6,388,284</u>	<u>0</u>	<u>2,169,623</u>	<u>74.65%</u>	<u>6,271,017</u>
<u>EXPENDITURES AND TRANSFERS OUT:</u>								
<u>EXPENDITURES:</u>								
Salaries	2,106,626	2,112,626	229,071	1,770,944	0	341,682	83.83%	1,608,799
Benefits	561,825	575,925	57,827	496,404	0	79,521	86.19%	454,531
Supplies	61,900	52,005	476	23,491	5,625	22,889	55.99%	39,612
Equipment Maintenance	6,900	6,900	385	4,004	0	2,896	58.03%	3,867
Miscellaneous	180,095	182,170	3,714	167,092	0	15,078	91.72%	154,895
Equipment Rentals	7,900	5,625	0	2,475	825	2,325	58.67%	1,650
Special Services	1,675,881	1,884,605	206,213	1,414,325	122,094	348,186	81.52%	1,260,104
Facility Management Services	1,395,000	1,395,000	0	1,046,750	0	348,250	75.04%	1,035,000
Advertising Projects	140,000	121,700	5,874	33,251	38,597	49,852	59.04%	176,507
Sponsorships / Partnerships	174,000	171,000	16,000	75,966	21,000	74,034	56.71%	343,783
Media Advertising	680,000	678,293	82,265	464,505	169,496	44,292	93.47%	638,167
Travel	680,265	635,166	35,322	374,252	0	260,914	58.92%	341,524
Promotions / Special Events	1,171,000	1,608,976	217,254	881,352	22,333	705,291	56.17%	921,187
Memberships	82,615	101,785	8,534	71,258	0	30,527	70.01%	71,839
Total Expenditures	<u>8,924,007</u>	<u>9,531,776</u>	<u>862,935</u>	<u>6,826,069</u>	<u>379,970</u>	<u>2,325,737</u>	<u>75.60%</u>	<u>7,051,465</u>
<u>TRANSFERS OUT:</u>								
Transfer to ICVB Reserve Fund	200,000	200,000	0	200,000	0	0	100.00%	200,000
Transfer to ICC Reserve/CIP Fund	900,000	1,215,249	500,000	750,000	0	465,249	61.72%	1,238,528
Total Transfers Out	<u>1,100,000</u>	<u>1,415,249</u>	<u>500,000</u>	<u>950,000</u>	<u>0</u>	<u>465,249</u>	<u>67.13%</u>	<u>1,438,528</u>
<u>TOTAL EXPENDITURES AND TRANSFERS OUT</u>	<u>10,024,007</u>	<u>10,947,025</u>	<u>1,362,935</u>	<u>7,776,069</u>	<u>379,970</u>	<u>2,790,986</u>	<u>74.50%</u>	<u>8,489,993</u>

Percent of year completed = 91.7%

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

SUMMARY:

Beginning Fund Balance at October 1, 2017	3,748,152
Revenues and Transfers In	6,388,284
Expenditures and Transfers Out	<u>(7,776,069)</u>
Ending Fund Balance at August 31, 2018	2,360,367
Encumbrances	<u>(379,970)</u>
Unreserved Fund Balance at August 31, 2018	<u><u>1,980,397</u></u>

NOTES:

Adjusted Budget:

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

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

Revenues & Transfers In:

Hotel Tax: Three quarters of hotel taxes have been received.

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

Expenditures & Transfers Out:

Special Services: Administrative Cost Reimbursement - 89,953; Advertising Agency (MSC) - 74,219; Outside Services - 40,558; Miscellaneous - 1,483

Facility Management Services: Three subsidy payments have been processed

Promotions / Special Events: Business Development Incentive Program - 84,580; Toyota Music Factory Events - 125,116; Miscellaneous - 7,558

Irving Convention and Visitors Bureau

Check Register Report

Generated: 9/13/2018 9:50:48 AM



Batch: 7412

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059485	08/02/18	AERIAL PHOTOGRAPHY	\$	97.00
80059486	08/02/18	CROWDRIFT INC.	\$	2,083.00
80059487	08/02/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	3,775.00
80059488	08/02/18	DALLAS WHEELCHAIR TENNIS CLUB	\$	225.00
80059489	08/02/18	DOUBLETREE DALLAS DFW AIRPORT	\$	1,348.00
80059490	08/02/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	10,495.00
80059491	08/02/18	GUARANTEED EXPRESS, INC.	\$	20.68
80059492	08/02/18	IRVING CONVENTION CENTER	\$	6,086.73
80059493	08/02/18	KAMEHA CON	\$	6,135.00
80059494	08/02/18	OMNI MANDALAY HOTEL	\$	5,904.00
80059495	08/02/18	PATHWAYS CORE TRAINING	\$	935.00
80059496	08/02/18	SHERATON DFW AIRPORT HOTEL	\$	1,413.00
80059497	08/02/18	SIMPLEVIEW	\$	20,833.66
80059498	08/02/18	STAPLES	\$	86.72
80059499	08/02/18	TRIPADVISOR, LLC	\$	332.70
80059500	08/02/18	USA RICE FEDERATION	\$	3,000.00
16 payments Batch Total: \$				62,770.49

Batch: 7417

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059501	08/09/18	AMERICAN COLLEGE OF EMERGENCY PHYSICIANS	\$	235.00
80059502	08/09/18	BH DFW PROPERTY LP (WESTIN)	\$	1,735.00
80059503	08/09/18	SUSAN D. CUTTS	\$	781.25
80059504	08/09/18	FEDERAL EXPRESS CORPORATION	\$	133.22
80059505	08/09/18	IRVING - LAS COLINAS ROTARY CLUB	\$	94.00
80059506	08/09/18	MEETING PROFESSIONALS INTERNATIONAL	\$	48,380.00
80059507	08/09/18	OMNI MANDALAY HOTEL	\$	3,815.00
80059508	08/09/18	PERFORMANCE-SOLUTIONS-GROUP, INC.	\$	2,576.00
80059509	08/09/18	PETTY CASH	\$	65.00
80059510	08/09/18	SHERATON DFW AIRPORT HOTEL	\$	1,436.00
80059511	08/09/18	TELANGANA AMERICAN TELUGU ASSOCIATION (TATA)	\$	6,895.00
80059512	08/09/18	TUCKER & ASSOCIATES, LLC	\$	301.83
12 payments Batch Total: \$				66,447.30

continued on next page

Batch: 7424

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059513	08/16/18	AJR MEDIA GROUP	\$	5,150.00
80059514	08/16/18	AMERICAN EXPRESS	\$	51,545.94
80059515	08/16/18	ARES TRAVEL INC.	\$	1,250.00
80059516	08/16/18	BH DFW PROPERTY LP (WESTIN)	\$	1,580.00
80059517	08/16/18	CAROL BOYER	\$	130.00
80059518	08/16/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	336.00
80059519	08/16/18	KATHERINE DIPIETRO	\$	195.55
80059520	08/16/18	DOUBLETREE DALLAS DFW AIRPORT	\$	1,787.00
80059521	08/16/18	EMBASSY SUITES DFW INT'L AIRPORT SOUTH	\$	720.00
80059522	08/16/18	LORI M. FOJTASEK	\$	214.67
80059523	08/16/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	8,445.00
80059524	08/16/18	HILTON GARDEN INN LAS COLINAS	\$	665.00
80059525	08/16/18	CHERYL HOPKINS	\$	15.29
80059526	08/16/18	IRVING CONVENTION CENTER - CIP	\$	42,700.00
80059527	08/16/18	IRVING CONVENTION CENTER	\$	9,333.77
80059528	08/16/18	MARIANNE LAUDA	\$	71.32
80059529	08/16/18	KATHY LEVINE	\$	65.00
80059530	08/16/18	LIFE TEEN INC	\$	11,505.00
80059531	08/16/18	MALONEY STRATEGIC COMMUNICATIONS	\$	981.48
80059532	08/16/18	LORI MANSELL	\$	48.00
80059533	08/16/18	KAYLA MANSOUR	\$	65.00
80059534	08/16/18	MEETING PROFESSIONALS INTERNATIONAL	\$	11,625.00
80059535	08/16/18	OMNI MANDALAY HOTEL	\$	3,665.00
80059536	08/16/18	ON POINT PROMOTIONAL TEAM	\$	3,000.00
80059537	08/16/18	DIANA PFAFF	\$	65.00
80059538	08/16/18	DEBBIE ROBERTS	\$	800.00
80059539	08/16/18	DEBBIE ROBERTS	\$	70.34
80059540	08/16/18	BARBARA SCHINGLE	\$	92.41
80059541	08/16/18	SHERATON DFW AIRPORT HOTEL	\$	3,449.00
80059542	08/16/18	SPORTS CLUB AT FOUR SEASONS	\$	800.00
80059543	08/16/18	CAROL STODDARD	\$	121.78
80059544	08/16/18	TIGER OAK MEDIA, INC	\$	1,000.00
80059545	08/16/18	MONTY WHITE	\$	65.00
80059546	08/16/18	MICHAEL ZUMBAUGH	\$	67.06
34 payments Batch Total:			\$	161,624.61

continued on next page

Batch: 7428

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059547	08/23/18	A-ONE ENGRAVING SERVICES	\$	25.26
80059548	08/23/18	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES	\$	5,410.59
80059549	08/23/18	CROWDRIFF INC.	\$	2,083.00
80059550	08/23/18	SUSAN D. CUTTS	\$	625.00
80059551	08/23/18	DALLAS FORT WORTH AIRPORT MARRIOTT	\$	1,420.00
80059552	08/23/18	DRIVE NATION SPORTS, LLC	\$	190.00
80059553	08/23/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	2,145.00
80059554	08/23/18	GOT YA COVERED, LLC	\$	3,220.00
80059555	08/23/18	HILTON GARDEN INN DFW AIRPORT SOUTH	\$	170.00
80059556	08/23/18	HILTON GARDEN INN LAS COLINAS	\$	550.00
80059557	08/23/18	IRVING CONVENTION CENTER	\$	1,645.00
80059558	08/23/18	MALONEY STRATEGIC COMMUNICATIONS	\$	73,237.24
80059559	08/23/18	OMNI MANDALAY HOTEL	\$	2,116.00
80059560	08/23/18	ON POINT PROMOTIONAL TEAM	\$	2,237.39
80059561	08/23/18	SIMPLEVIEW	\$	20,833.66
80059562	08/23/18	STAPLES	\$	141.04
80059563	08/23/18	TEXAS DEPARTMENT OF TRANSPORTATION	\$	868.87
80059564	08/23/18	TEXAS DEPARTMENT OF TRANSPORTATION	\$	660.25
80059565	08/23/18	TEXAS NONPROFIT THEATRES	\$	1,855.00
80059566	08/23/18	THE FULCRUM GROUP INC.	\$	1,258.00
80059567	08/23/18	TUCKER & ASSOCIATES, LLC	\$	4,000.00
80059568	08/23/18	VERIZON WIRELESS	\$	491.73
80059569	08/23/18	WFAA-TV INC	\$	7,670.00
23 payments Batch Total:			\$	132,853.03

Batch: 7438

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059570	08/30/18	AERIAL PHOTOGRAPHY	\$	97.00
80059571	08/30/18	AMERICAN SOCIETY OF ASSOCIATION EXECUTIVES	\$	5,172.25
80059572	08/30/18	ARES TRAVEL INC.	\$	200.00
80059573	08/30/18	BH DFW PROPERTY LP (WESTIN)	\$	1,680.00
80059574	08/30/18	FEDERAL EXPRESS CORPORATION	\$	41.23
80059575	08/30/18	FOUR SEASONS RESORT AND CLUB DALLAS AT LAS COLINAS	\$	990.00
80059576	08/30/18	GUARANTEED EXPRESS, INC.	\$	53.32
80059577	08/30/18	HSMIAI-DFW	\$	1,599.00
80059578	08/30/18	LIVE NATION MARKETING INC	\$	125,016.16

continued on next page

Batch: 7438

<u>Number</u>	<u>Date</u>	<u>Payee</u>		<u>Amount</u>
80059579	08/30/18	MCKESSON CORPORATION	\$	1,490.00
80059580	08/30/18	OMNI MANDALAY HOTEL	\$	1,710.00
80059581	08/30/18	PARK PLACE MOTORCARS & BODYWERKS DALLAS	\$	10,000.00
80059582	08/30/18	PATHWAYS CORE TRAINING	\$	830.00
80059583	08/30/18	SHERATON DFW AIRPORT HOTEL	\$	2,862.00
80059584	08/30/18	SIMULATION FOOTBALL, LLC	\$	275.00
80059585	08/30/18	TRIPADVISOR, LLC	\$	2,328.09
16 payments Batch Total: \$				154,344.05
101 payments Sub Total: \$				578,039.48

SUMMARY

101 payments TOTAL: \$ 578,039.48



ICVB HOTEL OCCUPANCY TAX COLLECTIONS

Third Quarter – FY 2017-18

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
BUDGET / ACTUAL
2017 - 2018**

	QUARTER ENDING 6/30/18	
	BUDGET	ACTUAL
STATE TAX (estimated) - 6%	4,875,403	4,732,524
CITY OF IRVING TAX - 9%	7,313,104	7,098,786
TOTAL ADMINISTRATIVE COST	156,045	151,441
<hr/>		
CONVENTION & VISITORS BUREAU - 57% OF 5%	2,317,319	2,247,949
Administrative Cost	(92,693)	(89,918)
Remittance Amount	2,224,626	2,158,031
<hr/>		
ARTS CENTER - 35.5% of 5%	1,441,518	1,400,039
Administrative Cost	(57,661)	(56,002)
Remittance Amount	1,383,857	1,344,037
<hr/>		
MUSEUM - 2.5% of 5%	101,637	98,594
Administrative Cost	(4,065)	(3,944)
Remittance Amount	97,572	94,650
<hr/>		
DOWNTOWN & EVENTS - 1% of 5%	40,655	39,438
Administrative Cost	(1,626)	(1,578)
Remittance Amount	39,029	37,860
<hr/>		
CONVENTION CENTER FUND - 2% of 9% (effective 01/01/00)	1,626,189	1,577,508
DEBT SERVICE - 4% of 5%	162,429	157,751
TOTAL	1,788,618	1,735,259
<hr/>		
ENTERTAINMENT CENTER - 2% of 9% (effective 04/01/08)	1,626,189	1,577,508

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 16-17	ACTUAL 17-18	DIFFERENCE	PERCENT
1	Atrium Hotel and Suites	8,920.36	9,610.17	689.81	7.73%
2	Dallas Marriott Las Colinas	102,189.71	116,763.97	14,574.26	14.26%
3	DFW Airport Hotel & Conf Center	10,063.84	7,966.45	(2,097.39)	-20.84%
4	DFW Airport Marriott	177,046.15	137,824.25	(39,221.90)	-22.15%
5	Doubletree DFW Airport North	65,022.04	63,736.85	(1,285.19)	-1.98%
6	Embassy Suites - DFW Airport South	89,061.14	72,681.18	(16,379.96)	-18.39%
7	Four Seasons Resort & Club	251,393.79	257,245.75	5,851.96	2.33%
8	Hilton Garden Inn - DFW South	42,230.69	36,516.07	(5,714.62)	-13.53%
9	Hilton Garden Inn - Las Colinas	24,516.83	47,081.62	22,564.79	92.04%
10	Holiday Inn Las Colinas	16,045.40	28,471.02	12,425.62	77.44%
11	NYLO Dallas/Las Colinas	48,534.51	52,766.24	4,231.73	8.72%
12	Omni Mandalay Hotel at Las Colinas	131,645.68	145,850.51	14,204.83	10.79%
13	Sheraton Grand Hotel	76,610.56	65,612.90	(10,997.66)	-14.36%
14	Westin DFW	130,410.87	143,195.04	12,784.17	9.80%
	TOTAL LUXURY & FULL SERVICE	1,173,691.57	1,185,322.02	11,630.45	0.99%

	ALL-SUITE / EXTENDED STAY				
1	Best Western - DFW Airport Suites	16,033.56	15,741.41	(292.15)	-1.82%
2	Candlewood Suites - Las Colinas	9,645.17	10,394.34	749.17	7.77%
3	Comfort Inn - DFW North	17,074.35	16,456.36	(617.99)	-3.62%
4	Comfort Suites - DFW Airport	15,837.54	14,159.16	(1,678.38)	-10.60%
5	Comfort Suites - Las Colinas	9,478.13	8,148.44	(1,329.69)	-14.03%
6	Country Inn & Suites - DFW South	12,976.13	14,609.64	1,633.51	12.59%
7	Crossland Economy Suites	4,231.62	4,606.06	374.44	8.85%
8	Element DFW North	26,984.22	29,035.40	2,051.18	7.60%
9	Extended Stay America	6,415.29	4,648.43	(1,766.86)	-27.54%
10	Extended Stay Deluxe	4,621.41	4,086.00	(535.41)	-11.59%
11	Hawthorne Suites - DFW North	12,561.87	10,512.19	(2,049.68)	-16.32%
12	Hawthorne Suites - DFW South	5,377.22	5,034.64	(342.58)	-6.37%
13	Holiday Inn Express - DFW North	33,303.35	29,675.39	(3,627.96)	-10.89%
14	Holiday Inn Express - Las Colinas	21,234.15	23,208.19	1,974.04	9.30%
15	Holiday Inn Express - DFW South	26,145.18	26,644.13	498.95	1.91%
16	Home2 Suites - DFW North	25,751.70	27,981.63	2,229.93	8.66%
17	Home2 Suites - DFW South	temp closed	14,034.20	14,034.20	100.00%
18	Homestead Studio Suites - DFW North	8,879.59	6,562.01	(2,317.58)	-26.10%
19	Homestead Village & Guest Studios	10,373.92	9,904.52	(469.40)	-4.52%
20	Homewood Suites - DFW Airport	21,790.08	23,201.88	1,411.80	6.48%
21	Homewood Suites - Las Colinas	30,033.42	29,560.72	(472.70)	-1.57%
22	Hyatt House Dallas-Las Colinas	35,709.05	34,134.31	(1,574.74)	-4.41%
23	Hyatt Place Las Colinas	34,301.20	34,874.48	573.28	1.67%
24	Motel 6 / Studio 6 - DFW East	7,785.26	8,695.36	910.10	11.69%
25	Residence Inn - DFW North	15,656.95	14,505.68	(1,151.27)	-7.35%
26	Residence Inn - DFW South	20,007.41	14,976.75	(5,030.66)	-25.14%
27	Residence Inn - Las Colinas	20,575.68	16,936.95	(3,638.73)	-17.68%
28	Springhill Suites	28,196.22	31,394.65	3,198.43	11.34%
29	Staybridge Suites Las Colinas	22,355.50	26,019.52	3,664.02	16.39%
30	Staybridge Suites North	18,855.07	21,355.00	2,499.93	13.26%
31	Studio 6 - DFW North	349.85	317.48	(32.37)	-9.25%
32	Towneplace Suites	22,689.33	25,701.99	3,012.66	13.28%
33	Woodspring Suites Signature	5,860.06	8,131.34	2,271.28	38.76%
34	Extended Stay Properties	491.14	556.84	65.70	13.38%
	TOTAL ALL SUITE / EXTENDED STAY	551,580.62	565,805.09	14,224.47	2.58%

HOTEL OCCUPANCY TAX
APRIL - JUNE (page 2)

HOTEL	ACTUAL 16-17	ACTUAL 17-18	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	34,664.30	37,465.06	2,800.76	8.08%
2 Courtyard by Marriott - DFW North	45,014.18	44,672.63	(341.55)	-0.76%
3 Courtyard by Marriott - DFW South	28,266.17	29,275.37	1,009.20	3.57%
4 Courtyard by Marriott - Las Colinas	36,898.34	39,405.46	2,507.12	6.79%
5 Fairfield Inn & Suites	23,142.83	19,768.28	(3,374.55)	-14.58%
6 Fairfield Inn - DFW North	22,349.39	22,416.81	67.42	0.30%
7 Fairfield Inn - Las Colinas	21,750.27	25,333.28	3,583.01	16.47%
8 Hampton Inn - Las Colinas	29,366.20	33,666.65	4,300.45	14.64%
9 Jefferson Street Bed & Breakfast	265.51	217.50	(48.01)	-18.08%
10 La Quinta Inn & Suites - Las Colinas	18,080.50	6,684.74	(11,395.76)	-63.03%
11 La Quinta Inn & Suites - DFW South	18,997.64	19,950.44	952.80	5.02%
12 La Quinta Inn & Suites - DFW North	24,173.39	29,032.95	4,859.56	20.10%
13 Wingate Inn - DFW North	10,803.60	12,310.54	1,506.94	13.95%
14 Wingate Inn - Las Colinas	19,163.43	19,843.71	680.28	3.55%
TOTAL LIMITED SERVICE	332,935.75	340,043.42	7,107.67	2.13%

BUDGET				
1 America's Best Value Inn	4,023.67	3,522.95	(500.72)	-12.44%
2 Arya Inn & Suites	1,726.15	1,195.42	(530.73)	-30.75%
3 Best Western Irving Inn & Suites	18,467.05	19,371.48	904.43	4.90%
4 Budget Inn	1,577.93	1,716.10	138.17	8.76%
5 Budget Inn & Suites	1,083.54	713.00	(370.54)	-34.20%
6 Budget Lodge of Irving	4,783.42	1,580.06	(3,203.36)	-66.97%
7 Budget Suites of America - Las Colinas	1,740.57	1,274.79	(465.78)	-26.76%
8 Crossroads Hotel	1,505.57	2,933.61	1,428.04	94.85%
9 Days Inn - DFW North	10,901.91	11,644.39	742.48	6.81%
10 Days Inn	10,645.25	12,250.99	1,605.74	15.08%
11 Delux Inn	2,220.56	2,207.05	(13.51)	-0.61%
12 Delux Suites	599.99	431.67	(168.32)	-28.05%
13 Gateway Suites	2,136.27	1,851.90	(284.37)	-13.31%
14 Motel 6 - Dallas / Irving	8,464.56	9,172.02	707.46	8.36%
15 Motel 6 - DFW North	8,717.84	9,737.37	1,019.53	11.69%
16 Motel 6 - DFW South	4,046.67	4,191.96	145.29	3.59%
17 Quality Inn & Suites - DFW Airport	17,337.74	18,182.17	844.43	4.87%
18 Quality Inn & Suites - DFW South	9,807.07	13,114.66	3,307.59	33.73%
19 Red Roof Inn - DFW North	15,975.96	16,573.73	597.77	3.74%
20 Sleep Inn	8,523.37	10,017.20	1,493.83	17.53%
21 Super 8 Motel - DFW North	6,909.44	8,706.17	1,796.73	26.00%
22 Super 8 Motel - DFW South	6,852.23	6,390.05	(462.18)	-6.74%
TOTAL BUDGET	148,046.76	156,778.74	8,731.98	5.90%

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	2,206,254.70	2,247,949.27	41,694.57	1.89%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
3RD QUARTER	2,317,319.00	2,247,949.27	(69,369.73)	-2.99%

IRVING CONVENTION AND VISITORS BUREAU
YEAR-TO-DATE HOTEL OCCUPANCY TAX
OCTOBER 2017 - JUNE 2018

HOTEL	ACTUAL 16-17	ACTUAL 17-18	DIFFERENCE	PERCENT
LUXURY & FULL SERVICE				
1 Atrium Hotel and Suites	26,203.40	28,428.86	2,225.46	8.49%
2 Dallas Marriott at Las Colinas	296,437.48	304,901.51	8,464.03	2.86%
3 DFW Airport Hotel & Conf Center	29,442.19	23,076.69	(6,365.50)	-21.62%
4 DFW Airport Marriott	426,369.49	412,511.78	(13,857.71)	-3.25%
5 Doubletree DFW Airport North	182,701.51	191,460.04	8,758.53	4.79%
6 Embassy Suites - DFW Airport South	259,180.58	245,519.33	(13,661.25)	-5.27%
7 Four Seasons Resort & Club	627,860.81	676,350.47	48,489.66	7.72%
8 Hilton Garden Inn - DFW South	122,498.44	91,962.36	(30,536.08)	-24.93%
9 Hilton Garden Inn - Las Colinas	98,780.17	129,210.10	30,429.93	30.81%
10 Holiday Inn Las Colinas	41,782.75	72,555.30	30,772.55	73.65%
11 NYLO Dallas/Las Colinas	139,135.35	146,503.39	7,368.04	5.30%
12 Omni Mandalay Hotel at Las Colinas	386,500.18	408,619.65	22,119.47	5.72%
13 Sheraton Grand Hotel	227,222.68	213,682.61	(13,540.07)	-5.96%
14 Westin DFW	374,106.62	397,926.94	23,820.32	6.37%
TOTAL LUXURY & FULL SERVICE	3,238,221.65	3,342,709.03	104,487.38	3.23%

ALL-SUITE / EXTENDED STAY				
1 Best Western - DFW Airport Suites	46,569.42	47,344.25	774.83	1.66%
2 Candlewood Suites - Las Colinas	31,465.67	31,512.84	47.17	0.15%
3 Comfort Inn - DFW North	49,967.07	47,643.36	(2,323.71)	-4.65%
4 Comfort Suites - DFW Airport	47,407.20	44,441.63	(2,965.57)	-6.26%
5 Comfort Suites - Las Colinas	26,790.14	24,586.46	(2,203.68)	-8.23%
6 Country Inn & Suites - DFW South	37,723.08	40,872.82	3,149.74	8.35%
7 Crossland Economy Suites	9,050.57	13,775.61	4,725.04	52.21%
8 Element DFW North	78,817.08	78,459.76	(357.32)	-0.45%
9 Extended Stay America	16,508.06	10,265.62	(6,242.44)	-37.81%
10 Extended Stay Deluxe	10,801.75	9,457.11	(1,344.64)	-12.45%
11 Hawthorne Suites - DFW North	29,505.57	30,748.68	1,243.11	4.21%
12 Hawthorne Suites - DFW South	17,513.38	15,351.25	(2,162.13)	-12.35%
13 Holiday Inn Express - DFW North	96,298.39	86,221.92	(10,076.47)	-10.46%
14 Holiday Inn Express - Las Colinas	63,547.05	55,865.19	(7,681.86)	-12.09%
15 Holiday Inn Express - DFW South	75,667.89	75,143.24	(524.65)	-0.69%
16 Home2 Suites - DFW North	74,536.58	77,432.87	2,896.29	3.89%
17 Home2 Suites - DFW South	temp closed	14,034.20	14,034.20	100.00%
18 Homestead Studio Suites - DFW North	18,153.95	14,100.99	(4,052.96)	-22.33%
19 Homestead Village & Guest Studios	24,553.26	23,857.29	(695.97)	-2.83%
20 Homewood Suites - DFW Airport	65,209.69	66,890.62	1,680.93	2.58%
21 Homewood Suites - Las Colinas	85,695.00	82,995.60	(2,699.40)	-3.15%
22 Hyatt House Dallas-Las Colinas	97,035.92	87,082.21	(9,953.71)	-10.26%
23 Hyatt Place Las Colinas	97,059.99	100,148.10	3,088.11	3.18%
24 Motel 6 / Studio 6 - DFW East	19,342.36	22,656.41	3,314.05	17.13%
25 Residence Inn - DFW North	44,440.37	44,795.46	355.09	0.80%
26 Residence Inn - DFW South	60,921.77	56,689.52	(4,232.25)	-6.95%
27 Residence Inn - Las Colinas	63,256.37	55,615.79	(7,640.58)	-12.08%
28 Springhill Suites	79,286.18	86,508.70	7,222.52	9.11%
29 Staybridge Suites Las Colinas	64,711.87	70,067.10	5,355.23	8.28%
30 Staybridge Suites North	56,779.26	60,764.61	3,985.35	7.02%
31 Studio 6 - DFW North	1,046.46	925.55	(120.91)	-11.55%
32 Towneplace Suites	66,338.59	70,996.16	4,657.57	7.02%
33 Woodspring Suites Signature	16,231.81	21,184.23	4,952.42	30.51%
34 Extended Stay Properties	1,060.80	1,278.60	217.80	20.53%
TOTAL ALL-SUITE / EXTENDED STAY	1,573,292.55	1,569,713.75	(3,578.80)	-0.23%

HOTEL OCCUPANCY TAX
OCT 2017 - JUN 2018 (page 2)

HOTEL	ACTUAL 16-17	ACTUAL 17-18	DIFFERENCE	PERCENT
LIMITED SERVICE				
1 Aloft Las Colinas	96,688.22	103,171.92	6,483.70	6.71%
2 Courtyard by Marriott - DFW North	125,700.63	123,910.56	(1,790.07)	-1.42%
3 Courtyard by Marriott - DFW South	86,754.30	79,914.35	(6,839.95)	-7.88%
4 Courtyard by Marriott - Las Colinas	103,758.06	110,149.16	6,391.10	6.16%
5 Fairfield Inn & Suites	65,919.55	64,060.82	(1,858.73)	-2.82%
6 Fairfield Inn - DFW North	61,374.62	67,109.37	5,734.75	9.34%
7 Fairfield Inn - Las Colinas	62,747.33	69,252.78	6,505.45	10.37%
8 Hampton Inn - Las Colinas	80,301.37	93,720.96	13,419.59	16.71%
9 Jefferson Street Bed & Breakfast	709.15	484.25	(224.90)	-31.71%
10 La Quinta Inn & Suites - Las Colinas	51,501.44	40,310.25	(11,191.19)	-21.73%
11 La Quinta Inn & Suites - DFW South	52,041.82	56,190.65	4,148.83	7.97%
12 La Quinta Inn & Suites - DFW North	66,624.06	78,043.83	11,419.77	17.14%
13 Wingate Inn - DFW North	31,170.06	31,363.81	193.75	0.62%
14 Wingate Inn - Las Colinas	55,655.63	57,830.34	2,174.71	3.91%
TOTAL LIMITED SERVICE	940,946.24	975,513.05	34,566.81	3.67%

BUDGET				
1 America's Best Value Inn	13,298.07	11,093.01	(2,205.06)	-16.58%
2 Arya Inn & Suites	4,812.45	4,132.29	(680.16)	-14.13%
3 Best Western Irving Inn & Suites	46,718.31	52,099.82	5,381.51	11.52%
4 Budget Inn	4,658.61	4,681.77	23.16	0.50%
5 Budget Inn & Suites	3,078.22	2,505.09	(573.13)	-18.62%
6 Budget Lodge of Irving	11,641.57	6,724.26	(4,917.31)	-42.24%
7 Budget Suites of America - Las Colinas	4,489.57	3,651.35	(838.22)	-18.67%
8 Crossroads Hotel	5,294.52	5,920.89	626.37	11.83%
9 Days Inn - DFW North	31,508.64	32,026.82	518.18	1.64%
10 Days Inn	30,676.38	32,649.03	1,972.65	6.43%
11 Delux Inn	7,456.17	6,276.41	(1,179.76)	-15.82%
12 Delux Suites	1,497.39	1,499.00	1.61	0.11%
13 Gateway Suites	5,522.78	5,328.50	(194.28)	-3.52%
14 Motel 6 - Dallas / Irving	24,742.34	24,907.15	164.81	0.67%
15 Motel 6 - DFW North	25,268.71	27,297.01	2,028.30	8.03%
16 Motel 6 - DFW South	12,159.59	12,526.69	367.10	3.02%
17 Quality Inn & Suites - DFW Airport	49,957.97	52,698.93	2,740.96	5.49%
18 Quality Inn & Suites - DFW South	31,635.26	33,500.41	1,865.15	5.90%
19 Red Roof Inn - DFW North	44,955.57	49,055.17	4,099.60	9.12%
20 Sleep Inn	25,166.61	23,520.69	(1,645.92)	-6.54%
21 Super 8 Motel - DFW North	23,247.57	24,735.29	1,487.72	6.40%
22 Super 8 Motel - DFW South	19,803.08	17,140.37	(2,662.71)	-13.45%
TOTAL BUDGET	427,589.38	433,969.95	6,380.57	1.49%

	ACTUAL	ACTUAL	DIFFERENCE	PERCENT
GRAND TOTAL	6,180,049.82	6,321,905.78	141,855.96	2.30%

	BUDGET	ACTUAL	DIFFERENCE	PERCENT
3 QUARTERS	6,416,246.00	6,321,905.78	(94,340.22)	-1.47%

**IRVING CONVENTION AND VISITORS BUREAU
HOTEL OCCUPANCY TAX
2017 - 2018 BUDGET**

BUDGET VS ACTUAL	BUDGET 17-18	ACTUAL 17-18	DIFFERENCE	%
1ST QUARTER OCT - DEC 2017	1,982,601	1,959,343	(23,258)	-1.17%
2ND QUARTER JAN - MAR 2018	2,116,326	2,114,614	(1,712)	-0.08%
3RD QUARTER APR - JUN 2018	2,317,319	2,247,949	(69,370)	-2.99%
4TH QUARTER JUL - SEP 2018	2,069,662	0	(2,069,662)	-100.00%
YTD TOTALS	8,485,908	6,321,906	(2,164,002)	-25.50%

PRIOR YEAR VS CURRENT YEAR	ACTUAL 16-17	ACTUAL 17-18	DIFFERENCE	%
1ST QUARTER OCT - DEC	1,889,946	1,959,343	69,397	3.67%
2ND QUARTER JAN - MAR	2,083,849	2,114,614	30,765	1.48%
3RD QUARTER APR - JUN	2,206,255	2,247,949	41,694	1.89%
4TH QUARTER JUL - SEP	2,079,168	0	(2,079,168)	-100.00%
YTD TOTALS	8,259,218	6,321,906	(1,937,312)	-23.46%

Legislative Priorities - 86th Session of the Texas Legislature

The Irving Convention & Visitors Bureau's 2019 Legislative Priorities are focused on making sure Irving remains competitive, not only on a local level, but on a state and national level as well. The City of Irving has made considerable investments in its visitor economy in order to support its residents and its corporate tenant base, its commercial office occupancy and one of its largest employers in that visitor economy. It is imperative that we capitalize on all the resources available to us to protect those investments, to assure competitiveness, and to insure long-term success. In addition to the items prioritized below, we will also work closely with our civic partners (City of Irving, Irving Arts & Culture Department, Irving-Las Colinas Chamber of Commerce, The Las Colinas Association) and our industry partners (such as Texas Hotel & Lodging Association, Texas Restaurant Association, Texas Travel Industry Association, Texas Association of Convention and Visitors Bureaus) to support priorities and initiatives that can result in a better and stronger Irving and Texas.

- Support retention of the state Tourism Public Improvement District authority, Chapter 372 of the Texas Local Government Code.
- Support legislation to enable Irving to develop a Tourism Public Improvement District.
- Oppose legislation that is destructive to Irving's economic viability and that of its Visitor Economy, including but not limited to any bill that would be viewed as discriminatory or otherwise damage Texas' reputation as a business-friendly state.
- Support and protect the current provisions of the Texas Tax Code, Chapter 351, regarding the authorized use of Hotel Occupancy Taxes, including those distinctions provided for Irving.
- Oppose legislation that allows local hotel tax to be used for non-tourism purposes.
- Support the reinstatement of full funding for State Tourism initiatives.
- Preserve state funding for beneficial travel and tourism programs at Texas Parks & Wildlife, Texas Historical Commission, Texas Department of Transportation and Texas Commission on the Arts.
- Support retention of State Event Trust Fund authority, which allows the utilization of incremental state taxes directly attributable to support the recruitment of these events to Texas.
- Support legislation that allows Texas cities to govern their own local affairs.
- Support adequate funding for the Texas Enterprise Fund.
- Promote initiatives to promote better mobility and better accommodate/facilitate "last mile" opportunities.
- Support continued policy of no diversions of transportation tax revenues from their intended purposes.
- Support sufficient funding for mental health services to assure the safety and security of our residents, industry and visitors, including outpatient care programs and inpatient facilities that can serve this community more efficiently than emergency rooms and jails.

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 24, 2018**

BOARD REPORTS

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



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

2018

October 2, 2018	Community Relations Committee Irving Convention Center	11:30 a.m.
October 19, 2018	SPECIAL MEETING: Executive Director Performance Evaluation Irving Convention Center	9:00 a.m.
November 6, 2018	Destination Development Committee Arlington Site Visit	11:00 a.m.
November 16, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
November 26, 2018	Board Meeting Irving Convention Center	11:45 a.m.
December 7, 2018	Board Development Committee Irving Convention Center	9:00 a.m.
December 14, 2018	Executive Committee Meeting Irving Convention Center	9:00 a.m.
December 17, 2018	Board Meeting Irving Convention Center	11:45 a.m.

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

From: Marilyn Willems
To: [Maura Gast](#)
Subject: In Appreciation of High Spirited Citizen Award
Date: Tuesday, August 14, 2018 9:23:15 AM

I was honored to be selected to receive the High Spirited Citizen Award. Of all the volunteer endeavors I am involved in, nothing has been as much fun as developing a diversity of activities to make our library a valuable resource to Irving citizens. I am proud of all the volunteers who have never hesitated to take on new challenges.

Please pass my thanks along to all of the committee who were responsible for the selection and I know we will be even more motivated to establish an even greater presence in the Irving Community.

Again, thank you, as I feel I represented a village of dedicated volunteers who love our city.

Marilyn Willems



Virus-free. www.avast.com



City Holiday/No Trash Collection

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

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

All offices and services will resume normal business hours on Sept. 4. ■



page 6

This update highlights the progress and the four phases planned for the drainage channel improvements in the Delaware Creek Basin.

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SEPTEMBER 2018 / VOL 24 / NO 9

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Pavilion at Toyota Music Factory Recognized on World Stage

With just one year under its belt, Irving’s Pavilion at Toyota Music Factory has blasted its way onto the concert scene.

“Pollstar Magazine” recently reported the city-owned Pavilion as the ninth most attended amphitheater in the world. The Pavilion ranked between the Red Rocks Amphitheater in Colorado and Austin960 Amphitheater in Austin. The Hollywood Bowl in Los Angeles ranked first. The Pavilion opened last September to sellout crowds, and the success continues.

“Irving is proud to have this world-class amphitheater located in our city,” said Irving Mayor Rick Stopfer. “I’ve been to a number of concerts there, and each time I’m amazed. The view is great from all seats, and the service is fantastic.”

A Class of its Own

The Pavilion’s design sets it apart. The massive structure can scale from a capacity of 2,500 seats to 8,000, and includes numerous variations in between.

The unique engineering allows the indoor concert hall to easily morph into an intimate theater setting or expands to its full indoor capacity of 4,000 seats. For its largest shows, the back wall retracts, opening to a grass amphitheater that can handle an additional 4,000 people, bringing the Pavilion’s capacity to 8,000.

The Diversity of Entertainment

From nonprofit fundraisers to big name comedians, intimate shows to the 8,000-seat outdoor rocking amphitheater concerts, the Pavilion’s various configurations offer something for everyone.

“We are proud to be recognized,” said Pavilion General Manager Mike Riley. “The facility’s adaptability interests a variety of artists and allows us to program the venue 12 months a year. Moreover, we can customize the venue to the show, and that allows us to offer tremendous diversity in acts and genres.”

Live Nation, the world’s largest live entertainment company, operates the Pavilion. A sample of upcoming shows underscores the variety in entertainment: Bob Dylan, Alice in Chains, Lauryn Hill, Reba McEntire, Kidz Bop Live and the J Balvin Vibras Tour.

“The Pavilion puts on an amazing show,” said Stopfer. “It’s a great night out for everyone and the selection in restaurants and hotels certainly makes for a convenient entertainment-filled getaway.” ■

SAVE THE DATE ILLUMINATE IRVING RETURNS OCT. 16

Victims and survivors of domestic violence will be remembered Oct. 16 at the return of the Irving Family Advocacy Center’s Illuminate Irving, a free, family friendly event on the Mandalay Canal.

This event raises awareness and educates the community about domestic violence, and provides support and healing for victims. The Irving Police Department and the Family Advocacy Center, which work together to assist victims, say education and awareness are key to understanding the many forms of domestic violence.

This year’s evening of remembrance and hope will take place from 5:30 to 7:30 p.m. Oct. 16 at 200 E. Las Colinas Blvd., along Irving’s Mandalay Canal, where victims and their families will launch lanterns on the canal’s waters, each bearing the name of a person whose life has been affected by domestic violence.

Visit [CityofIrving.org/Illuminate](#) for more information. ■



2017 Remembrance

2018 CITY COUNCIL MEETINGS

Residents are reminded about the remaining City Council meeting dates for 2018. All meetings begin at 7 p.m.

City Council Meeting Schedule

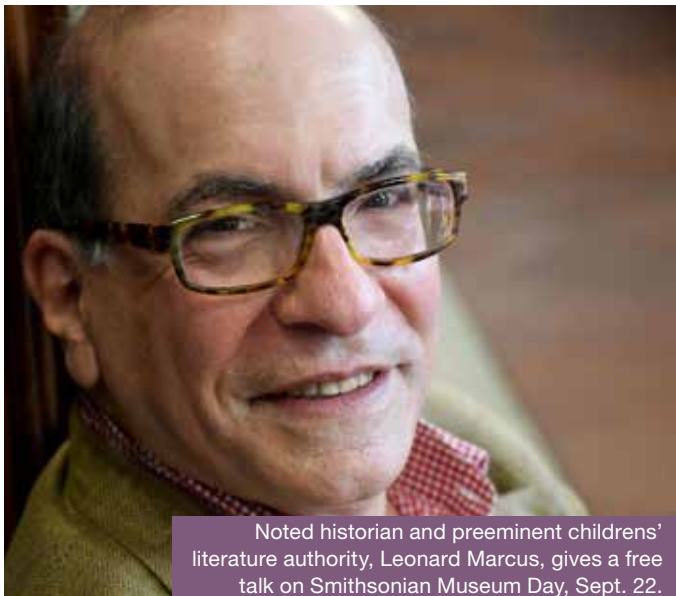
- Sept. 6 – Public Hearing, Budget and Tax Rate
- Sept. 13 – Public Hearing, Budget and Tax Rate
- Sept. 20 (Budget Adoption on Agenda)
- Oct. 4 and 18
- Nov. 1 and 15
- Dec. 13

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

Meeting times are subject to change. Visit [CityofIrving.org/City-Secretary](#) or call the City Secretary’s Office at (972) 721-2493 to confirm a meeting date. ■



Toyota Music Factory Restaurants and Bars



September Sizzles at Irving Arts Center

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. 1, 8, 15, 22 and 29 | Saturday Farmers Market, Four Seasons Markets
9 a.m. to 2 p.m. | North Parking Lot | Free
Come experience the European-style market where ranchers, farmers, specialty food producers and artisanal craftsmen interact with customers and other vendors in a colorful, exciting, family friendly atmosphere that mimics the village markets popular throughout Europe. Shop the market every Saturday, then cool off while browsing the galleries.

Sept. 6 | JumpstART Stories and Art – Jump into Fall!
10 a.m. | Suite 200 | Free
JumpstArt pairs story time with fun art projects on the first Thursday of each month. Jump into Fall with stories and crafts inspired by apples, pumpkins and falling leaves! Create a take-home art project to match this month's theme and then browse the galleries as part of this fun morning activity.

Sept. 6 | Memories in the Making® Reception
4 to 6 p.m. | Suite 200 | Free
A reception will be held in conjunction with the Memories in the Making® exhibition featuring artwork from patients at the Villages at MacArthur.

Sept. 9 | Second Sunday Funday: Paint It!
1 to 4 p.m. | Suite 200 | Free
Every second Sunday, Irving Arts Center hosts Family Funday — offering free craft projects that are fun for the whole family. This month, attendees can grab a paintbrush and go with the flow to create colorful compositions, inspired by autumn colors and the changing of the seasons.

Sept. 22 | Smithsonian Museum Day, Free Leonard Marcus Lecture
2 p.m. | Dupree Theater | Free
In conjunction with Smithsonian Museum Day Live, Leonard Marcus will deliver a free art talk on children's book illustrator Garth Williams. A reception and book signing will follow. This special event is being held in conjunction with Smithsonian Museum Day Live and the exhibition Garth Williams: Illustrator of the Century, curated by Leonard Marcus.

Sept. 22-23 and 28-29 | "The Red Pashmina," MainStage and The Think India Foundation
2:30 p.m. and 7:30 p.m. | Dupree Theater | \$26.50-\$51.50
"The Red Pashmina" is an intriguing story of a psychiatrist and two of her patients that takes attendees on an unforgettable journey. As the patients undergo regression therapy, their memories come alive on stage and experience different eras in India's picturesque past – from a quaint fishing village to an opulent palace, merchant caravans in the desert to a typical imperial officer's club, a dark, dank dungeon to a magnificent ancient temple! Complete with live music, dance and drama, "The Red Pashmina" tells the story of serendipity through the ages ... Or is it destiny?
Show Schedule:
● 7:30 p.m. | Sept. 22, 28 and 29
● 2:30 p.m. | Sept. 23

Sept. 30 | Moxie Mischief Aerial Arts
3 p.m. and 7 p.m. | Dupree Theater | TBD
Performance artists are presented by Moxie Mischief. Acts will range from ground (contortion, juggling) to air (trapeze, rope, silks) and feature a range of skill levels from amateur to professional.

Irving Arts Center News and Notes

Irving Arts Center Earns Rare ETCP Recognition
Irving Arts Center is pleased to announce that it has been named an Entertainment Technician Certification Program (ETCP) recognized employer, becoming only the second ETCP-recognized arts venue in the state of Texas alongside the AT&T Performing Arts Center in Dallas. With two ETCP certified technicians on staff and several others working toward the certification, Irving Arts Center continues to step up its commitment to the enhanced safety and reduction of risk in the workplace.



Executive Director Selected for Leadership Forum

Todd Hawkins, Executive Director for the Department of Arts & Culture and Irving Arts Center has been selected to participate in the Americans for the Arts' annual Executive Leadership Forum later this year. Hawkins will join 15 other top-level arts executives from around the country in Sundance, Utah, for the leadership forum this month.



"Late Night Tailgate" Comes to Irving Arts Center Oct. 10

Football season is upon us, and Irving Arts Center is getting in on the action, hosting a "Late Night Tailgate" on the evening of Oct. 10. This topical and unpredictable live comedy and spirited sports discussion show will feature stand-up and commentary from Steve Rannazzisi, who is most famous for his role in the FXX comedy series "The League", playing fantasy football league player, Kevin MacArthur.



A panel discussion also will include former NFL quarterback Sage Rosenfels, comedian and writer Sarah Tiana and more special guests to be announced. With a roster of comedians, athletes and pop culture experts, Late Night Tailgate will tackle the biggest topics in professional and college sports, as well as touch upon current events, entertainment, pop culture — and all things incendiary and debatable.

Tickets for the Wednesday, Oct. 10, 7:30 p.m. performance of Late Night Tailgate start at \$25 and may be purchased by calling (972) 252-2787 (ARTS), in person at the Irving Arts Center Box Office, or online at IrvingArtsCenter.com.

In the Galleries

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

Memories in the Making® Exhibition

Through Sept. 30 | Front Foyer/Hallway Gallery | Free
Artwork by patients at Villages on MacArthur who participate in the wellness program Memories in the Making® (MIM) will be featured in this exhibition. MIM is an art program developed by the Alzheimer's Association that recognizes that even those who suffer significant cognitive impairment related to Alzheimer's disease or dementia can still communicate through art.
4 to 6 p.m. Sept. 6 | Reception



Playing with Chess

Sept. 8-Nov. 25 | Focus Gallery | Free
Organized by Future Akins-Tillet, Associate Professor of Art at Texas Tech University, this group show features art inspired by the game of chess. The exhibition features the works of an eclectic group of 22 artists, professors and teachers from around the state of Texas. The work includes glass, clay, collage, assemblage, painting and metal.
2 p.m. Oct. 7 | Reception



Garth Williams: Illustrator of the Century

Sept. 8-Jan. 27, 2019 | Dupree Lobby | Free
Organized and toured by the National Center for Children's Illustrated Literature in Abilene, Texas, this exhibition presents original work for 28 of Garth William's most beloved books, including "Charlotte's Web," "The Little House on the Prairie" and a number of Little Golden Books. The exhibition curated by Leonard S. Marcus, is the largest retrospective of the artist's work ever assembled. The exhibition also explores such lesser-known facets of the artist's career as Williams' journeyman efforts as a London portrait artist and "New Yorker" cartoonist and his occasional forays into advertising. Preliminary drawings offer glimpses of Williams at his drawing table, while final art for the Wilder series, "Charlotte's Web," allow an intimate look at illustrations that readers have held dear.
2 p.m. Sept. 22 | Curator Lecture with Leonard Marcus



Lyle Novinski: A Life in Art

Sept. 22-Nov. 11 | Main Gallery | Free
Lyle Novinski, Professor Emeritus of Art at University of Dallas (UD), has lived in Irving for more than 50 years teaching, making art and raising his family. This exhibition, organized by the Irving Arts Center, highlights the work produced during his long career, as well as his seminal role in developing the art program at UD and contributions as a designer of liturgical spaces.
2 p.m. Oct. 7 | Reception and Artist Talk



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.



Craft Marketplace



Live Music

Celebrate Irving’s Hometown Atmosphere at Annual Main Street Event

The Irving Main Street Event returns this year, celebrating the city’s hometown feel with attractions for all ages. The annual street festival in the heart of downtown Irving will run from 6 to 10 p.m. Sept. 21 and noon to 6 p.m. Sept. 22 in Irving’s Heritage District, 217 S. Main St.

The Irving Main Street Event also will include a Hot Sauce Contest. Individual contestants and area restaurants will compete for whose sauce packs the best punch. The contest will run from noon to 5 p.m. Sept. 22.

The Manifolds Car Show and the Juried Art Exhibit at the Glory House Bistro also are returning this year.

Visitors can experience food vendors, a craft marketplace, face painting, balloons, inflatable rides, video games, a petting zoo, Geppetto’s Marionette

Theater and a cheer competition. The children’s entertainment is presented by CBS11.

Carvana Main Stage Performance Schedule Friday, Sept. 21

- 7 to 8:15 p.m. – All Funk Radio Show
- 8:45 to 10 p.m. – All Funk Radio Show

Saturday, Sept. 22

- 12:30 to 2 p.m. – Canta Rhythm & Brass
- 2:30 to 4 p.m. – Leo Hull & the Texas Blues Machine
- 4:30 to 6 p.m. – BStout and the Old 45s

Parking and admission are free both days at the Irving Main Street Event. For more information, visit IrvingEvents.org. ■

CITY OF IRVING AWARDED SILVER CERTIFICATION FOR STORMWATER MANAGEMENT PROGRAM

The City of Irving received the Silver Certification in integrated Stormwater Management (iSWM) from the North Central Texas Council of Governments. Irving is among six North Texas cities to receive the silver designation for its efforts in protecting residential and commercial developments downstream from new or redeveloped projects.

Development or redevelopment projects decrease the amount of natural space (grass or open fields) in a city. This results in more runoff in streets and drainage systems, which increases the chance of pollutants to flow into the city’s waterways.

For about 18 months, city leaders, management and staff have worked to implement stronger drainage standards for developers and contractors, which will protect existing properties from flooding and erosion damage. The drainage standards reflect the city’s commitment to environmental stewardship, responsible and efficient development, water quality and flood protection.

For more information on the iSWM program, visit NCTCOG.org/envir/public-works/iswm. ■



“Let’s Play Irving” Parks Master Plan Survey to Run Through Sept. 23

The Irving Parks and Recreation Department is asking residents to complete the “Let’s Play Irving” Parks Master Plan online survey, which will be used to assess the future of city-owned recreational facilities.

A number of Irving’s venues are aging, and the city’s population is growing dramatically. Recognizing the need to ensure that Irving’s facilities remain relevant, safe and ready to serve future generations, the city engaged Halff Associates to conduct an extensive evaluation and to develop a Parks and Recreation Master Plan.

In June, the Parks and Recreation Department, along with the Halff team, began gathering community feedback on the city’s parks, trails, pools, recreation centers and sporting amenities. The community’s response has been outstanding — with 1,115 surveys collected as of July 31.

During the Irving Main Street Event from 6 to 10 p.m. Sept. 21 and noon to 6 p.m. Sept. 22, residents can submit their responses in person. The online survey will accept responses through Sept. 23.



The survey includes 19 questions and should take about 10 minutes to complete.

Once the public input period is over, the Halff team and city staff will evaluate the feedback and data they have gathered to build a forward-focused, prioritized master plan. The plan will include identified funding options and recommended programming, and will establish operational and staffing needs.

For more information and to take the online survey, visit LetsPlayIrving.com. ■

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. 10. Artwork must be created in watercolor, pencil, pastels or crayon.

Winners will receive certificates and be recognized at the Oct. 4 City Council meeting.

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



Enjoy Music Under the Stars at Irving’s Fall Concert Series

The triple-digit days of summer are easing as fall swiftly approaches. Savor the cooler weather with outdoor music and dining during the Irving Concert Series. The fall concerts will run from 7 to 8:45 p.m. Oct. 5, 12 and 19 at Whistlestop Plaza, 123 W. Irving Blvd.

The Irving Concert Series, which is typically held in the spring, will become part of the fall event lineup. The series will include live performances featuring music from the ’60s, ’70s and ’80s by musicians from across

the state. Those attending can bring outside food and drinks, coolers and seating, including blankets and lawn chairs. Food truck cuisine will be available for purchase.

Parking and admission are free. In the event of inclement weather, shows will be moved to an indoor location.

Visit CityofIrving.org/1267/Irving-Concert-Series for more information. ■



RESIDENTS REMINDED TO FIGHT THE BITE WITH FOUR DS

The City of Irving takes mosquito control very seriously. Trapping continues across the city's 27 trap and spray locations. In the case any traps test positive, Irving's vector control technicians will spray at night.

The city's mosquito control staff works along with the Texas Department of State Health Services and the Dallas County Health and Human Services Department to conduct surveillance and testing year-round of the mosquito population for diseases.

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

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

Share this information with family members and neighbors. The best way to stay safe is to take precaution. Visit IrvingFightsTheBite.org 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. 2, 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. ■



SUBSCRIBE TO ROAD CONSTRUCTION ALERTS

Want to be the first to know about city street closures in Irving? Visit CityofIrving.org/Join and subscribe to Road Construction Alerts to receive news about Irving road construction projects and closures via email.

- Subscribing is easy:
1. Enter email address and select “Sign In.”
 2. Scroll down to “Road Construction Updates,” which can be found under the News Flash category, and select the email icon.
 3. Respond to the email confirmation message sent to verify the request.

For Midtown Express project alerts — State Highways 183 and 114, as well as Loop 12 — visit the Contact section of the DriveMidtown.com website. ■



National Preparedness Month

Are you prepared for any emergency? 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.

- Residents are encouraged to:
- **Get a Kit:** Include food, water, a first-aid kit, a can opener, clothing and anything that might be needed if away from the house for up to three days.

- **Make a Plan:** Discuss with family members how and where to meet if separated. Also, decide whom to contact to let others know the family is safe.
- **Be Informed:** Know the types of hazards that can affect this area and how to plan for them.

Get a kit. Make a plan. Be informed. Join millions of Americans participating in emergency preparedness activities across the nation this month. Visit Ready.gov for more information. ■

Recycling Program

There is a lot of attention these days on recycling in the United States. Irving reminds residents what can be recycled in the Blue Bag Program. Below is a list of commonly recyclable items. Remember to empty containers and clean them of original contents.

- What Can Be Recycled?**
- Aerosol cans
 - Aluminum and steel food cans
 - Aseptic containers (milk cartons, juice boxes, etc.)
 - Corrugated cardboard (broken down and put inside the blue bag)
 - Glass bottles and jars
 - Paper (catalogs, junk mail, mixed office paper, newspaper, paper bags, phone books, school paper)
 - Paperboard boxes (cereal, macaroni, etc.)
 - Plastic bags (grocery bags, newspaper bags, etc.)
 - Plastic containers numbers 1-7



Curbside Recycling Setout

- What is Not Recyclable?**
- Bottles that have contained pesticides, motor oil or other hazardous materials
 - Light bulbs
 - Mirrors
 - Plate glass, auto glass, ceramics, etc.
 - Styrofoam or packing peanuts
 - Yard waste

For more information, call (972) 721-8059. ■

Hotline Helps Streets Division Respond Quickly to Potholes

The City of Irving Traffic and Transportation Streets Division maintains more than 1,440 roadway lane-miles. That is equivalent to maintaining a two-lane road from Irving to Nashville, Tennessee. The region's unpredictable weather and high traffic volume make potholes all too common on city streets. Currently, the Streets Divison repairs 7,000 to 10,000 potholes annually.

To help reduce the number of potholes, residents and commuters are encouraged to report them to the city through the Pothole Hotline. When calling in a pothole, callers must provide a specific address or location, so

the pothole crew can address the issue quickly. The goal of Irving's Streets Division is to repair any reported potholes within 24 hours.

The Pothole Hotline is available 24-hours a day at (972) 721-7303. Callers will hear a recording requesting the pothole location and the date and time of the call. Messages are checked throughout the day and communicated to repair crews.

For more information on the Pothole Hotline, visit CityofIrving.org/395/Street-Operations. ■

Residents Reminded of Water Conservation Requirements

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

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

While research has shown that twice-per-week irrigation is an appropriate amount during warm months, residents



are encouraged to visit WaterMyYard.org to receive timely and specific information about how much irrigation is needed to supplement precipitation. Subscribers to WaterMyYard.org will receive weekly emails with instructions on how much additional water is required for a healthy landscape.

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

Visit CityofIrving.org/Water-Utilities for more information. ■

Irrigation Guidelines

The Water Conservation Plan allows watering twice-per-week. No irrigation on Monday, Thursday or Friday.

Sunday	Tuesday	Wednesday	Saturday
Odd address	Even address	Odd address	Even address

Odd-numbered addresses end in 1, 3, 5, 7 or 9 and even-numbered addresses end in 0, 2, 4, 6 and 8. No watering on any day between 10 a.m. and 6 p.m. from April 1 through Oct. 31.





Library Card Sign -Up



Library Card Sign Up Month, Library Briefs

National Library Card Sign Up Month

September is National Library Card Sign Up Month, and with the theme “We Still Believe in Libraries,” Irving Library Services wants residents to discover the perks of membership. Irving Public Library strives to be the center of community learning and engagement. At any given moment an Irving resident is only three miles from a public library.

New technology, exceptional events, modern spaces for meetings and studying are huge draws, but being a library card holder unlocks the special privilege of access to a vast collection of materials in print, audio, visual and electronic formats for free. Anyone who still believes in libraries as a life-transforming force but has not visited in a while is encouraged to visit and sign up or renew membership. See the good that is happening within the walls of the city’s four neighborhood locations!

Keep an eye on the calendar for outreach library card sign up events featuring a new purple card with the “We Still Believe in Libraries” design while supplies last. Before arriving to register or renew, review the library card ID requirements at CityofIrving.org/1841.

The first time a resident signs up for an Irving library card, it is free. Replacement cards are \$2. Visit CityofIrving.org/Library for details.

Library Briefs

From the Ground Up!

Open the door to a simpler and sustainable way of life at family events sponsored by Whole Foods Market:

7 p.m. Sept. 4 | West Irving Library, 4444 W. Rochelle Road
noon Sept. 5 | East Branch Library, 440 S. Nursery Road
4 p.m. Sept. 7 | Valley Ranch Library, 401 Cimarron Trail
2 p.m. Sept. 8 | South Irving Library, 601 Schulze Drive
For details, call (972) 721-4612.

Sept. 6, 13 and 20 | Discover with Me Interactive Play
10:30 a.m. | South Irving Library, 601 Schulze Drive
The Discover with Me Interactive Play series continues for parents, caregivers and children ages 1-3 years old. Each event offers unstructured play and an opportunity to talk with a childcare specialist. The programs promote the role of the parent as the child’s first teacher, and weekly topics include literacy and play, language development, nutrition, safety and child development.

Sept. 15 | Ahoy Matey, It’s a Pirate Show!
2:30 p.m. | West Irving Library, 4444 Rochelle Road
Celebrate National Pirate Day at the library! Learn to speak pirate, sword fight and participate in other swashbuckling activities. Call (972) 721-2691 for more details.

Sept. 26 | Science in 30: Pirate Science
4:30 p.m. | Grades 1-5 | East Branch Library, 440 S. Nursery Road
Go explore science on the seven seas in a convenient 30-minute format. Children must be able to attend independently.

Sept. 26 | Craftworks Junior: Fall Crafts
2:30 p.m. | West Irving Library, 4444 Rochelle Road
Celebrate the change of seasons with a fall craft session in this new pint-size version of the popular Craftworks series.

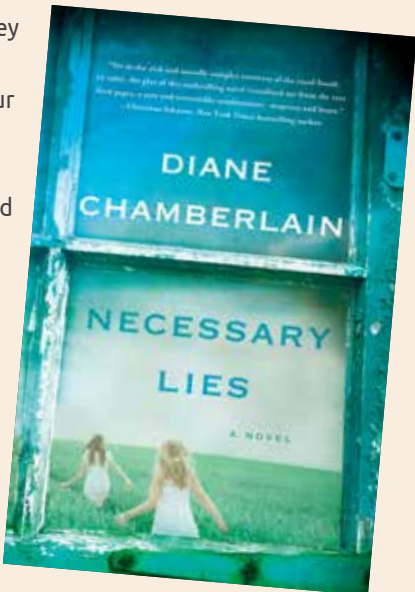
NEW VALLEY RANCH BOOK CLUB

Valley Ranch Library has launched Novel Reads, a new book club for Historical, Literary, General and Science Fiction fans. Do not fret romance and suspense readers, there will be a little thrown in, too! “Necessary Lies” by Diane Chamberlain will be the topic of the first meeting of Novel Reads, which takes place at 10 a.m. Sept. 15. Valley Ranch Library is located at 401 Cimarron Trail.

This brings Valley Ranch’s book club total to four events each month. Novel Reads joins Tried and True and Girl’s Night Out as Valley Ranch Library’s third traditional book club.

The location started Cook the Book, the system’s first cooking book club in May.

Call (972) 721-4669 for information on Novel Reads or any of the book clubs that meet at the Valley Ranch Library. ■



SHARKS SWIM TEAM'S FALL AND WINTER CLASSES

The Irving Sharks swim team, open to children ages 6 and older, focuses on building endurance and learning the four competitive swim strokes. For those interested in joining this fun and challenging program, the Fall and Winter class schedules are set:

- Sept. 17 through Nov. 14
- Dec. 10 through Feb. 13

Each session, classes are held twice a week for eight weeks and includes stroke clinics and swimming challenges. Cost is \$70 per session. Participants must be able to swim 50 yards continuously, tread water for at least 30 seconds and level off to swim distance.

The Summer Sharks swim team attends local area swim meets on weekends during June and July. This year the team participated in five meets where three team members qualified for the “A” regional event.

For more information, call Daniel Farran at (469) 446-0201 or Erin Bates at (302) 252-6530. ■



SUNRISE HIKE

Take a Sunrise Hike on Sept. 15 to explore the early morning world of animals of Campion Trail with native species experts and learn more about the sights, smells and sounds of nature at sunrise. 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.

Hikes are limited to children ages 5 years and older. Strollers and pets are not allowed.

Registration is required for all participants, and the deadline is Sept. 12. Register online at CityofIrving.org/BeGreen. For more information, call (972) 721-2508. ■



Basketball Shootout Jam



Video Game Tournament

Parks and Recreation Briefs

Cimarron Park Recreation Center

201 Red River Trail, (972) 910-0702

- **Sept. 7 | Back to School Dance**
7 to 11 p.m. | Ages 12-18 | IPAR ID required
Going back to school does not have to be all bad. Middle and high school students can enjoy food, music and dancing to help ease the pain.

Georgia Farrow Recreation Center

530 Davis Drive, (972) 721-2519

- **Sept. 29 | 2018 Madden Play Station Tournament**
10 a.m. to 2 p.m. | Ages 10-17 | Free
Come and test Madden skills against the best gamers in Irving. There is no better way to usher in the 2018 football season! Register by Sept. 27.

Heritage Senior Center

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

- **Oct. 5 | Ms. Mature Irving Pageant**
7 to 10 p.m. | Adults in advance \$12; \$14 at the door and children ages 12 and under \$10 in advance; \$12 at the door | Irving Arts Center, 3333 N. MacArthur Blvd.
This is a pageant for senior citizen women that celebrate the beauty of the spirit. See adventurous ladies vie for the title and crown!

Lee Park Recreation Center

3000 Pamela Drive, (972) 721-2508

- **Sept. 7 | Home-School Explore P.E.**
10 a.m. to 2 p.m. | Ages 6-14 | \$5 per person
Come and explore the wonders of physical education. There will be a variety of games and refreshments will be served.

Lively Pointe Youth Center

909 N. O’Connor Road, (972) 721-8090

- **Sept. 8 | Basketball Shootout Jam**
7 to 11 p.m. | Middle and high school students | Free
Grab a partner and come out to play 2 ball against other players from around the city for the chance to win a prize. There will be music and complimentary food and drinks.

Mustang Park Recreation Center

2223 Kinwest Parkway, (972) 556-1334

- **Oct. 5 | Drive-In Movie**
7 p.m. | \$5 reserved parking space | Lawn seating is free
Bring food, drinks, chairs or blankets and enjoy a movie shown outside on the gym wall.
- **Oct. 19 | Fall Carnival**
6:30 to 9:30 p.m. | \$10 for unlimited attraction wristband
Carnival games, bounce houses, cake walk and prizes mean tons of fun for the whole family. In-N-Out Burger will be providing free food while supplies last.

Northwest Park Recreation Center

2800 Cheyenne St., (972) 721-2529

- **Sept. 14 | Game Day Blowout**
6:30 to 8:30 p.m. | Ages 13-17 | \$5 per person
Come test skills in this new event that will feature an exciting obstacle course race. Runners will have the chance to compete against each other and the clock. Refreshments will be served. Register by Sept. 6.

CITY SNAPSHOTS

From entertainment and history to outdoor activities and educational programs — Irving’s got it all! Take a peek at community engagement throughout the city at [Facebook.com/TheCityofIrving](#) or [Instagram/TheCityofIrving](#). ■



Irving crews installed “Fallen Soldier,” the newest installation at Irving’s Veterans Memorial Park. The sculpture depicts Saint Michael the Archangel embracing a fallen serviceman.



Spanish Univision 23 celebrated its 30th anniversary on July 25 in north Texas with a special broadcast from Centennial Park. Around 100 residents came out to watch the live broadcast.



Low-cost rabies vaccination and microchipping for Irving residents are available at the Irving Animal Care Campus. For dates and times, visit [CityofIrving.org/Animal-Services](#).



The Irving Fire Department distributed school supplies and thousands of backpacks to Irving students to help jump-start a successful new school year at the annual Supplies for Success.



Thanks to community generosity, the Irving Police Athletic League met the \$202,000 fundraising goal early and was awarded the matching funds held by the Attorney General’s Office.



After weeks of renovation, the remodeled Heritage Aquatic Center is now open. The \$690,000 project included resurfacing, replacing tile, new climate controls and LED smart lighting.



Construction Continues on Drainage Improvement Projects in the Delaware Creek Basin



The City of Irving Capital Improvement Program (CIP) will begin construction on the second half of its planned drainage channel improvements in the Delaware Creek Basin by fall 2018.

Irving is booming with commercial and residential development and road construction. In addition, the city has launched Road to the Future to complete \$100 million in construction and rehabilitation of streets. While the added developments and improvements signal the economic strength of the community, development also produces an increase in stormwater runoff. To accommodate the additional runoff from decades of upstream development, CIP began rebuilding the Delaware Creek Basin drainage channels in 2016.

The goal of these drainage channel improvements is to protect 229 structures south of State Highway (SH) 183 from a 100-year flood, as well as 10 bridges. The program also is intended to reduce floodplain limits in Irving and protect public and private property. These projects, along with the new drainage crossings constructed as part of the Midtown Express project, will enable the city to one day provide additional flood protection to another 320 structures north of SH 183.

The nearly \$55 million improvement project consists of four phases and is slated for completion in 2021. The four phases are:

- Phase 1: Delaware Creek from Grauwyler Road to Cripple Creek Drive; Embassy Channel from Delaware Creek to SH 183.
- Phase 2: Brockbank Channel from Grauwyler Road to SH 183.
- Phase 3: Delaware Creek from MacArthur Boulevard to Lively Park; Brockbank Channel from Grauwyler Road to Lively Park.
- Phase 4: Delaware Creek from Cripple Creek Drive to SH 183.

The project includes expanding and improving existing drainage channels, adding fencing along channel walls and installing wastewater main upgrades. The city has completed Phases 1 and 2, and construction is scheduled to begin on Phase 3 in the fall.

For more information on the city’s CIP department, visit [CityofIrving.org/131/Capital-Improvement-Program](#).

For more information on the city’s ongoing infrastructure initiative, visit [CityofIrving.org/2255/Investing-in-our-Future](#). ■



Pet Adopters Embrace Clear the Shelters 2018

Endearing barks and welcoming purrs greeted Irving residents at the Irving Animal Care Campus during the NBC and Telemundo stations’ “Clear the Shelters Day.”

North Texans opened their hearts and homes to 7,292 animals from 61 participating shelters during this year’s Clear the Shelters campaign period. From the Irving Animal Care Campus, which includes Irving Animal Services and DFW Humane Society, 119 animals were adopted.

Five years ago, Irving developed the idea and proposed it to NBC 5 and Telemundo 39. NBC embraced it and that year, 33 North Texas shelters participated, with 2,273 animals adopted.

In 2015, NBC and Telemundo rolled it out to stations across the country. This year alone, the campaign, which also included Puerto Rico, saw 91,364 animal adoptions,

with 1,000 shelters participating. Altogether, 241,916 animals have been adopted in Clear the Shelters’ four years of operation.

The event has had a positive effect on changing people’s perceptions of their local shelters by drawing them into the shelters during the campaign. Once there, they saw that the shelters were clean and run professionally, and the sweet animals in them just needed a home.

“It truly underscores the power of collaboration because working together, we’ve been able to save thousands of pets’ lives,” said Irving Mayor Rick Stopfer. “It’s a great accomplishment, and I’m proud to say it all started right here in Irving, Texas.”

The Clear the Shelters social media campaign reached more than 16.5 million users, and the hashtag #CleartheShelters trended nationally on Twitter. ■

Budget Input Opportunities

Residents are invited to provide input on the Fiscal Year 2018-19 budget to help shape the future of the City of Irving.

Comments and questions may be made to the City Council online on any aspect of the budget including programs, projects, rates and fees using the “Ask the Budget Guy” feature at [CityofIrving.org](#). Residents also can send an email to [AsktheBudgetGuy@cityofirving.org](#). The “Budget Guy” will respond to all questions and post answers to the city’s “Ask the Budget Guy” web page. Submittals are subject to editing for content, tone and clarity. Adoption of the budget is scheduled for Sept. 20. ■



PLANNING & INSPECTIONS DEPARTMENT CONSTRUCTION FORECAST

September 2018

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

MULTIFAMILY									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Brownstones Bldg 7	101 Decker Dr.	Condos	15,640 SF	\$991,990	Permit Issued	9/21/2017	Irving	Dec-17
2	4-plex	700 Redbird	4-plex	6,350 SF	\$492,570	Permit Issued	5/18/2018	Irving	Aug-18
3	Brownstones Bldg 13	101 Decker Dr.	Condos	12,459 SF	\$821,452	Permit Pending	8/21/2018	Irving	Sep-18

OFFICE									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Office Bldg.	935 E. Pioneer	Office	4,644 SF	\$120,000	Permit Pending	6/13/2017	Irving	Jul-17
2	Verizon	750 Hidden Ridge Dr.	Parking Garage	143,788 SF	\$8,800,000	Permit Issued	11/1/2017	Irving	Apr-18
3	Summit's Edge	701 W. John Carpenter Fwy	3-story office	7,280 SF	\$1,066,824	Permit Pending	12/29/2017	Irving	Feb-18
4	Shell Bldg.	1701 W. Royal Lane	Office Bldg.	10,471 SF	\$2,500,000	Permit Issued	3/15/2018	Irving	Aug-18
5	Parking Garage	6051 Connection Dr.	4-story garage	176,060 SF	\$5,000,000	Permit Issued	3/21/2018	Irving	May-18
6	SMB Staffing Addition	124 S. Hastings	2nd floor addition	2,099 SF	\$150,000	Permit Pending	4/23/2018	Irving	May-18
7	DR/Retail Office	1317 W. Airport Fwy.	1 Story Bldg.	6,795 SF	\$500,000	Permit Pending	6/15/2018	Irving	Jun-18
8	Reeder Concrete	160 S. Belt Line Rd	Office/Warehouse	19,840 SF	\$1,100,000	Permit Pending	8/23/2018	Irving	Sep-18

WAREHOUSE/INDUSTRIAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Johnny's Automotive	1091 N. Britain Road	Auto Repair	4,500 SF	\$171,000	Permit Pending	9/21/2016	Irving	Jan-17
2	J & J Repair	702 S. Irving Heights	Auto Repair	3,535 SF	\$134,330	Permit Approved	1/31/2017	Irving	Mar-17
3	Warehouse	701 N. Main St.	Warehouse	6,000 SF	\$200,000	Permit Pending	3/27/2018	Irving	Apr-18
4	Storage Addition	3401 W. Pioneer Dr.	Storage	4,800 SF	\$135,000	Permit Pending	4/17/2018	Irving	May-18
5	Belt Line General Auto	237 S. Belt Line Road	Auto Repair	2,751 SF	\$119,000	Permit Issued	4/23/2018	Irving	Aug-18
6	Rig Tough Trucks Addn.	310 S. Loop 12	Auto Repair	1,718 SF	\$275,000	Permit Issued	5/18/2018	Irving	Jun-18
7	Charter Spectrum	3331 W. Royal Lane	Warehouse	3,536 SF	\$5,000,000	Permit Pending	7/20/2018	Irving	Aug-18
8	Padrino Foods Addn	3210 Conflans	Freezer Addition	900 SF	\$195,000	Permit Issued	7/24/2018	Irving	Sep-18
9	Valdez Automotive	630 E. Second	Auto Repair	1,000 SF	\$80,000	Permit Pending	8/15/2018	Irving	Sep-18

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	QuikTrip	7575 N. Belt Line	Convenience store/gas	14,515 SF	\$540,000	Permit Pending	6/23/2017	Irving	Apr-18
2	Lucky Texan #10	4455 W. Northgate	Convenience store/gas/laundromat	20,623 SF	\$1,526,038	Permit Issued	2/1/2018	Irving	Sep-18
3	Shell Bldg	6561 Riverside	Retail	13,650 SF	\$875,000	Permit Pending	8/30/2017	Irving	Jan-18
4	Shell Bldg	6581 Riverside	Retail	5,886 SF	\$375,000	Permit Pending	1/22/2018	Irving	Feb-18

RETAIL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
5	Market Street	7450 N. S.H. 161	Supermarket	86,631 SF	\$6,583,956	Permit Pending	4/27/2018	Irving	Jun-18
6	Shell Bldg.	7460 N. S.H. 161	Retail	10,058 SF	\$654,010	Permit Approved	5/17/2018	Irving	Aug-18
7	Shell Bldg.	7430 N. S.H. 161	Retail	21,699 SF	\$1,410,435	Permit Approved	5/17/2018	Irving	Aug-18
8	Shell Bldg.	7380 N. S.H. 161	Retail	18,208 SF	\$1,183,520	Permit Approved	5/17/2018	Irving	Aug-18
9	Shell Bldg.	7410 N. S.H. 161	Retail	7,150 SF	\$464,750	Permit Approved	5/17/2018	Irving	Aug-18
10	Shell Bldg.	7370 N. S.H. 161	Retail	7,158 SF	\$465,270	Permit Approved	5/17/2018	Irving	Aug-18
11	Shell Bldg.	7440 N. S.H. 161	Retail	4,004 SF	\$260,260	Permit Approved	5/17/2018	Irving	Aug-18
12	Shell Bldg.	7320 N. S. H. 161	Retail	16,650 SF	\$5,076,400	Permit Approved	7/6/2018	Irving	Aug-18
13	Shell Spaace Addn	1424 N. Belt Line Rd.	Retail	2,674 SF	\$200,000	Permit Pending	8/24/2018	Irving	Sep-18

HOTEL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATON
1	Woolley's Classic Suites	4850 W. Royal Ln	Hotel	251,481 SF	\$30,000,000	Will Be Cancelled	1/29/2016	Coppell	Jan-16
2	Embassy Suites Hotel	771 W. John W. Carpenter Fwy.	Hotel	148,826 SF	\$24,000,000	Permit Pending		Irving	Aug-16
3	Texican Hotel	501 W. Las Colinas Blvd.	Hotel (4 bldgs)	110,000 SF	\$17,600,000	Permit Issued	4/21/2017	Irving	Jul-17
4	Element by Westin	606 W. John Carpenter Fwy.	Hotel	105,565 SF	\$14,000,000	Permit Issued	3/1/2018	Irving	Aug-18

RESTAURANT									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	El Pollo Regio	1300 E. Airport Fwy	Restaurant	1,171 SF	\$750,000	Permit Issued	1/9/2017	Irving	Apr-18
2	Chick-Fil-A	7850 N. MacArthur Blvd	Restaurant	6,112 SF	\$925,000	Permit Issued	10/13/2017	Irving	Jan-18
3	Walk On's Bistreaux Bar	3165 Regent Blvd.	Restaurant	8,602 SF	\$2,000,000	Permit Issued	1/17/2018	Irving	Apr-18
4	McDonald's	4202 W. Airport Fwy	Restaurant	6,946 SF	\$750,000	Permit Issued	3/26/2018	Irving	Aug-18
5	Lupe Tortilla Mexican Rest.	3131 Regent Blvd.	Restaurant	8,834 SF	\$1,200,000	Permit Issued	3/8/2018	Irving	Sep-18
6	Shake Shack	7170 N State Highway	Restaurant	4,454 SF	\$1,100,000	Permit Issued	4/25/2018	Irving	Aug-18
7	Golden Chick/Retail	3511 Regent Blvd.	Restaurant/Retail	2,415 SF/516 SF	\$975,000	Permit Issued	6/5/2018	Irving	Sep-18

INSTITUTIONAL									
#	PROJECT	LOCATION	DESCRIPTION	SQUARE FEET	APX. VALUATION	PROJECT STATUS	APPLICATION DATE	SCHOOL DISTRICT	VERIFICATION
1	Medical City Las Colinas Addn	6800 N. MacArthur Blvd	Hospital	7,292 SF	\$6,000,000	Permit Issued	1/10/2018	Irving	Apr-18
2	Med Express Irving	3413 N. Belt Line	Medical Clinic	4,680 SF	\$1,300,000	Permit Issued	1/18/2018	Irving	Apr-18
3	Baylor Scott & White Hosp. Addn	1901 N. MacArthur Blvd	Hospital	148,830 SF	\$56,000,000	Permit Issued	2/15/2018	Irving	Apr-18
4	Coppell ISD	1205 Santa Fe	School	111,970 SF	\$30,000,000	Permit Issued	2/16/2018	Coppell	Aug-18
5	Med. Shell bldg.	1175 Kinwest Pkwy	Medical Office	6,285 SF	\$600,000	Permit Issued	3/21/2018	Coppell	Jun-18
6	i bloom Montessori	7650 Bent Branch Dr.	Daycare	16,600 SF	\$1,500,000	Permit Issued	3/20/2018	Coppell	Jun-18
7	Templo Evangelico	511 W. Shady Grove	Church	4,960 SF	\$400,000	Permit Pending	4/5/2018	Irving	May-18
8	Shell	6121 N. S.H. 161	Medical Office	65,517 SF	\$8,600,000	Permit Approved	5/8/2018	Irving	Aug-18
9	Wonderland Montessori	421 E. Royal Ln.	Day/School	8,471 SF	\$1,270,000	Permit Pending	5/11/2018	Irving	Jun-18
10	Great Hearts Preparatory Academy	3520 World Cup Way	School	40,153 SF	\$7,400,000	Permit Pending	8/16/2018	Irving	Sep-18
11	Tom Landry Elem. Addn	265 Red River Trail	School	16,751 SF	\$9,000,000	Permit Pending	8/17/2018	Irving	Sep-18
12	Multi-Purpose Bldg. CFBISD	455 E. LaVillita Blvd.	School	49,868 SF	\$25,000,000	Permit Pending	8/17/2018	Irving	Sep-18
13	Irving HS Addn	900 N. O'Connor Rd	School	28,905 SF	\$9,800,000	Permit Pending	8/17/2018	Irving	Sep-18
14	MacArthur HS Addn	3700 N. MacArthur Blvd	School	28,302 SF	\$7,400,000	Permit Pending	8/17/2018	Irving	Sep-18

NEW SINGLE FAMILY/TOWNHOUSE DWELLINGS									
#	DATE	TOTAL UNITS ISSUED	TOTAL VALUE	SINGLE FAMILY	VALUE	TOWNHOUSES	VALUE		
	Aug-18	44	\$16,340,922	44	\$16,340,922	0	\$0		

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

**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 24, 2018**

STAFF REPORTS

BUREAU MONTHLY MANAGEMENT REPORTS



ICVB Memorandum

Date: September 12, 2018
To: Maura Gast, FCDME, Executive Director
From: Lori Fojtasek, Assistant Executive Director/Sales & Services
RE: Sales & Services Department Board Report for August 2018

Convention Sales & Services Staff Activities

Leads Generated	August	YTD
Irving CVB – Hotel Leads	156	1617
Irving Convention Center Leads	58	774

August

Room Nights Generated	Monthly Goal	August 2018 Actuals	August 2017 Actuals	FY2017-18 Annual Goal	FY2017-18 YTD Actuals	FY 2016-17 YTD Actuals	August Convention Center	Convention Center YTD Actuals
Definite Room Nights	19139	23970	20651	229657	218307	189632	3912	18337
Lost Room Nights		37028	12129		309319	230033	10047	114153

Travel & Activity

August	Organization	Event	Location
18-22	American Society of Association Executives	Annual Meeting	Chicago
23-26	Collinson Publishing	Connect Specialty	Salt Lake City
23-26	Collinson Publishing	Connect Association	Salt Lake City
23-26	Collinson Publishing	Connect Corporate	Salt Lake City
23-26	Collinson Publishing	Connect Sports	Salt Lake City

Customer Services Activity August 2018

Groups Served	
August	14 groups served
YTD	205 groups served

Proclamations/Welcomes/Flags:

- Proclamation, Mayoral Letter – East African Chamber of Commerce, October 6, 2017
- Mayoral Welcome Letter – Texas Council for Social Studies, October 17, 2017
- Mayoral Welcoming/Open Meeting – Southwest Commission on Religious Studies, March 10, 2018
- Mayoral Greeting and Proclamation – Texas State Association of Parliamentarians, May 5, 2018
- Ribbon Cutting – Opening Ceremony – DFW Minority Council, May 8, 2018
- Mayoral Greeting – Lutheran Church Missouri Synod, June 14, 2018
- Mayoral Greeting and Proclamation – Texas Youth Conference, June 14, 2018
- Mayoral Welcoming - Open Meeting – Texas Industrial Vocational Association, August 16, 2018
- Welcome/Opening Meeting - VRM Mortgage August 17, 2018
- Mayor welcoming/open meeting – Texas Probation Association, Sunday, August 5, 2018
- Mayor Welcoming, TX Flag and Proclamation – Order of Eastern Star, August 16, 2018

Pending

- Welcoming and Proclamation – GFWC October 27, 2018

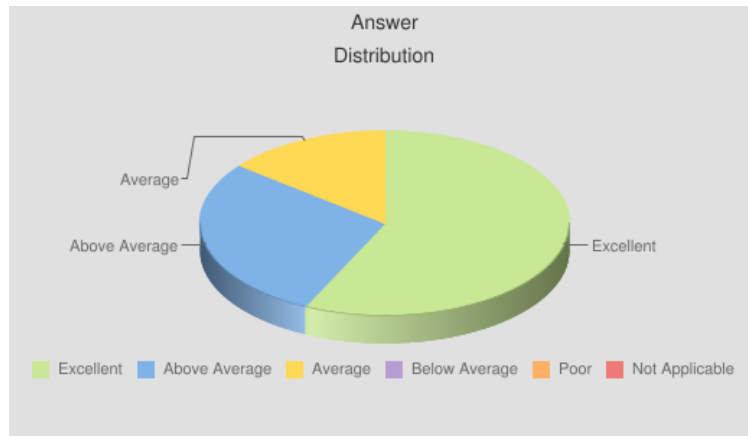
August Servicing & Inventory:

Service Type	# of Groups Served in August	Total Inventory Utilized
Proclamations/Flags/Welcomes	1	Mayoral/Council Appearance/Letter for Convention Programs
Name Badge/Lanyard Services	8	3800 Badges/Lanyards
Pens	6	1250
Bags	4	954
Promotional Materials	8	2500+
Staffing Services	5	127 Event Hours

Event Location: Hotels: 8 Irving Convention Center: 5

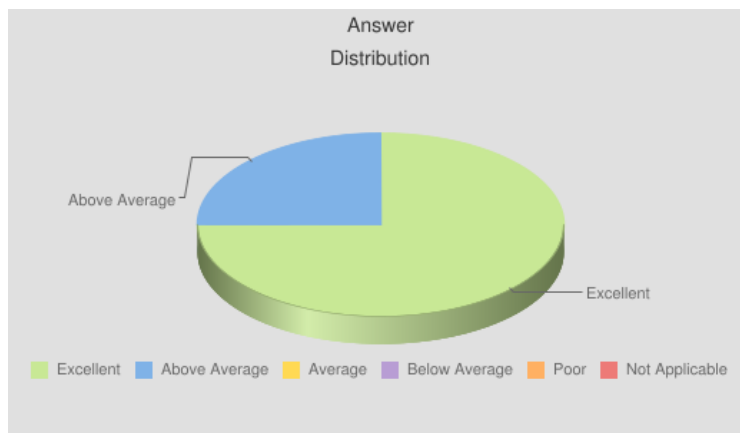
Customer Service Satisfaction Survey Results August 1-30, 2018

1. How was your overall destination experience?



8/01/2018 – 8/31/2018
Score: **88.6** / 100.0

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



8/01/2018 – 8/31/2018
Score: **95.0** / 100.0

Definite Bookings

August – November 2018

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Diamond Tours	Diamond Tour Groups	9/1/2018	11/30/2018	50	648
McKesson Corporation	CSBD Late Summer Forum	9/4/2018	9/6/2018	50	165
Epsilon	EPS WIL	9/4/2018	9/6/2018	100	100
Pathways Core Training Inc.	Pathways Monthly September 2018	9/5/2018	9/22/2018	110	275
Dallas Security Traders Association	2018 Texas Traders Convention	9/5/2018	9/8/2018	100	198
Zac's Ridge	Zac's Ridge - September 2018	9/7/2018	9/8/2018	35	50
Texas Association of Freestanding Emergency Centers	TAFEC 2018 NAFEC Conference	9/9/2018	9/11/2018	150	225
Texas Association of Community Health Centers	TACHC OC3 Learning Session 3	9/10/2018	9/12/2018	60	90
American Red Cross	American Red Cross - Donor Recruitment Training	9/10/2018	9/13/2018	15	48
State Farm Insurance	Leading for the Future - Dallas	9/10/2018	9/12/2018	30	180
McKesson Corporation	WMS Demo meeting	9/10/2018	9/13/2018	28	66
Lion Street	Lion Street Indaba 2018	9/11/2018	9/14/2018	200	440
Dell Inc.	PB - Dell EMC Guest Room Block	9/12/2018	9/13/2018	40	40
BioTE Medical	Sep-18	9/13/2018	9/15/2018	200	310
Texas & New Mexico Hospice Organization	Palmetto GBA Training	9/13/2018	9/14/2018	750	250
NBC Sports	NBC Sports NFL Technical Crew	9/13/2018	9/16/2018	120	400
Dallas Star Elite Hockey Club	Dallas Stars Elite - Tier 1 Elite Hockey - Midget Mid-America	9/13/2018	9/15/2018	40	120
SAE-ITC	2018 FSEMC Meeting	9/15/2018	9/20/2018	250	915
Texas Manufactured Housing Association	Texas Manufactured Housing Association - 2018 Conference	9/15/2018	9/17/2018	120	222
Classic Elegance Coaches	Classic Elegance - Giants	9/15/2018	9/16/2018	50	22

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Marcus Evans	Marcus Evans - ACO & Payer Leadership Fall	9/15/2018	9/18/2018	100	170
Tampa Bay Rays	Tampa Bay Rays 2018	9/16/2018	9/18/2018	100	213
National Football League	NFL Officials Giants	9/16/2018	9/17/2018	12	12
CoreLogic, Inc.	Dallas September	9/16/2018	9/19/2018	30	205
American College of Emergency Physicians	ACEP - Reversal Agents Panel Room Block Sept 2018	9/16/2018	9/16/2018	15	13
Wells Fargo Bank	Wells Fargo Bank - Wealth Insurance Study Group 2018	9/17/2018	9/21/2018	75	136
Americold Logistics	Leadership Academy September 17, 2018	9/17/2018	9/20/2018	35	105
McKesson Corporation	Macro Helix RNA Team Meeting	9/17/2018	9/19/2018	16	11
Greystar Management Services, LP	National Leadership Development Cohort 3	9/18/2018	9/20/2018	35	35
Seattle Mariners Baseball Club	Seattle Mariners 2018	9/19/2018	9/22/2018	100	280
United States Conference of Catholic Bishops	USCCB 2018 Rooms Only	9/19/2018	9/23/2018	100000	350
FenCon	FenCon	9/20/2018	9/25/2018	650	510
Storm Consultants	Storm 2018-09 Overhead and Profit	9/20/2018	9/21/2018	100	25
Michaels Stores, Inc.	Michaels Stores - 2018 Partner Summit	9/22/2018	9/24/2018	200	231
Marcus Evans	Evolution Fall Summit	9/22/2018	9/26/2018	90	305
Kroger	Sales and Operations Meeting 2018	9/23/2018	9/27/2018	120	310
University Aviation Association	UAA Annual Conference & Expo 2018	9/24/2018	9/29/2018	250	550
Technical Associates	Technical Associate-Entry Lev Vibration Analysis	9/24/2018	9/27/2018	10	40
Fresenius Medical Care	September 2018-Clinical Manager's Training West	9/24/2018	9/28/2018	60	240
Panera Bread	Fall Round Table	9/24/2018	9/28/2018	200	365
United Healthcare Group	Physician Leadership Development Program	9/24/2018	9/27/2018	54	162
The Southwestern Invitational	Southwestern Invitational 2018	9/27/2018	9/30/2018	300	290
McDonald's USA, LLC	Houston Region ROA 2018	9/28/2018	10/3/2018	250	760

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
University of Arkansas Athletics	University of Arkansas vs TX A&M	9/28/2018	9/29/2018	130	124
Classic Elegance Coaches	Classic Elegance - Lions	9/29/2018	9/30/2018	50	14
National Football League	NFL Officials Lions	9/30/2018	10/1/2018	12	12
Technical Associates	Technical Associates - Analysis I	10/1/2018	10/4/2018	10	40
AARP	AARP - October 2018 Meeting	10/1/2018	10/4/2018	40	90
Americold Logistics	Leadership Academy October 1, 2018	10/1/2018	10/4/2018	35	105
Pathways Core Training Inc.	Pathways Monthly October 2018	10/3/2018	10/20/2018	110	275
The Potter's House	Woman Thou Art Loosed	10/3/2018	10/7/2018	7000	2071
Medtronic	Medtronic - CVG TDS/POAMeeting	10/3/2018	10/4/2018	150	208
University of Oklahoma - Alumni Association	OU Alumni Association	10/4/2018	10/7/2018	1500	775
University of Texas Athletics	University of Texas Team Travel for OU/TX	10/4/2018	10/7/2018	100	155
Mitsubishi Electric	2018 System Wide Meeting	10/6/2018	10/11/2018	100	207
Boy Scouts of America	Boy Scouts-National Executive Board and Committee Meetings Oct 2018	10/7/2018	10/9/2018	100	153
Days of The Dead Dallas	Days of the Dead 2018	10/8/2018	10/17/2018	500	456
American Red Cross	American Red Cross - Donor Recruitment Training	10/8/2018	10/11/2018	15	48
McKesson Corporation	Lab Team - Sales Training	10/8/2018	10/13/2018	80	180
Greystar Management Services, LP	National Leadership Development Cohort 5 Room Block	10/9/2018	10/11/2018	35	35
McKesson Corporation	USPSH FY18 Awards	10/9/2018	10/16/2018	90	94
University of Dallas Ministry	University of Dallas Ministry Conference	10/10/2018	10/14/2018	6000	450
East African Chamber of Commerce	East African Chamber of Commerce 2018 Meeting	10/10/2018	10/14/2018	200	140

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Associated Builders and Contractors, Inc.	2018 ABC User Summit	10/10/2018	10/12/2018	90	145
Southwest Airlines	Annual Fuel Meeting	10/10/2018	10/10/2018	125	125
BioTE Medical	Oct-18	10/11/2018	10/13/2018	200	310
Soleyn Ministries	Soleyn Ministries	10/11/2018	10/14/2018	450	420
Texas Optometric Association, Inc.	Texas Optometric Association - October 2018 Meeting	10/11/2018	10/13/2018	300	180
Texas Tech University	Texas Tech Band	10/11/2018	10/13/2018	450	130
Congressional Medal of Honor	Tribute To Valor Weekend	10/11/2018	10/14/2018	600	230
Classic Elegance Coaches	Classic Elegance - Jaguars	10/13/2018	10/14/2018	50	22
National Football League	NFL Officials Jaguars	10/14/2018	10/15/2018	12	12
ACE Cash Express, Incorporated	Quarterly Meetings-October 2018	10/15/2018	10/19/2018	12	48
Volunteers of America	VOA October 2018 Meeting	10/15/2018	10/20/2018	90	327
John Hancock	John Hancock Retirement Plan Services SRM	10/15/2018	10/18/2018	150	322
Americold Logistics	Leadership Academy October 15, 2018	10/15/2018	10/18/2018	35	105
Lennox Industries	Fall Leadership Meeting	10/15/2018	10/18/2018	150	594
Society for Marketing Professional Services	SMPS The Pinnacle Experience October 2018	10/16/2018	10/18/2018	50	145
Mission America Coalition	Mission America Coalition	10/16/2018	10/22/2018	200	555
C2 Ventures / Comic	Comic Con Fan Days	10/17/2018	10/24/2018	8000	291
Zac's Ridge	Zac's Ridge - October 2018	10/19/2018	10/20/2018	35	50
Sidewalk Advocates for Life	Sidewalk Advocates for Life October	10/19/2018	10/20/2018	250	140
TIBCO	TIBCO - National Sales Meeting	10/20/2018	10/23/2018	180	390
Gathering of the Eagles International Worship Summit	Gathering of The Eagles International Summit	10/21/2018	10/29/2018	1500	1238
ServiceNow	ServiceNow Summit 2018 Dallas Room Block	10/21/2018	10/23/2018	800	147

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Fresenius Medical Care	October 2018-Clinical Manager's Training West Training	10/22/2018	10/26/2018	60	240
Military Sky Ball - Airpower Foundation	Military Sky Ball	10/22/2018	10/30/2018	5000	1000
Pleasant Holidays	Pleasant Holidays	10/22/2018	10/26/2018	100	182
McKesson Corporation	MSH /USON Annual National Managed Care Meeting	10/23/2018	10/25/2018	45	90
McKesson Corporation	Macro Helix Fall CAB Meeting	10/24/2018	10/27/2018	20	40
General Federation of Women's Clubs - Texas	GFWC - South Central Region Conference 2018	10/25/2018	10/27/2018	100	213
Insurance Designers of America	2018 Fall Conference	10/26/2018	10/30/2018	90	232
World Wide Marriage Encounter	World Wide Marriage	10/26/2018	10/28/2018	50	50
University of Cincinnati Athletics	University of Cincinnati vs. SMU	10/26/2018	10/27/2018	100	103
American Association of Nurse Practitioners	AANP Board Meeting	10/26/2018	10/27/2018	20	38
Marcus Evans	Real Estate Investors Summit	10/27/2018	10/30/2018	120	205
NASCAR	NASCAR Productions - November 2018	10/28/2018	11/4/2018	100	363
The Committee of 200	2018 C200 Annual Conference	10/29/2018	11/3/2018	200	644
Fresenius Medical Care	November 2018-Clinical Manager's Training West	10/29/2018	11/2/2018	60	240
Monster Vision Productions	10th Annual Dallas Bachata Festival	10/29/2018	11/4/2018	250	426
Tenkoz	Tenkoz Fall Meeting	10/30/2018	10/31/2018	50	75
Family Life	Family Life Weekend to Remember	10/31/2018	11/4/2018	500	509
The Navigators	NCM Fuego	10/31/2018	11/4/2018	100	120
Foresters Financial	Foresters Financial-Central US Regional Meeting	10/31/2018	11/5/2018	109	228
The Navigators	Juntos Conference	11/1/2018	11/4/2018	350	436
BMW Car Club of America	BMW Car Club of America	11/1/2018	11/5/2018	650	435

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Delta Air Lines, Inc.	Delta Crew-NOVEMBER 2017-YEAR 1	11/1/2018	11/2/2018	599	599
Oticon Inc.	Oticon November 2018 Meeting	11/1/2018	11/2/2018	80	90
The Monitoring Association	2018 TMA Fall Operations Management Seminar	11/4/2018	11/7/2018	120	240
Electronic Security Association	2018 Chapter Orientation	11/4/2018	11/5/2018	45	80
Ethics and Compliance Initiative	ECI Best Practice Forum - Building A Respectful Workplace	11/4/2018	11/7/2018	100	183
Performance Food Group	Thrive Foods Summit	11/5/2018	11/6/2018	160	224
Classic Elegance Coaches	Classic Elegance - Titans	11/5/2018	11/6/2018	50	14
American College of Emergency Physicians	EMBRs Meeting November 2018	11/5/2018	11/12/2018	25	168
National Football League	NFL Officials Titans	11/5/2018	11/6/2018	12	12
Greystar Management Services, LP	National Leadership Development Cohort 3 Room Block	11/6/2018	11/8/2018	35	35
National Service Committee NSC	NSC Conference	11/6/2018	11/13/2018	250	425
Southern Glazers Wine and Spirits	Southern Glazer's Wine and Spirits Texas Sales Recruiting Room Block	11/6/2018	11/8/2018	45	100
Independent Insurance Agents of Dallas	All Industry Day 2018	11/7/2018	11/8/2018	500	30
Dallas Dance Festival	Dallas Dance Festival 2018	11/8/2018	11/11/2018	374	466
Christian Church Foundation	Christian Church Foundation Board of Directors Meeting	11/8/2018	11/11/2018	50	84
IEEE Electronic Packaging Society	Electronic Components and Technology Conference Planning Meeting 2018	11/8/2018	11/10/2018	75	75
BioTE Medical	Nov-18	11/8/2018	11/10/2018	200	310
Texas Public Risk Management Association	Texas PRIMA 2018 Annual Conference & Exhibition	11/9/2018	11/14/2018	700	866
Assemblies of God/Marriage	Marriage Retreat	11/9/2018	11/11/2018	80	80
McKesson Corporation	Change Healthcare Board Dinner and Meeting Nov 2018	11/12/2018	11/14/2018	30	46

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
Americold Logistics	Leadership Academy November 12, 2018	11/12/2018	11/15/2018	35	105
American Legal and Financial Network	0023RM ALFN Intersect November 2018	11/12/2018	11/14/2018	120	96
TD Bank	TD Bank Auto Finance Sales Conference	11/12/2018	11/14/2018	200	555
American Red Cross	American Red Cross - Donor Recruitment Training	11/12/2018	11/15/2018	15	48
American Country Dance Association	2018 ACDA Nationals	11/13/2018	11/19/2018	300	230
Pathways Core Training Inc.	Pathways Monthly November 2018	11/13/2018	11/16/2018	110	100
Texas A&M Transportation Institute	Texas A&M Transportation Institute	11/13/2018	11/16/2018	400	355
USA Judo	2018 USA Judo National President's Cup	11/13/2018	11/18/2018	500	294
Vizient, Inc.	Network Management Team Meeting	11/14/2018	11/15/2018	25	40
American Airlines	AA-Reservations Leadership Fall Meeting	11/14/2018	11/16/2018	180	200
ANIME North Texas Con	ANIME	11/15/2018	11/19/2018	1000	327
Washington Redskins Football Club	Washington Redskins vs Dallas Cowboys 2018	11/19/2018	11/22/2018	200	225
Classic Elegance Coaches	Classic Elegance - Redskins	11/22/2018	11/23/2018	50	22
National Football League	NFL Officials Redskins	11/22/2018	11/23/2018	12	12
Dallas West Indies United	Dallas West Indies United - 2018 Annual Banquet and Gala	11/23/2018	11/24/2018	300	41
New Orleans Saints Football Team	New Orleans Saints vs Dallas Cowboys 2018	11/26/2018	11/29/2018	200	382
Restoring Families Across America	Value of Life Conference	11/26/2018	12/1/2018	800	1070
Classic Elegance Coaches	Classic Elegance - Saints	11/29/2018	11/30/2018	50	14
American College of Emergency Physicians	ACEP Chapter Execs Leadership Summit Room Block November 2018	11/29/2018	12/1/2018	30	54
National Football League	NFL Officials Saints	11/29/2018	11/30/2018	12	12

Customer	Meeting	Arrival	Departure	Attendees	Requested Rooms
FLAG USA	FLAG USA November 2018 Meeting	11/29/2018	11/30/2018	50	60
The Pre-Trib Research Center Calvary University	Pre Trib Conference	11/30/2018	12/6/2018	400	397
United Network for Organ Sharing	UNOS December 2018 Board Directors' Meeting	12/1/2018	12/3/2018	800	263
Mercedes-Benz USA, LLC	Mercedes-Benz USA - Golf Event	12/1/2018	12/5/2018	285	885
Americold Logistics	Leadership Academy December 3, 2018	12/3/2018	12/6/2018	35	105
Greystar Management Services, LP	National Leadership Development Cohort 5 Room Block	12/4/2018	12/6/2018	35	35
Nectar Service Corporation	Nectar CAB & PAC	12/4/2018	12/5/2018	50	100
BioTE Medical	Dec-18	12/6/2018	12/8/2018	200	310
Classic Elegance Coaches	Classic Elegance - Eagles	12/8/2018	12/9/2018	50	22
National Football League	NFL Officials Eagles	12/9/2018	12/10/2018	12	12
Fresenius Medical Care	December 2018-Clinical Manager's Training West	12/10/2018	12/14/2018	60	240
American Red Cross	American Red Cross - Donor Recruitment Training	12/10/2018	12/13/2018	15	48
MCR Hotels	MCR Hotels Holiday Event	12/11/2018	12/14/2018	250	130
Classic Elegance Coaches	Classic Elegance - Buccaneers	12/22/2018	12/23/2018	50	22
Tampa Bay Buccaneers Football Team	Tampa Bay Buccaneers vs Dallas Cowboys 2018	12/22/2018	12/23/2018	200	184
National Football League	NFL Officials Buccaneers	12/23/2018	12/24/2018	12	12
International Youth Fellowship	2018 English Camp and Student Group	12/25/2018	12/29/2018	1000	330
Cotton Bowl Athletic Association	Cotton Bowl University Room Block 2018	12/27/2018	12/29/2018	150	231

**Items highlighted above are Target Industries for Irving

Marketing Communications

To: Maura Gast, Executive Director

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

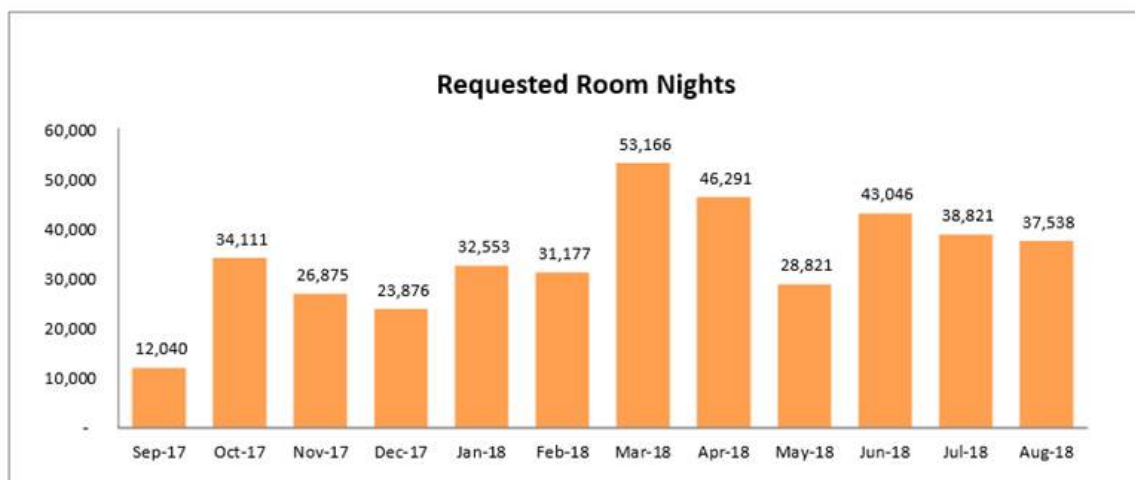
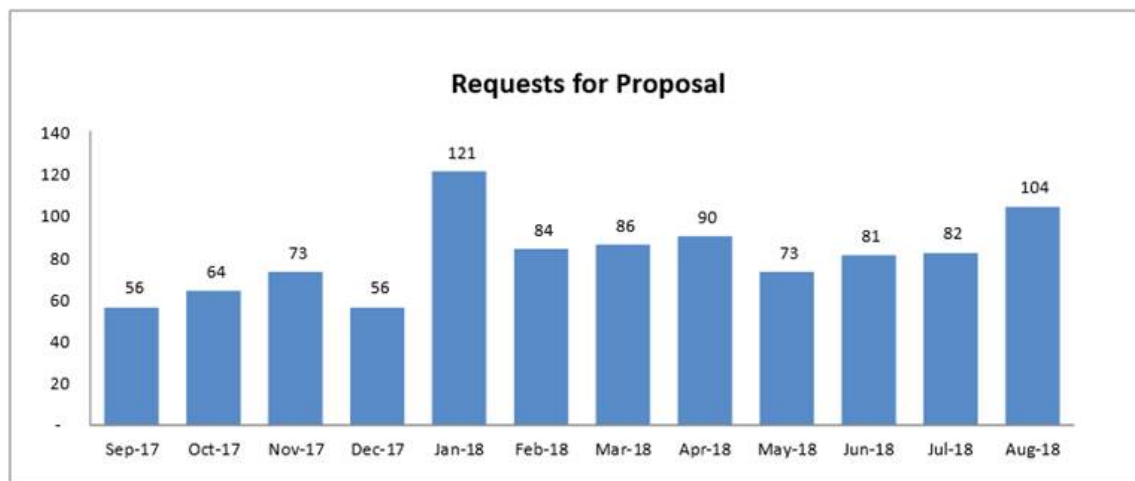
Date: September 17, 2018

Re: August Board Report

Marketing and Advertising Analytics

RFPS

The number of RFPs received in August increased to **104 RFPs** (above average) and **37,538 associated room nights** (average). This month was the second highest month for the number of RFPs in the past twelve months.

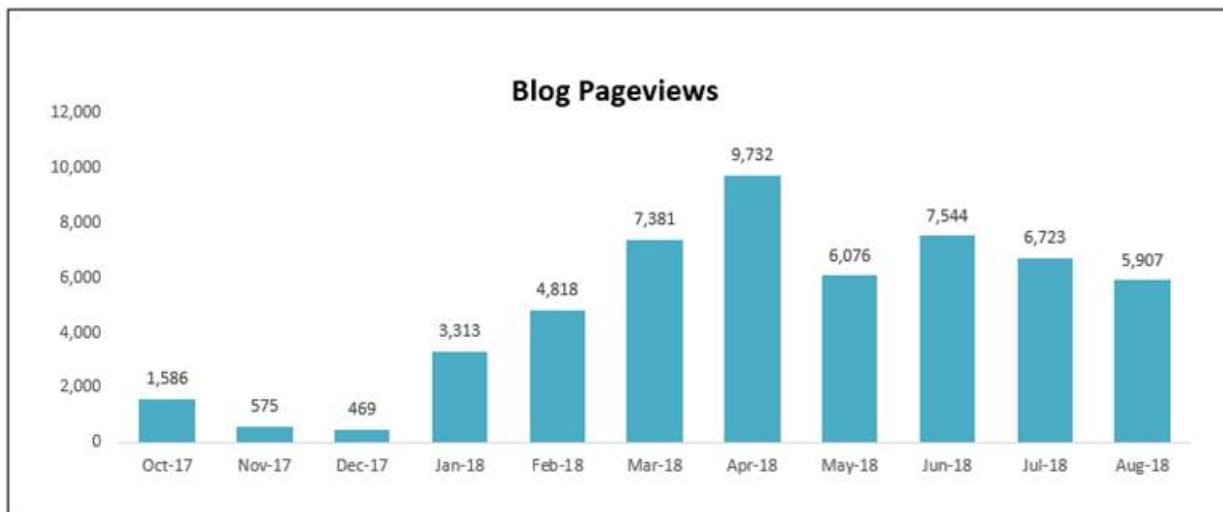
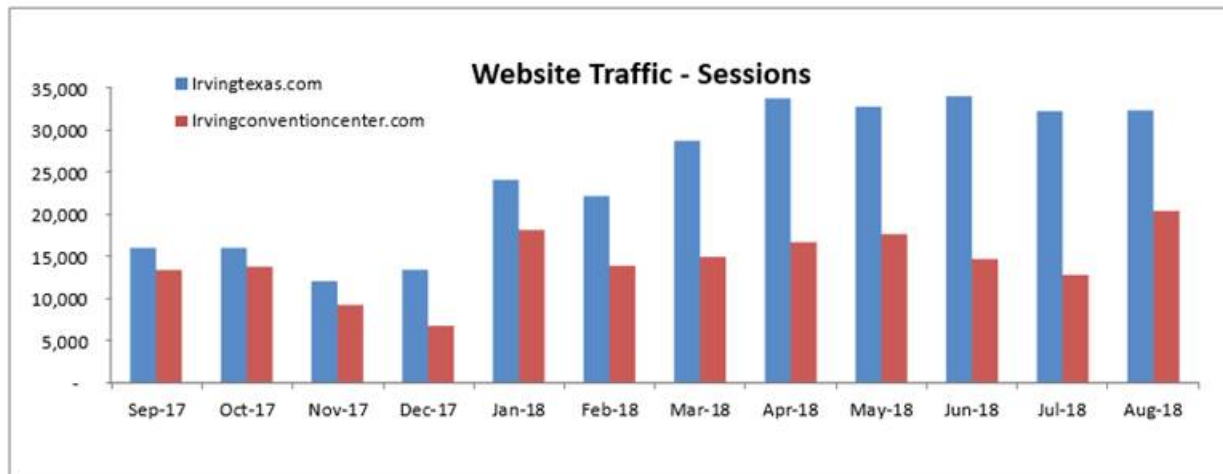


Website Traffic

Website traffic increased again in August to **an all-time high of 52,704 total sessions** and **41,008 total users** visiting both websites. The Visit Irving site continued to see a high volume of traffic with **32,326 sessions** (well above average) with **year-over-year increases in sessions by 123%, users increasing by 115%, and pageviews increasing by 124%**. The Irving Convention Center website had **20,378 sessions** (well above average) a large increase over last month, though year-over-year sessions for the site have decreased slightly at -10%, along with users at -12% and pageviews by -5%. Traffic on the Visit Irving site remained steady throughout the course of the month, while traffic to the Irving Convention Center peaked on August 7th through August 10th during the Irving ISD event.

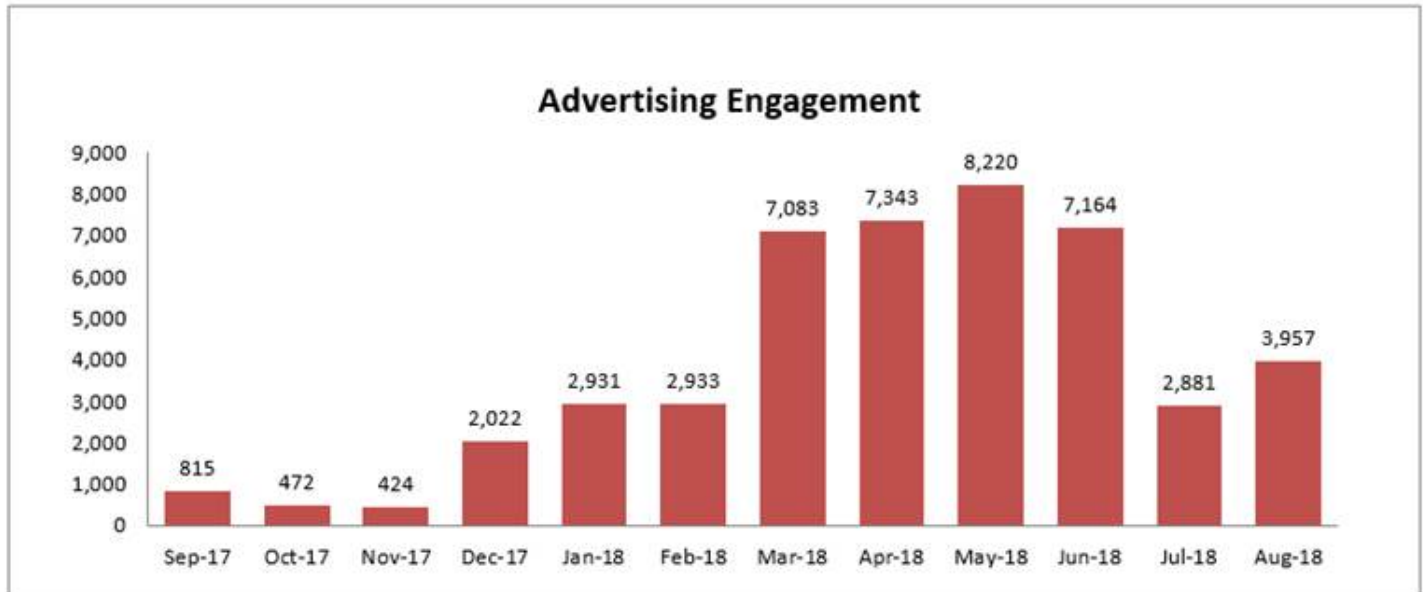
Blog traffic dipped slightly from the previous month with **5,907 pageviews** and **4,973 unique pageviews**. The average time visitors spent on the blog was two minutes and 41 seconds (average) and the bounce rate was low at 18.17% (excellent). The top two blog posts were "Things to Do in Irving in August" with 669 pageviews and "Cool Irving Treats" with 486 pageviews. The ICVB marketing manager, Kayla Mansour, also rolled-out a newly redesigned blog that is easier to navigate, more visually impactful and better reflects the design of the Visit Irving website. The new blog design also features callouts for the latest post and live music as well as carousels for restaurants, things to do, and top events. *Screenshots of the new blog layout are attached to this report.*

The content creation program continues to add new and revised content, with a total of 37 new pages published on the Visit Irving site. The content creation program will be extended to Include the Irving Convention Center site in mid-September. The SEO team is reviewing the new content pages for optimization this month and performing keyword research for upcoming topics on the content calendar.



Advertising and Paid Search

Advertising engagement increased in August with **3,957 advertising impressions** and **1,141 site visits**. Tegna Media was the top performer with 1,201 impressions and 355 site visits, the majority coming from digital display/retargeting ads. The second highest performer was MPI with 849 impressions and 188 site visits followed by Trip Advisor with 630 impressions and 484 site visits. The Google Adwords paid search campaigns increased in August with 49,304 impressions, 6,085 site visits, which generated 14 RFP submissions.



Hotel and Flight Bookings

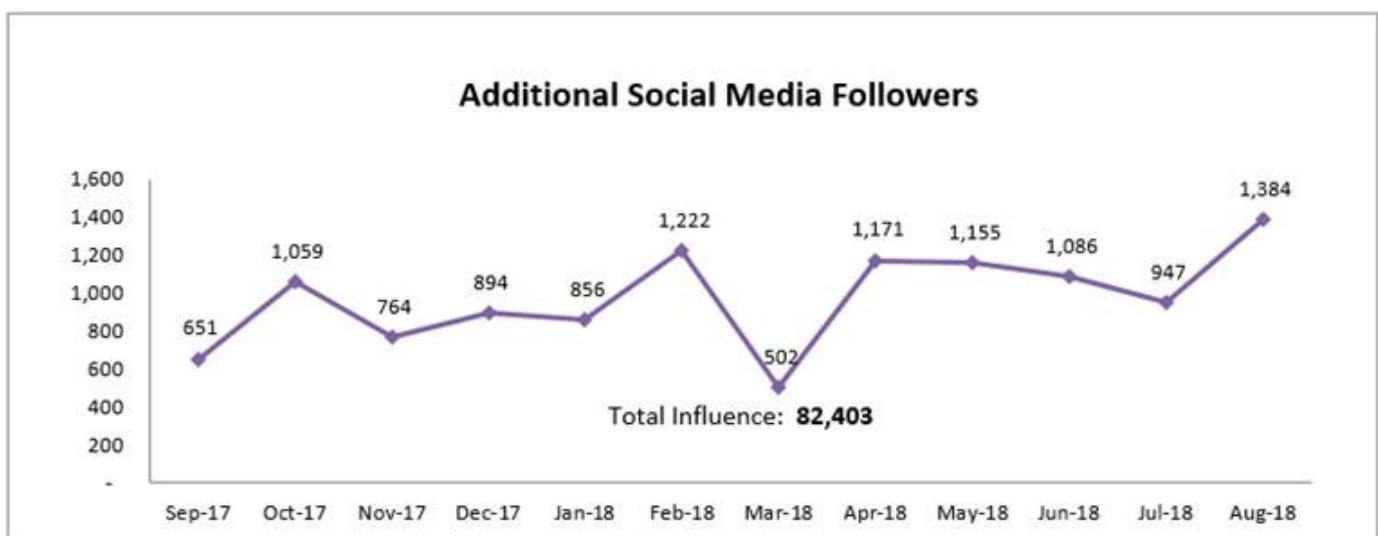
Information available through the ADARA Magellan travel intelligence platform displays approximately 70% of the hotel bookings, room nights, hotel booking revenue and flights booked by travelers who viewed the bureau's digital advertising or visited either website. The attribution window is 60 days, which means that the most complete information available to date is from June 2018. In June, 141 hotel reservations were booked, which accounts for 275 room nights and \$34,250 in hotel revenue. Travelers also booked 334 flights in June.

This fiscal year, these individual travelers have booked approximately **1,190 hotel reservations** generating approximately **\$492,071 in hotel revenue** along with **3,240 flights**.



Social Media

Social media reach increased significantly in August with **1,384 new followers**. This was the highest number of new followers in the past twelve months. **Total influence** is now at **82,403**. The Visit Irving Facebook Page experienced the largest increase with 1,073 new likes for a total of 52,948. The second largest increase was the Irving Convention Center Facebook Page with 119 new likes followed by the Visit Irving Instagram Page with 91 new likes. The **total check-ins** for the **Irving Convention Center** Facebook page is now **174,942**.



Social Media, *cont.*

IRVING CVB/ IRVING CC	Facebook Likes	Facebook Check-Ins	Twitter Followers	Instagram Followers	LinkedIn
Visit Irving Texas <i>Impressions</i> Profile Visits	52,948 164,995 122,435		5,456 19,500 686	5,288 12,837	591
Convention Center <i>Impressions</i> Profile Visits	12,434 314,053 165,109	174,942	2,450 7,470 340	1,898 488	276
Impacting Irving	1,062				

Hashtag – #VisitIrving

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

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

Social Post of the Month

visitirvingtx • Following
• Irving, Texas

visitirvingtx Sometimes the best Vacation is a Staycation! We are collaborating with @in_dfwfamily to giveaway some cool prizes for ONE lucky winner including : - 2 Night Weekend stay at Hampton Inn Irving/Las Colinas
- \$100 Amex Gift Card
- \$20 Freshii Gift Card
🎉🎉🎉 How to enter: Like this photo & follow @visitirvingtx + @in_dfwfamily 🙌
You get extra entry for every friend you tag

126 likes

AUGUST 24

Add a comment...

Earned Media Analytics

IRVING CVB IRVING CONVENTION CENTER COMBINED MEDIA VALUES	1 st Quarter	2 nd Quarter	3 rd Quarter**	4 th Quarter	TOTALS
MEDIA IMPRESSIONS*	417,732,153	111,009,256	187,711,911	232,216,805	948,670,125
ADVERTISING EQUIVALENCY ⁺	\$904,213	\$1,020,837	\$1,736,336	\$2,148,004	\$5,809,390
PUBLIC RELATIONS VALUE ⁺⁺	\$2,712,639	\$3,062,511	\$5,209,008	\$6,444,012	\$17,428,170

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

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

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

Attachments

📌 "The Very Best Resorts in Texas," *culture trip*, August 7, 2018 (*culture trip* is a global travel and lifestyle site that has 18 million unique monthly visitors. This feature was written by a journalist who attended our Fall 2017 press tour.)

📌 "Bigger & Better; Some New & Approved Places to Host New & Approved Meetings," *Association Conventions & Facilities*, Aug 29, 2018

📌 My Curly Adventures Influencer Marketing Results: In August, with the Four Seasons, the communications department hosted a travel influencer. The results from hosting influencers are always immediate and the content is usually evergreen (stays relevant).

📌 Screenshots of the new Blog Homepage on irvingtexas.com

📌 June Social Stats (Visit Irving Social Media Impact Numbers)

📌 June Insights (Irving Convention Center Social Media Impact Numbers)



Texas / PLACES TO STAY



The Very Best Resorts in Texas



Amanda Ogle
Updated: 7 August 2018

From the Hill Country to the Gulf Shore Beaches, Texas is the perfect place to live that Instagram-worthy resort life.

Sign Up. Get More. Do More.

Read the Culture Trip newsletter. Because you want to see what's out there.

Sign up

For more information on how we use your data, see our [privacy policy](#). Unsubscribe in one click. To see what our newsletters include, [click here](#).



Oftentimes, people jump on a plane and head to a posh resort for R&R, beaches, spa treatments, divine cuisine, and vacation fun. But why head to some far-flung locale for a vacation when you can have all of the above without leaving Texas? Here, we've compiled some of the best resorts in the state for fun and relaxation during that valuable vacation time.

FOUR SEASONS RESORT AND CLUB DALLAS AT LOS COLINAS

Resort



Four Seasons Resort and Club Dallas at Las Colinas | © Four Seasons Resort and Club Dallas at Las Colinas

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Book with our partner [Hotels.com](#)

Set on 400 acres 15 minutes from Dallas and Fort Worth—and about 20 minutes from the Dallas Cowboys and Texas Rangers stadiums for sports fans—the Four Seasons Resort and Club Dallas at Los Colinas is great for golfers, families, and fitness enthusiasts looking for a quiet escape away from the hustle of the city. The resort boasts three pools, an award-winning golf program with two 18-hole courses filled with native plants and wildlife, and an outstanding sports and recreation club with tennis facilities, personal trainers, a variety of sports courts and group fitness classes like anti-gravity aerial yoga with the only anti-gravity-certified instructor in the Southwest. Wellness also comes into play here with services like acupuncture and cupping, and the Well & Being Spa offers body treatments, facials, massages, salon services, and amenities like a steam room, sauna, cold-plunge pool, and whirlpool. For dining, check out Law restaurant for a daily, never-ending (read: unforgettable) breakfast buffet and delicious Texan fare, or enjoy a cocktail at Outlaw Taproom and hang out on the patio overlooking Agave Pool and Bar.

HOTEL AMENITIES ▾

MORE INFO ▾

[MAIN](#)[FEATURES](#)[DESTINATIONS](#)[PERSPECTIVE](#)[AWARDS](#)[ARCHIVES](#)

[Association Conventions & Facilities](#) / Bigger & Better

Bigger & Better

Some New & Improved Places to Host New & Improved Meetings

AUGUST 29, 2018

By Ron Bernthal

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Print

The Westin Irving Convention Center at Las Colinas

The \$113 million Westin Irving Convention Center at Las Colinas will be a 350-room headquarters hotel at the Irving Convention Center at Las Colinas. With a projected opening date of January 2019, the 12-story hotel will offer 16,000 square feet of meeting space, including a 10,000-square-foot ballroom.


The 48,500-square-foot Irving Convention Center at Las Colinas, the first phase of a multi-use district opened in 2011, and the Toyota Music Factory opened in 2017. Altogether, the three facilities will make up a 40-acre mixed-use entertainment district in the heart of the Las Colinas Urban Center, Irving's international business district.

irvingtexas.com/blog/home



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LATEST POST



Live Music in Irving, Texas: September 2018

RESTAURANTS



19 JUL

Cool Off in Irving with Soft Serve



13 JUL

5 Ice Cream Treats You Need to be Stuffing Your Face



06 JUL

5 Best Fried Chicken in Irving

THINGS TO DO



30 JUL

Things to Do in Irving in September



29 JUL

Irving Labor Day Weekend Itinerary



23 JUL

Pix on the Plaza at Toyota Music Factory

TOP EVENTS



30 JUL

It's a Funny, Sunny, Honey Kind of Weekend



22 JUL

For A Bunch of Family Fun ...

irvingtexas.com/blog/home *cont.*

LIVE MUSIC



Live Music in Irving, Texas: September 2018

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A: 500 W. Las Colinas Blvd, Irving, TX 75039
P: 800.2.IRVING E: info@irvingtexas.com

My Curly Adventures Influencer Marketing Results

"My Curly Adventures" August visit to Irving generated numerous pieces of content for Visit Irving and our partners that can be shared and repurposed on multiple platforms. Facebook content was shared more than **130 times**, had high engagement with **over 100 comments** and given the thumbs up with **250 likes**. The Instagram posts were **liked by more than 3,000** of her 24,000 followers. This evergreen content will continue to gain impressions and interaction.

Facebook

Teaser Video with 2.3K Views

 **My Curly Adventures**
August 27 at 12:46 PM · 🌐

Looking for your next weekend getaway? How about an Italian Gondola cruise, a luxury resort, and a dine around the world in DFW? Irving Texas has all this and more!
<http://mycurlyadventures.com/.../things-to-do-in-irving-texas/>
Follow along for more Texas adventures at:
www.instagram.com/mycurlyadventures_... See More




DFW Weekend Getaway in Irving [Send Message](#)

 30 7 Comments 13 Shares 2.3K Views


 **My Curly Adventures**
September 4 at 10:39 AM · 🌐

Eating around the world without leaving Irving, an Italian gondola cruise, and a luxurious resort! Tag someone you want to have a romantic weekend getaway with
<http://mycurlyadventures.com/.../things-to-do-in-irving-texas/>
Visit Irving, Texas Visit DFW



 **My Curly Adventures**
September 5 at 7:49 PM · 🌐

During our visit to Irving, TX my husband and I enjoyed a luxury stay at Four Seasons Resort and Club Dallas at Las Colinas where we enjoyed gourmet food, heavenly massages, drinks poolside, dancing and MMA classes, and so much more! I love that we saved on the travelling stress by indulging in a resort so close to home.
<http://mycurlyadventures.com/.../where-to-stay-in-irving-a-f.../>
Visit Irving, Texas Four Seasons Hotels and Resorts





My Curly Adventures

September 4 at 8:12 PM · 🌐

No we're not in Italy! Gondola Adventures - Irving, TX you can go on a Gondola cruise just like Venice! Tag someone who you want to go on this cruise with.

<http://mycurlyadventures.com/.../things-to-do-in-irving-texas/>

Visit Irving, Texas Visit DFW



👍❤️👤 214

75 Comments 92 Shares

This Facebook post had very high audience engagement with 214 likes, 75 comments many of which tagged someone else and 92 shares ...to date. The content is evergreen, so it can continue to garner impressions..



Visit DFW One of our fave things to do in DFW! 😊

Like · Reply · 1w



1



My Curly Adventures It's so much fun! And how crazy that it's so close! No need to hop on a plane for this!

Like · Reply · 1w

Instagram



Instagram

Search



mycurlyadventures_ • Following

• Four Seasons Resort and Club Dallas at ...

mycurlyadventures_ Everyday is an opportunity to fall for you more and more! Only 4 months into marriage and a lifetime to go! I'll take any chance to spend quality time with my favorite man and am so grateful for the romantic retreat we had @fsdallas! #texastravelseries 📸 : @taiyibcphotos .

<http://liketk.it/2xmA6> #liketkit @liketoknow.it Shop your screenshot of this pic with the LIKEtoKNOW.it app #LTKunder100 #LTKunder50 .



682 likes

22 HOURS AGO

Add a comment...



jojotruperez So cute!! How did you like the retreat?! I would love for my husband and I to go to one! ❤️

mycurlyadventures_ @jojotruperez it was so much fun! We didn't even have to leave the resort. The food was amazing, we enjoyed time at the spa, and plenty of pool time!



mycurlyadventures_ • Following
• Four Seasons Resort and Club Dallas at ...

mycurlyadventures_ Breakfast in bed with my favorite man @fsdallas We had the most amazing time snuggling in bed, relaxing poolside, indulging in an Alpine Arnica deep tissue massage, and eating plenty of good food. I'm sharing a video of the experience in my stories!
#texastravelseries @visitirvingtx

We got the chance to check out the new wedding invitations from @zola and they are so beautiful! Zola takes your guest list and automatically fills everything in for you which means less work and more fun. Head to my stories for 30% off.
#gifted

Outfit: @wantable .



784 likes

4 DAYS AGO

Add a comment...

afrostylecity We love @fsdallas too! Great photo of you two!

mycurlyadventures_ @purposeinthepink thank you girl!

mycurlyadventures_ @thebargaingal aww thank you! It's always nice to spend time together.

mycurlyadventures_ @crystalschicliffe thank you!

mycurlyadventures_ @wearlyme it was so good!

mycurlyadventures_ @marilyn.inzunza aww thank you! Can't wait to see you!

mycurlyadventures_ @afrostylecity it's such a beautiful hotel!



mycurlyadventures_ • Following
• Big State Fountain Grill

mycurlyadventures_ Going old school at Big State Fountain Grill! It was fun to go back in time with the old school diner vibe, milkshakes, and a jukebox! @visitirvingtx

Transitioning into this Fall weather with a denim jacket over this purple striped dress from @vibeapparel_co

#texastravelsseries

To all my DFW peeps! I'm hosting a wine and nails night which you can see in my stories! With social media it's really important that we use the media to be social and so I would love to meet so many of you and connect over good wine and self-pampering.



809 likes

5 DAYS AGO

Add a comment...

taymarando I am digging this 60s diner vibe!! Now I really want a milkshake or a root beer float!

thedutchblondie Babe!! That place looks amazing 😊

thattexascouple Oh my gosh. I have to add this place to my list. I love the vibe!!! I would love to do the wine and nails night. Definitely going to have to check that out!!

triumphantf Oh this is awesome! Super cute ❤️

monicasmixx What a cute place

vanilace Love the atmosphere!! 😊

lifewithmamak How fun to have a milkshake with Elvis! 😊

mycurlyadventures_ @vanilace it's so fun! I love the rainbow colored tile!

mycurlyadventures_ @lifewithmamak even got to listen to him sing 😊

pinup_peach Niceeeeeee!

in_dfwfamily I love that place! My kids really enjoy coming here.

ifesstyleroom You are too cute! That milkshake looks so good

livelycraze Well this is a fun place to go too!



mycurlyadventures_ • Following
• Las Colinas Canals

mycurlyadventures_ There's nothing like relaxing in an Italian gondola cruising through the canals! Nope! Not in Italy! This gorgeous gem @gondolaadventures is right in DFW in Irving TX! My favorite part of the #texastravelseries is finding destinations that remind me of somewhere else. I love that in Irving you can go on a romantic Italian cruise without the plane ticket! And I can't wait to share of the other amazing things we did in Irving! @visitirvingtx . Shop my daily looks by following me on the LIKEtoKNOW.it app <http://liketk.it/2xjH9> #liketkit @liketoknow.it .



752 likes

5 DAYS AGO

Add a comment...



afrostylicity You look like you're somewhere in Europe. Texas is so diverse!

candiceadiehl You are killing it girl! 😊😊😊

_tamaracouture Wow, u look so amazing | |

| | |

mycurlyadventures_ @cookdrankeat thanks! Its so cool we have something like this nearby!

whattaylorlikes That gondola looks like a dream

kristin_reveles Wow this sounds like a little Italian dream right in Texas! ♥

edenmekonenn This is so cute!

My Curly Adventures

— TEXAS —

Where to Stay in Irving: A Four Seasons Resort and Club Las Colinas Review

Header



On a **recent trip to Irving Texas** my husband and I had the opportunity to stay at the **Four Seasons Resort and Club Las Colinas** where we enjoyed a relaxing couples getaway close to home. During our stay at the Four Seasons we enjoyed views over the city, a premier fitness center, relaxing by the pool, restorative massages, and amazing food. Read all about our stay and my Four Seasons Resort Las Colinas Review below.

Four Seasons Resort Las Colinas Review- The Hotel

From the staff who greet you when you first enter to the gorgeous lobby, as soon as we walked into the Four Seasons we knew we were in for a good time.



Four Seasons Resort Las Colinas Review- Fitness

Each Four Seasons offers something unique and one of the things we enjoyed about the Four Seasons Las Colinas was their elite fitness facility. People can sign up to be yearly members of the facility, or if you are visitors like us you have access to the gym, indoor track, tennis court, squash court, indoor swimming pool, and classes. Guests can even book a session with a trainer to help create a workout plan to target their weight loss goals.



My favorite part was the amount of classes they offered. I'm a huge advocate that fitness should be fun and there's nothing like burning off calories to a fun dance class like the Center Stage class I took or the MMA class my husband took. They also have other fun classes including aerial yoga and a surfboard based class!



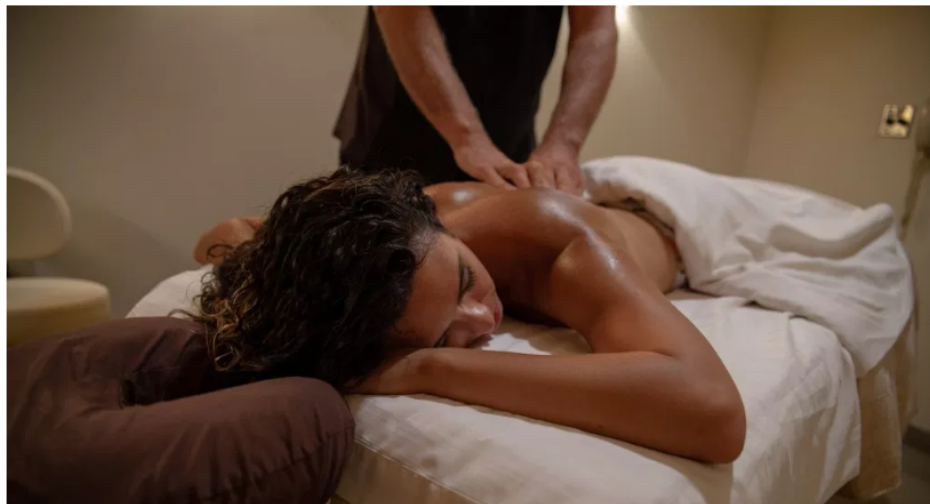
Four Seasons Resort Las Colinas Review- The Spa

The best way to start your trip is a trip to the Four Seasons Spa. After so much work, being able to relax for an hour Alpine Arnica Deep Tissue Massage helped to alleviate my tight muscles and knots as well as get into a relaxing mindset to ensure a stress-free stay. I had a quite a few knots and they slowly melted away under the expert hands of my therapist. A picture won't do it enough justice so you have to check out the video I shared below.



After the massage it was nice to relax in the tech free spa with two hot tubs and chairs for lounging and reading a good book. The Four Seasons works to create a serene environment and are there to help with whatever you may need to relax. The robes were one of the softest I experienced and I would have worn that around the entire hotel if I could!

After relaxing one of my favorite parts was the shower. There were three different faucets: a rain shower option, a regular shower head, and a horizontal shower for just your body. I enjoyed a long shower using the horizontal spray so I didn't mess up my hair. The shower also comes with a Eucalyptus spray that you spray at the bottom of the shower that rises with the steam for extra relaxation. I left the spa feeling pampered and ready for the rest of our wonderful stay at the hotel!



Four Seasons Resort Las Colinas Review- The Pool

The Four Seasons in Las Colinas actually has two pools. There is one by the gym which has a beach, a volleyball net, and other activities for kids.



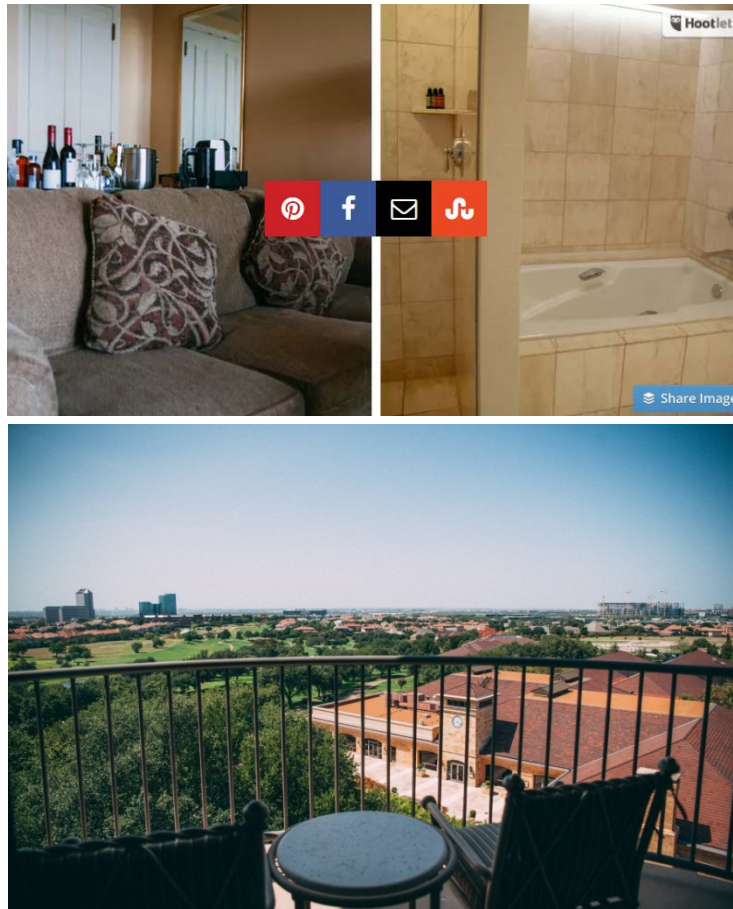
Since my husband I wanted to relax and enjoy quality time with each other we enjoyed the main pool. I loved the size of the pool which meant even though there were people there, we still got to enjoy some privacy. It circles around part of the resort and goes under a bridge. Beyond that is a hot tub for the cooler days. We enjoyed lunch poolside with fun drinks!



Four Seasons Resort Las Colinas Review- The Room

We had a gorgeous corner room overlooking the greenery of the golf course and some city skyline in the distance. The bed was by far my favorite with the plush pillow top mattress that had me asleep within minutes of my head touching the pillow. The night before we used the tablet to order breakfast and had it delivered fresh to our door for a couples breakfast in bed.

In addition to the bed we enjoyed the couch for lounging, a desk to get some work done, and a Nespresso coffee machine for quality coffee every morning. There was also an extensive bar and snack section. If you are really looking to relax, I loved that they had the option of a bath tub or shower and the amenities included Lancome bath products. The Four Seasons really created a room for the perfect couple's retreat!



Eating at the Four Seasons Las Colinas: The LAW

Between the pool, spa, fitness center, and all of the restaurants, there is almost no need to leave the resort! On our first night we enjoyed a romantic dinner at the LAW which stands for Land, Air, and Water. We snacked on a tender pork belly and gourmet charcuterie board with house made coppa, artichoke pesto and buratta. Afterwards we enjoyed fresh crispy red fish and a 48 day dry-aged rib-eye. Everything was filled with flavor and it was nice to sit in their lovely dining room and reflect on our fun day together.



Eating at the Four Seasons Las Colinas: The Outlaw

The Outlaw is the bar on site. The inside looks very rocker with the band portraits around and guitars hanging from the bar. We enjoyed relaxing on patio overlooking the pool with fresh drinks. The bartender at Outlaw is actually a certified tequila expert (how do I become that) and so he can give you the best recommendations. I will probably just go back to learn from him!



For a taproom and bar their food is phenomenal! I already miss that fresh ceviche, creamy and packed with fresh jalapenos and zesty lime flavor. I'm always a huge fan of Al Pastor tacos, but these vegetarian version did not contain meat and I couldn't even tell! Share this with your vegetarian and vegan friends because I cannot get over how amazing these were.



Four Seasons Resort Las Colinas Review- Final Thoughts

To say that my husband and I had a great stay at the Four Seasons would be an understatement. Gourmet meals, a luxury spa, an elite fitness center, and the wonderful staff all helped set the tone for a relaxing and romantic couples weekend getaway which is exactly what we needed as a way to continue to cultivate our relationship. Whether you are looking for a couple's, ladies, or men's getaway the Four Seasons in Las Colinas has something for everyone!

If you enjoyed this review please consider following the rest of our travels on Instagram!

This is our first video documenting our travels. We hope you enjoy!



Blog Post #2



For a long time Irving, Texas has been on my list of cities to visit in DFW because of the Italian gondola cruises in Las Colinas. However, on a recent weekend trip , I learned just how many unique things things to do in Irving Texas there really are! Join me on a luxurious weekend getaway in Irving where you can relax at the Four Seasons Las Colinas, go on an Italian gondola cruise, eat around the world, go to a concert and so much more! Things to do in Irving Texas is part of the Texas Travel Series, a series of Texas weekend getaways to help inspire Texans to explore all of the diverse trips you can take without leaving the state.

Things to do in Irving Texas- Day 1

Grab Breakfast at Big State Fountain and Grill

Go back in time to the days of Elvis, juke boxes, and milkshakes at Big State Fountain and Grill. Big State Fountain and Grill has existed since the 50s although it originally served as a drugstore and ice cream shop. Kids used to come here to order milkshakes and listen to music on the jukebox. Now you can come and do pretty much the same in addition to eating diner classics like pancakes, burgers, and of course shakes (we won't blame you if you order one after breakfast!). Don't forget to shop for some old time gifts and candies while you're there. The owners have done a great job of transporting you back to the 50s and even the candies and gifts are the items that they remember being able to pick up as kids on their way home!



Jump Ahead 10 Years at the Ruth Paine House Museum

On the outside, the Ruth Paine House looks like any typical home in the 60s. However, walking inside this house is where you will learn more about the Kennedy assassination and how the hospitality of one woman entangled her in a tragedy.



Through holograms, a recreation of the house, and the stories of Ruth Paine, we gain more insight into the Kennedy assassination. Ruth Paine was a normal woman who met Marina and Lee Oswald and let Marina and her daughter live with her. Lee Oswald stayed over at Ruth's house the night before the assassination. Walking through this restored house takes you back in time and you get to connect with the people's stories in a way I did not expect. Make sure to **make a reservation** ahead of time.



Take a Diverse Dive Dine Around Irving

Irving boasts one of the top 10 most diverse zip codes in the US. This means that you could eat your way around the world in this small town! There are so many unique restaurants featuring cuisines that you don't typically see such as: Nigerian, Peruvian, Moroccan, Nepali, Filipino, and more! We decided to check out some of the smaller mom and pop type restaurants for some authentic food and did our own food tour! You can follow along on our tour or create your own! I recommend you bring several people so you can share platters!

Practice Your Spanish and Eat Lomo Saltado at El Tesoro Restaurant

As soon as we walked into El Tesoro we were greeted with Peruvian artwork and a friendly Peruvian man who welcomed us in Spanish. We had small conversations in Spanish and he brought out Peruvian juices to try. The Lomo Saltado, a top Peruvian dish, was packed with flavor. It took all of our restraint to not order a second dish since we had so many other restaurants to try in Irving.



Climb to Everest and Eat Traditional Nepalese Food

And by climb Everest, I mean walk up one single stair! Either way you can say you've climbed Everest! Everest restaurant that is. I was so excited to hear of Everest just because I had never heard of Nepalese food before and could not wait to try the dishes. Nepalese food is like nothing I ever tasted with items like puffed rice and pickled vegetables, but I'm so glad I got to try it. For people who aren't too adventurous, they have momos which are basically Nepalese dumpling. For those who are more adventurous you have to try the Tash which is goat cubes!



Finish with some Sweet Argentinian Empanadas at Empamundo

Empamundo is an unassuming Empanada shop with a lot of flavor. They have a wall lined with bills from all over the world! We saw bills from of course Argentina, Indonesia, Mexico, and more! My favorite empanada was the guava and cheese. Empamundo was the perfectly sweet way to end our diverse dive dine around Irving! I wish we had more room to try other places but I guess I will just have to go back!



Check into the Four Seasons Resort & Club at Las Colinas

We chose to stay at the **Four Seasons Resort & Club at Las Colinas** so that my husband and I could have a luxury couples retreat! We joked that with so much good food on site, a luxury spa, a gorgeous pool, and so much to do that we could have spent the entire weekend without leaving! Each Four Seasons has something that they are unique for, and the Las Colinas location is known for it's sport club. After all of the food that we ate, we took full advantage of the complimentary dance classes, MMA classes, and elite fitness facilities! You can read all about our experience [here](#).

After checking in we enjoyed an evening of relaxing by the pool, indulging in a massage, and an amazing dinner at LAW.



A Romantic Italian Gondola Cruise

Of all the things to do in Irving Texas, one of the things I was most excited about was going on an Italian styled gondola cruise! I haven't quite made it to Venice yet, but in Irving you can get a taste of Venice on these cruises. There are all types of boats including classic old styled boats as well more modern ones.

Chief and I enjoyed a romantic evening of cruising the canals while our wonderful driver sang songs including some Italian music. If you are looking for a truly romantic experience you have to take one of these cruises. Words cannot describe what a wonderful bonding time we had. The cruises are also a great spot for proposals for anyone who is looking for a great idea. Feel free to share this with someone who is looking for a proposal idea 😊



Dinner at LAW

After a beautifully romantic cruise, we enjoyed a lovely dinner at the LAW restaurant at the Four Seasons Resort. LAW stands for Land, Air, and Water and is a representation of the food itself. LAW's steaks are dry-aged for a special taste and quality. We enjoyed a a steak in addition to a delicious meat and cheese platter. Head [here](#) to read more about the Four Seasons Resort and all of the good food there.



Things to do in Irving Texas- Day 2

A Workout at Four Seasons & Lunch at the Ranch



We started our day with a dance class for myself and an MMA class for my husband at the Four Seasons Resort. After working up an appetite we enjoyed a delicious spread of macaroni and cheese, BBQ ribs, and corn bread. If you have any room left at all you have to try their fried pies.



A Day at the Toyota Music Factory

The **Toyota Music Factory** is a one stop shop for all things food and entertainment! We decided to relax after running all over town with a movie at **Alamo Draft House**. After a funny movie we headed to **Nosh + Bottle** for some wine, cheese, and crackers. At Nosh + Bottle you can either grab some appetizers or a full meal. They also have a wonderful breakfast in case you are around in the morning. We ordered the chef's choice cheese platter and chatted over good wine!



Of course we had to see a concert at the Toyota Music Factory! Sadly I was unable to bring my camera into the stadium, but I loved how modern the stadium was! Outside of the stadium there are free performances that are performed before. The stadium is gorgeous with an indoor and outdoor area. Since the weather was nice, they opened the doors to let in the fresh air. Based on the performance they can make the stadium large or intimate.



Dinner at Boi Na Braza

After a fun concert, we enjoyed a Brazilian Steak House dinner at Boi Na Braza. To say we ate good in Irving is an understatement. Boi Na Braza has an extensive salad bar, some delicious Brazilian drinks, and an endless amount of fresh cooked steaks, chicken, and pork dishes to keep our bellies full and satisfied.



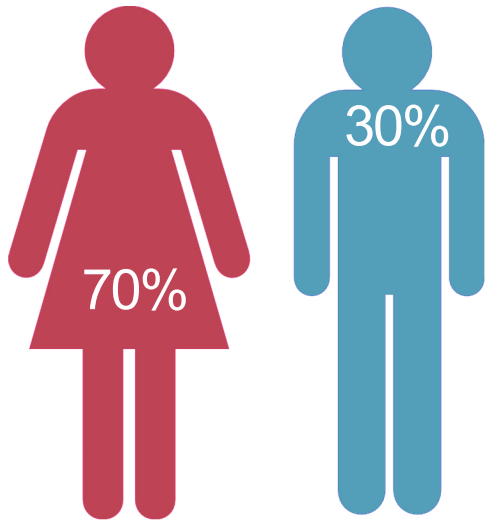
Things to do in Irving Texas-Final Thoughts

If you have lived in DFW you've probably heard of Irving, but it's a weekend spent in this city that helps you appreciate all of the things there are to do in this city. While Irving may be connected to DFW, it is a stand alone destination for a weekend getaway. It also makes the perfect weekend retreat with romantic cruises dinners, and the gorgeous Four Seasons Resort. There really are so many unique things to do in Irving and if you're looking for a weekend trip I hope Irving is on your list!

If you enjoyed this guide, please consider following along on Instagram.

IRVING TEXAS

Social Media Facts - August 2018



FOLLOWERS



52,948 ↑ 1,073



5,456 ↑ 45



5,288 ↑ 91



FACEBOOK



164,995 IMPRESSIONS



122,435 USERS



TWITTER



19,500 IMPRESSIONS



686 PROFILE



INSTAGRAM



12,837 IMPRESSIONS

DALLAS
IRVING
FORT WORTH
ARLINGTON
HOUSTON
GRAND PRAIRIE
SAN ANTONIO
PLANO
GARLAND
MESQUITE

Geographical Breakdown



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



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



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

WHERE LOCATION MEETS INNOVATION



Social Media Insights – August 2018



Followers 12,434



119



314,053

IMPRESSIONS



165,109

USERS



174,942

CHECK-INS



Followers 2,450



11



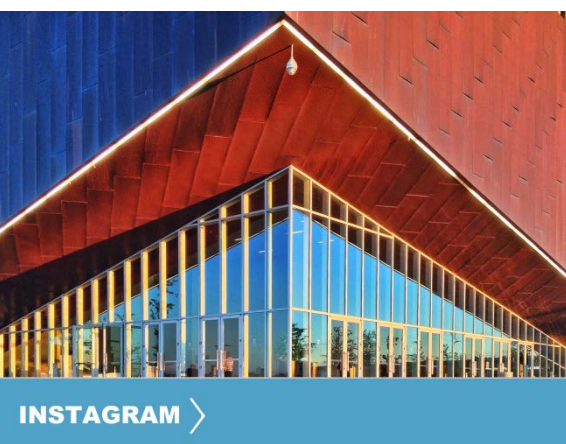
7,470

IMPRESSIONS



340

PROFILE VISITS



Followers 1,898



9



0

IMPRESSIONS

ICVB MEMORANDUM

DATE: 9/19/2018
TO: Maura Gast
FROM: Mike Zumbaugh
RE: STR and AirBNB Data Reports

STR

Irving's hotel occupancy rate for August dipped below the US figures, but remained higher than Texas figures at 70.0%, however the YTD figures remained higher than both at 74.1%. When comparing current month's occupancy numbers to last year, the Irving's occupancy had a slight decline of -6.9%, while Texas figures were up 1.1% and the US was up 1.2% for the month. Texas attained a 3.4% YTD occupancy growth, while Irving had a 0.7% YTD growth.

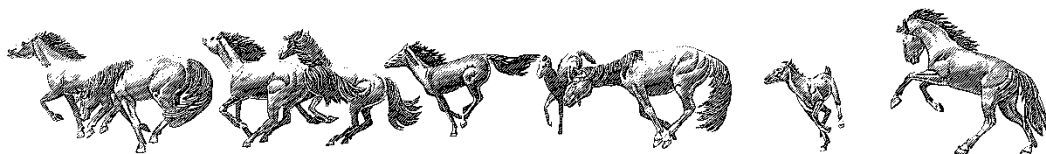
For average daily rate, Irving was \$105.42, up 3.1% in August compared to last year, leaving Irving's YTD average daily rate at \$108.49, up 1.8% over last year. Both current and YTD ADR figures were ahead of Texas' numbers.

AirBNB

There were 269 active listings in Irving which is a 30.6% increase in listings over last year's figure of 206. Irving currently has 152 active hosts, up from 151 last month.

The current YTD average daily rate through August is \$142.43, which is up 5.1% over last year, with a YTD occupancy percentage of 64.7%, up 12.3% over last year. For the hotel comparable subset, the current YTD average daily rate through July is \$86.70, up 8.9% over last year, with YTD occupancy at 63.5%, up 8.3% from last year.

All STR & AirBNB graphs are accessible via the board web portal and can be found at www.irvingtexas.com/board.



Tab 4 - Multi-Segment

Irving TX CVB

For the month of: August 2018

	Current Month - August 2018 vs August 2017												Year to Date - August 2018 vs August 2017											
	Occ %		ADR		RevPAR		Percent Change from August 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
United States	71.4	70.6	130.71	127.77	93.37	90.23	1.2	2.3	3.5	5.6	2.1	3.2	67.6	67.1	130.24	126.92	88.07	85.11	0.8	2.6	3.5	5.6	2.0	2.9
Texas	64.0	63.3	100.25	95.62	64.13	60.51	1.1	4.9	6.0	9.0	2.8	3.9	66.8	64.6	106.03	102.01	70.83	65.88	3.4	3.9	7.5	10.5	2.8	6.3
Atlanta, GA	70.1	67.3	107.02	100.77	75.01	67.85	4.1	6.2	10.6	13.3	2.5	6.7	71.6	70.9	110.53	105.86	79.15	75.07	1.0	4.4	5.4	7.4	1.9	2.9
Arlington, TX	65.8	69.8	87.87	88.83	57.78	61.99	-5.8	-1.1	-6.8	-7.1	-0.3	-6.1	70.8	69.9	91.55	90.62	64.81	63.32	1.3	1.0	2.4	1.9	-0.5	0.8
Charlotte, NC-SC	70.4	72.6	106.35	112.11	74.85	81.45	-3.1	-5.1	-8.1	-4.3	4.1	0.9	70.7	71.2	109.77	109.66	77.59	78.05	-0.7	0.1	-0.6	3.0	3.6	2.9
Fort Worth, TX+	69.7	69.2	101.39	97.74	70.68	67.65	0.7	3.7	4.5	10.0	5.3	6.1	72.6	71.4	106.10	102.99	77.03	73.54	1.7	3.0	4.7	9.4	4.5	6.2
Frisco, TX+	62.6	60.0	130.61	131.02	81.77	78.56	4.4	-0.3	4.1	17.4	12.8	17.8	69.5	70.2	142.09	136.76	98.79	95.99	-0.9	3.9	2.9	28.5	24.9	23.7
Grapevine, TX+	74.3	76.1	180.40	179.29	134.10	136.38	-2.3	0.6	-1.7	5.4	7.2	4.8	77.3	78.1	183.32	178.70	141.77	139.56	-1.0	2.6	1.6	4.7	3.1	2.1
Irving, TX+	70.0	75.2	105.42	102.29	73.80	76.88	-6.9	3.1	-4.0	-2.0	2.1	-4.9	74.1	73.6	108.49	106.61	80.44	78.51	0.7	1.8	2.5	3.4	0.9	1.6
Nashville, TN	76.5	76.2	143.87	141.77	110.01	107.97	0.4	1.5	1.9	8.3	6.3	6.7	73.9	74.6	145.73	140.77	107.63	104.99	-1.0	3.5	2.5	7.8	5.2	4.2
Phoenix, AZ	60.0	58.2	85.41	83.27	51.25	48.46	3.1	2.6	5.8	9.0	3.0	6.2	71.0	69.1	133.54	131.73	94.85	90.96	2.9	1.4	4.3	7.1	2.7	5.6
San Jose, CA+	84.2	83.1	192.73	182.70	162.25	151.78	1.3	5.5	6.9	8.7	1.6	3.0	80.5	78.8	197.69	186.23	159.11	146.83	2.1	6.2	8.4	10.1	1.6	3.8

Competitive Set Comparison													
Actual Figures							Percent of Change from Last Year						
	Current Month			Year-To-Date				Current Month			Year-To-Date		
	OCC	ADR	RvPAR	OCC	ADR	RvPAR		OCC	ADR	RvPAR	OCC	ADR	RvPAR
US	71.4	130.71	93.37	67.6	130.24	88.07	US	1.2	2.3	3.5	0.8	2.6	3.5
Texas	64.0	100.25	64.13	66.8	106.03	70.83	Texas	1.1	4.9	6.0	3.4	3.9	7.5
Irving	70.0	105.42	73.80	74.1	108.49	80.44	Irving	-6.9	3.1	-4.0	0.7	1.8	2.5
Best USA	SanJose	SanJose	SanJose	SanJose	SanJose	SanJose	Best USA	Frisco	Atlanta	Atlanta	Phoenix	SanJose	SanJose
	84.2	192.73	162.25	80.5	197.69	159.11		4.4	6.2	10.6	2.9	6.2	8.4
Best Texas	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Grpvine	Best Texas	Frisco	Ft Worth	Ft Worth	Ft Worth	Frisco	Ft Worth
	74.3	180.40	134.10	77.3	183.32	141.77		4.4	3.7	4.5	1.7	3.9	4.7
Worst USA	Phoenix	Phoenix	Phoenix	Frisco	Arlngtn	Arlngtn	Worst USA	Irving	Charlotte	Charlotte	Grpvine	Charlotte	Charlotte
	60.0	85.41	51.25	69.5	91.55	64.81		-6.9	-5.1	-8.1	-1.0	0.1	-0.6
Worst Texas	Frisco	Arlngtn	Arlngtn	Frisco	Arlngtn	Arlngtn	Worst Texas	Irving	Arlngtn	Arlngtn	Grpvine	Arlngtn	Grpvine
	62.6	87.87	57.78	69.5	91.55	64.81		-6.9	-1.1	-6.8	-1.0	1.0	1.6
Note: "Best" and "Worst" notations above refer to destinations within this competitive set only													

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Tab 6 - Multi-Segment Custom Sets+

Irving TX CVB
For the month of: August 2018

	Current Month - August 2018 vs August 2017												Year to Date - August 2018 vs August 2017											
	Occ %		ADR		RevPAR		Percent Change from August 2017						Occ %		ADR		RevPAR		Percent Change from YTD 2017					
	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold
Irving, TX+	70.0	75.2	104.97	102.29	73.50	76.88	-6.8	2.6	-4.4	-3.6	0.9	-6.0	74.2	73.6	108.40	106.61	80.39	78.51	0.7	1.7	2.4	3.0	0.6	1.3
Luxury/Full Service Irving+	69.4	71.3	139.79	138.11	97.03	98.44	-2.6	1.2	-1.4	-1.4	0.0	-2.6	72.4	70.0	147.63	147.57	106.90	103.28	3.5	0.0	3.5	3.5	0.0	3.5
All Suite/Extended Stay Irving+	73.3	79.6	92.69	91.54	67.90	72.88	-8.0	1.3	-6.8	-6.8	0.0	-8.0	76.4	76.9	94.91	93.55	72.50	71.91	-0.6	1.4	0.8	0.8	0.0	-0.6
Limited Service Irving+	65.9	77.5	108.69	102.45	71.63	79.37	-14.9	6.1	-9.7	-3.9	6.5	-9.4	74.7	76.4	111.31	106.50	83.16	81.39	-2.2	4.5	2.2	6.4	4.1	1.8
Budget Irving+	69.4	74.2	58.05	56.54	40.32	41.93	-6.4	2.7	-3.8	-4.0	-0.2	-6.5	73.7	73.7	56.76	55.95	41.84	41.21	0.1	1.4	1.5	1.6	0.1	0.1
Las Colinas+	71.5	72.5	117.51	112.01	84.06	81.20	-1.3	4.9	3.5	3.5	0.0	-1.3	74.5	71.4	123.55	121.13	92.03	86.55	4.3	2.0	6.3	6.3	0.0	4.3
DFW North+	73.4	81.6	101.70	102.30	74.61	83.45	-10.1	-0.6	-10.6	-10.5	0.1	-10.0	78.2	79.0	105.73	103.84	82.71	81.99	-0.9	1.8	0.9	1.0	0.1	-0.9
DFW South+	64.3	71.5	90.69	88.87	58.34	63.55	-10.1	2.0	-8.2	-5.5	2.9	-7.4	69.2	70.6	90.02	90.17	62.29	63.64	-2.0	-0.2	-2.1	-0.2	2.0	-0.0
Full Service Las Colinas+	67.1	60.1	168.66	166.79	113.24	100.26	11.7	1.1	12.9	12.9	0.0	11.7	69.3	62.7	181.28	182.55	125.64	114.45	10.5	-0.7	9.8	9.8	0.0	10.5
Limited Service Las Colinas+	74.2	80.0	89.58	87.18	66.45	69.71	-7.2	2.8	-4.7	-4.7	0.0	-7.2	77.6	76.7	92.45	90.86	71.76	69.72	1.2	1.8	2.9	2.9	0.0	1.2
Full Service DFW North+	72.3	80.8	129.04	131.86	93.24	106.54	-10.6	-2.1	-12.5	-12.5	0.0	-10.6	77.8	75.1	136.14	137.79	105.87	103.43	3.6	-1.2	2.4	2.4	0.0	3.6
Limited Service DFW North+	74.1	82.1	83.53	82.44	61.91	67.68	-9.7	1.3	-8.5	-8.4	0.1	-9.6	78.5	81.6	85.20	82.51	66.91	67.35	-3.8	3.3	-0.6	-0.5	0.1	-3.7
Full Service DFW South+																								
Limited Service DFW South+	62.4	69.7	81.68	78.63	50.94	54.80	-10.5	3.9	-7.0	-3.1	4.2	-6.7	69.0	68.8	80.87	79.02	55.83	54.38	0.3	2.3	2.7	5.6	2.8	3.2
ICC Comp Set No Boutiques+	71.4	74.5	142.84	143.17	101.97	106.66	-4.2	-0.2	-4.4	-4.4	0.0	-4.2	75.1	72.5	150.53	150.46	113.04	109.10	3.6	0.0	3.6	3.6	0.0	3.6

Airbnb Data		Occ %		ADR		RevPAR		Percent Change from Prior Year						Occ %		ADR		RevPAR		Percent Change from Prior Year YTD					
		2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Rev	Avail	Sold	2018	2017	2018	2017	2018	2017	Occ	ADR	RevPAR	Rev	Avail	Sold
Entire Place		63.1	56.8	143.18	155.22	90.35	88.20	11.1	-7.8	2.4	55.3	65.4	69.9	64.7	57.6	142.43	135.47	92.18	78.07	12.3	5.1	18.1	61.4	42.5	58.9
Hotel Comparable		69.3	56.6	86.05	85.53	59.65	48.42	22.4	0.6	23.2	54.2	25.2	53.3	63.5	58.6	86.70	79.64	55.07	46.69	8.3	8.9	17.9	55.5	31.8	42.8

Available Listings	Current Year	Last Year	% Change
	109	83	31.3
Entire Place	143	97	47.4
Private Room	17	26	(34.6)
Shared Room	269	206	30.6
Total Available Listings			

	Participation			
	Properties		Rooms	
	Census	Sample	Census	Sample
Irving, TX+	83	70	12108	10444
Luxury/Full Service Irving+	14	12	4394	3794
All Suite/Extended Stay Irving+	31	30	3503	3396
Limited Service Irving+	14	14	1786	1786
Budget Irving+	24	14	2425	1468
Las Colinas+	28	27	4670	4334
DFW North+	25	24	3899	3839
DFW South+	30	19	3539	2271
Full Service Las Colinas+	6	6	1757	1757
Limited Service Las Colinas+	22	21	2913	2577
Full Service DFW North+	4	4	1581	1581
Limited Service DFW North+	21	20	2318	2258
Full Service DFW South+	4	2	1056	456
Limited Service DFW South+	26	17	2483	1815
ICC Comp Set No Boutiques+	5	5	2084	2084

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Irving, Texas & United States Comparison

August 2018

Irving	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	109.98	2.2%	109.98	2.2%	66.4%	-3.3%	66.4%	-3.3%	73.07	-1.2%	73.07	-1.2%
FEBRUARY	111.95	-0.1%	110.99	1.1%	74.4%	3.6%	70.2%	0.0%	83.26	3.4%	77.90	1.1%
MAR	107.92	0.5%	109.88	0.9%	76.5%	1.8%	72.4%	0.7%	82.58	2.3%	79.53	1.6%
APRIL	112.17	3.8%	110.50	1.6%	77.4%	1.7%	73.7%	1.0%	86.86	5.5%	81.42	2.7%
MAY	109.09	-1.5%	110.22	1.0%	74.5%	2.5%	73.8%	1.3%	81.26	0.9%	81.35	2.3%
JUNE	108.29	3.7%	109.85	1.4%	79.4%	4.6%	74.7%	1.8%	85.99	8.4%	82.10	3.2%
JULY	103.71	2.7%	108.93	1.6%	75.0%	2.0%	74.8%	1.8%	77.77	4.7%	81.43	3.4%
AUGUST	105.42	3.1%	108.49	1.8%	70.0%	-6.9%	74.1%	0.7%	73.80	-4.0%	80.44	2.5%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												
12 mo. rolling averages: ADR 107.40 1.8% Occupancy 73.1% 0.5% RevPAR 78.53 2.3%												

Texas	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	101.95	3.8%	101.95	3.8%	59.1%	6.1%	59.1%	6.1%	60.23	10.1%	60.23	10.1%
FEBRUARY	106.30	-1.8%	104.16	0.8%	66.3%	4.0%	62.5%	5.0%	70.50	2.1%	65.11	5.9%
MAR	112.60	4.2%	107.35	2.1%	71.9%	3.4%	65.8%	4.4%	80.98	7.8%	70.60	6.6%
APRIL	111.03	7.0%	108.31	3.4%	68.3%	2.5%	66.4%	3.9%	75.87	9.7%	71.92	7.4%
MAY	106.90	4.2%	108.04	3.6%	66.4%	3.7%	66.4%	3.9%	70.98	8.1%	71.74	7.6%
JUNE	105.36	4.9%	107.57	3.8%	70.6%	4.6%	67.1%	4.0%	74.34	9.8%	72.17	7.9%
JULY	102.21	3.8%	106.77	3.8%	67.9%	2.6%	67.2%	3.8%	69.44	6.5%	71.76	7.7%
AUGUST	100.25	4.9%	106.03	3.9%	64.0%	1.1%	66.8%	3.4%	64.13	6.0%	70.83	7.5%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

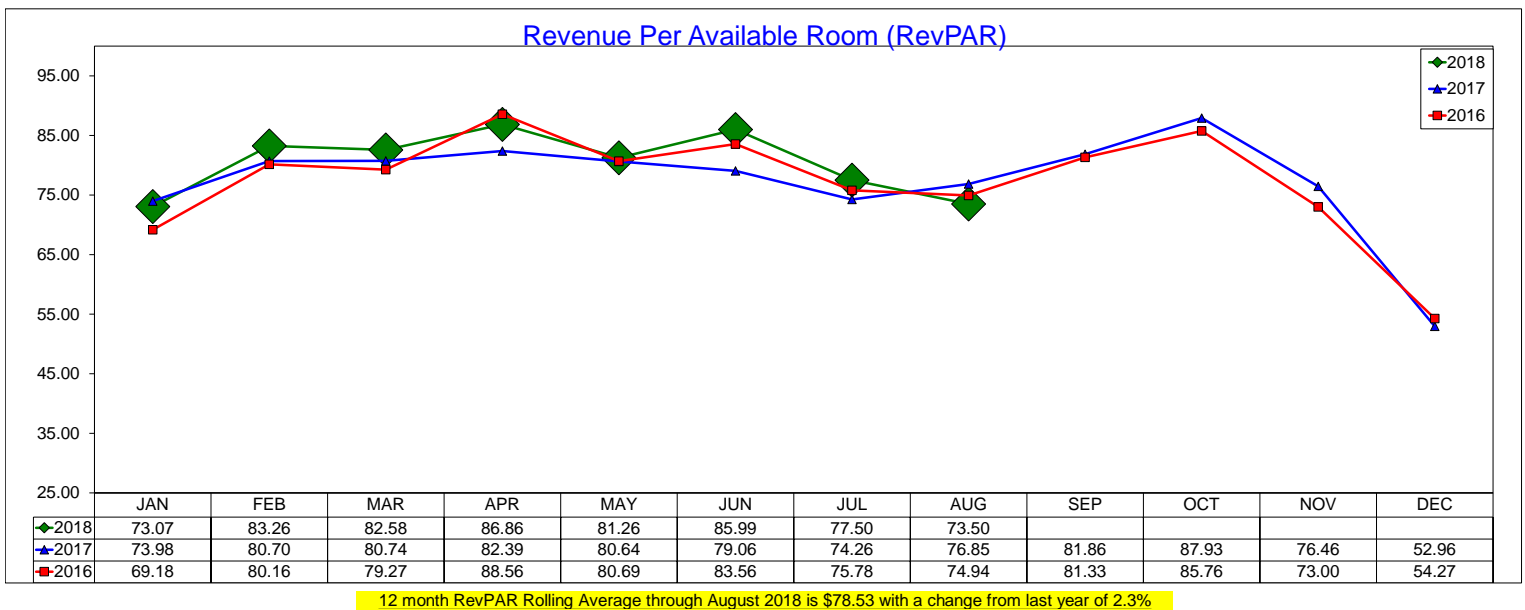
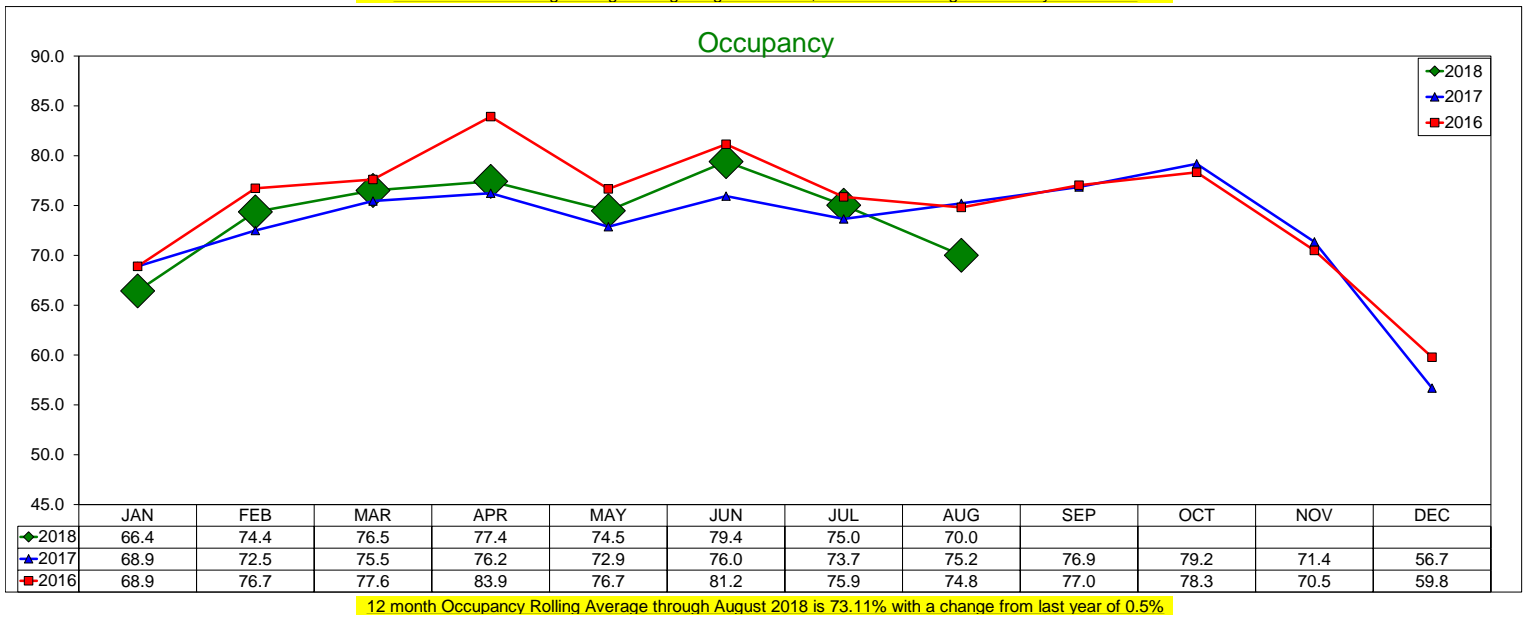
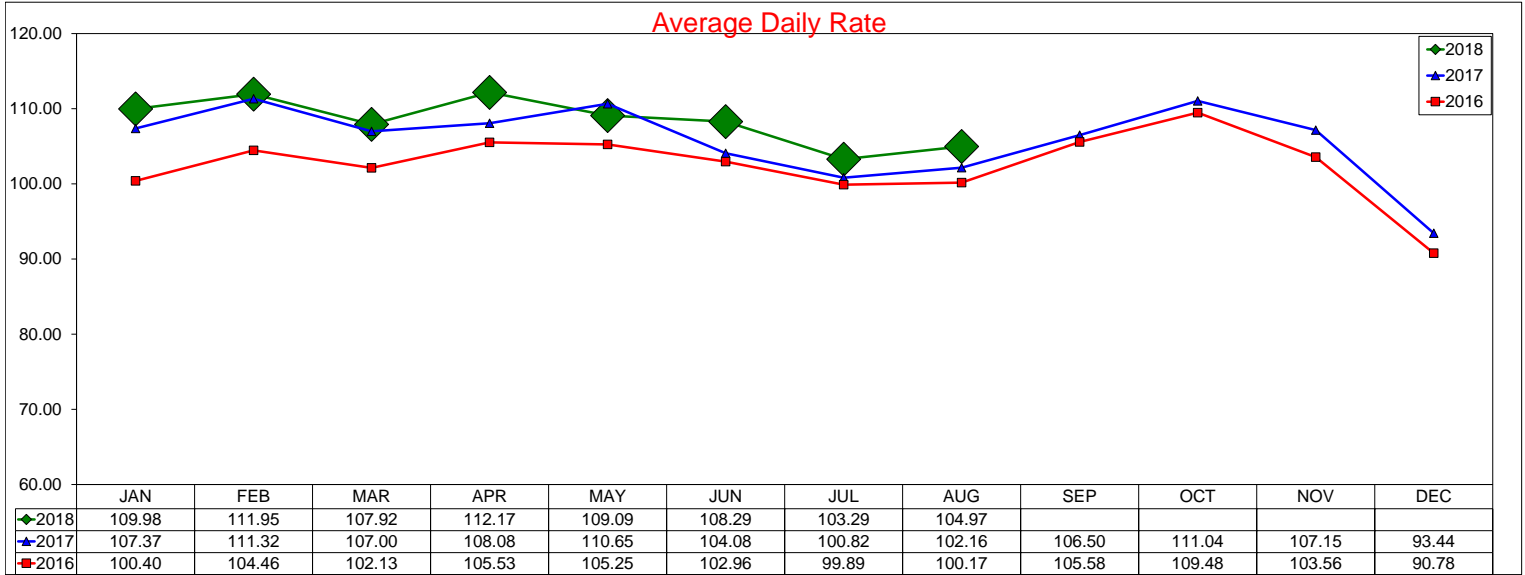
USA	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	123.33	2.0%	123.33	2.0%	54.5%	0.9%	54.5%	0.9%	67.17	2.9%	67.17	2.9%
FEBRUARY	126.38	2.3%	124.88	2.2%	61.7%	1.2%	57.9%	1.0%	78.02	3.5%	72.30	3.2%
MAR	131.56	3.0%	127.37	2.5%	68.5%	0.9%	61.6%	0.9%	90.17	3.9%	78.46	3.5%
APRIL	130.33	3.3%	128.19	2.7%	67.9%	0.9%	63.2%	0.9%	88.54	4.2%	81.00	3.7%
MAY	129.90	2.6%	128.57	2.7%	68.2%	0.7%	64.2%	0.8%	88.59	3.3%	82.57	3.6%
JUNE	132.66	2.8%	129.36	2.7%	74.5%	1.7%	65.9%	1.0%	98.85	4.6%	85.29	3.8%
JULY	133.44	2.0%	130.06	2.6%	73.6%	-0.2%	67.1%	0.8%	98.17	1.8%	87.22	3.5%
AUGUST	130.71	2.3%	130.24	2.6%	71.4%	1.2%	67.6%	0.8%	93.37	3.5%	88.07	3.5%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

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

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Three Year Comparison - CITY OF IRVING - ALL PROPERTIES

August 2018



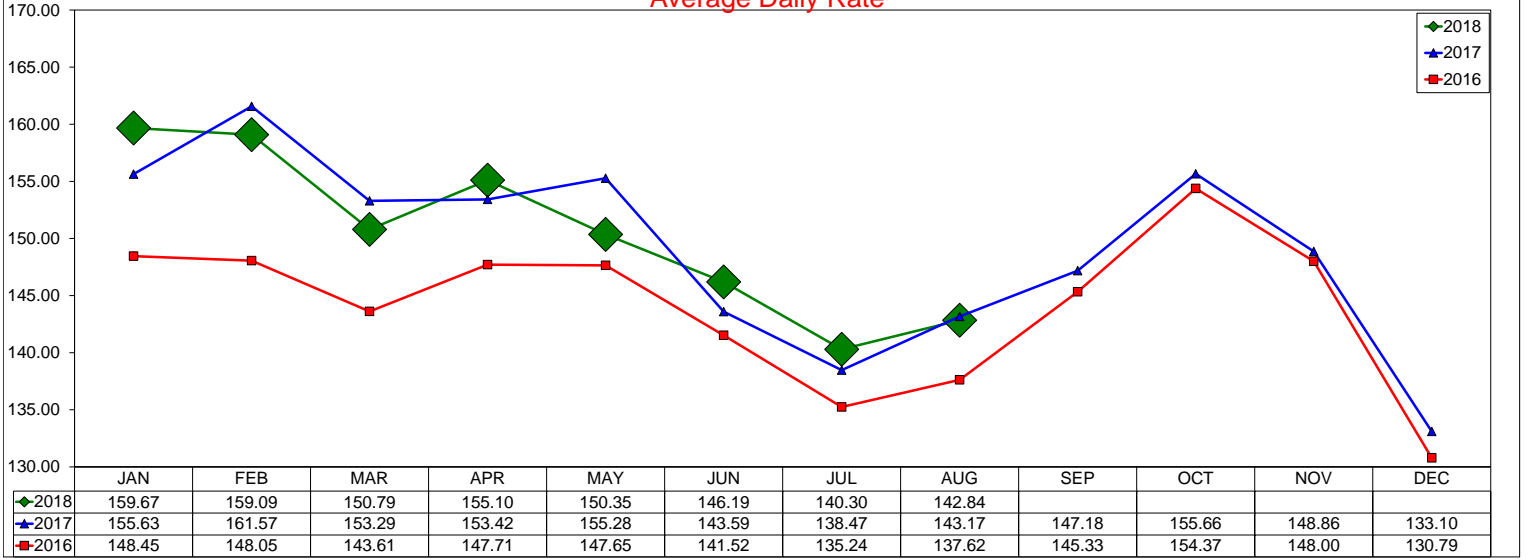
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Three Year Comparison - ICC Comp Set

August 2018

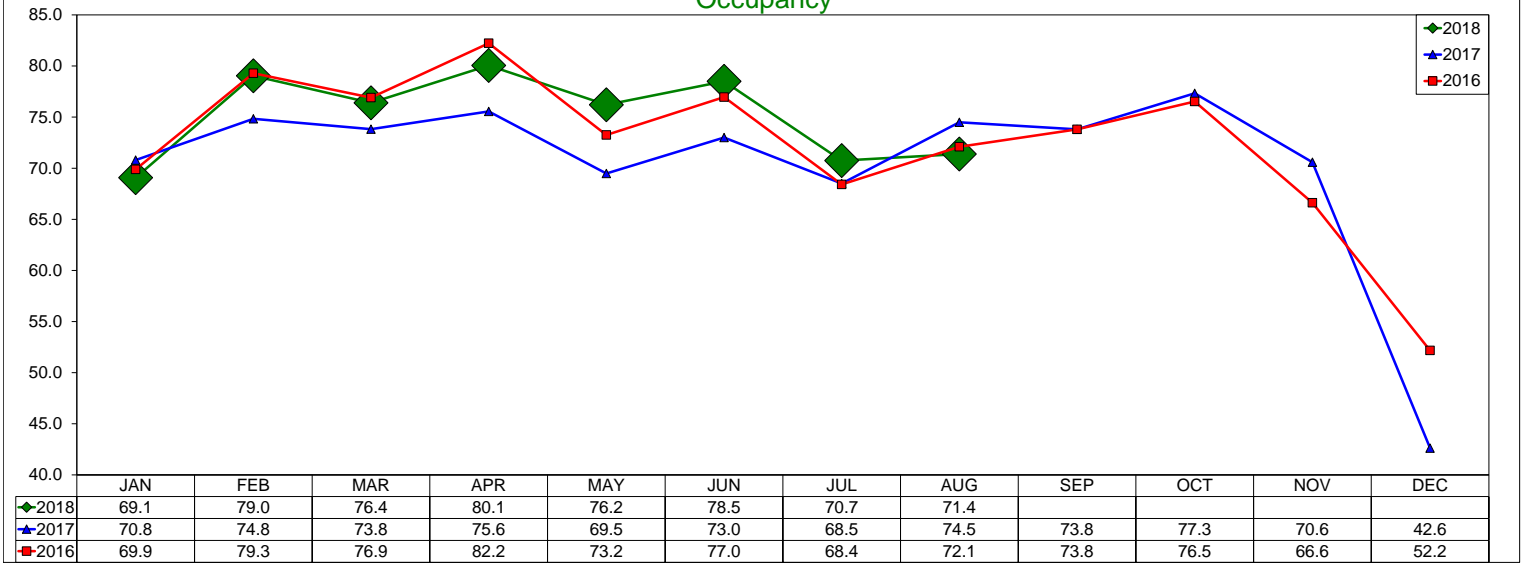
Comp set includes: Marriott Las Colinas, Omni Mandalay, Marriott DFW, Sheraton DFW, Westin DFW

Average Daily Rate



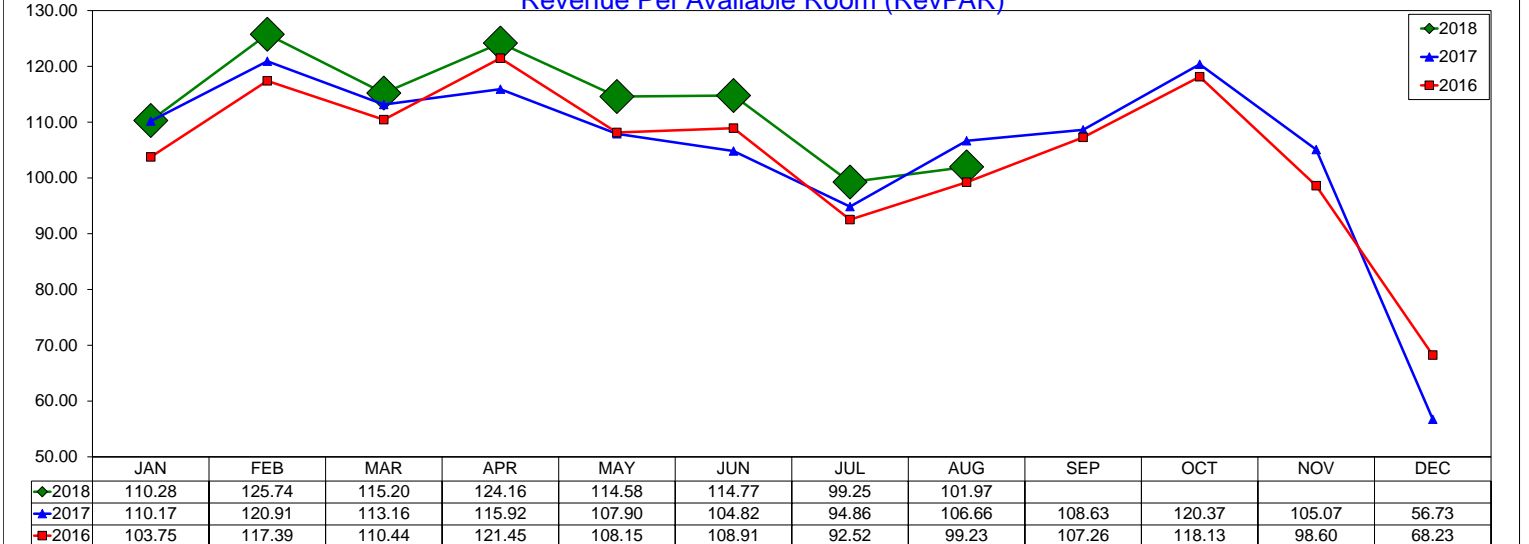
12 month ADR Rolling Average through August 2018 is \$149.71 with a change from last year of 0.5%

Occupancy



12 month Occupancy Rolling Average through August 2018 is 72.05% with a change from last year of 1.8%

Revenue Per Available Room (RevPAR)



12 month RevPAR Rolling Average through August 2018 is \$107.86 with a change from last year of 2.4%

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Monthly & YTD AirBNB Data

August 2018

Entire Place	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	127.80	27.0%	127.80	27.0%	63.7%	6.8%	63.7%	6.8%	81.39	35.6%	81.39	35.6%
FEBRUARY	135.73	24.1%	131.52	26.6%	57.3%	0.8%	60.5%	3.3%	77.71	25.1%	79.57	30.8%
MAR	128.47	-0.2%	130.19	15.8%	69.1%	18.3%	63.9%	9.3%	88.72	18.0%	83.26	26.6%
APRIL	135.12	6.7%	131.70	13.4%	65.2%	-2.2%	64.3%	6.4%	88.06	4.3%	84.70	20.7%
MAY	159.81	10.2%	138.01	13.6%	55.1%	-4.2%	62.0%	3.5%	88.11	5.6%	85.56	17.7%
JUNE	150.75	-3.2%	140.76	11.2%	72.7%	39.0%	64.0%	9.3%	109.60	34.4%	90.13	21.5%
JULY	148.85	-6.7%	142.29	7.7%	69.7%	29.2%	65.0%	12.6%	103.80	20.6%	92.53	21.2%
AUGUST	143.18	-7.8%	142.43	5.1%	63.1%	11.1%	64.7%	12.3%	90.35	2.4%	92.18	18.1%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

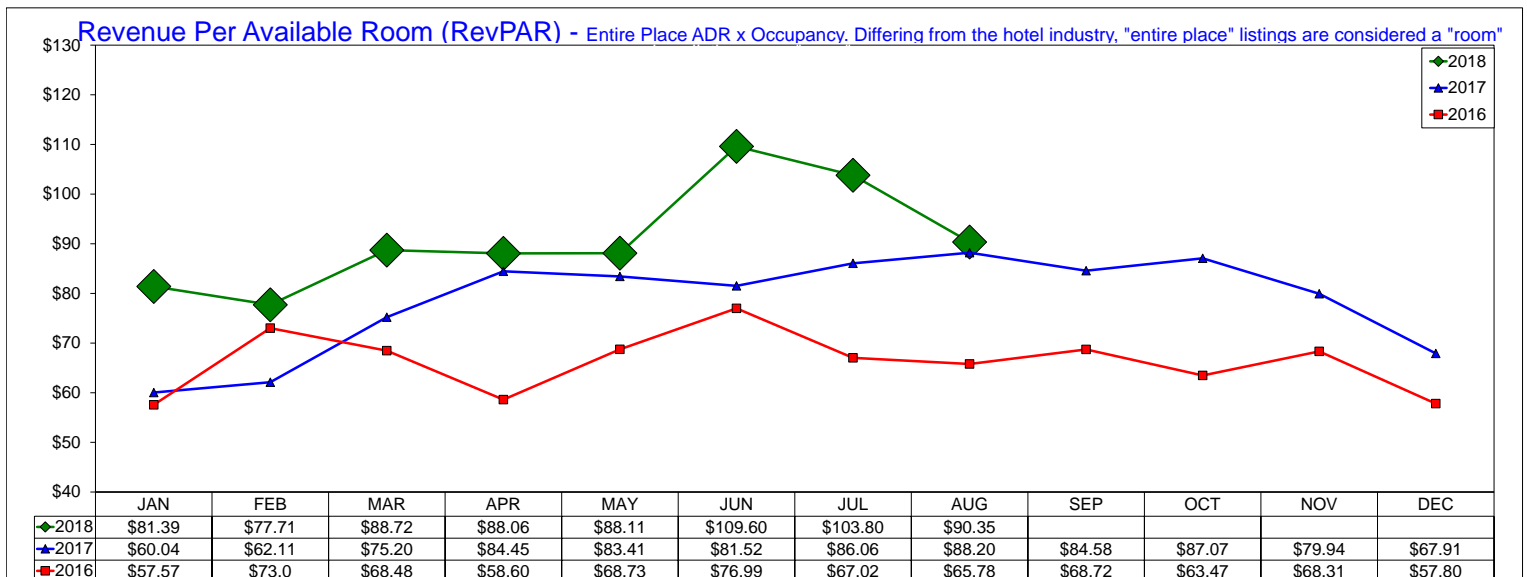
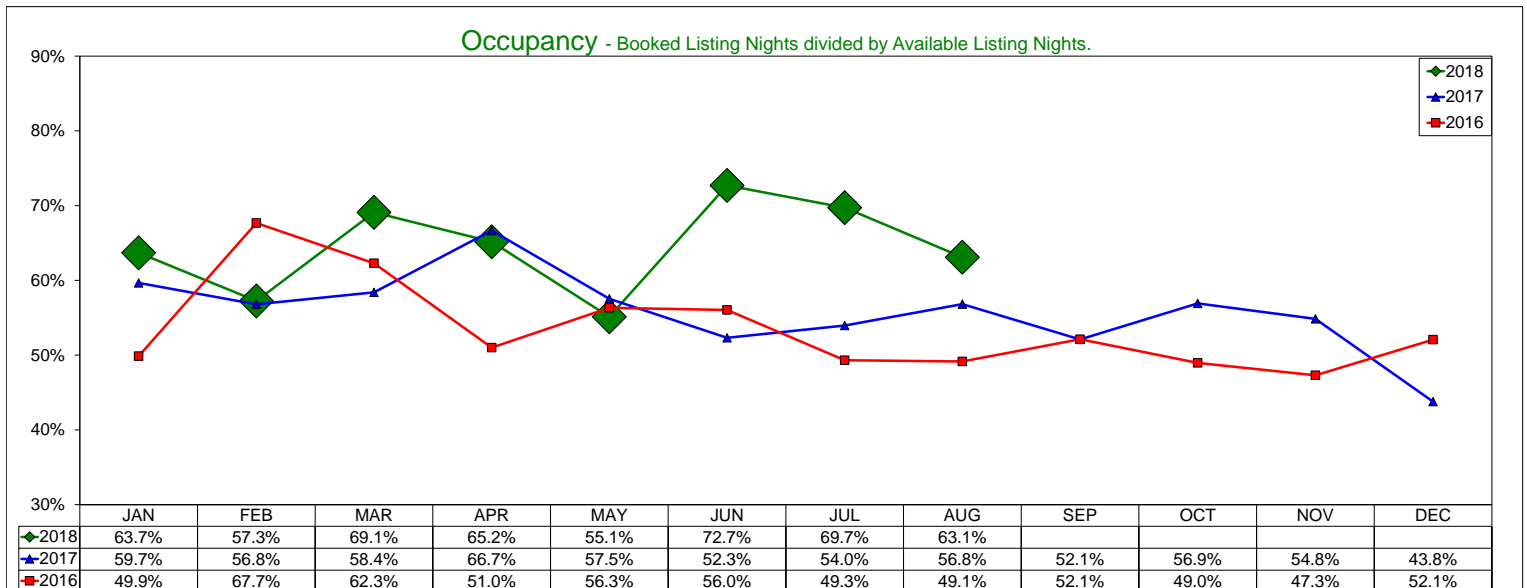
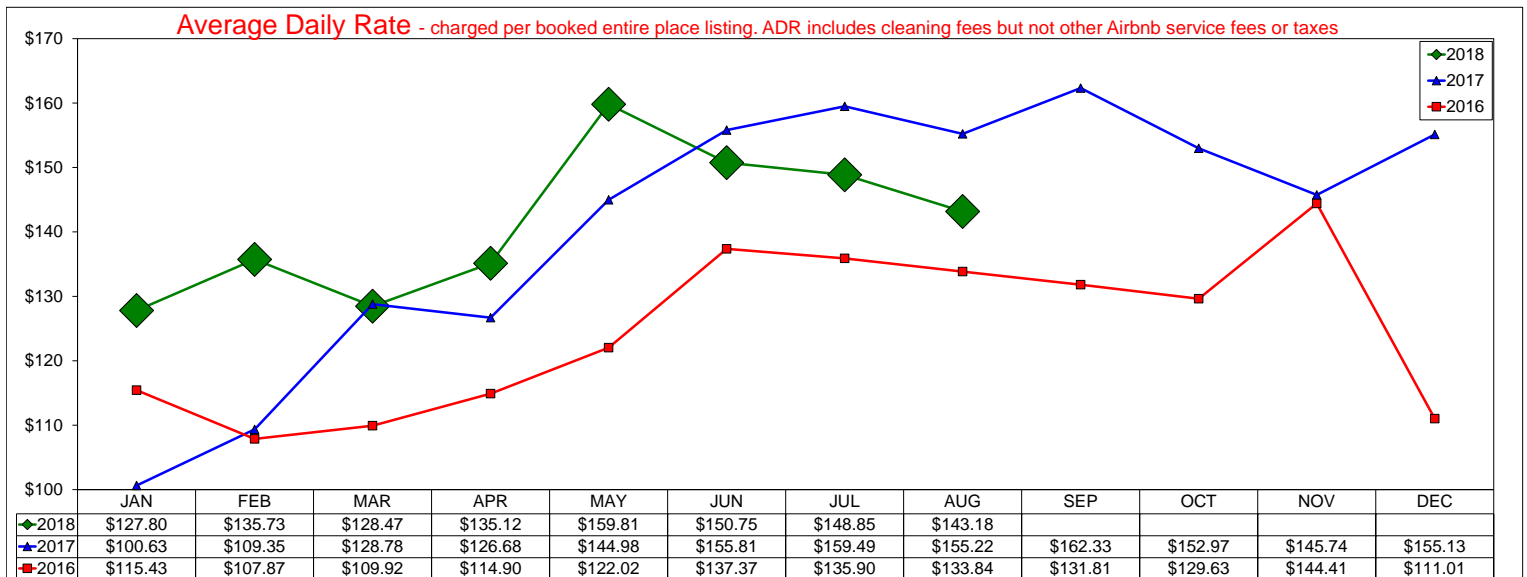
Hotel Comparable	A.D.R.				OCCUPANCY				RevPAR			
	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg	Current	% Chg	YTD	% Chg
JANUARY	90.74	25.4%	90.74	25.4%	60.0%	3.0%	60.0%	3.0%	54.41	29.2%	54.41	29.2%
FEBRUARY	89.81	28.1%	90.30	26.5%	55.5%	-12.5%	57.8%	-4.1%	49.86	12.1%	52.18	21.2%
MAR	81.82	11.3%	86.58	19.9%	69.0%	4.7%	62.2%	-0.1%	56.46	16.6%	53.87	19.8%
APRIL	83.81	6.2%	85.78	16.2%	67.5%	-2.3%	63.7%	-0.2%	56.60	3.8%	54.62	16.0%
MAY	89.61	13.0%	86.48	15.8%	48.2%	-14.2%	60.1%	-3.8%	43.20	-3.0%	51.99	11.5%
JUNE	90.07	3.7%	87.20	14.3%	69.4%	32.7%	61.8%	1.5%	62.53	37.5%	53.87	16.0%
JULY	85.03	-5.2%	86.82	10.4%	66.3%	28.9%	62.5%	6.0%	56.40	22.3%	54.30	17.1%
AUGUST	86.05	0.6%	86.70	8.9%	69.3%	22.4%	63.5%	8.3%	59.65	23.2%	55.07	17.9%
SEPTEMBER												
OCTOBER												
NOVEMBER												
DECEMBER												

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

AirBNB - Entire Place

August 2018

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

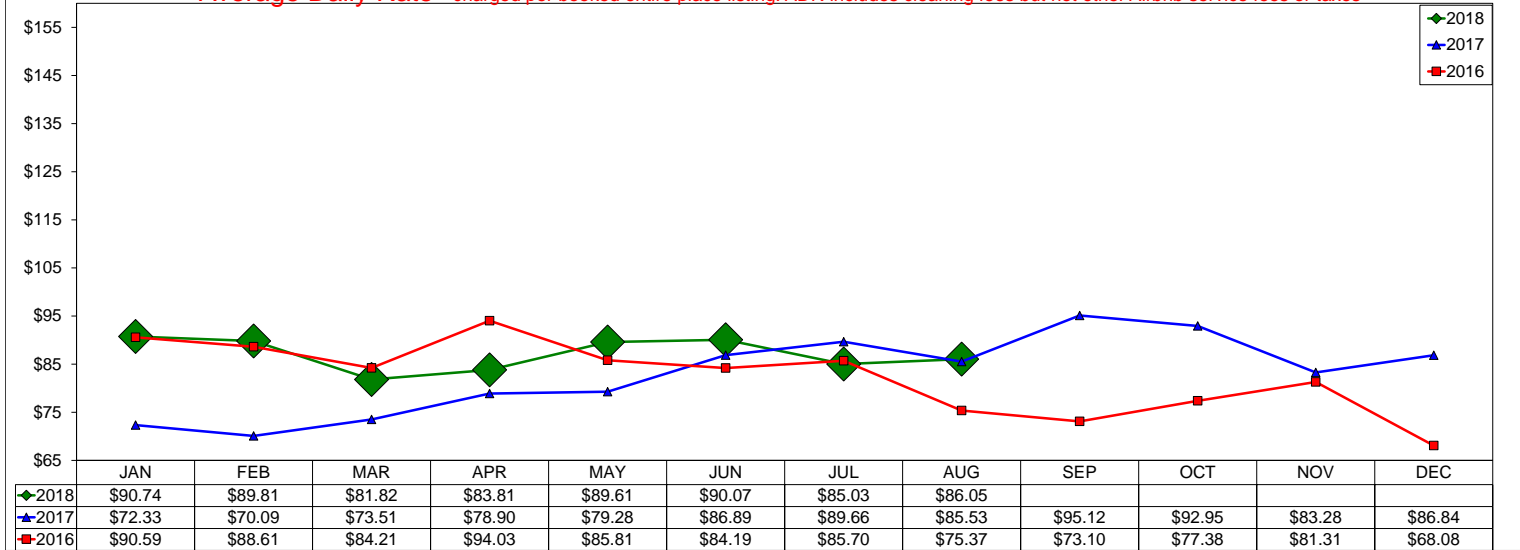


AirBNB - Hotel Comparable Subset

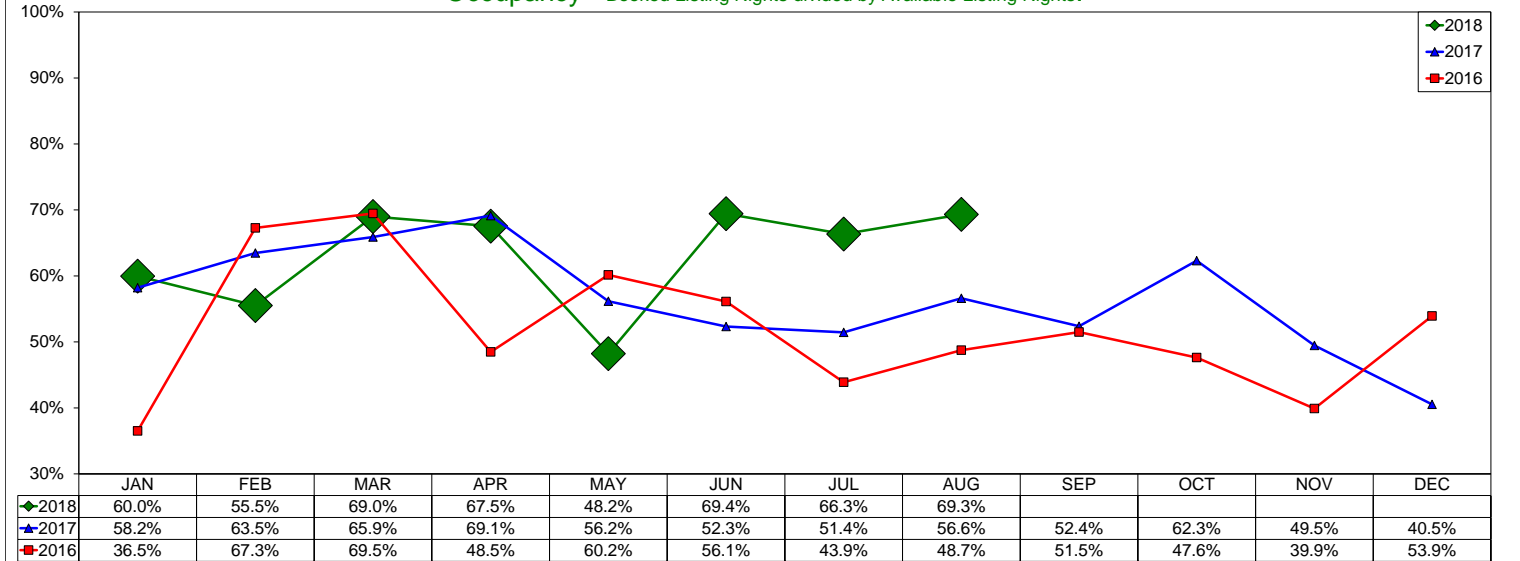
August 2018

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

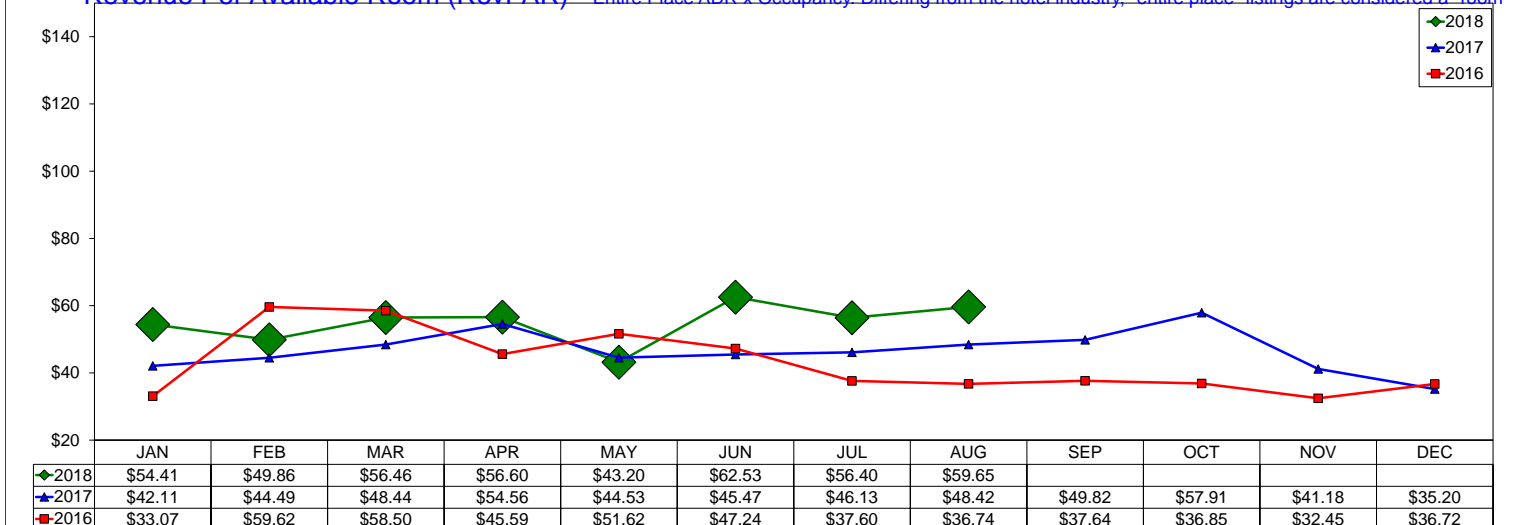
Average Daily Rate - charged per booked entire place listing. ADR includes cleaning fees but not other Airbnb service fees or taxes



Occupancy - Booked Listing Nights divided by Available Listing Nights.



Revenue Per Available Room (RevPAR) - Entire Place ADR x Occupancy. Differing from the hotel industry, "entire place" listings are considered a "room"



**IRVING CONVENTION AND VISITORS BUREAU
BOARD OF DIRECTORS
MONDAY, SEPTEMBER 24, 2018**

CONVENTION CENTER MANAGEMENT REPORT





September 14, 2018

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 2018**

Convention Center	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Direct Event Income	111,700	134,181	136,763	764,508	930,579	804,779
Ancillary Income	151,330	253,280	132,450	3,708,754	2,919,025	3,153,692
Total Event Income	263,030	387,461	269,213	4,473,262	3,849,604	3,958,471
Other Income	26,012	39,200	35,948	605,733	484,026	369,371
Adjusted Gross Income	289,042	426,661	305,161	5,078,995	4,333,630	4,327,842
Indirect Expenses	(548,895)	(512,732)	(465,990)	(6,078,440)	(5,640,057)	(5,501,273)
Net Income (Loss)	(259,853)	(86,071)	(160,829)	(999,445)	(1,306,427)	(1,173,431)

- Our largest contributors to rental for the month were Jehovah's Witness Group, IISD Learn2Inspire, and The Sage Show.
- Eastern Star, Asian American Hotel Owners Assoc. and Apartment Assoc. of Tarrant County together generated over 70% of our F&B Catering income.
- All of these essential events required a great deal of security and labor, a crucial component to a smooth, successful event.
- Indirect expenses for the month were high due to contracted cleaning for events, the upkeep of our beautiful building, and upgrades to our computer software.
- Overall, despite falling short for this month's budget, year to date, we are standing strong at a surplus of over \$300,000.

SMG Catering	Current Actual	Current Budget	Prior Year Actual	Year to Date Actual	Year to Date Budget	Prior YTD Actual
Total Revenue	269,425	353,100	165,386	5,068,011	3,963,370	4,439,141
Net Income/(Loss)	134,643	215,500	99,961	3,159,907	2,403,024	2,737,383
Net Income/(Loss) %	49.97%	61.03%	60.44%	62.35%	60.63%	61.66%

ICC by the Numbers

EVENTS		VISITORS	
This month	To date	This month	To date
17	246	22,241	254,823
Current Year	Current Year	Current Year	Current Year
19	239	33,840	232,674
Prior Year	Prior Year	Prior Year	Prior Year
FUTURE GUESTROOMS BOOKED		SURVEY RESULTS	
This month	To date	Returned	Score
3,912	18,337	2	90%
Current Year	Current Year	This Month	Current Month
2,480	11,776	70	92.3%
Prior Year	Prior Year	Year to Date	Year to Date
SIGNED CONTRACTS		GREEN INITIATIVES	
This month	To date	This month	This month
15	253	1.31	3.96
Current Year	Current Year	Tons Composted	Tons Recycled
33	245	40%	557,104
Prior Year	Prior Year	Landfill Diversion Rate	Gallons of Reclaimed Water Used

Target Industry Bookings

Innotech Dallas – April 2019

Ivanti – October 2018

September and October at a Glance

- August 31-September 3 North Texas SYC Cadets
- September 6-9 Ultimate Women's Expo
- September 7 The Great Harvest
- September 18-19 SWSCC
- September 20-24 OP Live Dallas
- September 28 City of Irving Employee Celebration
- October 5-6 Atul Purohit Live Garba
- October 10-13 University of Dallas Ministries Conference
- October 18-21 Fan Days 2018
- October 24-27 Worship Summit
- October 28-29 Hi India Garba
- October 29 Irving Fire Fighters Exam

Cc: Tom Meehan, General Manager, SMG

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1	2	3	4	5	6
		ICVB Community Relations Committee Meeting	ASLA Tasting	FCA Tasting	Drinker Biddle & Reath	Epitome Magazine Award Show
	VMUG			US Bank Quarterly Executive Roadshow	Atul Purohit Live Garba in Dallas	
				2018 Technology Prayer Breakfast		
7	8	9	10	11	12	13
		Irving 360 Civic Academy	University of Dallas Ministries Conference			
	Ivanti					
	Methodist Health System 2018 Leading to Excellence Summit					
14	15	16	17	18	19	20
Joyful Noise Gospel Concert		IIAD Tasting (tentative date)		IIAD Tasting (tentative date)	ICVB Executive Committee Meeting	
		JPMorgan Chase for Business Lunch Series		Fan Days 2018 *		
21	22	23	24	25	26	27
Fan Days 2018 *	ServiceNow: NowSummit 2018 Dallas		Worship Summit			
28	29	30	31	1	2	3
DFW Church Worship Service *	Irving Fire Fighters Exam	Gamestop SSC Meeting			Catholic Action for Faith and Family	
Hi India Garba / Falguni Pathak Dandia Dhoom				Agile Camp		
	Warren Instructional Network Training	Renny McLean Ministry *				

Green - Definite

Red - Tentative

Blue - Prospect

* Pubic Event

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	31	1	2	3
DFW Church Worship Service *	Irving Fire Fighters Exam	Gamestop SSC Meeting			Catholic Action for Faith and Family *	
Hi India Garba / Falguni	Pathak Dandia Dhoom			Agile Camp		
	Warren Instructional Network Training	Renny McLean Ministry *				
4	5	6	7	8	9	10
Catholic Action for Faith and Family	DBJ NTX HQ	ICVB Destination Development Committee Meeting	TD Industries Q4 Meeting		LungForce Expo	Green Talks
			2018 IIAD Jim Millerman Insurance Convention		Expo USA - Healthy Living Expo *	
			BOMA Allied Council Business Exchange		ASUG	Texas PRIMA 2018 Annual Conference & Exhibition
11	12	13	14	15	16	17
Texas PRIMA 2018 Annual Conference & Exhibition				MJBI Gala	Art Life	
			City of Irving Annual Service Awards Banquet		USA Judo Dallas Invitational and National President's Cup 2018 *	
18	19	20	21	22	23	24
USA Judo Dallas Invitational and National President's Cup 2018	Art Life					
Greater DFW FCA Coaches Appreciation and Leadership Dinner	ICVB Board of Directors Meeting				Dallas Fantasy Fair *	
25	26	27	28	29	30	1

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

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
25 Dallas Fantasy Fair *	26	27 DFW Business Group on Health 14th Annual Forum	28	29 HCA	30 Muscular Dystrophy Association Uncork a Cure The Crown Cheer & Dance Championship	1 Empower Texans Press Club of Dallas Hugh Aynesworth Awards
2 Destinations International Hope Filled Holiday	3 TechMedia *	4	5	6	7 ICVB Board Development Meeting Clover Telecom Holiday Party DFW HDI Analyst of the Year Banquet	8 Morgan Stanley Holiday Party
9	10	11 Employbridge Holiday Party	12 Employee Gathering	13 Irving Hispanic Chamber of Commerce MCR Holiday Party	14 CiCis Pizza Holiday Party Rushmore Loan Management Holiday Party	15 Valley Ranch Islamic Center Fundraising Event
16 DFW Church Worship Service *	17 ICVB Board of Directors Meeting	18	19	20	21	22
23	24	25	26	27	28	29

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**INDUSTRY,
PARTNER ORGANIZATIONS &
STAKEHOLDERS REPORTS**



Texican Court, a Valencia Hotel, Announces Executive Chef and Director of Sales and Marketing

Published: 17 September 2018

Valencia Group's Texican Court, is pleased to announce the newest additions to its team, Patrick Hildebrandt as executive chef and Brianna Sepulveda as director of sales and marketing of the retro-inspired hotel located in Irving, Texas, which is slated to open fall 2018.

"We are thrilled to welcome Chef Patrick Hildebrandt and Brianna Sepulveda to our team at Texican Court," said General Manager John Thomas. "Both bring immeasurable talent and experience and we look forward to their expert contributions as we continue to bring the Texican Court vision to life."

Hildebrandt comes to Texican Court with over a decade of first-class experience in the hospitality and restaurant industries and will be overseeing the hotel's food and beverage operations, including the tequila bar, Two Mules Cantina restaurant, the pool area as well as catering and room service operations.

He will create a menu that will feature original, inspired dishes with native Texan flavors that highlight a smoky element such as grilled pork chops, smoked polenta, charred shrimp and blistered tomatoes.

Hildebrandt was first introduced to the comradery and passion that the kitchen atmosphere invokes in high school when he was a dish washer. Since then, he has worked his way up in kitchen positions that included chef de tournant, chef de cuisine and executive sous chef. He brings premier cooking experience to his new position, having worked as executive chef and sous chef at several establishments previously including Sweet Basil in Vail, Colorado, the Empty Stomach Group in San Antonio, Texas and The Hollow in Georgetown, Texas.

Brianna Sepulveda joins Texican Court with more than 10 years of hospitality experience and extensive knowledge of the North Texas market. She will be responsible for the day-to-day operations of the sales and marketing department, with a focus on maximizing hotel revenues, developing business strategies, establishing key business partnerships and elevating brand awareness in the region.

She began her career in the hospitality industry in 2005, serving in several sales positions with prominent hotel groups including Hilton Garden Inn in Dallas, Embassy Suites by Hilton Dallas Park Central Area, and Holiday Inn Select in Richardson, Texas and Wyndham El Paso Airport in El Paso, Texas.

Most recently, she spent almost four years as senior sales manager for NYLO Las Colinas, where she was directly involved in managing sales, catering operations, training of sales team members and implementing sales practices within the department. She is currently working to obtain her Certified Meeting Planner License and is a member of Hotel Association of North Texas, Irving Chamber and Visitors Bureau and Meeting Professionals of America.

C

CULTURE / TRAVEL

Texas’ Most Unique Hotels — At These Court Retreats, It’s All About Adventure and the Chill Life

Distinctive New Irving Court Concept Highlights the Valencia Difference

BY PROMOTED SERIES CORRESPONDENT // 09.18.18



This article is promoted/partner content and not produced by the editorial staff.

It's time to travel with true Texas spirit. Say *sayonara* to skyscraper hotels and take a pit stop at a different type of luxury retreat on your next Lone Star State trip.

You won't just want to stay at these hotels. You'll want to stay put — and enjoy the adventure.

The Courts by Valencia Group Hotels go outside the ordinary. They are anything but cookie cutter hotels. These are distinctive havens that will never be mistaken for the hotel down the street. And A new court concept by Valencia Group is opening this fall in Irving.

The new Texican Court hotel joins Lone Star Court and Cavalry Court in offering unique vacation or business retreats. Each takes a 21st century spin on the roadside motor courts of days past, combining all the rustic charm and romance of the past with new custom furniture and artisanal designs.

These are spots where you can truly escape from it all — and almost be transported back to a simpler time. One where it wasn't so hard to get away and relax.

The heyday of auto courts was back in the 1950s. Now, what's old is new again. You could call it authentic with some artistic license.

There's nothing quite like spending a night in a bygone, kick-back-and-relax motor court. Imagine an inn under big Texas skies where you can actually see big Texas skies. These

Valencia court hotels feature cozy low-rise buildings that don't block your view.

Whether you're in Austin or College Station, you'll find a Valencia Group original court concept with modern conveniences and all the comforts of your mama's house. And soon, you can find one in Irving. It's a brand new space, and it's beyond convenient to the hottest new concert venue in Texas, the Toyota Music Factory.

It'll be nonstop nostalgia, from afternoons in the courtyard to evenings sipping on a cold one in a colorful rocking chair on one of the wraparound porches.

The world moves a little slower at The Courts by Valencia Group Hotels. These are retreats where you can breathe.

Texican Court

Texican Court in Irving will be a boutique hotel where you can kick your boots off, just across from the Toyota Music Factory at Las Colinas. The 152-room court hotel is set to open this fall. The idea behind Texican, named for its bold blend of Texan and Mexican cultures, is some ways a Spaghetti Western, films of wide-open spaces and the glint in the eyes of gritty heroes, come to life.

The Spanish mission-style Texican tips its hat to the Clint Eastwood classic *The Good, The Bad and The Ugly* throughout its design, with an emphasis on the larger-than-life aspects and sweeping design. As you know, everything's bigger in Texas.

Texican will feature a circular-style pool and three courtyards, each with their own theme, but all tying into the surrounding culture and Texas-meets-Mexico thematic backdrop. The distinct trio are named for *The Good, The Bad and The Ugly* in Italian: Il Buono, Il Brutto and Il Cattivo.

The courtyards are the gathering place, the center of what makes this distinctive court hotel concept so special.

Il Buono, the largest central courtyard, will be just off the interior side of reception. Il Brutto will include both an all-too-Texan tequila bar, and meeting space. It will be a wide-open event space, a decomposed granite courtyard gently shaded by a grove of trees. A

large wood-burning fire pit will make it the go-to gathering spot for fireside chats.

Il Cattivo will be the more peaceful retreat, a terracotta plaza with a large fireplace at one end. Hotel guests can move from one to court to another by strolling down the tree-lined walks. Il Cattivo opens up to the Two Mules Cantina, with a large central bar and ample space for live bands to perform.

Guests can stay in any of the low rise buildings overlooking the courtyards, where people can gather to play yard games and hang out. Outside, it's a wooded veranda. Inside, you can find cozy-chic rooms.

The most common layout will be the traditional court-style, with the bed in the center, the living space near the entry of the courtyard, and the bathroom in the back, with a barn door accent for a countryside feel.

The rooms be Texican-esque, with materials straight from nature and custom furniture from Rottet Studio. Think raw steel, distressed leather and lightly finished wood. The sofas in particular stand out. These are “el troca” seats, or pick-up bench seats, reminiscent of Mexican saddle blankets.

Lone Star Court

The real world melts away at this retro hotel, the very first The Courts by Valencia Group Hotels. Located in The Domain (a shopping, restaurant and entertainment world of its own) in Austin, Lone Star offers a legit Texas Hill Country aesthetic and experience.

The 123-room hotel is totally Texas, with a dipping pool designed to mimic Hill Country swimming holes and even a court for food trailers and trucks. It's a modern-day chuck wagon stop.

The food trucks rotate out regularly. For guests feeling more sit-down, there's a full-service restaurant called The Water Trough, with community seating around a wood-burning fire place. Diners can chow down on Austin grub like smoked brisket and chili and wash it all down with the signature Lone Star Court cocktail, The Chill Cowboy.



There's always time for a dip in Lone Star's pool.

Added bonus? Live music fills Lone Star Court every Thursday through Sunday, with everything from country to rock to blue grass.

Rooms are the epitome of the Hill Country with 1950s Smeg refrigerators, wrap-around porches, deer horn lamps and rocking chairs.

Cavalry Court

Valencia Group has also called in the Cavalry, a 141-room hotel with a vintage vibe. Cavalry Court is located at the center of College Station's Century Square. Like Texican Court and Lone Star Court, the timeless Cavalry Court digs deep into its environs for inspiration.

Texas A&M's military history and traditions can be found throughout the hotel. The

cabanas lined up by the pristine pool take on the shape of military camp tents. Cavalry Court has a 1950s and 1960s atmosphere with all the modern-day fixings: flat-screen TVs and super fast Wi-Fi included.



Cavalry Court is heavily influenced by rich military history.

The lodging options are even military influenced. The Quarters looks out over the plush courtyard, and The Barracks brings another level of luxury digs. Room in The Barracks boast Egyptian cotton sheets, custom bedding with leather headboards, military-style armoires and workstations.

The Canteen is a College Station-themed hangout spot with handcrafted cocktails, fire pits, ping-pong and a regular rotation of live music.

After all, getting away from it all should feel different from your everyday hustle and bustle. At Valencia court hotels, looking up and seeing the Texas stars is part of the itinerary.

Are We There Yet? Yes, right in the heart of a whole new travel world.

For more information or to book a court hotel room, [click here](#).

Fall Fun at Irving Arts Center

October Special Events and Performances

JumpstART Stories & Art – Celebremos! Hispanic Heritage Month

JumpstArt pairs storytime with fun art projects on the first Thursday of each month. Join us this month as we celebrate Hispanic Heritage Month with a bilingual storytime and art project.

Oct 4 @ 10 AM | Suite 200 | FREE

Ms. Mature Irving Pageant

This program is sponsored by the Heritage Senior Center of the City of Irving Parks and Recreation Department. The Ms. Mature Irving Pageant strives to showcase the talents of senior citizens and to demonstrate the worth of the senior citizen to the community.

Oct 5 @ 7:30 PM | Carpenter Hall | \$8-10

Late Night Tailgate

A topical and unpredictable live comedy and spirited sports discussion show, Late Night Tailgate is headlined by an ALL-PRO roster of hilarious (and opinionated) comedians, athletes, pop culture experts and local personalities including actor and standup comedian, Steve Rannazzisi, comedian Sarah Tiana and former NFL quarterback Sage Rosenfels. Together, they will tackle the biggest topics in professional and college sports as well as current events, entertainment, pop culture – and all things incendiary and debatable.

Oct 10 @ 7:30 PM | Carpenter Hall | \$25-\$40

Nawab Sirajuddaula, Dallas Bangla Theater

Dallas Bangla Theater (DBT) will stage its 9th theater production, Nawab Sirajuddaula, an adaptation of Sachin Sengupta's historical drama Siraj-ud-daula written in 1938. It is based on the tragic end, in 1757, of the life and rule of Nawab Sirajuddaula, the last independent nawab of Bengal, India. The production is being directed by Mohammad Mohiuddin, and will be staged over two consecutive nights.

Oct 12-13 @ 8:30 PM | Dupree Theater | \$12

The Mambo Kings – A Latin Jazz Tour

The Irving Symphony Orchestra's spectacular opening concert of the season features New York's foremost Latin Jazz ensemble, the Mambo Kings! Having earned a national reputation for their explosive blend of Afro-Cuban rhythms and jazz improvisation, the Mambo Kings have appeared at many prestigious music festivals and with the symphony orchestras of Baltimore, Dallas, Vancouver, Detroit, Portland and many others. Get ready to MAMBO!

Oct 13 @ 7:30 PM | Carpenter Hall | \$38-\$49

Saturday School Session 1: Storytelling with pictures and words

Inspired by the nationally touring exhibition *Garth Williams: Illustrator of the Century*, students ages 6-10 will meet each Saturday for six consecutive weeks to experiment with different bookmaking techniques and use storytelling with pictures and words to create their own illustrated works.

Saturdays 2-4PM (Oct. 13 - Nov. 17) | Suite 200 | \$75

Second Sunday Funday: Animals, Animals Everywhere!

Every second Sunday, Irving Arts Center hosts Family Funday – offering free craft projects that are

fun for the whole family. Inspired by the exhibitions *Garth Williams: Illustrator of the Century* and the *IAA Traveling Animal Art Exhibit*, this month's art-making activities celebrate creatures great and small... from furry to feathered... from wild to cuddly! Drop in during Second Sunday Funday anytime between the hours of 1 and 4 p.m.

Oct. 14 @ 1-4 PM | Suite 200 | FREE

Arabian Nights, New Philharmonic Orchestra of Irving

The New Philharmonic Orchestra of Irving opens its 30th season, revisiting the program that was performed at their very first concert in 1988. Arabian Nights with violin soloist Adrian Demian will feature Wagner's Overture to Die Meistersinger; Schubert's Symphony no. 5; and Rimsky-Korsakov's Scheherazade with spellbinding violin!

Oct 14 @ 3:30 PM | Carpenter Hall | \$10-\$20

Not Fade Away, the Ultimate Buddy Holly Experience

When you look out over the landscape of tribute bands, many of them are dedicated to the pioneers of Rock n' Roll. So, you might wonder, what is so different about Not Fade Away? This exciting group of young musicians celebrates the legendary and important music created over 50 years ago by Buddy Holly, Ritchie Valens, The Big Bopper and other Rock n' Roll giants. Presented by Entertainment Series of Irving, this concert opens their 2018-19 season.

Oct 19 @ 7:30 PM | Carpenter Hall | \$26.50

Ladies of Soul: An Evening of Jazz, Blues & Gospel

Presented by Irving Black Arts Council, don't miss a very special evening honoring Irving's own Jackie Mae Townsell. The program explores the journey of legendary, trailblazing songstresses, Etta James, Bessie Smith, and Mahalia Jackson through the beautiful music they made. Enjoy a soulful mix of jazz, blues and gospel as presented by critically-acclaimed actress, director and songstress Sheran Goodpseed Keyton.

Oct 20 @ 6 PM | Dupree Theater | \$15-\$20

Simone Sala, Piano

Presented by the Las Colinas Symphony Orchestra, this concert will feature pianist Simone Sala. Program includes: Gershwin's Rhapsody in Blue; Copland's Suite from The Red Pony; and The Yellow Rose of Texas (Dragon's arrangement).

Oct 20 @ 7:30 PM | Carpenter Hall | \$16.50-\$46.50

DHOAD Gypsies of Rajasthan

Direct from Jaipur, India, the musicians and dancers of DHOAD Gypsies of Rajasthan share a repertoire of song, music and dance from the tradition of the semi-nomadic traveling musicians in Rajasthan. Directed by Rahis Bharti, the company has performed, most notably at Queen Elizabeth II's Diamond Jubilee celebration in London; for the honorable Prime Minister of India, Narendra Modi; for the President of France, François Hollande; and at the birthday party of Mick Jagger of the Rolling Stones.

Oct 21 @ 2:30 PM | Carpenter Hall | \$21.50-\$31.50

Midterm Battleground Talkers Tour: The Future of Conservatism

The 2018 Midterm Elections are fast approaching, and they are proving to be just as important as they were in November 2016 when the world changed and Donald Trump was elected president. Radio station 660AM "The Answer" and Southwest Office Systems Inc. present the Midterm Battleground Talkers Tour, going "all in" to carry forward momentum in November of 2018. This

event features former White House Press Secretary Sean Spicer and nearly all of the 660 AM “The Answer” hosts: Mark Davis, Mike Gallagher, Dennis Prager, and Larry Elder.

Oct 24 @ 7 PM | Carpenter Hall | \$30-\$135

Fall Festival, Irving Symphonic Band

Join the Irving Symphonic Band for an evening of lush sounds evoking the essence of autumn.

Oct 27 @ 7:30 PM | Carpenter Hall | \$6-\$12

October Gallery Exhibitions

Free guided gallery tours are now offered every Thursday @ 6:30 PM and every Sunday @ 2:30 PM!

2018 IAA Traveling Animal Art Exhibition

Award-winning entries and curated selections from the Irving Art Association’s 2018 Animal Art Exhibition are presented.

Oct 6-Dec 31 | Courtyard Gallery

Arjoon KC: Reality of Unheard Stories

This exhibition features paintings and mixed media works by Irving-based artist and entrepreneur, Arjoon KC. Citing Jackson Pollack and Pablo Picasso among his foremost influences, Arjoon takes an organic approach to painting, deconstructing the predictable by blurring the flow of form and color, experimenting with both texture and surface dimensions.

Oct 6-Jan 6 | Carpenter Lobby

Lyle Novinski: A Life in Art

Lyle Novinski, professor emeritus at University of Dallas, has been in Irving for over 50 years, teaching, making art and raising his family. This exhibition highlights the work produced during his long career as well as his seminal role in developing the art program at University of Dallas and his contributions as a designer of liturgical spaces.

Through Nov 11 | Main Gallery

Reception & Artist Talk: Oct. 7, 2 – 4 PM (Talk begins at 3:30 PM)

Playing with Chess

This playful and whimsical exhibition gives life to the unique collaboration and conflation of art and chess. Featuring the works of an eclectic group of 21 artists, professors and teachers from around the state of Texas, the group show includes works of glass, clay, collage, assemblage, painting and metal.

Through Nov 25 | Focus Gallery

Reception for the Artists: Oct. 7, 2 – 4 PM

Garth Williams: Illustrator of the Century

Organized and toured by the National Center for Children’s Illustrated Literature in Abilene, TX, this exhibition, curated by Leonard Marcus, presents original work for 28 of Garth William’s most beloved books, including Charlotte’s Web, Stuart Little, The Little House on the Prairie and

a number of Little Golden Books.

Through Jan 27 | Dupree Lobby

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

- **9 AM – 5 PM Monday, Tuesday, Wednesday and Friday.**
- **9 AM – 8 PM Thursday**
- **10 AM – 5 PM Saturday and 1 – 5 PM Sunday.**