The City of Irving and Irving Economic Development Partnership (IEDP), managed by the Greater Irving-Las Colinas Chamber of Commerce and its partners, are proud of the city’s continued economic achievements during the global challenges of Fiscal Year 2021. The City of Irving invests in economic development to attract and retain national and global corporations and to support small businesses to ensure a healthy, growing city. We are committed to planned, sustainable economic growth that creates well-paying jobs, prosperity, stability, attractive amenities, world-class healthcare, educational opportunities, and a safe, beautiful community to live in and enjoy.

Our vision and success have earned Irving-Las Colinas the reputation as the Headquarters of Headquarters in Texas, with eight Fortune 500 and four Fortune 1000 global headquarters here. We have more large/private companies than any city in North Texas other than Dallas, and we are one of the leading cities in Texas for foreign business investment, with more than 150 foreign-owned companies operating in our business hub.

Why do global companies put down roots here? Corporate executives, site selectors, real estate brokers, and others tell us it’s our convenient central location in North Texas, only minutes from DFW International Airport and Dallas Love Field; a diverse population; access to a skilled workforce of three million people within a 30-minute commute; lifestyle amenities that include unsurpassed outdoor recreational activities such as hike/bike trails, lakes, parks, golf courses and recreation centers; world-class entertainment venues; and exceptional dining experiences. Corporations also appreciate our supportive public policies and Las Colinas as a master-planned, model Transit Oriented Development (TOD) that gives their employees a highly desirable live, work, walk, play, and visit environment.

As we close Fiscal Year 2021, we are pleased to report a successful year of corporate recruitment, retention and expansion that has produced thousands of jobs and over $500 million in capital investment. Despite the slowdown caused by the COVID-19 pandemic, 114 prospective projects remain in our economic development pipeline, worth more than $34 billion in capital investment, 90,000 new jobs, and 30 million square feet of commercial space.

As the country exits this recovery period, we expect our economy to rebound quickly, and we will accelerate our efforts to amplify the Irving-Las Colinas story worldwide. Our desirable central location, high quality amenities and access to millions of skilled workers will continue to keep our city at the top of the list for companies looking to relocate and those who already call Irving-Las Colinas home. It’s been a very good year, and we anticipate an even better one in 2022.
In 2002, the City of Irving contracted a fee-for-services agreement with the Greater Irving-Las Colinas Chamber to be a one-stop shop for relocation and retention/expansion prospects by providing data, site visits, information on state and local incentive opportunities, zoning and permitting assistance, and marketing activity that amplifies the Irving-Las Colinas story worldwide.

What is the Irving Economic Development Partnership (IEDP)?

The IEDP partners are the City of Irving, Las Colinas Association, Irving Convention and Visitors Bureau, and the Greater Irving-Las Colinas Chamber of Commerce Economic Development Advisory Council, comprised of more than 100 local business executives committed to financially supporting economic development privately in Irving-Las Colinas. Other non-affiliated partners include the DFW Marketing Team, Texas Economic Development Corporation, and Team Texas.
**Irving – Las Colinas: Headquarters of Headquarters**

**FACTS**

- **11%** of Fortune 500 companies have a presence in Irving-Las Colinas (55 out of 500 companies).

- **8** Fortune 500 global headquarters: Mckesson, ExxonMobil, Kimberly-Clark, Fluor, Vistra, Pioneer Natural Resources, Celanese, and Commercial Metals.

- **4** Fortune 1,000 companies: Michael’s, Darling Ingredients, Flowserve, Nexstar Communications.

- **Over 150** foreign-owned companies operate subsidiaries in Irving-Las Colinas, giving Irving the distinction of being one of the leading cities in Texas for foreign business investment.

**TOTAL FISCAL YEAR 2021 ECONOMIC DEVELOPMENT RESULTS:**

- **$306,730,800** capital investment
- **5,310** new/retained jobs
- **2,705,704** square feet of occupied commercial space
- **13** corporate headquarters

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Tomi Herl
Starbucks District Manager, South Central District

*No market is growing as fast as the City of Irving. Starbucks has opened 3 new stores in Irving, and we’re not done yet! We will be opening two more in 2022.*
RELOCATION “WINS”

Our lease was up in Fort Worth, so we decided to move to a space that was closer to the airport and more regionally located for our team. Our proximity to the [DFW] airport will make it easier for current and future franchisees to visit us.

Jessica Wescott
CFO and COO of Fuzzy’s Taco Shop, November 23, 2020

RETENTION/EXPANSION “WINS”
International Affairs/Sister Cities: Bringing the World to Irving-Las Colinas

Despite the constraints on international travel that prohibited in-person outreach, Irving’s International Affairs and Sister Cities (IASC) programs were exceptionally productive, with events that included: 6 cultural events, 7 trade conferences/seminars, 24 outreach contacts with our 6 Sister Cities contacts, 5 virtual and in-person international visits, 6 Trade Center events, and 13 retention business visits. Here are the highlights:

Major Cultural Events: In June, IASC helped organize and facilitate an Olympic Day celebration in Irving-Las Colinas. Officially sanctioned by the Olympic Day celebration in Irving-Las Colinas. Officially sanctioned by the U.S. Olympic & Paralympic Committee, IASC helped organize and facilitate an Olympic Day celebration in Irving-Las Colinas. Officially sanctioned by the U.S. Olympic & Paralympic Committee, IASC hosted an unprecedented Historic Trade Mission: In July, IASC hosted an unprecedented trade development luncheon with President Laurentino Cortizo of the government of Panama. The IEDP supported the establishment of a future Sister City in Panama. In total, IASC’s public outreach was over 77,000 through in-person and virtual events.

Moving to Irving has several benefits. Its central location in the U.S. will improve shipping rates and delivery times, and its central time zone means East Coast operators won’t have to wait three hours before they get a call back from parts or service. Being centrally located benefits our ecosystem, as Andamiro is now in a position to invite customers to our building to see new games in person. Several major national accounts and authorized distributors are benefiting from Andamiro’s new headquarters.

Drew Maniscalco
President of Andamiro USA, June 15, 2021

Small Businesses Fuel Our Local Economy

While much attention is paid to our global corporate community, the thousands of small businesses in Irving-Las Colinas, and their services, employees, and customers are the fuel for our local economic engine, growth, and job creation. These companies contribute to the quality of life and convenience of our residents and workforce. Promoting, recruiting, retaining, and supporting their success and growth has always been among our strategic initiatives, but never more so than during the challenges of the COVID-19 pandemic.

Educational & Networking Opportunities: The IEDP supported virtual networking and educational programs such as Coffee Break, the Small Business Services Committee’s Business Connection, and our Five-Star Business Mixers. Every new business receiving a sales tax permit received a welcome letter from the IEDP that offered support and local resources for their new business.

SCORE Counseling: SCORE, a U.S. Small Business Administration program, locally sponsored by the IEDP, offers advice, support, and mentoring for start-up businesses. This year, the complementary service helped nearly 400 local entrepreneurs navigate the complexities of federal assistance programs and business challenges.

Above: Yoga Six was one of many small businesses that opened their doors in 2021. The Irving-Las Colinas Chamber helped celebrate with a ribbon-cutting ceremony.
Leading the Way

Hardest-Working City. Irving ranks #5 in the U.S. Nearly three-fourths of Irving residents 16 and over are in the workforce, with an average daily commute of 24 minutes. WalletHub

Most Livable City in the U.S. Ranked #19 for favorable unemployment rates, crime statistics, walkability, and housing costs as a percentage of income. SmartAsset

Best Place to Live. Ranked #6 for quality of life, affordability, growth, food options, and parks. Better Homes and Gardens Real Estate HomeCity

Best City for First-Time Home Buyers. Irving-Las Colinas ranked #28 among 163 of the largest U.S. cities for market favorability, affordability, livability, and employment. SmartAsset

Best Cities in America for Working Remotely. Out of 150 largest cities surveyed, Irving ranked #3 by Site Selection Investor Watch and #4 by LawnStarter based on job opportunities, internet speed, and cost of a home office. WalletHub

Ranked in Top 10 Safest Large Cities. With a violent crime rate of 209 incidents per 100,000 residents, Irving-Las Colinas’ crime rate is 45% lower than the national average and half of Texas’ crime rate. WalletHub

Colinas’ crime rate is 45% lower than the national average of 209 incidents per 100,000 residents, Irving-Las Colinas. Ranked in Top 10 Safest Large Cities. With a violent crime rate of 209 incidents per 100,000 residents, Irving-Las Colinas’ crime rate is 45% lower than the national average and half of Texas’ crime rate. WalletHub

Top 10 Cities to Relocate for Career Purposes. Criteria includes job opportunities, employment growth, starting salaries, unemployment rate, median annual income, commute time, and real estate affordability. listverse.com

Fastest-Growing Real Estate Market. Ranked #5 based on population and job growth and the length of time homes stay on the market. Aceable Agent

Best Place to Buy a House. Ranked #40 among 300 U.S. cities based on vacancy rate, share of newer homes, building permit activities, and health structure. WalletHub

Best Cities for Renters. Irving ranked #22 in the nation based on a comparison of income and housing costs. Forbes

Where Black Women Fare Best Economically. Irving ranked #11 among best U.S. cities for black women to flourish financially and tied for #14 with Nashville for Black income and homeownership. MoneyGeek, SmartAssets

Amplifying the Irving-Las Colinas Story

Like most businesses, IEDP adjusted its business practices due to COVID-19 restrictions that limited travel and in-person contact. As a result, marketing and social media became an increasingly important means of delivering the Irving-Las Colinas story to a national and worldwide audience. The Dallas Business Journal is a valued digital economic development partner. IEDP is the exclusive economic development sponsor of the DBJ Relocation Center, reaching an audience of about 3 million, and the DBJ Economic Develop Hub & Domestic Marketing Campaign, with a focus on specific Irving-Las Colinas business stories and why our city is a great place to grow a business. Business Facilities magazine and Site Selectors magazine featured full-page advertisements, advertorials, and one feature profile on why Irving is the “Headquarters of Headquarters in Texas” and should be your new home for your business.

COVID-19 Support and Recovery Activities for Irving-Las Colinas Small Businesses

Local COVID-19 Update. The IEDP hosted Zoom meetings with DFW Hospital Council CEO Steve Love to provide updated information on COVID-19 healthcare developments and resources available to businesses.

Dallas County Economic Recovery Advisory Committee. IEDP President & CEO Beth Bowman continued to serve on a Dallas County committee to provide feedback from Irving-Las Colinas businesses on COVID-19 business-industry issues.

North Texas Congressional Job Fair. We supported Congresswoman Beth Van Duyne in hosting a job fair with our partners at the City of Irving and the Irving Convention & Visitors Bureau on July 15 at the Irving Convention Center at Las Colinas. The event brought together nearly 300 businesses seeking to fill 10,000 job positions.

We have been open a little over a year, and Irving has welcomed us with open arms. I love it; shows the community support behind businesses.”

Mouyyad Abdulhadi
Owner, Pax & Beneficia Coffee
Return on Investment (ROI): Delivering Value and Results for Irving-Las Colinas

The IEDP is a public/private strategic collaboration of the Greater Irving-Las Colinas Chamber of Commerce, City of Irving, Irving Convention & Visitors Bureau, Las Colinas Association, and private business-industry investors. The Partnership exists to drive business growth, promote new capital investment, create high-quality jobs, and improve Irving-Las Colinas’ quality of life.

An independent analysis by Impact Data Source in Austin, Texas reports that in FY 2021, an investment of $2,172,305 produced 32 “wins” and generated an ROI of 104.6%. When combined with the $319,770 public investment in International Affairs/Sister Cities’ (IASC) funding, the ROI is 91.1%.

Over the last five years (FY2017-FY2021), economic development driven or produced by the IEDP has generated a total economic output of $2.85 billion for Irving-Las Colinas residents, further demonstrating the value and importance of long-term strategic, sustainable economic growth for Irving-Las Colinas.

IEDP Strategic Vision

IEDP’s long-range strategic plan, accepted by the Irving City Council in 2017, is to make Irving-Las Colinas a premier location for business relocation and expansion and to become America’s leading international business center. The plan targets industries that represent growth, stability, and support our existing business industry, including corporate headquarters, foreign-based corporations, software and information technology, finance and insurance, healthcare and laboratories, and professional services. The following represents the key initiatives and scope of work in that plan:

- Strengthen Irving’s business recruitment efforts through partnerships with existing local businesses and collaborate with our regional and state partners on economic development opportunities.
- Support and leverage Irving-Las Colinas’ hospitality and conference/event assets.
- Provide Irving-Las Colinas’ businesses with valuable support activities such as legislative advocacy, workforce talent development, creating network opportunities and profiling successful local companies.
- Build relationships with key influencers and introduce them to the Irving-Las Colinas story and our outstanding business and lifestyle amenities.
- Employ incentives to enhance Irving-Las Colinas’ competitive position in the relocation marketplace. Direct incentives to corporations that bring a strong ROI to our city.
- Create a dynamic local environment for entrepreneurship, innovation, and research & development activities by providing education, training, and networking opportunities for small businesses and entrepreneurs.
- Promote development of the Heritage Crossing District through marketing and enhancements.
- Facilitate networking, marketing, and social media & communication opportunities that support the economic development plan.
- Facilitate trade missions that attract investment from foreign businesses and support local businesses seeking entry into foreign markets.
Economic Development Advisory Council

The Economic Development Advisory Council is comprised of more than 100 private sector investors representing large, medium and small Irving-Las Colinas businesses, retailers, commercial and residential brokers, and civic leaders who are committed to expanding the city’s business recruitment and retention/expansion efforts and to promoting the city’s brand awareness in targeted markets and industries worldwide.

The Council advises the IEDP on strategies and incentive policies to maintain Irving-Las Colinas’ leadership and competitiveness in the U.S. and international marketplace.

What is Beyond Boundaries?
On June 1, 2020, the Chamber Board of Directors approved a five-year private sector fundraising initiative called Beyond Boundaries, with the goal of raising $1.5 million to support the City of Irving’s economic development efforts. Beyond Boundaries is managed by the Chamber’s 501(c)(3) Community Development Foundation with a separate Board of Directors. To date, the program has raised over $300,000 with more than 100 businesses participating. To learn more about joining the effort, contact us at economicdevelopment@irvingchamber.com.

As the largest competitive power generator in the U.S. and a leading provider of retail electricity, Vistra is proud to call Irving-Las Colinas our corporate home. That means doing our part to help achieve sustained, strategic growth of our hometown and all of its businesses. Irving-Las Colinas’ business industry is the largest revenue source for the city’s general operating fund. That’s why Vistra and all other members of the EDAC are actively engaged and, importantly, financially committed to supporting economic development. The EDAC’s purpose is to grow the private sector’s investment in economic development and advise on ways to deliver an outstanding Return on Investment for the Irving-Las Colinas business community and taxpayers. Irving-Las Colinas’ diversity is our strength, and we invite others to join us in this effort.”

Brad Watson
Committee Chair of the Economic Development Advisory Council, Senior Director of Community Affairs at Vistra.
Chairman Level

Allstate Insurance Company
Irving, TX
www.allstate.com

Embassy City Church
Irving, TX
www.embassycity.com

Flowserve Corporation
Irving, TX
www.flowserve.com

Kimberly-Clark Corporation
Irving, TX
www.kimberly-clark.com

Populus Financial Group
Irving, TX
www.populusfinancial.com

Verizon
Irving, TX
www.verizon.com

Citi
Irving, TX
www.citigroup.com

Exxon Mobil Corporation
Irving, TX
www.exxonmobil.com

HMS, Inc.
Irving, TX
www.hms.com

Mercury One, Inc.
Irving, TX
www.mercuryone.org

The Boeing Company
Dallas, TX
www.boeing.com

Williams Square Holdings
Dallas, TX
www.williamssquare.com

Clay Cooley Auto Group
Irving, TX
www.claycooley.com

Cottonwood Financial
Irving, TX
www.cashstore.com

HOLT CAT
Irving, TX
www.holtcat.com

Microsoft Corporation
Irving, TX
www.microsoft.com

Trend Micro
Irving, TX
www.trendmicro.com
### President Level

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### Partner Level

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<td>AlphaGraphics Irving-Las Colinas</td>
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<td>Argus IT Services</td>
<td>Grand Prairie, TX</td>
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<td>Fluor Corporation</td>
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Four Seasons Resort & Club
Dallas at Las Colinas
Irving, TX
www.fourseasons.com/dallas

Fresenius Medical Care
Irving, TX
www.fmcna.com

Frito-Lay, Inc.
Plano, TX
www.FritoLay.com

GridLiance
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Hill North America
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www.us.hilli.com

Humana, Inc.
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Hyosung Americas
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www.hyosungamericas.com

Irving Mall
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www.shopirvingmall.com

EF Johnson Technologies, Inc.
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www.efjohnson.com

Live Nation
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www.livenation.com

KDC Real Estate Development and Investment
Dallas, TX
www.kdc.com

Koa Partners
Irving, TX
www.koapartners.com

Koenig & Bauer US
Dallas, TX
www.kba.com

Las Colinas Association
Irving, TX
www.lascolinas.org

Las Colinas Country Club
Irving, TX
www.lascolinascc.com

Leadership Worth Following
Irving, TX
www.worthyleadership.com

Lehigh Hanson
Irving, TX
www.lehighhanson.com

Medical City Las Colinas
Irving, TX
www.medicalcitylascolinas.com

MMC Group
Irving, TX
www.mmcgrp.com

NCH Corporation
Irving, TX
www.nch.com

Neighborly
Irving, TX
www.neighborly.com

NEXCO Highway Solutions of America Inc.
Irving, TX
www.cnexco.com

Owens Corning
Irving, TX
www.owenscorning.com

Plastronics Socket Co. Inc.
Irving, TX
www.plastronics.com

Preeminent Technology LLC
Richardson, TX
www.pmtt.us

PriceSenz LLC
Irving, TX
wwwpricesenz.com

QTS
Irving, TX
www.qtsdatacenters.com

Rapid City Healthcare
Irving, TX
www.rapidcitycare.com

Reliant, an NRG company
Plano, TX
www.reliant.com

Robert D. Martinez, PLLC
Fort Worth, TX
rmartinez@bsjpc.us

Swift Pace Solutions
Irving, TX
www.spsolinc.com

TCI Texas Insurance
Irving, TX
www.tciqv.com

Texas Center for Proton Therapy
Irving, TX
www.texascenterforprotontherapy.com

The Alliance
Irving, TX
www.theallianceirving.org

The Parking Spot
Irving, TX
www.theparkingspot.com

TitleMax
Irving, TX
www.titlemax.com

Toyota of Irving
Irving, TX
www.toyotaofirving.com

TPx Communications
Richardson, TX
www.tpx.com

Truist
Dallas, TX
www.bbt.com

UMB Bank
Dallas, TX
www.umb.com

Universal Technical Institute
Irving, TX
www.uti.edu

University of North Texas
Denton, TX
www.unt.edu

Veritex Community Bank
Dallas, TX
www.veritexbank.com

Walmart #2649
Irving, TX
www.walmart.com

Walmart #880
Irving, TX
www.walmart.com

Whitlock Building Services, LLC
Grapevine, TX
www.whitlockservices.com

Woodforest Commercial Banking
Dallas, TX
www.woodforest.com