



Forging Our Future



A NEW CHAPTER

For 92 years, the 5-Star Irving-Las Colinas Chamber of Commerce has been a pillar of business advocacy, growth, and economic vitality in our community. With a diverse landscape that includes over 8,500 small businesses, nine Fortune 500 companies, three Fortune 1000 companies, and nearly 150 foreign-owned firms, Irving-Las Colinas has become a globally recognized economic hub. Our Chamber serves as the voice of these businesses, advocating at local, state, and federal levels to promote policies that support their growth. Launching our new, Board-approved five-year Strategic Plan—*Forging Our Future*—builds on our legacy, focusing on three key pillars: Lead Economic Vitality, Positive Member Impact, and Advocate for Business. This plan, guided by our Strategic Visioning Committee and Board of Directors, underscores our commitment to delivering exceptional value and charting a path toward a prosperous future. We are pleased to share highlights from Fiscal Year 2023-2024.



Forging Our Future
is a five-year
initiative that is
supported by
three pillars:

PILLAR 1
Lead Economic Vitality

PILLAR 2
Positive Member Impact

PILLAR 3
Advocate for Business



Lead Economic Vitality

Invest in Irving-Las Colinas's diverse business and inclusive workforce.



For 22 years the Chamber has provided economic development services through the **IRVING ECONOMIC DEVELOPMENT PARTNERSHIP** (IEDP) for the City of Irving in a fee-for-services contract. The Chamber also provides **INTERNATIONAL AFFAIRS AND SISTER CITIES** programs (IA/SC) that include trade missions, cultural events and foreign protocol services. The mission for IEDP and IA/SC is to recruit corporations, retain/expand local businesses, attract foreign direct investment, provide good-paying jobs, quality goods and services, capital investment, and sustainable growth for our city.

ECONOMIC DEVELOPMENT



IEDP “Wins”— In FY 2023-2024, the IEDP produced 49 recruitment “wins” and 26 retention/expansion “wins” for a total of 5.6 million square feet of commercial space, over 10,000 jobs, and \$1.07 billion in capital investment.

Thirteen of these “wins” were corporate headquarters and three were international companies, further solidifying the Irving-Las Colinas’ reputation as the “Headquarters of Headquarters” in Texas.



“We love being a part of the Irving-Las Colinas business community. Here, you can have the career that you want and live the life you want to live. This community creates the perfect work-life balance.”

*Jim Burke
President and CEO, Vistra Corp.*

ECONOMIC DEVELOPMENT



FY 2023-2024 RETENTION/EXPANSION "WINS"		
COMPANY	CAPITAL INVESTMENT	SQUARE FOOTAGE
Abbott Laboratories SA-8 Training Center	\$ 9,685,000	45,000
Alan Ritchey, Inc.	\$ 0	450,350
Baylor Scott & White	\$ 10,000,000	20,000
Big 12 ¹	\$ 1,500,000	11,804
Boeing	\$ 2,000,000	78,855
Caterpillar ¹	\$ 10,000,000	50,000
CEC ¹	\$ 900,000	11,000
Chamberlain Group	\$ 0	13,837
Darr Equipment	\$ 1,400,000	69,408
HCA North Texas Division Market Lab	\$ 14,000,000	35,672
Hyosung Americas	\$ 2,949,952	125,104
It's A Secret Med Spa ¹	\$ 250,000	8,042
Lennar	\$ 3,600,000	18,184
Matheson Tri-Gas, Inc. ¹	\$ 770,000	15,104
Meriton Texas AirSystems (Phase 2)	\$ 1,000,000	14,564
Nexstar ¹	\$ 900,000	18,975
Omnicom	\$ 3,476,800	147,432
Peach State Roofing, Inc.	\$ 481,000	7,400
Promotional Products Association International	\$ 1,400,000	25,000
Resort Vacations, Inc	\$ 150,000	9,930
Seko Logistics	\$ 0	207,492
Tekzenit	\$ 125,664	1,979
Tenaska	\$ 408,000	37,768
The American Bottling Company	\$ 25,000,000	700,629
Wiss, Janney, Elstner Associates, Inc.	\$ 1,244,707	12,155
Zyka Foods Southwest, Inc. ¹	\$ 0	15,885
TOTAL "WINS"	\$91,241,123	2,151,569

¹Corporate Headquarters

FY 2023-2024 RECRUITMENT "WINS"		
COMPANY	CAPITAL INVESTMENT	SQUARE FOOTAGE
Aborder Products, Inc.	\$ 240,000	8,000
AC Hotel	\$ 18,000,000	90,048
Acquire BPO ²	\$ 1,445,765	17,009
Alliance Clinical ¹	\$ 400,000	13,282
Assurant, Inc.	\$ 40,455,110	428,738
BruderX ²	\$ 500,000	8,568
California Closets	\$ 1,075,000	34,514
CareFlite Corporation	\$ 1,000,000	11,000
Caregiver	\$ 4,000,000	9,055
Caris MPLI, Inc.	\$ 7,442,500	114,500
Comdata	\$ 250,000	5,334
Denago	\$ 500,000	10,000
DHL (eCommerce)	\$ 57,500,000	220,000
E.A. Renfroe & Company	\$ 108,000	13,500
Edged Energy	\$ 5,970,000	167,490
Fivepoint Dental Specialists	\$ 300,000	11,374
Fox Dallas	\$ 71,500,000	53,000
Freeflight Systems	\$ 828,480	10,356
Fusion Healthcare Staffing	\$ 1,764,720	22,059
Georgia Default Group, LLC.	\$ 280,149	9,298
Gigatera Communications	\$ 1,000,000	27,400
H & D Distributors Warehouse	\$ 11,000,000	101,668
HireWorks, LLC.	\$ 130,717	2,894
International Association of Venue Managers	\$ 500,000	3,602
iRely, LLC. ¹	\$ 423,000	7,829
IWG plc (International Workplace Group) International	\$ 475,141	16,308
JBI Bikes	\$ 850,000	39,500
Kinaxis	\$ 519,400	5,300
Krause Landscaping	\$ 576,000	9,000
Latta Construction, Inc.	\$ 617,500	9,500
Lazo Travel	\$ 300,000	6,160
LKQ	\$ 5,970,000	543,048
Mitel formerly Unify, Inc. ¹	\$ 1,000,000	11,000
NCR VOYIX Lab	\$ 2,000,000	22,000
Omega Morgan Industrial	\$ 3,540,000	44,250
Optum	\$ 1,469,840	18,373
OWL Services	\$ 1,165,500	25,090
Pediatric Associates	\$ 807,550	13,025
Perimeter Global Logistics ¹	\$ 2,138,220	61,092
Powerhouse Dallas	\$ 689,000,000	946,000
Rentokil	\$ 2,100,000	64,979
River's End Trading Company ¹	\$ 4,323,760	54,047
Silver Creek Oil & Gas, LLC. ¹	\$ 346,950	6,939
T-Mobile Customer Experience Center	\$ 34,000,000	81,780
Trusti	\$ 607,665	7,149
Union Pacific Corporation	\$ 497,520	6,219
Vulcan Materials Company	\$ 1,300,000	17,505
Western Pacific Building Materials	\$ 1,000,000	101,900
Yates Construction	\$ 127,203	6,978
TOTAL "WINS"	\$ 979,245,690	3,517,660

¹Corporate Headquarters ²International Headquarters





LEAD ECONOMIC VITALITY

ECONOMIC DEVELOPMENT

International Affairs/Sister Cities
 - The IA/SC concluded its most ambitious international activity in Irving history with 6 cultural events, 9 international visits, 29 trade events, 9 international corporate “wins”, international diplomatic visits, foreign direct investment, and business recruitment.

IA/SC participated in two unprecedented trade missions with Texas Governor Greg Abbott and the Texas Economic Development Council – the Texas-Asia Business Mission to Taiwan, Korea and Japan and the Texas-India Business

Mission to Mumbai & New Delhi. The Texas delegation met with high-level government officials, economic development and private sector entities. The success of this year’s IA/SC activity will expand in the new 2025-2030 strategic plan with more trade missions, targeted marketing, and events scheduled.

Return on Investment (ROI) – IEDP “wins” benefited the City of Irving and its residents an estimated \$8.3 million in additional sales and property tax dollars for a remarkable 344% ROI. When including the investment in IA/SC activities, the result is a 298% ROI.

This does not include the benefits to other taxing entities. The total “wins” benefit to Dallas County, Irving Independent School District and all other taxing entities is a remarkable \$29.2 million.

Every \$1 the City of Irving publicly invested in IEDP generated: \$1,499 in economic output, \$628 in worker earnings, \$33 in additional local taxable sales, \$0.33 in additional sales tax for Irving, \$3.12 in property tax for Irving. A direct job was created for every \$239 in public funding from the City of Irving. Total wages from FY 2023-2024 “Wins” are estimated to be \$1,521,600,000.



The legacy of these “wins” is that the City of Irving will benefit from its investment in IEDP for years to come with millions in tax revenue and thousands of new and retained employment opportunities.

ECONOMIC DEVELOPMENT

IEDP | FY 2023-2024 AT A GLANCE



IRVING ECONOMIC DEVELOPMENT PARTNERSHIP ENDED FY 2023-2024 WITH

75

RECRUITMENT, RETENTION & EXPANSION

"WINS"

13 CORPORATE HQ'S

344 ROI

ON THE CITY'S PUBLIC INVESTMENT INTO ECONOMIC DEVELOPMENT

\$239 = 1 JOB
IN PUBLIC ECONOMIC DEVELOPMENT FUNDING CREATED IN IRVING-LAS COLINAS

75 = \$12.29
ECONOMIC DEVELOPMENT "WINS" IN FY 2023-2024 SAVED IN TAXES ANNUALLY





Positive Member Impact

Position our members for stability, growth, and viability.

The Chamber's mission is to support our business community with **VALUE-ADDED PROGRAMS, SERVICES, RESOURCES AND NETWORKING OPPORTUNITIES** driven by member investor demand and needs. Chamber member investors rank access to a skilled, educated workforce as a critical business need to continue growing their business. Two of our most popular and successful programs, **HR ALLIANCE**, and **CAREER INSPIRE**, are a direct result of this business priority.

SERVING IRVING-LAS COLINAS' WORKFORCE



HR Alliance is an advisory consortium of leading human resource professionals from 40 Chamber companies focused on advanced HR programs, tactics and career growth strategies. Supported by the IEDP, the Alliance meets quarterly to share and inspire innovative solutions to meet current and future workforce challenges. The Chamber, recognizing that access to a skilled workforce is directly linked to education, has formed partnerships with our local public schools, training academies, and institutions of higher learning to prepare future workers with the skills and competencies they will need for the high growth, good-paying jobs available in Irving-Las Colinas and the North Texas region.



“Our partnership with the Greater Irving-Las Colinas Chamber of Commerce has introduced us to residents and fellow businesses as a neighbor and friend. Together we rise, thrive and sweeten the bonds that tie us all together.”

*Kinberly Matthews
Founder, Holy Rollie Pastry Shop LLC*



SERVING IRVING-LAS COLINAS' WORKFORCE

Career Inspire is an investment in the next generation of workers. This acute workforce need was the momentum for Career Inspire. With a generous grant from **Verizon**, the Chamber and IEDP hosted a career day for over 2,500 seventh & eight grade students from eight Irving and Coppell ISD middle schools, along with 100 students with disabilities from six school districts. This signature program with more than 50 North Texas businesses, helped students explore future career opportunities and the education and skills needed to obtain them.

Connectivity is a core Chamber competency. In FY 2023-2024 the Chamber's networking and outreach opportunities exceeded 3,600 participants. The programs range from signature programs such as the State of the City, Back to School Lunch, Chamber Annual Meeting to educational, community programming, and social meetings taking place throughout the year.

Coffee Break is a monthly breakfast meeting for small businesses to engage in development opportunities as well as educational programming to grow their business while assisting their workforce. This year over 286



member investors participated in the program. **Five-Star Business Mixers** are a networking opportunity for executives and entrepreneurs to develop new business relationships in an informal setting. These monthly



mixers are hosted by and showcase a different Irving-Las Colinas business each month. This year a total of 870 member investors participated in these popular events.

SERVING IRVING-LAS COLINAS' WORKFORCE

SCORE. The Chamber hosts and provides administrative support for the U.S. Small Business Administration's (SBA) SCORE program. Volunteer experts provide consulting advice for Irving-Las Colinas start-up enterprises and developing entrepreneurs. SCORE counseling contributes to the success and growth of new businesses. SCORE provided 316 entrepreneurs with complementary consultations this year.

Engagement. The Chamber promotes new Irving-Las Colinas retail businesses with ribbon-cutting ceremonies, social media announcements and/or in the Chamber's weekly Monday Business Report digital newsletter. In FY 2023-2024, the Chamber supported 20 new businesses with ribbon-cutting ceremonies that created over 1,000 new jobs and filled 344,000 square feet of retail space.





Advocate for Business

Maintain Irving, Texas' advantage as a business-friendly community.

Public policy directly impacts businesses and their ability to operate, and the **CHAMBER SERVES AS THE VOICE** for our **10,000 LOCAL BUSINESSES** of all size and industry at the local, state and federal level. The Chamber tracks and advocates for or against **PROPOSED LEGISLATION** and regulations and provides expert testimony at public hearings. Our **CONGRESSIONAL ROUNDTABLE DISCUSSIONS** have proved popular because they facilitate personal access with our regional congressional delegation at home in Irving-Las Colinas.

PUBLIC POLICY ADVOCACY

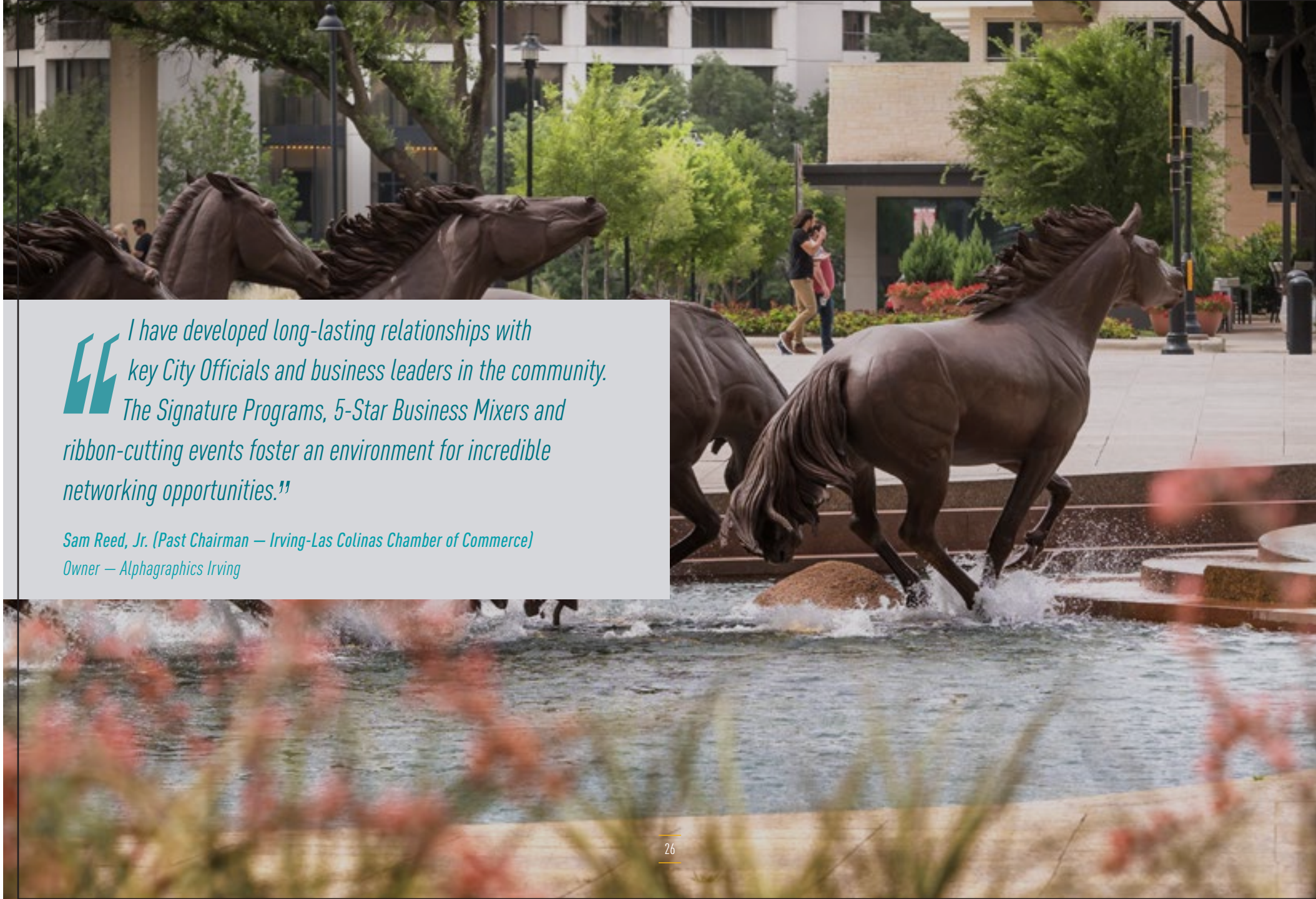
During the 88th Texas Legislative Session, the Chamber provided a monthly newsletter to member investors with a status update on relevant bills introduced in House and Senate committees. We also hosted a legislative recap with our state delegation and a **Washington, D.C. Fly-In** for our Chamber member investors with our partners at the North Texas Commission.

The Chamber also hosts **The Committee to Inform Voters on**

Business Issues (CIVBI), a General Purpose Action Committee 501(c)(3). CIVBI is not affiliated with any political party, nor does it endorse candidates. The purpose is to inform members on the critical legislative issues impacting their business and to develop strategies to support or defeat proposed bills that could be harmful to our local business.

The Chamber's legislative priorities are developed by the Chamber's Legislative Advocacy Committee and approved by the Chamber's Board of Directors. The following are some of the priority issues for the 89th Texas Legislature and 119th U.S. Congress:

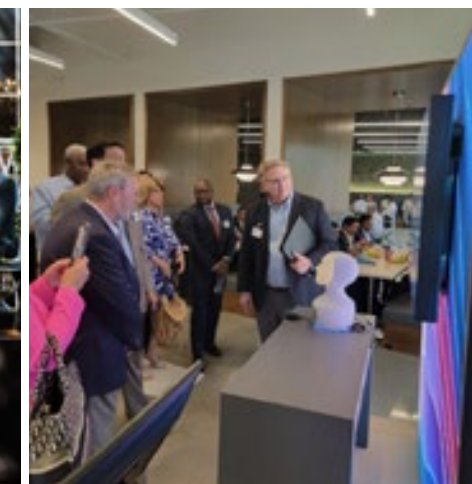




“I have developed long-lasting relationships with key City Officials and business leaders in the community. The Signature Programs, 5-Star Business Mixers and ribbon-cutting events foster an environment for incredible networking opportunities.”

*Sam Reed, Jr. (Past Chairman — Irving-Las Colinas Chamber of Commerce)
Owner — Alphagraphics Irving*

LEGISLATIVE PRIORITIES



ECONOMIC DEVELOPMENT:

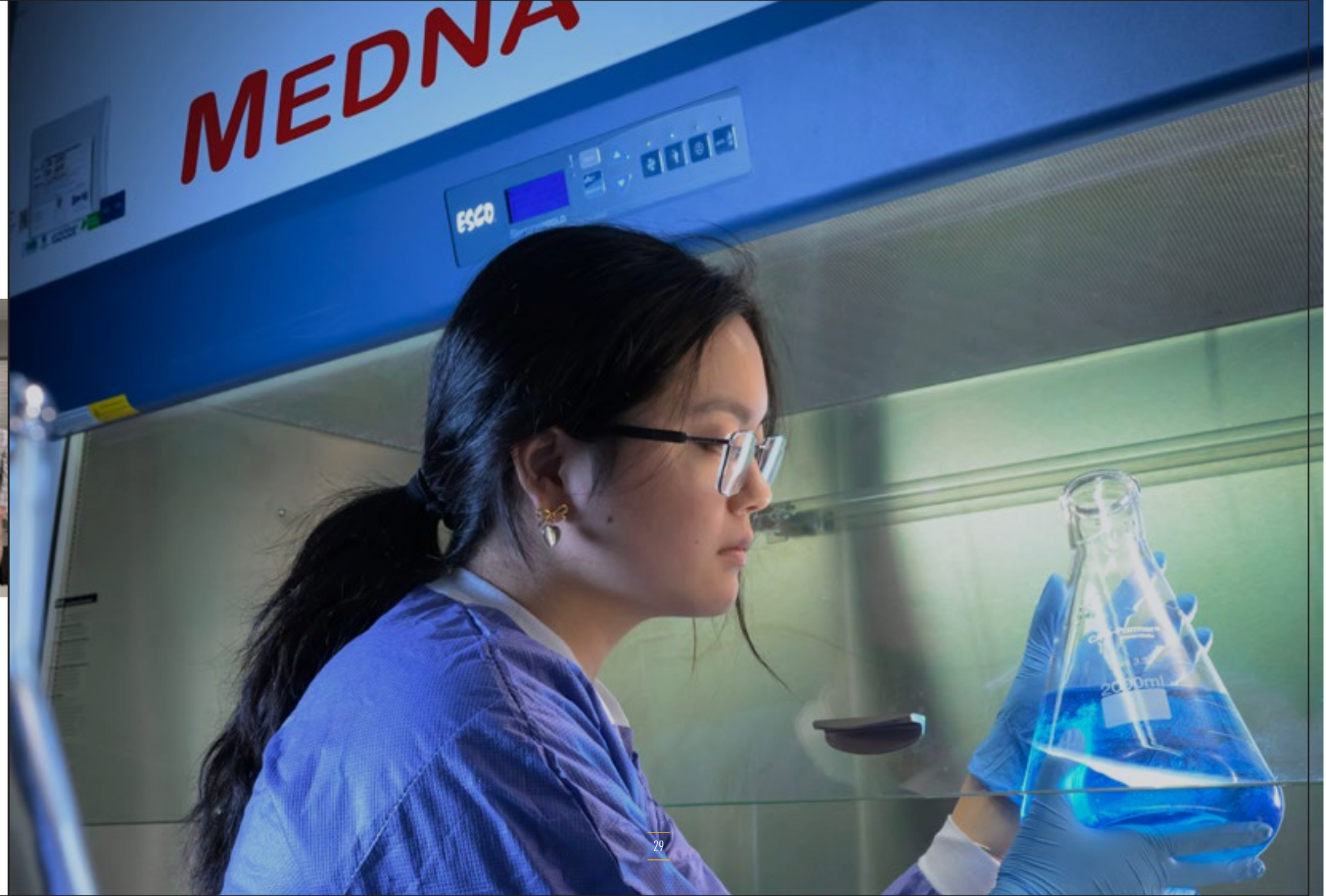
- Support appropriately funding the Texas Enterprise Fund (TEF) and accelerate the decision-making process for those grants.
- Support economic development programs such as R&D Tax Credits and Chapters 380/381 to enhance our ability to compete for more business investment in Texas.
- Support the preservation of Texas’ business friendly climate and support the passage of comprehensive and fully inclusive non-discrimination laws.

- Support the thoughtful evaluation and adoption of an appropriate governance framework that protects business’ safe use of artificial intelligence (AI) while still encouraging and supporting business innovation.
- Support Housing Finance Corporations (HFC) to be required to gain approval of local governments before the property can be removed from the tax rolls.

LEGISLATIVE PRIORITIES

EDUCATION + WORKFORCE:

- Support fully funded public schools with an increased basic allotment and increased teacher pay with reasonable and effective measures of outcomes and accountability.
- Support the reform of the state's assessment {STARR} and accountability {A-F} processes to measure all factors to measure all areas of student performance and school ratings.
- Support funding and programs to improve school security and promote mental health of all students.
- Support continued community college finance reform with consideration of out-of-state and private school credit transfer.
- Support policies that make childcare accessible and affordable.



LEGISLATIVE PRIORITIES



HEALTHCARE:

- Support the expansion of Medicaid to address the expected increased need of pre-natal care and critical care for moms and babies.

- Support access to healthcare for all and increased coverage for the under and uninsured.
- Support increased access and tools to population health management and behavioral health.

- Support appropriations to address critical shortage of physicians, nurses, and behavioral health professionals including graduate medical education.

- Support stable predictable and adequate state reimbursement for all healthcare services.

INFRASTRUCTURE:

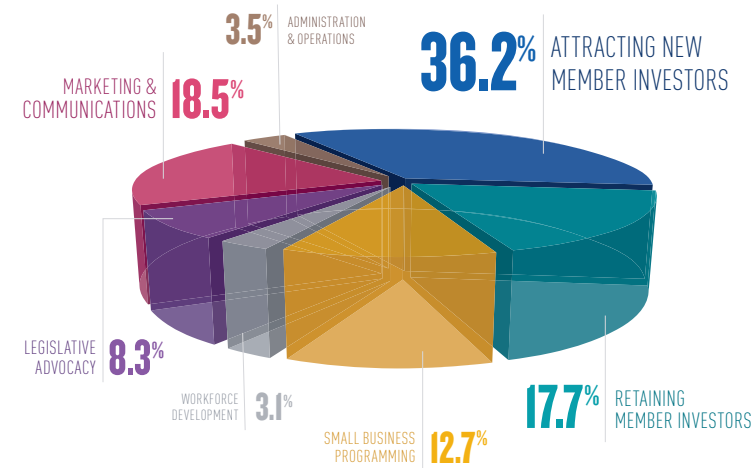
- Support measures and funding to ensure the electric grid will reliably serve the needs of Texans.
- Support Public-Private Partnerships {PPPs} between government and private enterprise to address our infrastructure needs more efficiently.
- Support the implementation of an equitable statewide broadband plan, inclusive of both wireless and wireline infrastructure.

- Support the implementation of water management strategies included in the Texas State Water Plan.
- Support the implementation of flood risk reduction solutions included in the Texas State Flood Plan.



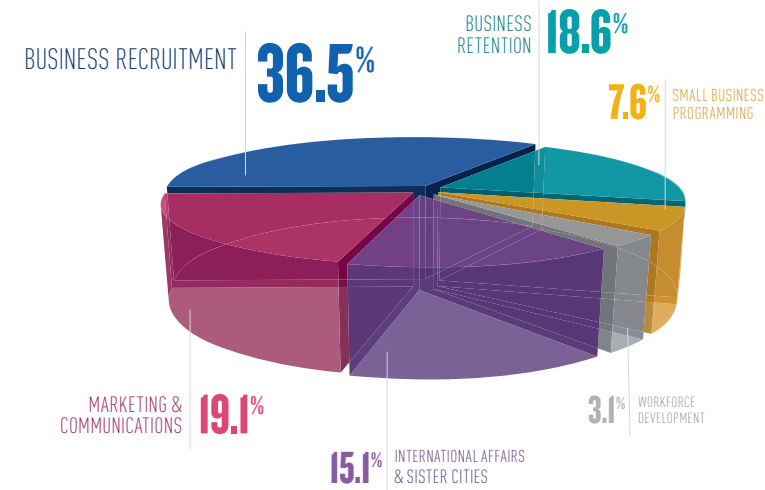
FINANCIAL IMPACT

IRVING-LAS COLINAS CHAMBER OF COMMERCE



\$4,065,222
TOTAL BUDGET

IRVING ECONOMIC DEVELOPMENT PARTNERSHIP



GREATER IRVING-LAS COLINAS CHAMBER OF COMMERCE

The Towers at Williams Square
5215 N. O'Connor Boulevard, Suite 200
Irving, Texas 75039

(214) 217-8484

chamber@irvingchamber.com

irvingchamber.com

 irvingchamber

 @irvingchamber

 irvingchamber

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