

Irving-Las Colinas Chamber of Commerce

Annual Report

2023



IRVING - LAS COLINAS
CHAMBER OF COMMERCE



Irving-Las Colinas: *Powering Progress* For You. Through You. With You.



A RETROSPECT



Reflecting on FY 2022-2023, it's been a year of **transition** – from three years of a global pandemic to a return to normalcy, from in-office workplaces to hybrid and remote workplace environments, to the acceptance and inclusion of AI, to name a few of the remarkable transformational developments. We're all finding it necessary to work faster, smarter, and more strategically, often with fewer resources.

It's the Chamber's mission to support our member-investors through these challenges with access to resources, programs, and opportunities that help grow and sustain your business, and to partner with the city to create a place that you, its residents, workers, and employers, are proud to call home. It's been a good year for the Chamber, and we're pleased to present highlights from this past fiscal year through this report.

PEOPLE

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.

PLACE

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

POSITION



Serving Our Businesses and Their Workforce Needs



PEOPLE



Our member-investors represent nearly 250,000 workers; therefore, Chamber programs that foster diversity, equity and inclusion, education and training, and leadership have great value in making Irving-Las Colinas a great home for your business and workers.

The Chamber's DEI Fellowship program is a pioneering platform for emerging leaders from under-represented backgrounds to experience commerce through mentorship, professional development and community project work. With six alumni to date, these Fellows serve one year in an ex-officio capacity on the Chamber's Board of Directors and are encouraged to assume community and civic leadership opportunities.

The Leadership Irving-Las Colinas program continues to be a popular program for identifying and encouraging promising talent in the business world to assume leadership roles in nonprofits and community organizations and business. In FY 2022-2023, the Chamber had 11 graduates.

The North Texas Job Fair was hosted by the Honorable Congresswoman Beth Van Duyne, Chairman of the House Small Business Committee Roger Williams and Congressman Marc Veasey and sponsored by the Chamber. The event featured 350 companies offering 15,000 job openings.

The Chamber is working to foster relationships between local businesses and the next generation of talent by participating in Irving ISD's Career Fair, as well as collaboration with our partners at Dallas College, North Lake Campus, on workforce development training grants.

The HR Alliance is a trailblazing Human Resource (HR) consortium with a mission to advance HR practices and address business needs with creative workforce solutions. The Irving Economic Development Partnership hosts this program quarterly.



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



PLACE | ECONOMIC DEVELOPMENT



What is the Irving Economic Development Partnership? For 23 years the Irving-Las Colinas Chamber of Commerce has delivered economic development and marketing services through a fee-for-services contract with the City of Irving. This entity, known as the Irving Economic Development Partnership (IEDP), is a public/private collaboration managed by the Chamber of Commerce, comprised of the City of Irving, Irving-Las Colinas Chamber of Commerce, Irving Convention and Visitors Bureau, Las Colinas Association, and private business-industry investors. The Partnership’s mission is to recruit and retain businesses to Irving-Las Colinas giving citizens, workers and businesses access to good-paying jobs, smart and sustainable growth, an enviable lifestyle and, a variety of amenities, all while keeping our tax rate among one of the lowest per capita in Texas.

What were the results? In FY 2022-2023, Irving-Las Colinas successfully recruited and retained 57 corporate “wins” that created \$190 million in capital investment, 4,700 new and retained jobs, over 2.2 million square feet in commercial space, and 17 corporate headquarters. The rate of return on the public’s investment (ROI)

of \$2,422,305 was 67%. When including the public's investment of \$380,300 for its International Affairs/Sister Cities program, the ROI was 58%. The City of Irving and its residents will continue to benefit from these "wins" for years to come in direct and indirect jobs, economic output, worker earnings, and additional sales and property taxes for the City of Irving, as well as for Dallas County, our local public school districts, and Dallas College.



What is the private sector component of IEDP? Ninety of our business leaders made private donations to assist in funding economic development by investing nearly \$325,000 into our economic development program. These private funds allowed us to be more active in the recruitment process as well as support for our business retention program and other innovative programs such as our Small Business Blitz.

Launching a new Economic Development strategy. This year the IEDP will roll out a refreshed economic development strategic plan for Irving to identify promising industries, targeted geographic regions, and international opportunities for our local businesses and community. The outreach includes trade missions and strategic marketing opportunities to continue the momentum that has given Irving-Las Colinas the enviable reputation as the Headquarters of Headquarters in Texas.

IEDP | FY 2022-2023 AT A GLANCE



13 CORPORATE HQ'S

\$519 IN PUBLIC ECONOMIC DEVELOPMENT FUNDING = **1 JOB** CREATED IN IRVING-LAS COLINAS

57 ECONOMIC DEVELOPMENT "WINS" IN FY 2022-2023 = **\$12.29** SAVED IN TAXES ANNUALLY BY THE AVERAGE HOUSEHOLD

IRVING ECONOMIC DEVELOPMENT PARTNERSHIP ENDED FY 2022-2023 WITH

57

RECRUITMENT, RETENTION & EXPANSION "WINS"

67% ROI ON THE CITY'S PUBLIC INVESTMENT INTO ECONOMIC DEVELOPMENT

FY 2022-2023 RECRUITMENT "WINS"

COMPANY	CAPITAL INVESTMENT	SQUARE FOOTAGE
Ability CONNECTION Texas ¹	\$ 400,000	29,058
Alacrity Solutions	\$ 3,435,520	39,040
American Vending Sales, Inc.	\$ 897,600	10,200
Applied Digital (HQ2) ¹	\$ 300,000	23,000
Athos Group	\$ 150,000	2,707
Bank of Montreal	\$ 1,430,000	13,000
Bradford Commercial Real Estate Services	\$ 2,172,300	13,000
Cacique USA ¹	\$ 3,760,680	34,188
Cook Children's Healthcare System	\$ 130,717	5,005
Common Desk	\$ 4,700,000	44,000
ECO: A Covenant Order of Evangelical Presbyterians ¹	\$ 320,000	7,814
Flatiron	\$ 745,000	12,412
Frost Las Colinas Financial Center	\$ 7,000,000	6,663
Hampton Inn	\$ 7,360,200	62,000
Hampton Inn at DFW Airport	\$ 10,000,000	97,645
Kelly-Moore Paints ¹	\$ 1,000,000	15,000
Körber ^{1 2}	\$ 10,000,000	75,000
Kuehne+Nagel ²	\$ 44,503,910	404,581
Lawn & Garden, LLC ¹	\$ 363,095	11,409
Liberty Demolition Headquarters ¹	\$ 1,500,000	22,000
Little Spurs Pediatric Urgent Care	\$ 500,000	4,500
McCorvey Sheet Metal	\$ 5,100,000	26,450
Mirrella Tile (HQ & Showroom) ¹	\$ 2,000,000	26,200
Novel Office	\$ 110,000	2,658
Prenuvo	\$ 1,106,870	66,624
Restore Masters Contracting, LLC ¹	\$ 730,000	8,301
Slesha, LLC	\$ 422,400	4,800
Sunshine Recycling	\$ 500,000	2,791
Texas Tech University	\$ 375,000	27,048
The Lee Company	\$ 290,742	1,885
Total Office Solutions (National HQ) ¹	\$ 7,600,000	326,864
Thomas J. Irons, PC	\$ 150,000	5,800
Trax Technologies ²	\$ 287,000	5,858
Vituity	\$ 980,000	8,838
VOZ Media Studio	\$ 2,000,000	17,000
TOTAL "WINS"	\$122,321,034	1,463,399

¹Corporate Headquarters ²International Company

FY 2022-2023 RETENTION/EXPANSION "WINS"

COMPANY	CAPITAL INVESTMENT	SQUARE FOOTAGE
Antech Diagnostics	\$ 1,053,580	9,578
Classic Leasing	\$ 7,400,000	16,219
Cooper Lighting, LLC ³	\$ 0	75,063
Credit Union of Texas	\$ 900,000	3,323
Enterprise Holdings, Inc.	\$ 260,000	27,232
FleetPride ¹	\$ 110,000	71,000
HOLT CAT Irving	\$ 6,850,000	7,719
HOLT CAT Las Colinas	\$ 1,500,000	18,709
Insight Quality Services ¹	\$ 100,000	689
Javelin Energy	\$ 4,657,893	26,004
Javelin Energy ¹	\$ 70,000	49,029
Kimley-Horn	\$ 2,200,000	25,767
Kyocera	\$ 400,000	18,400
Merition-Texas AirSystems	\$ 8,595,880	103,546
Northwestern Mutual-Las Colinas	\$ 300,000	4,996
Option Care Health	\$ 3,042,000	34,574
Shiftkey	\$ 457,000	6,166
Sojourn Group, LLC	\$ 2,100,000	24,000
The Michaels Companies, Inc. ¹	\$ 27,000,000	120,000
The Neiman Marcus Group ³	\$ 0	55,000
The Neiman Marcus IT Operations Center	\$ 650,000	20,800
Trivantage	\$ 0	19,440
TOTAL "WINS"	\$67,646,353	737,254

¹Corporate Headquarters ²International Company ³Renewal "Win," no additional investment

What is IASC? The Irving International Affairs/Sister Cities (IASC) program is managed by the Irving-Las Colinas Chamber of Commerce through a fee-for-services contract with the City of Irving. IASC's mission is to support Irving-Las Colinas' economic development and enhance its international reputation as the city for global businesses seeking a "local address with global access."

What does IASC do? In an exceptionally busy year, IASC welcomed trade delegations, diplomatic and foreign government leaders to the city. Additionally, the Irving International Trade Development and Assistance Center saw a significant increase in high level out-bound trade focused events, in-bound missions and matchmaking sessions for local businesses seeking to expand their market internationally.



IASC provides protocol services for the city and hosts popular cultural celebrations such as Cinco de Mayo and Bastille Day on the Mandalay Canal in Irving's Las Colinas Urban Center. IASC also co-hosted *The Texas Triangle: A Trade Mission from Panama* and the *TX-EU Business Summit*.

IASC promotes Sister Cities relationships with Boulogne-Billancourt, France; Darkhan, Mongolia; Espoo, Finland; Leon, Mexico; Marino, Italy, and London Borough of Merton, England.

The more than 8,500 small businesses in Irving-Las Colinas are vital to our community's prosperity. They are our greatest creators of jobs, quality products, and services. The Chamber creates outreach, educational programs, resources, and business development opportunities to help grow their small businesses.

The Annual Blitz. This year the Chamber delivered on its 5th Annual Small Business Blitz, recruiting dozens of volunteers, elected officials, and stakeholders to personally visit 1,000 local small businesses for the purpose of thanking them for choosing to have their business in our city, and deliver resource boxes to aid in their business success.

SCORE. The Chamber also hosts monthly and quarterly business networking opportunities and low-cost training opportunities, as well as SCORE Counseling, a U.S. Small Business Administration's volunteer consulting program for developing entrepreneurs and start-up enterprises.

The Chamber provided networking and educational opportunities to 3,205 small businesses this year.



Advocacy



POSITION | PUBLIC POLICY ADVOCACY



Advocacy. The Chamber monitors local, state and federal regulations and legislative activity, and advocates on behalf of businesses of all sizes and industry. This year the Chamber hosted a Legislative Send-Off and Irving Day in Austin for our member-investors to personally advance their priorities during the 88th Texas Legislature. The Chamber advocated for the largest property tax cut in Texas history, a balanced energy strategy, and economic development tools and resources to keep Texas competitive.

The Chamber is involved with the Regional Chamber Coalition with our partners at the North Texas Commission (NTC) and co-led on issues in the Economic Development area. The Chamber educated voters through its VoteForIrving.com website on how to register to vote, when elections occur, and information on candidates running for local, state, and school district elections. At the federal level, in partnership with the U.S. Chamber of Commerce, we participated in Congressional Roundtables and Congressional Town Halls.

CIVBI. The Chamber supports the Committee to Inform Voters on Business Issues (CIVBI), a Texas General Purpose Political Action Committee (GPAC) and 501(c)(3). CIVBI was created to foster good government and enhance the economic well-being of the Irving community and its citizens. CIVBI is not affiliated with any political party and only supports issues and does not endorse candidates.



Your Investment at Work



IMPACT | YOUR INVESTMENT AT WORK

Your 5-Star Chamber is committed to delivering value to its member-investors and serving the needs of Irving-Las Colinas' large, diverse business community, its workers and its citizens.

Our Signature Programs included:

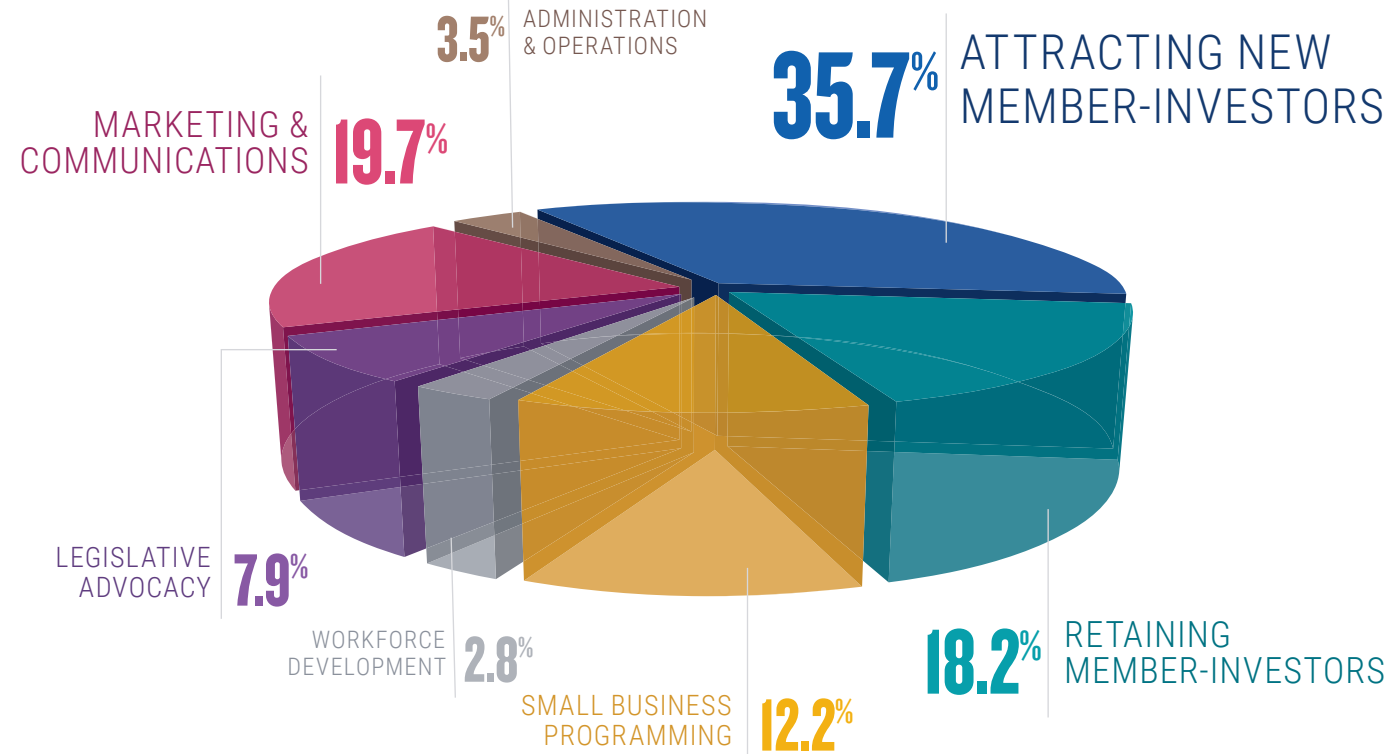
- Greater Irving-Las Colinas Chamber Annual Meeting
- 88th Legislative Send Off
- State of the City with Mayor Rick Stopfer
- State of the County with Dallas County Judge Clay Jenkins
- Back-To-School Luncheon
- Best in Irving Awards

The total outreach for these programs exceeded 2,000 attendees and 3,200 more participated in educational programs, networking, and trainings. Our marketing and social media has been strategically targeted to engage our local and global audiences in telling the Irving-Las Colinas success story. We successfully wrapped-up our **Powering Progress** Strategic Plan and look forward to **Forging Our Future** over the coming five years as we strategically **Lead Economic Vitality** through investing in Irving-Las Colinas' diverse businesses and workforce; make a **Positive Member Impact** by positioning our members for stability, growth and viability; and **Advocate for Business** by maintaining Irving's advantages as a business-friendly community. We thank our member-investors for engaging in the Irving-Las Colinas community and invite all our businesses that call Irving home to join us in Forging Irving's Future TOGETHER.

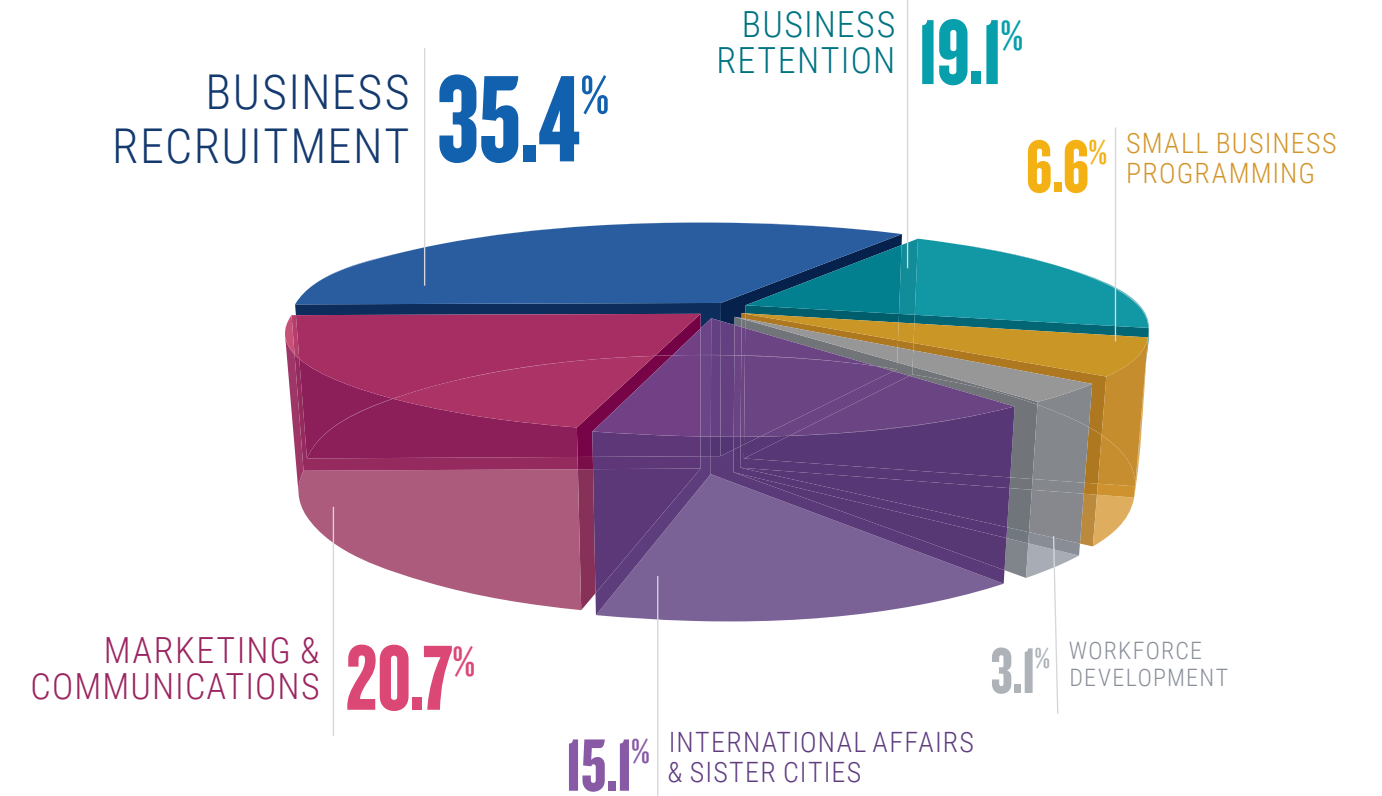


GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

\$4,248,236
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. Our member investors and their 225,000 employees are committed to contributing to our vibrant organization and community. Together, we have powered 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

2023-2028 Strategic Plan: Forging Our Future

The Chamber is excited to announce our 2023-2028 Strategic Plan: *Forging Our Future*. There are three pillars that support this initiative: **Lead Economic Vitality / Positive Member Impact / Advocate for Business.**

We invite all of our businesses in Irving-Las Colinas to choose to be engaged in *Forging Our Future* right here at home in Irving, Texas.

Lead Economic Vitality / Invest in Irving Las Colinas' diverse business and inclusive workforce.

OBJECTIVE A

Maintain and grow the commercial tax base in Irving-Las Colinas.

STRATEGIES

- ★ Serve as the conduit between business industry and local government.
- ★ Advocate for business industry and local infrastructure investments.

OBJECTIVE B

Increase workforce opportunities for the Irving-Las Colinas community.

STRATEGIES

- ★ Amplify education and workforce development initiatives.
- ★ Expand development opportunities to address employer needs.
- ★ Collaborate with the Greater Dallas Workforce Solutions, community college, and universities.

OBJECTIVE C

Be the international choice for business location and investment.

STRATEGIES

- ★ Selectively engage and expand our international partnerships to lead, represent, and promote Irving-Las Colinas through trade missions with target markets.
- ★ Grow strategic, foreign direct investments.

Positive Member Impact / Position our members for stability, growth, and viability.

OBJECTIVE A

Sustain inclusive membership growth.

STRATEGIES

- ★ Intentional recruitment and engagement for higher retention.
- ★ Maintain and showcase the diverse business community in Irving-Las Colinas.

OBJECTIVE B

Curate diverse and purposeful programming for meaningful engagement.

STRATEGIES

- ★ Drive small business initiatives through education, connection, and collaboration.
- ★ Partner with other organizations to engage diverse audiences and leverage resources.

OBJECTIVE C

Be the Inclusive Chamber.

STRATEGIES

- ★ Provide access to Diversity, Equity, and Inclusion resources for businesses.
- ★ Invest in multi generational leadership development opportunities.

Advocate for Business / Maintain Irving, Texas' advantage as a business-friendly community.

OBJECTIVE A

Be the trusted business industry advocate for Irving-Las Colinas.

STRATEGIES

- ★ Engage site leadership and their employees to educate them on issues that affect them.
- ★ Act as the liaison between business and policymakers.
- ★ Provide members access to elected officials and industry clusters to influence legislative outcomes.

OBJECTIVE B

Increase PAC funding.

STRATEGIES

- ★ Educate members on the purpose of the PAC and encourage them to invest.
- ★ Work with partners at state and federal level to identify emerging issues that impact Irving-Las Colinas' target industries.

OBJECTIVE C

Increase voter turnout.

STRATEGIES

- ★ Leverage social media and digital marketing to create awareness of elections and how to vote.
- ★ Partner with other organizations to educate the community on issues.



IRVING - LAS COLINAS
CHAMBER OF COMMERCE

GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

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