



TAKING CARE OF BUSINESS SINCE 1932
IRVING - LAS COLINAS
CHAMBER OF COMMERCE

2022 **ANNUAL REPORT**

'58

**CHAMBER
CELEBRATE
50 YEARS
JULY 27**

'17

'66

'19

'22

'73

'74

'32

'34

In 1958 the **Irving Chamber** moved into their new office, located on top of Christy's furniture store on Irving Blvd. In 1964 the Irving Chamber is accredited by the US Chamber.

'58 / '64

Braniff Memorial Tower at the University of Dallas was completed in 1966. It stands tall at 188' and houses four bronze bells.

'66

Pioneer Natural Resources moved into the newly-constructed headquarters within the Hidden Ridge Development.

'19

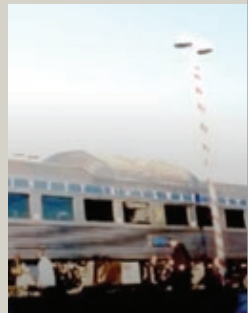
'84

An African wildlife artist, Robert Glen, was commissioned to create a larger-than-life sculpture of a group of wild mustangs. **The Mustangs of Las Colinas** was finished and dedicated on September 25, 1984.

A RETROSPECT



Ninety years of taking care of business!



A RETROSPECT



This year, the Greater Irving-Las Colinas Chamber of Commerce is celebrating nine decades. Nine decades of driving economic growth, advocating for business interests, supporting our educators and the workforce, and convening business-industry, to drive results. While we've always been open for business, this year brought us back to in-person programs and meetings. As we enter our final year of the Chamber's 5-year strategic plan – *Powering Progress*, we look back at FY 2021-2022 with noteworthy successes and significant strides in all areas.



Creating an environment
where partners and
investors are committed
to making an **IMPACT.**

Fostering a continuous
pipeline of talent,
championing diversity,
equity and inclusion to
ensure we attract and
retain our region's top
asset – our **PEOPLE.**

Serving as the trusted
advisor for business and
POSITION Irving-Las
Colinas as a premier
business address by
amplifying our story.

Promoting our **PLACE**
as the Headquarters of
Headquarters, growing
Irving-Las Colinas'
economic base, and
competing globally.

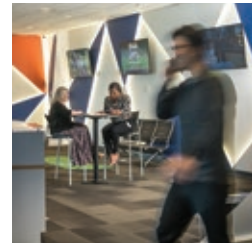
PEOPLE



Diverse, Equitable & Inclusive Workforce



PEOPLE



P eople are at the center of everything we do. With a thoughtful and intentional focus on diversity, equity and inclusion we are supporting our businesses and their workforce needs.

We continue our partnership with Bridging the Talent Gap (BTTG) and The Graduate! Network to identify high-demand skills and workforce shortages in the community. This year, our State of Education program expanded to include our higher education leaders from the University of Dallas, Dallas College North Lake and Universal Technical Institute as well the Superintendents from the three school districts represented in Irving, Carrollton-Farmers Branch and Coppell ISDs.



This educational program focused on cradle to college, career and/or military readiness and allowed for strategic collaboration and conversations with business industry in developing the talent.

Our Leadership Irving-Las Colinas program returned in-person, adding eight graduates to its alumni network of 660. The second cohort of DEI Fellows wrapped up their year. The Fellows, identified through an application



process, are leaders in the Irving-Las Colinas community. Serving one year as ex-officio on the Chamber's Board of Directors and completing Board and DEI trainings, they are encouraged to take part in other community leadership opportunities including City Boards and Commissions.

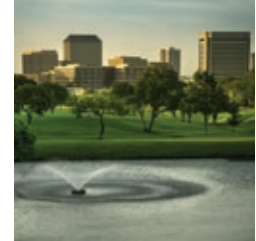




Economic Development / International Affairs & Sister Cities / Small Business Services



PLACE | ECONOMIC DEVELOPMENT



Our businesses used this fiscal year to capitalize on growth and make key real estate investment decisions in Irving-Las Colinas. The Irving Economic Development Partnership (IEDP),* led and managed by the Greater Irving-Las Colinas Chamber of Commerce, secured a 188.7% return on our city's public investment into economic development. We ended the year with 45 recruitment, retention, and expansion wins – 14 of which were corporate headquarters, including 2 new *Fortune 500* global headquarters. It's why Irving-Las Colinas is the Headquarters of Headquarters in Texas. This growth brought 5,856 job opportunities for residents and generated \$561.4 million in capital investment resulting in the occupancy of nearly 3.1 million square feet of commercial space.

* The Irving Economic Development Partnership 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 fuel business growth, promote new capital investment, create high-quality jobs and improve Irving-Las Colinas' quality of life.

While we continue to monitor trends in the changing workplace, we're certain that Irving-Las Colinas will continue to make the short lists of businesses and companies evaluating their real estate and office needs due to our location, amenities and 5-star customer service.

IEDP | FY 2021-22 AT A GLANCE



IRVING ECONOMIC
DEVELOPMENT
PARTNERSHIP
ENDED FY 2022 WITH

45

RECRUITMENT, RETENTION & EXPANSION

WINS

14
CORPORATE
HQ'S

2
FORTUNE 1000
GLOBAL HQ'S



\$252 = **1 JOB**
 IN PUBLIC ECONOMIC
 DEVELOPMENT FUNDING
 CREATED IN
 IRVING-LAS COLINAS

45 = **\$11.54**
 ECONOMIC DEVELOPMENT
 WINS IN FY 2021-22
 SAVED IN TAXES ANNUALLY
 BY THE AVERAGE HOUSEHOLD

188.7 **ROI**
 ON THE CITY'S PUBLIC
 INVESTMENT INTO
 ECONOMIC DEVELOPMENT

FY2021-22 RETENTION/EXPANSION WINS

COMPANY	SQUARE FOOTAGE	INVESTMENT
QTS		\$ 40,000,000
Swift Pace Solutions ¹	10,000	\$ 600,000
CHC Helicopters ¹	12,000	\$ 693,000
Cysiv ¹	5,000	\$ 500,000
Caris Life Sciences	37,000	\$ 1,500,000
University of St. Augustine for Health Sciences, LLC	75,000	\$ 6,700,000
Pei Wei (Headquarters) ¹	10,693	\$ 223,000
Lehigh Hanson ¹	211,109	\$ 500,000
Uncle Julio's (Headquarters) ¹	10,108	\$ 100,000
EYM Group, Inc. (Corporate Offices) ¹	18,500	\$ 1,000,000
WorkSuites	36,000	\$ 2,000,000
Liquid Environmental Solutions Corporation	39,528	\$ 1,500,000
Cashcall, Inc.	39,846	\$ 0 ⁵
CVS Caremark	176,981	\$ 0 ⁵
TOTAL WINS	3,175,012	\$ 561,408,935

¹Corporate Headquarters ²International Company ³Local Incentives ⁴State Incentives ⁵Renewal Win, no additional investment

FY2021-22 RECRUITMENT WINS

COMPANY	NEW JOBS	SQUARE FOOTAGE
EWave USA, LLC, Garner Development Services-Parent ¹	10	10,000
Gordon Ramsay North America ¹	25	2,457
USTOShop -International Win ^{1,2}	10	12,900
ITO EN - International Win ²	50	10,000
UNIFRAX (Alkagen) ¹	200	80,000
ID3 Partners, LLC	0	120,900
N2 Companies	40	37,264
Claudia Elaine LLC-International-Korea	6	24,178
Builders FirstSource ¹	150	54,614
Caterpillar Global Headquarters ^{1,2}	230	81,509
TxOne-International -Taiwan	1	5,000
CAE - Varispace	35	16,000
Albertsons ³	110	33,798
Life Time	30	108,000
Fluid Life ¹	12	13,500
The Mustang	20	591,557
Wells Fargo ^{3,4}	4,000	800,000
Teksystems	90	27,041
Solidifi	12	13,334
Acqueon Technologies	6	4,493
Green Acres Nursery Supply	110	143,023
Lereta	125	53,595
GUNMAG Warehouse	100	59,300
Reserve AM	73	39,000
Resolve Capital	23	2,300
Fitness Center Las Colinas	36	5,965
Tulsa Welding School	48	44,183
Attorney Thomas J Henry	200	27,658
Intelliloan, Inc.	31	4,678
Signature Biologics, LLC	37	36,000
BSI Financial	29	31,000
TOTAL WINS	5,856	3,175,012

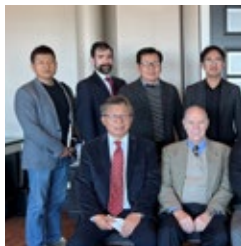
¹Corporate Headquarters ²International Company ³Local Incentives ⁴State Incentives

PLACE | INTERNATIONAL AFFAIRS & SISTER CITIES



The International Affairs & Sister Cities (IASC) team resumed outbound international travel for the first time since the onset of the global health pandemic. This allowed the team the opportunity to leverage and expand our existing relationships with Irving's 160 foreign-based companies.

We were invited by the U.S.-Panama Business Council to represent both the City of Irving and the Chamber during the Texas-Panama Transportation Trade Mission to Panama City, Panama. During the mission, the team had an opportunity to meet with key government officials and tour the Panama Canal and Tocumen Airport industrial free trade zone.



We hosted two trade delegations from Mexico to North Texas as well as an investment summit and welcomed many ambassadors and trade delegations including Colombia, Qatar, Bulgaria, and the Consul General of Ukraine.

The IASC team continues to provide protocol services and serve as a liaison to Irving's six Sister Cities. Our current Sister Cities relationships include Boulogne-Billancourt, France; Darkhan, Mongolia; Espoo, Finland; Leon, Mexico; Marino, Italy; and Merton, England. The Sister Cities program has been critical as we work to develop relationships to aid our business community's expansion into other global markets.



PLACE | SMALL BUSINESS SERVICES



We continued to build on our small business support and programming opportunities. In 2022, our small business outreach included nearly 3,000 contacts through educational events, business development and one-on-one personal visits.

We hosted more than 20 ribbon cuttings for new businesses opening doors in our community.

Our 3rd Annual Small Business Blitz was another successful initiative recruiting dozens of volunteers, elected officials and community stakeholders to visit more than 1,000 of Irving-Las Colinas' businesses. It's a check-in to ensure the businesses feel welcomed and know of the resources available to them to aid in their success. This Chamber program has been nationally recognized by the International Economic Development Council (IEDC).



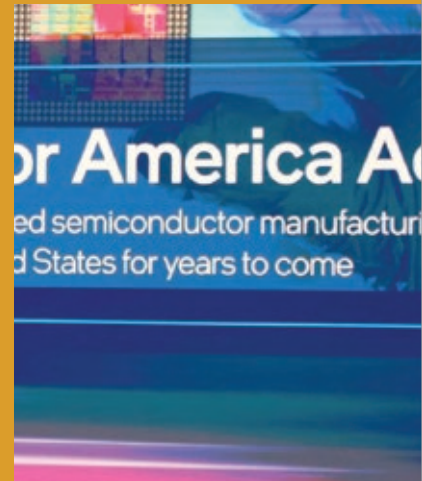
In celebration of National Small Business Week, the team hosted its Small Business Resource Fair. Vendors included the Small Business Administration, Workforce Solutions Greater Dallas, Women's Business Council – Southwest, Dallas College North Lake, City of Irving among others. More than 100 small business owners and entrepreneurs took advantage of the Fair to learn how the various organizations in Irving-Las Colinas can support their efforts including marketing opportunities, training opportunities and discounted vendor services.

We continue to provide administrative support for SCORE, the U.S. Small Business Administration's volunteer consulting program for start-ups and entrepreneurs, which has helped more than 300 entrepreneurs this year.





Advocacy



POSITION | ADVOCACY



The Irving-Las Colinas Chamber is the trusted voice, advocate and advisor to business-industry.

Our efforts are focused locally, regionally, and federally. This year, we took a delegation of business leaders to Washington D.C. to advance the business communities' legislative priorities. The group promoted Irving-Las Colinas' pro-business agenda, visiting with seven Congressional members to advocate for the Creating Helpful Incentives for the Production of Semiconductors (CHIPS) for America Act, lower corporate taxes, transportation and infrastructure funding and childcare legislation to support our workforce.



The Chamber continues to promote voter engagement through its Political Action Committee, the Committee to Inform Voters on Business Issues (CIVBI PAC). VoteForIrving.com is a non-partisan, non-endorsing source of voter information. The site connects voters with candidates running in local and state elections with the goal to increase voter awareness and turnout in races that directly impact our community. This year, we engaged nearly a dozen candidates running in the Irving City Council and Irving Independent School District Board of Trustee races. This website continues to see significant traction during voting periods.





Your Investment at Work



IMPACT | YOUR INVESTMENT AT WORK

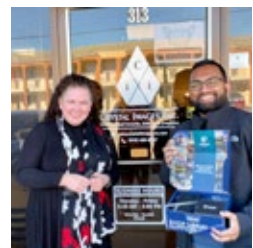


Your Chamber and its 5-star team of professionals is committed to supporting our member-investors and driving economic development in our community. Through convening businesses, engagement opportunities, and one-on-one visits we are delivering value to our member-investors. Our success can be seen in our 86% retention rate.

Our Signature Programs brought together more than 2,000 attendees and another 800 attendees took part in various virtual, educational programs and trainings throughout the year. We're a place for conversations online. Our social media audience is 120,000 strong on Facebook, Twitter and LinkedIn.

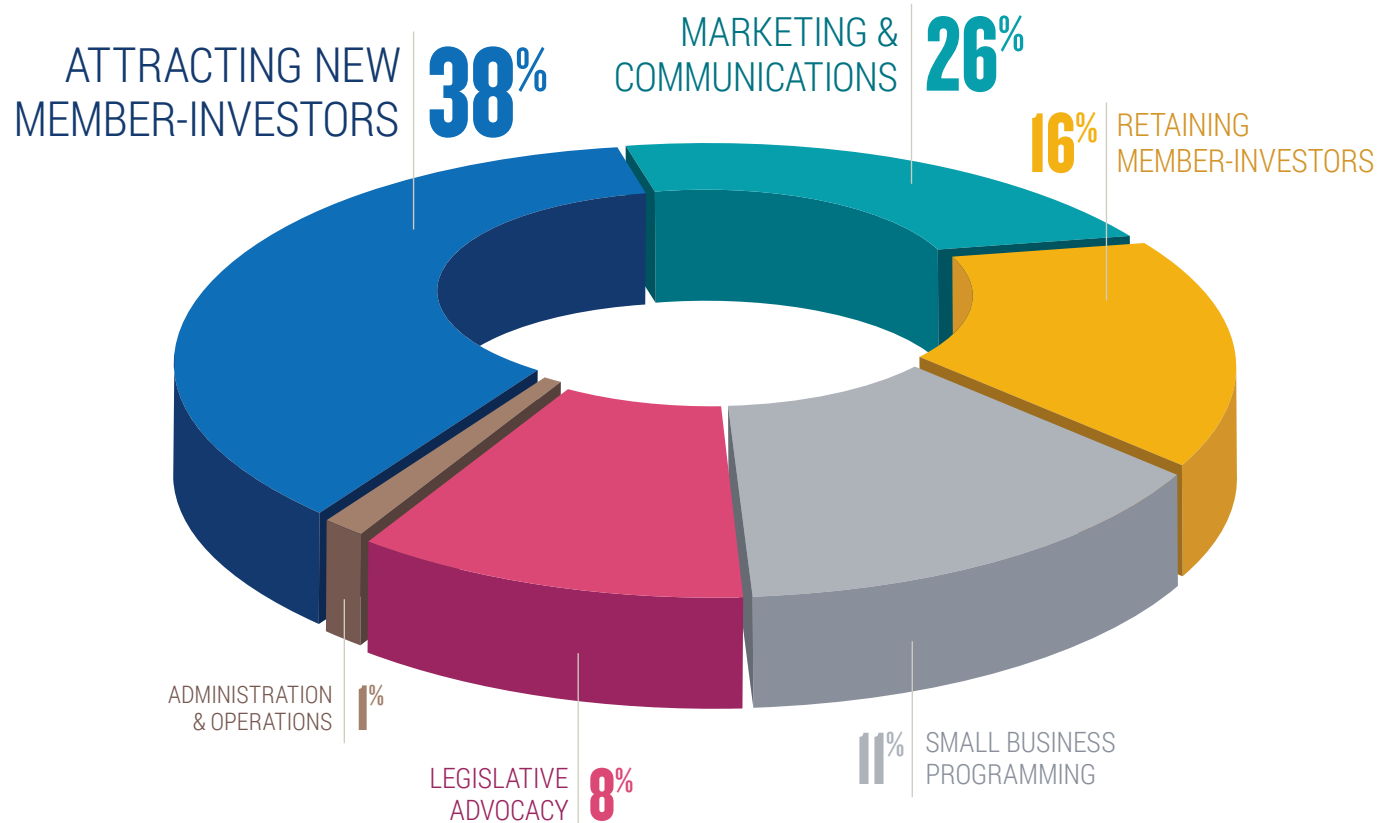
Our team of 5-star leaders is staying relevant and learning new ways to make your Chamber membership even more valuable. Through benchmarking and connectivity with our peers around the country, the team completed 367 hours of professional development training.

FY 2021-2022 was an extremely productive year. We look forward to a successful FY 2022-2023 as we wrap up *Powering Progress* for our businesses, our industry and our community while embarking on a new set of strategic initiatives and goals for the future.

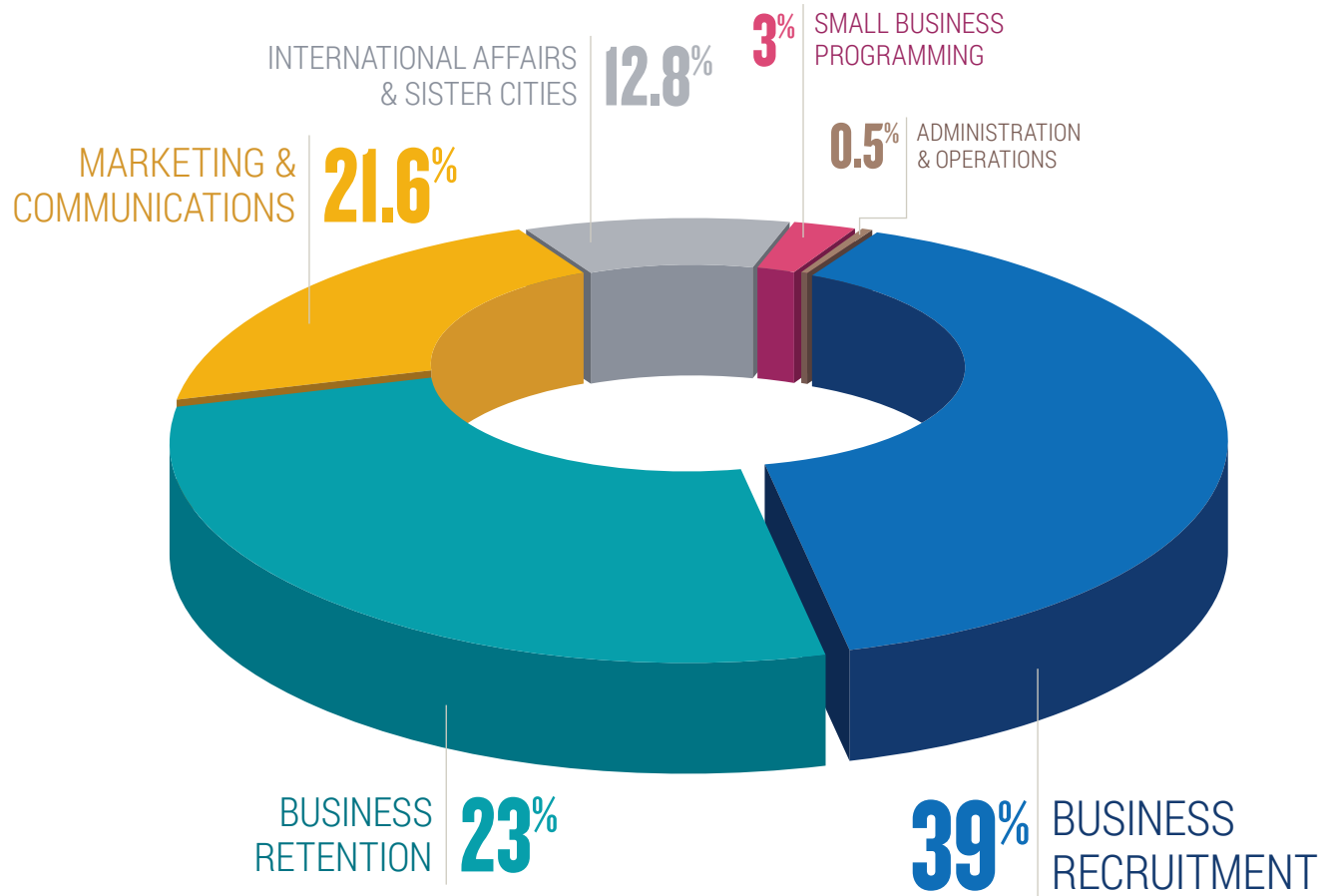


GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

\$3,786,922
TOTAL BUDGET



IRVING ECONOMIC DEVELOPMENT PARTNERSHIP



CHAMBER MEMBER-INVESTOR OPPORTUNITIES



At your 5-Star Greater Irving-Las Colinas Chamber of Commerce, our member-investors drive our success. More than 2,000 member-investors, representing 220,000 employees, are committed to contributing to our vibrant organization and community. Together, we are *Powering Progress* through:

PEOPLE

Education &
Workforce Growth

Rebuild the workforce, create a pipeline of talent, champion a culture of inclusion

PLACE

Economic Development,
International Affairs &
Small Business Services

Recruit, retain and expand business industry in Irving-Las Colinas

POSITION

Advocacy

Lead advocacy for pro-business policy at all levels of government

IMPACT

Leadership Excellence

Cultivate Five-Star leaders and maintain operational excellence

'32

A representative group of 35 business men met and put the plans in motion to create what came to be known as the **Irving Chamber of Commerce**.

Las Colinas – a 12,000-acre master-planned community in Irving, Texas – was founded by Ben H. Carpenter in 1973.

'73

Construction of the 400,000-sq-ft new headquarters of **CHRISTUS Health** is underway in Las Colinas. It is set to be completed in the Summer of 2023. It is the first high-rise constructed in Las Colinas Urban Center since the 1980s.

'22

'17

Toyota Music Factory, an entertainment complex located in Las Colinas, opened its doors in 2017. The complex consists of 210,000 sq.ft. of food and retail space, and an 8,000-seat amphitheater.



GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

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