

TOURISM

SANTA FE

June 2015 OTAB Report Sales Report July 30, 2015

June 2015 Leads:

- 12 total leads requiring sleeping rooms (Down 2 leads compared to 2014)
- 5138 total room nights sent via leads (Down 5,864 room night compared to 2014)
- 23 total SFCCC space only leads without sleeping rooms (Down 19 SFCCC leads from 2014)
- 8,913 total attendees anticipated (UP 3,605 attendees from 2014)

June 2015 Confirmed Leads:

- 7 Definite Booking (Up 1 Confirmed booking to 2014)
- 1,360 Definite Room Nights (UP 232 room night over 2014)
- 5 Definite SFCCC space only leads (Down 21 SFCCC bookings from 2014)
- 2,336 Estimated Attendees (Down 5,700 anticipated attendees from 2014)

June 2014 Leads:

- 14 total leads requiring sleeping rooms
- 11,002 total room nights sent via leads
- 42 total SFCCC space only leads without sleeping rooms
- 5,308 total attendees anticipated

June 2014 Confirmed Leads:

- 6 Definite Booking
- 1,128 Definite Room Nights
- 26 Definite Groups without sleeping rooms
- 1,861 Estimated Attendees

Q2 2015 Leads:

- 41 total leads requiring sleeping rooms (UP 12 leads from Q2 2014)
- 16,748 total room nights sent via leads (Down 1,104 room nights compared to Q2 2014)
- 85 total SFCCC space only leads without sleeping rooms (Down 6 leads from Q2 2014)
- 23,731 total attendees anticipated (UP 7,827 anticipated attendees from Q2 2014)

Q2 2015 Confirmed Leads:

- 20 Definite Booking (UP 5 confirmed bookings to Q2 2014)
- 3,882 Definite Room Nights (UP 993 definite room nights compared to Q2 2014)
- 48 Definite SFCCC space only leads without sleeping rooms (Down 10 confirmed bookings to Q2 2014)
- 16,861 Estimated Attendees (UP 1,746 anticipated attendees from Q2 2014)

Collaborate Marketplace

FAM

Sales Position

DOS MEETING 7/22/2015

1) Q2

- a. Q2 2015 20 bookings with 3,882 room nights (up 993 rooms over last year)
- b. Q2 2014 15 bookings with 2,889 room nights
- c. Q1 & Q2 43 Confirmed bookings 13, 172 room nights (up 6,684 over last year)
- d. Q1 & Q2 38 Confirmed bookings 6,488 room nights
- e. Q1&Q2 down 1,978 room nights to our goal
 - i. However, over 5,000 room nights in July, Meteoritic Society, Keystone so we are ahead of goal and same time last year as of this week.

2) Client Proposal

- a. Added hotel Bio from SantaFe.org
- b. Friday, August 21, 2015 deadline for updates.
- c. Switch bio and responses

3) Extranet:

- a. Change in the extranet removed the information below.
- b. Only fill in comments, with concessions!
- c. If not bidding please mark NO and reason why.

4) Sales Manager Status

- a. The Position has closed and HR is reviewing the candidates.
- b. Begin interviewing next week and have several candidates.
 - i. TOUR & TRAVEL, SMERF and small meetings

5) Upcoming Travel:

- a. ABA, Luxury Summit Denver, ASAE, etc.

6) 2016 Travel:

- a. Luxury meetings and Collins Media
- b. What trade shows would you like to see.

7) FAM: 8 Clients from Maritz Travel, Conference Direct, HPN, Hotel Network, and one end user client, The Standard

- a. **1 Active Lead**
 - i. LSI ~ Conference Direct (only four hotels sourced, per client's request)
- b. **3 Contracted Group Programs**
 - i. National Automobile Dealers Association (NADA) ~ Martiz Travel
 - ii. The Standard
 - iii. Steel Founders Society of American (SFSA) ~ HPN
- c. Feedback from the attendees was extremely positive
 - i. "It was one of the best I have ever been on in my 30 plus years in this industry." Kahtleen Ludwig, Martiz Travel
- d. Upcoming FAM's
 - i. September 15-18, 2015
 - ii. October 13-16, 2015

8) Newsletters

- a. Marketing 2nd Wednesday, Sales 4th Wednesday of every month

- b. Get Signed up on our website at Santafe.org

9) Unifocus surveys

- a. Survey our clients after they contract, 10 days prior to the event, and after the event has concluded.
- b. They will survey both the CVB and Hotels.
- c. They will also survey groups we lose.

10) Leads and Communication

- a. We are not instructing potential clients to use us as the one point of contact.
- b. Leads do not contact, we need to follow the clients request.
 - i. When clients request that we do not contact we suggest that the hotels be allowed to e-mail proposal to them.

- c. We do not want to be the middle man between groups; too time consuming.

d. Communication

- i. If we are not providing updates in a timely fashion; I need to know.
- ii. Have not been contacted yet by a hotel.
- iii. I cannot fix a problem that I am not aware of.
- iv. Same thing goes with hotels: when receiving updates, contracts please keep us in the loop.

11) Incentives

- a. What do we want to do 12%-15% to 3rd parties, rebate to master?
- b. Need to think about a city deal

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Follow up w/ Incentives end of August

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TOURISM

SANTA FE

July 21, 2015

Mr. Gregory Carvalho
Simplified Technology Company
2015 GE 7EA Users Group Annual Conference
P.O. Box 8281
Fremont, CA 94537

Hello Greg ~

Thank you so much for your interest in Santa Fe, and for reaching out to us regarding your Annual GE Users Group Conference. Recently voted #1 Small City in the U.S. by Condé Nast Traveler, Santa Fe is a unique, beautiful, historic, creative city -- small enough to be walkable yet large enough to offer sophisticated services and accommodations. As a meeting destination, your attendees will not only benefit from the program itself but will be enriched by the extraordinary physical as well as cultural beauty that is distinctly Santa Fe. I look forward to working with you and to the opportunity to welcome your attendees to Santa Fe in November of next year!

Why Choose Santa Fe?

Creative, a little quirky, friendly and distinctive, Santa Fe blends old-world charm with urban sophistication in a way that is sure to fascinate your attendees. Founded by Spanish settlers in 1610, the winding streets, adobe architecture and traditional Spanish and Native American artwork at every turn surround you with Santa Fe's heritage. The Sangre de Cristo Mountains, the southern tip of the Rockies, offer a stunning city backdrop and an exciting variety of outdoor recreational opportunities. The great charm of the City Different is its unique blend of rich history and contemporary appeal. And the food! Foodies flock to Santa Fe for our chile-based fare as well as the creative cooking of many nationally recognized chefs that call Santa Fe home. The thriving Santa Fe Farmers Market is a driving force behind the bountiful Farm to Table movement. The savory regional cuisine Santa Fe is known for incorporating Native American ingredients that have been part of the local diet for centuries. Santa Fe boasts more than 300 restaurants, 250 art galleries, 70 jewelry stores, 13 museums and a world-renown opera.



Some of our recent accolades include:

- **Just ranked by *Conde Nast Traveler's Readers'* as #1 Small City in America.**
- In April Santa Fe was ranked the #1 Best Girls' Trip destination by *USA TODAY/10Best.com*.
- The *CitiesJournal.com* ranked Santa Fe the Third Healthiest City in the World.
- In March *Outside Magazine* named Santa Fe the Best Trail Running City in the U.S., runner up internationally to the Dolomite area in Italy.
- *USA TODAY/10Best.com* named Santa Fe one of the 10 Best Romantic North American Getaways, #4.
- In January an article in the *Huffington Post* Santa Fe was included as one of America's Coziest Cities, #3.
- The American Lung Association ranked Santa Fe the #2 city with the cleanest air in its annual State of the Air Report.
- ***Smart Meetings* magazine presented the Santa Fe Convention & Visitors Bureau with its Platinum Choice Award for outstanding service.**
- **In its annual Readers Choice Awards *Conde Nast Traveler* magazine named Santa Fe the #2 Top Travel Destination in the US.**
- *ShermansTravels.com* included the Santa Fe Farmers Market in a roundup of one of the Nine Best Farmers Markets in America.
- *MSN.Living* named Santa Fe One of 18 Cities With the Prettiest People in June.
- In May *Travel + Leisure* named Santa Fe One of America's Best Beer Towns given the steady growth of brew pubs in town. The magazine also pointed to the city as one of its recommendations for Best Places to Travel After A Divorce for the healing reputation Santa Fe has.
- Santa Fe was named on of *Wine Enthusiast Magazine's* Top Winter Wine Wonderlands underscoring the city's outstanding culinary scene.

Hotel Accommodations

A small and intimate city, Santa Fe offers more than 1,700 guest rooms within walking distance of the Santa Fe Community Convention Center with a total of 4,700 guest rooms city-wide. From luxury, four-diamond spa hotels in exquisite Santa Fe style, quaint inns and B&Bs, international branded properties to spacious resorts, Santa Fe offers delightful lodging opportunities for conference and meeting attendees. For larger groups, hotels successfully partner to accommodate both guestroom blocks and meeting space. Similarly, for groups using the Convention Center for meeting space and events, shared room blocks at hotels only steps away are a perfect arrangement.

Hotel Bio's

Bishop's Lodge Ranch Resort & Spa

Bishop's Lodge Ranch Resort & Spa is a Historic Resort, wrapped within the arms of the Sangre de Cristo Mountains on 450 lush acres and only five minutes from the Historic Santa Fe Plaza. Nestled within the foothills, our location offers our guests a taste of tranquility, calmness and serenity. Tune into and reconnect with your spiritual side at SháNah Spa and Wellness Center, a sanctuary where one can take time out to be nurtured by Mother Nature and guided by ancient wisdom and calming spirits. Activities are abundant at our unique destination; hiking trails, tennis courts, exercise room, movement studio for Yoga and Pilates, horseback riding trails, skeet and trap shooting and swimming just to mention a few. Pet Friendly.

Amenities: *Cocktail Lounge, Entertainment, Fireplaces, Hot Tub or Sauna, Kitchenettes, Meeting Facilities, Outdoor Dining, Pets, Pool, Restaurant, Spa.*

Courtyard by Marriott Santa Fe

NEWLY RENOVATED: At the Courtyard by Marriott Santa Fe, early Native American culture blends with modern luxury for a unique lodging experience. Just minutes away from the airport and numerous local attractions, our southwestern Marriott Santa Fe hotel provides the ideal destination for the leisure or business traveler. Choose from 209 guest rooms and suites each fully equipped with free high-speed Internet access, phones with voicemail and dataports, refrigerators, and wet bars. In the mood to explore the landscape just beyond our Santa Fe, New Mexico hotel? Discover towering mesas, sheer-walled

canyons, and ancient Pueblo dwellings at Bandelier National Monument. At the end of the day, unwind in our heated indoor pool or our soothing spa. Planning a sales meeting? Rely on our spacious hotel in Santa Fe to provide more than 7,500 square feet of flexible space. Here at the Courtyard by Marriott, the atmosphere is always warm, friendly, and inviting.

Amenities: Cocktail Lounge, Fireplaces, Fitness, Hot Tub or Sauna, Meeting Facilities, Pets, Pool, Restaurant.

Drury Plaza Hotel in Santa Fe

Introducing the newest member of the Drury Hotels family, the Drury Plaza Hotel in Santa Fe. Located in the heart of historic downtown Santa Fe, the Drury Plaza Hotel offers 182 spacious guestrooms and suites. Unwind in the modern, light-filled rooms with endless views of the Santa Fe skies. Relax in the rooftop pool while taking in the breathtaking Sangre de Cristo Mountains. Experience the award-winning hospitality that Drury Hotels is known for.

Amenities: Cocktail Lounge, Fireplaces, Fitness, Hot Tub or Sauna, Kids, Meeting Facilities, Outdoor Dining, Pets, Pool, Restaurant.

Doubletree by Hilton

The DoubleTree by Hilton Santa Fe is located only miles from the Historic Plaza, golf courses, Santa Fe Community College, Santa Fe Opera, and thirty minutes from the Santa Fe Ski Basin. We feature the Mezcal Lounge, Paloma Breakfast Club, room service, indoor/outdoor heated swimming pool and Hot Tub. Each of our rooms feature the Sweet Dreams by DoubleTree beds with plush top mattresses and luxurious linens, Coffee and Tea by Celebrity chef Wolfgang Puck, Free Wire-less High Speed Internet, Premium Television channels on a 37-inch Flat Screen TV, refrigerator and microwave. The DoubleTree by Hilton Santa Fe offers 3147 square feet of meeting space in 4 rooms and can accommodate groups of all sizes up to 200 attendees. Our professional sales and banquet staff are on-site to ensure that every detail of your function is planned out and executed to your satisfaction. Give us a call and let us make your function a memorable one!

Amenities: Cocktail Lounge, Hot Tub or Sauna, Pool, Restaurant.

Eldorado Hotel & Spa

The Eldorado Hotel and Spa is Santa Fe's premier four-diamond hotel and a member of the prestigious Preferred Hotels and Resorts, an exclusive luxury collection featuring exceptional hotels around the world. The hotel is ideally located just steps from the historic Santa Fe Plaza. All 219 guest rooms and suites feature a 32" flat-screen, HD television, posh bedding, refrigerated honor mini-bar, soothing terrycloth robes, and work desk. Deluxe guest rooms and suites feature a wood-burning kiva fireplace and outdoor terrace with incredible views of the City and surrounding Sangre de Cristo Mountains. Corporate meetings, incentive programs, and associations enjoy 20,000 square feet of beautifully appointed function space that offers versatility, natural light, a working fireplace and high speed Internet access. Groups ranging in size from 10 to 300 guests are welcomed to the Eldorado Hotel and Spa year round from around the world. Other hotel amenities include the Nidrah Spa, Zagat rated Old House Restaurant, hip Agave Lounge, business center, concierge staff, in-house audiovisual services and a destination management services department. Coming Soon: An elegant, non-denominational wedding chapel and a new grand ballroom!

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Fitness, Hot Tub or Sauna, Meeting Facilities, Pets, Pool, Restaurant, Spa.

Fort Marcy Hotel Suites

Desperados in need of a Southwestern siesta: Escape to the Fort Marcy Hotel Suites in la bonita Santa Fe, New Mexico. This pueblo-style hotel features adobe condominium suites and an indoor pool and hot tub, and the one- to three-bedroom casas contain a full kitchen and separate living area complete with an authentic kiva fireplace. Just four short blocks beyond the hotel, downtown Santa Fe and its historic Plaza boast celebrated monuments, fine dining, one-of-a-kind shopping, and the world's largest Native American market. For the best authentic comida mexicana, grab a table at The Shed, less than a block east of la plaza. This half-century-old cantina, housed in a hacienda built in 1692, is famous for its picante green chile and blue corn tortillas. If Fort Marcy's beautiful nine acres of natural and landscaped grounds

and gardens isn't enough, the Sangre de Cristo Mountains surrounding Santa Fe offer nature-lovers plenty of outdoor activities. For a south-of-the-border vacation north of the Rio Grande, say "¡hola!" to Fort Marcy before saying "¡adios!" to Santa Fe.
Amenities: Hot Tub or Sauna, Pets, Pool.

Hilton Santa Fe Historic Plaza

Experience a full Santa Fe immersion at Hilton Santa Fe Historic Plaza Hotel, located within the centuries old adobe walls of the original Ortiz Hacienda. Immediate access to all historic/cultural points of interest in the downtown district. All 158 guestrooms and private casitas are the newest and largest in downtown Santa Fe and decorated in contemporary southwest decor. Outdoor swimming pool and spa, fitness center, business center, market. Gathering around the fountain in our Chamisa Courtyard or one of three public fireplaces located throughout the hotel. Dine in our award winning Pinon Grill Restaurant or El Canon. Reasonably priced menu lunch and dinner. Hand carved prime rib sandwiches and more during lunch. Beer and wine service. Pet friendly, full service Hilton hotel.

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Fitness, Hot Tub or Sauna, Kitchenettes, Meeting Facilities, Pets, Pool, Restaurant.

Hotel Chimayo De Santa Fe

Just steps to the historic Santa Fe Plaza, Hotel Chimayo de Santa Fe (formerly Hotel Plaza Real) offers an authentic Northern New Mexico escape. More than 400 years of authentic, artistic tradition welcomes guests to Hotel Chimayo; de Santa Fe. From the original artwork in every room to the decor and colors of the public areas, the unique traditions of Northern New Mexico infuse even the smallest decorative elements. Charming guestrooms and spacious suites offer complimentary WIFI, deluxe bedding, patio or balcony, and some have cozy wood burning fireplaces. The Low 'n Slow lowrider bar offers custom cocktails and regional cuisine, and the staff is friendly and accommodating with concierge services, and assistance in planning your day trips in any direction. Hotel Chimayo de Santa Fe is a truly an authentic experience.

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Meeting Facilities, Pets, Restaurant.

Hotel Santa Fe and the Hacienda and Spa

As Santa Fe's only Native American owned hotel we take pride in maintaining the traditions of the past while providing the modern comforts of the present. Located in historic downtown Santa Fe and in the heart of the new Guadalupe Railyard District we offer museums, galleries, shops, and restaurants just outside our doors.

Experience the ultimate in luxury accommodations and personalized service. While an integral part of Hotel Santa Fe, and designed in the same Pueblo-style architecture, The Hacienda nevertheless retains its own identity. Secluded within our four acres The Hacienda at Hotel Santa Fe is an exclusive retreat with 35 special rooms and suites filled with Native American Art and warm gem-like tones that reflect the southwest. While staying at The Hacienda you will experience the personal service of our professionally trained butlers. He or she will fulfill even your most exacting needs or request. From the mundane to the seemingly impossible no task is too difficult.

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Fitness, Hot Tub or Sauna, Kids, Meeting Facilities, Outdoor Dining, Pets, Pool, Restaurant, Spa.

Hotel St. Francis

Named for the patron saint of Santa Fe, NM, the historic Hotel St. Francis embodies the authentic spirit of old Santa Fe, with handcrafted wood furniture by local artisans inspired by the Palace of the Governors, and a palette of natural colors reflecting the days of Santa Fe's early Franciscan missionaries. *Amenities: Cocktail Lounge, Restaurant.*

Hyatt Place

Hyatt Place Santa Fe is conveniently located on Santa Fe's south side, less than miles from the Santa Fe Municipal Airport and within minutes of favorite attractions, shopping destinations, restaurants, and

galleries. Take advantage of our complimentary shuttle service as you visit the historic Santa Fe Plaza, the Canyon Road gallery district, and the newly developed Railyard District. Relax in the comfort of Hyatt Place's casual elegance as you experience the unique mix of cutting edge style and southwestern charm that defines the NEW Santa Fe

Inn and Spa at Loretto

The Inn and Spa at Loretto is an inspiring Santa Fe, AAA 4-Diamond luxury hotel. The destination has been long been known for its artistry, which is why the Inn and Spa at Loretto has made an art out of offering the finest in comforts and beauty. With the deep blue Sangre de Cristo Mountains as the backdrop, the Inn and Spa at Loretto rises out of the ground like the earth reaching for the sky. The beauty is deep, and it touches a special part of every guest who journeys to this magical setting. Luminaria, the Inn and Spa at Loretto's restaurant, offers superior Santa Fe, New Mexico dining in an intimate setting. While The Spa at Loretto provides guests with soothing and indulgent treatments for New Mexico spa vacations. Exceptional AAA - Four Diamond guest service, inspired contemporary dining at Luminaria Restaurant & Patio, spa treatments that honor the traditions of Santa Fe combine to make The Inn and Spa at Loretto the perfect choice if you are looking for a true Santa Fe hotel experience. Amenities: *Cocktail Lounge, Entertainment, Fireplaces, Fitness, Meeting Facilities, Outdoor Dining, Pets, Pool, Restaurant, Spa.*

Inn at Santa Fe

The Inn at Santa Fe is a AAA 3 Diamond full-service boutique hotel with 98 stylishly appointed guestrooms which feature mounted 32" LCD flat screen television, luxurious pillow-top bed(s), desk and ergonomic chair, free high speed Internet Access, and a microwave/refrigerator with freezer. Enjoy your complimentary full American breakfast and the nightly Happy Hour from 5pm-7pm with 1/2 price appetizers and the best prices on beer and wine in Santa Fe. The on-site restaurant El Café prides itself on its welcoming ambiance and excellent cuisine. El Café overlooks our all-year heated pool, hot-tub, fire-pit and 12 person sauna and is conveniently located near the lobby and the 24-hour business center. Location, value and comfort -- the Inn At Santa Fe provides ideal accommodations whether it is for a weekend or romantic getaway, a family vacation or a business trip requiring flexible meeting space. For added convenience there are food vending machines in our guest laundry room. Complimentary DVD players and a movie library as well as 24-hour fitness facilities. The hotel is pet friendly (fee applies) and offers ample complimentary parking which easily accommodates large vehicles on-site. Amenities: *Fitness, Hot Tub or Sauna, Meeting Facilities, Pets, Pool, Restaurant.*

Inn of the Governors

Inn of the Governors is located two blocks from the historic Plaza, and Santa Fe's best galleries, shops, and restaurants. The Inn is beautifully decorated with hand-carved furnishings, locally made artwork, in an ambient garden setting. Amenities include complimentary "Mountain Sunrise" breakfast buffet, parking, Tea and Sherry service, internet access, and an outdoor heated pool. Del Charro Saloon offers a lite fare in a charming bar and patio. Amenities: *Cocktail Lounge, Entertainment, Fireplaces, Meeting Facilities, Pool, Restaurant.*

Inn on the Alameda

That Enchanting Small Hotel in Santa Fe, with no hidden fees! One of Conde Nast Traveler's 2012 Reader's Choice Top 25 Southwest Hotels! Winner of TripAdvisor's 2012 Badge of Excellence. A perfect location in the heart of downtown, between the historic Santa Fe Plaza and the Canyon Road art galleries, where you'll find a haven of privacy, comfort and charm in a garden courtyard setting, tucked behind adobe walls. 72 rooms & suites, furnished in distinctive Southwestern décor, feature triple-sheeted beds with 300-count linens, irons and ironing boards, hairdryers, and spa robes. Patios, balconies & fireplaces available. Fully-equipped exercise room, two outdoor hot tubs, on-call massage. Our ample continental breakfast and afternoon wine and cheese reception are always included! Complimentary downtown shuttle, free off-street parking, free wi-fi access throughout, and free local & toll-free calls. Amenities: *Cocktail Lounge, Fireplaces, Fitness, Hot Tub or Sauna, Meeting Facilities, Pets.*

La Fonda on the Plaza

La Fonda on the Plaza has been a distinctive 4 Diamond luxury Santa Fe destination for 90 years. Having recently completed an extensive room renovation in fall 2013, the hotel offers 180 unique guestrooms, including 15 exclusive, luxury-level rooms and suites built around a rooftop terrace. Each sumptuously appointed room or suite features a unique headboard, hand painted by a local artist, handcrafted furnishings, and original artwork. Many of our accommodations overlook the St. Francis Cathedral Basilica or Loretto Chapel. Upgrades such as spacious sitting areas, cozy fireplaces, separate living and sleeping areas, and balconies are available throughout the hotel. We offer every indulgence you desire for a truly unforgettable stay.

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Fitness, Hot Tub or Sauna, Kitchenettes, Meeting Facilities, Outdoor Dining, Pets, Pool, Restaurant, Spa.

La Posada De Santa Fe Resort and Spa

La Posada de Santa Fe Resort & Spa is set on six beautifully landscaped acres steps from the city's historic Plaza and Canyon Road. This AAA Four Diamond Award-winning resort features it's own art gallery, richly appointed adobe style casitas, a lavish spa, salon and the award-winning Fuego for contemporary cuisine in an intimate and elegant atmosphere. *Amenities: Cocktail Lounge, Entertainment, Fireplaces, Fitness, Hot Tub or Sauna, Meeting Facilities, Pool, Restaurant, Spa.*

The Lodge at Santa Fe

Inspired by the ancient and legendary building traditions of the Anasazi, the Lodge at Santa Fe stands atop the hills of Santa Fe paying tribute to that ancient culture. A blend of Northern New Mexico's distinct cultural influences awaits you at this exquisite "Santa Fe-style" hotel. The Lodge at Santa Fe offers guests very convenient access to the ultimate in world-class art, shopping, dining and entertainment. The historic Santa Fe Plaza is just a short four minute drive and a complimentary shuttle is provided for guests of the hotel. This 127-room full-service hotel features a number of unique suites, some with wood-burning fireplaces. Relax and enjoy the view from Garduño's a popular and authentic New Mexican style restaurant or the comfortable hilltop lounge. Take time to experience the beautiful perennial gardens and spacious outdoor pool and spa. Every summer, visitors can enjoy a variety of entertainment in the intimate setting of the Cabaret located within the hotel.

Amenities: Restaurant.

Rosewood Inn of the Anasazi

The Rosewood Inn of the Anasazi is ideally located steps from the Historic Santa Fe Plaza. One of New Mexico and Santa Fe's Four-Star, Four Diamond Hotels, the Anasazi offers 58 guest rooms, each adorned with locally handcrafted furnishings and select Native American artwork. Each room offers a four-poster bed and gas-lit kiva fireplace, framed under traditional ceilings of vigas and latillas. Juan Bochenski is the Executive Chef at the award-winning Anasazi Restaurant, one of New Mexico's most highly acclaimed culinary destinations. The Anasazi Restaurant is open daily for breakfast, lunch & dinner, with brunch on Sundays. Private dining is available for up to 12 guests in the restaurant's exclusive wine cellar. Additionally, the Library can accommodate up to 60 guests for special events.

Amenities: Cocktail Lounge, Entertainment, Fireplaces, Meeting Facilities, Outdoor Dining, Restaurant.

Santa Fe Sage Inn & Suites

The Santa Fe Sage Inn is an excellent choice for affordable lodging in downtown Santa Fe. The hotel offers 144 attractive, comfortable rooms and Suites with complimentary amenities including a "Fresh Start" breakfast, exercise facility, guest laundry, wireless high-speed internet, and downtown shuttle services. The Santa Fe Sage Inn is located only blocks away from the historic plaza and across the street from the Santa Fe Railyard District and Park, with excellent dining and shopping.

Amenities: Cocktail Lounge, Fitness, Kids, Meeting Facilities, Pets, Pool.

Please see the following availability from our valued hotel partners:

<u>Hotel Name</u>	<u>Dates Available</u>	<u>Rooms on Peak</u>	<u>Room Rate</u>	<u>Concessions</u>
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Drury Plaza Hotel Santa Fe				
Eldorado Hotel and Spa				
Hilton Santa Fe Historic Plaza				
Inn and Spa at Loretto				
Inn of the Governors				

The Santa Fe Community Convention Center



Built in 2009, on the site of the former Sweeny Gymnasium, the Convention Center stays true to Santa Fe's historic adobe architecture and combines the best of old and new...with traditional Navajo rugs, Spanish colonial tin accents and carved furniture accent pieces made by local artisans throughout the building. The latest in high-speed internet access and green technologies join with the traditional to create a best-of-all-worlds experience for your attendees. Our center includes:

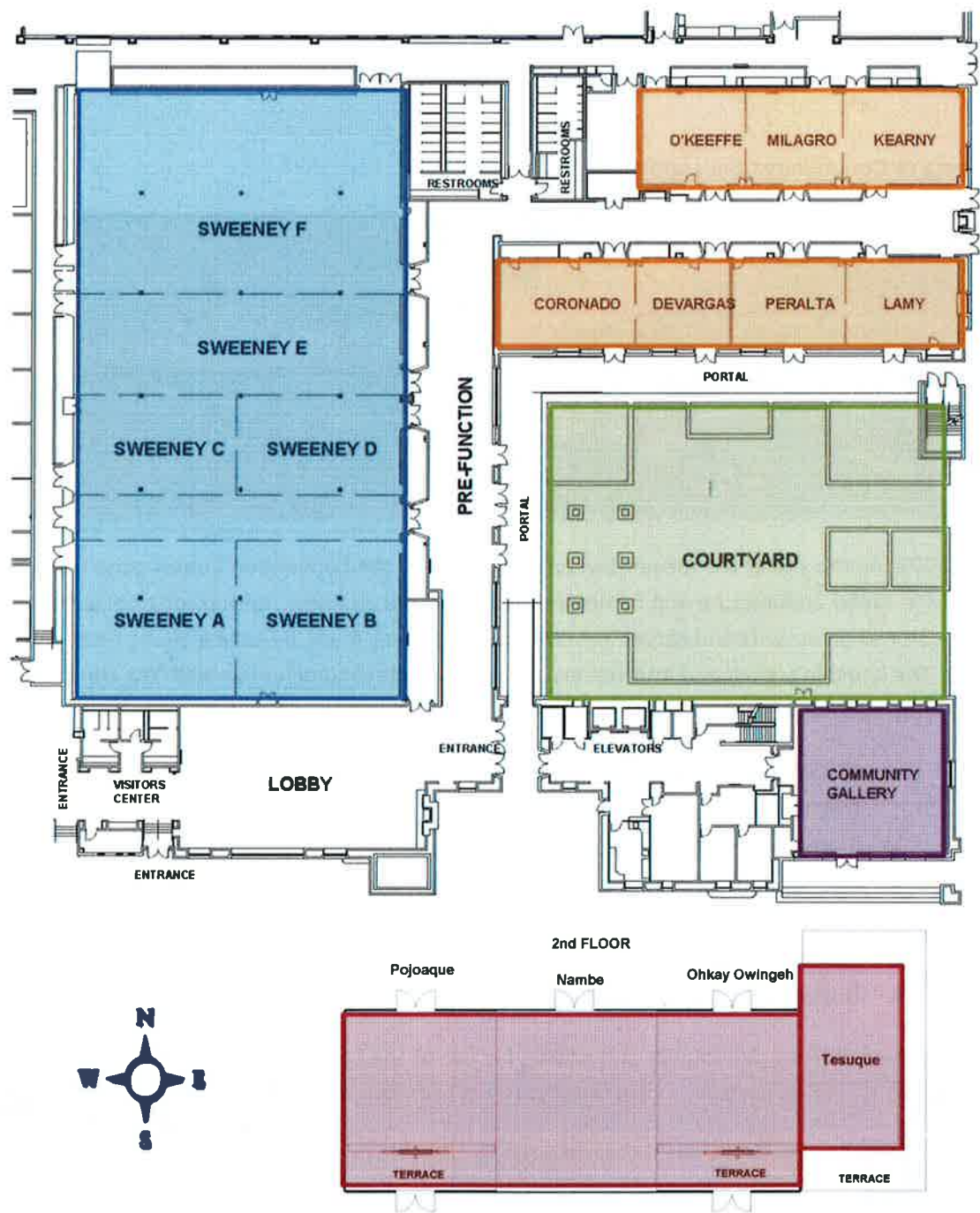
- 35,000 square feet of flexible meeting space, including a 17,000 square foot, column-free ballroom
- State-of-the-art audio/visual technologies with high-speed wireless internet throughout
- Landscaped outdoor courtyard and terrace with spectacular views, perfect for stunning receptions and events
- LEED Silver Certified as a green building
- Underground, on-site parking

Please see the following availability and pricing for use of the Convention Center:

Date	Name of Space	Start Time	End Time	# of Attendees / Space Set-up	Facility Fee Rental
Monday 11/9/2015	Sweeney BR / 1 st Floor Breakout Rooms (7 Rooms) / Pre-Function Area / Office Space	1:00pm Move In	5:00pm		\$3200

Total Facility Rental Fees					

SANTA FE COMMUNITY CONVENTION CENTER



Due to your estimated 825 Total Contracted Room Nights, and the 6% Rebate included in the contracted hotel room rate; the **Facility Fee Rental for the Convention Center space and times noted above has been waived for your program.**

In order to move forward and tentatively hold space at the Convention Center, we do require the submission of a preliminary Meeting Agenda.

Please note that the following Convention Center requirements and additional charges:

- Confirmation Deposit in the amount of \$XXXX
- Security (1 Guard per 100 Attendees during Meetings) / (1 Guard per 100 Attendees when alcohol is being served)
- Insurance
- Cleaning Fee of \$500
- Damage Deposit of \$500, to be returned following walk-through of space upon move-out
- Required use of our Approved Service Providers / Caterers (we can discuss)
- Additional fees may be accrued for Staging, Audio Visual, Additional Labor Charges, etc...

The following Concessions are included in this offer:

Concession	Value
Discounted Facility Rental	\$
Waived Charge for Standard Tables and Chairs	\$
Waived Charge for use of Drop-down Screens and In – House LCD Projectors	\$
Travel Planners Mailed to Attendees prior to Program	



Travel to Santa Fe

Arriving in Santa Fe is very convenient with several direct flights into the Santa Fe Municipal Airport from Los Angeles, Dallas and Denver. Travelers frequently opt to fly directly to the Albuquerque International Sunport, serviced by most major carriers and only a 60 minute beautiful drive (with a 75 mph speed limit) to Santa Fe; climbing the mountain and setting the scene... Affordable shuttle services provide gate-to-door transportation, with group rates available. Guests may also opt for the New Mexico Railrunner, a commuter train with a 90 minute ride from the Albuquerque Sunport to the Santa Fe Railyard Depot.



In Closing

It would be an honor and a pleasure to welcome your group to Santa Fe. We look forward to assisting you in every way to ensure a memorable, flawless event for attendees, guests and organizers – from the initial planning phases to the last rays of your final, spectacular Santa Fe sunset. We sincerely believe that Santa Fe's unique history, culture, architecture, art and overall atmosphere will offer your attendees a rich, rewarding and most memorable experience.

Thank you again for considering Santa Fe for your 2015 program. I look forward to speaking with you further regarding the 2015 GE 7EA Users Group annual Conference and to welcoming you and your attendees to Santa Fe in November!

All the best,

David A. Carr
 Director of Sales
 505-955-6206
dacarr@santafenm.gov

TOURISM Santa Fe

Randy Randall, Executive Director
 David Carr, Director of Sales
 Steve Trujillo, Operations Manager
 Melanie Moore, Conference Services Manager

[View as webpage](#)

SALES REPORT TOURISM Santa Fe



SALES REPORT

A Message from Executive Director Randy Randall



I found an article recently in an online publication called **Hotel Interactive**. It suggests that booking trends recently established with regard to the use of Online Travel Agency (OTA) services are already changing and that hotels must react now rather relying on them as a primary source of bookings. **A few of the interesting facts were:**

- 58% of travelers obtained travel information from an OTA during the past year, down from 84% in 2014.
- Only 13% typically book their reservations when on these sites, down from 36% in the prior year.
- 64% of travelers go directly to the hotel site in search of the best rate – and rate combined with perceived value is the key factor in the booking decision.
- Cruising is back as a primary competitor – 48% of all travelers are now interested in taking a cruise vacation during the next two years. That is up 8% from 2014 interest.
- Millennials, along with Matures, are now more interested in cruising with 51% of travelers in each of these generation groups interested in a trip in the next two years.

So this tells us that it is critical to ensure that your best offering is on your site. And that rate does not have any related commission expense! While 48% of the traveling public is considering a cruise, 52% are not and they are key targets for a trip to Santa Fe. The cruisers are as well, as we have a vast diversity in our offerings and there is no need for a Santa Fe visitor to be on the move, living out of a suitcase. This makes us very competitive with the convenience offered on a cruise vacation.

We are continually striving to increase the effectiveness of our group sales effort and the depth of our marketing reach, but we also rely on all of our industry

partners to ensure their best efforts go into their own sales and marketing programs. **Success relies on a supportive partnership to maximize visitation to "The City Different".**

Randy Randall
Executive Director
TOURISM Santa Fe
(505) 955-6209
rrandall@santafenm.gov

JUNE MEETINGS

June Meetings - Community Convention Center

June 1 | New Mexico School for the Arts - 600 Attendees
June 3 | Cumbre Court Reporting - 16 Attendees
June 3-4 | Community Services / CPR AED 18
June 5 | Valerie Sandoval Graduation - 300 Attendees
June 6 | Isaac Pino Graduation - 80 Attendees
June 6-7 | Diana Vazquez Wedding - 300 Attendees
June 6-7 | Bianca Zamora Wedding - 150 Attendees
June 8-12 | Human Resources / HR Open Enrollment - 50 Attendees
June 12 | CENTER/Photographic Exposition - 500 Attendees
June 12-16 | QiGong - 400 Attendees
June 13 | Florence Sena Graduation - 150 Attendees
June 18 | Arts Commission / Art in Public Places - 12 Attendees
June 19-20 | St. Elias The Prophet Greek Festival - 1000 Attendees
June 23 | Tourism Santa Fe CVB/FAM Welcome Reception - 30 Attendees
June 23-24 | Great Race - 400 Attendees
June 24 | Mayor's Office / City Council Meeting - 300 Attendees
June 26 | Tourism Santa Fe CVB/Randy's Meeting - 16 Attendees
June 26-28 | Santa Fe Pride - 200 Attendees
June 26 - July 1 | National Neurotrauma Society - 600 Attendees

June Meetings - Hotels Only

June 11-14 | CENTER/Review SF Photo Festival - 100 Attendees at Drury Plaza Hotel in Santa Fe

June 18-21 | Colorado Bar Association Estate Planning Retreat - 200 Attendees Eldorado Hotel & Spa

June 21-26 | Outdoor Power Equipment Institute - 95 Attendees at La Posada de Santa Fe Resort and Spa

June 22-28 | Independent Petroleum Assn of America (IPAA) - 400 Attendees at Eldorado Hotel & Spa

June 7-11 | LANL-Emergent Paradigms in Nonlinear Complexity - 50 Attendees at La Fonda on the Plaza

June 8-11 | Sandia National Laboratory Shale Science Conference - 50 Attendees Drury Plaza Hotel in Santa Fe

UPCOMING EVENTS/MEETINGS

Upcoming Events/Meetings - Community Convention Center

July 23-24 | Contemporary Hispanic Market Preview - 800 Attendees

July 26 - August 1 | American Institute of Medical Education - 600 Attendees

August 1 | Santa Fe Fiesta, Inc. Royal Ball - 400 Attendees

August 6 | Police Department / Lethality Asses Program - 30 Attendees

August 7-8 | Fire Department / Family Fun Festival - 2500 Attendees

August 10-19 | Whitehawk - 1500 Attendees

August 21-23 | Southwest Association of Indian Arts Preview - 2000 Attendees

September 3 | United States District Court/Swearing - 500 Attendees

September 3-13 | Santa Fe Fiesta, Inc. Offices of Fiestas - 200 Attendees

Upcoming Events/Meetings - Hotels Only

July 20-24 | Dow AgroSciences - 50 Attendees at Hilton Santa Fe Historic Plaza

July 30-31 | Lubbock Chamber of Commerce Board Retreat - 25 Attendees at Drury Plaza Hotel in Santa Fe

July 31 - August 7 | National School Boards Association Exec. Dir Summer Institute - 90 Attendees at Eldorado Hotel & Spa
 August 19-23 | Large Urology Group Practice Association (LUGPA) - 17 Attendees at Four Seasons Resort Rancho Encantado
 August 30 - September 4 | UNM-COSIT International Conference - 400 Attendees at La Fonda on the Plaza
 September 1-5 | LANL-Grand Challenges in Geological Fluid Mechanics - 85 Attendees at La Posada de Santa Fe Resort and Spa

MAY SALES LEADS

May Leads - Group Business With Sleeping Rooms

2015

October 13-16 | Booz Allen Hamilton - 60 Attendees

2016

April 3-6 | Society of American Travel Writers - 50 Attendees

May 16-22 | American Association for Clinical Chemistry - 22 Attendees

June 5-9 | State Education Editors - 280 Attendees

June 18-25 | CEDAR - GEM Joint Workshop 2016 _ GEM Room Request - 677 Attendees

June 21-26 | United States Martial Arts Hall of Fame - 150 Attendees

October 8-13 | National Scholarship Providers Association (NSPA) - 425 Attendees

2017

March 22-27 | F+W Trade Show and Events - Bead Fest - 2000 Attendees

June 2-8 | International Society for Aerosols in Medicine Congress - 950 Attendees

2018

June 17-23 | University of New Mexico UNM/14th ISDCI Congress - 400 Attendees

May Leads - Community Convention Center

2015

June 15 | Justin Lee Law Firm - 6 Attendees
 July 14 | Jeanette Romero Memorial Reception - 80 Attendees
 July 15 | Mayor's Office / City Council Meeting - 300 Attendees
 July 21 | The Kiwanis Club of Santa Fe/Zozobra - 40 Attendees
 July 22 | Mayor's Office / City Council - 500 Attendees
 July 23-24 | Contemporary Hispanic Market Preview - 800 Attendees
 August 5 | Mayor's Office / City Council - 300 Attendees
 September 2 | Mayor's Office / City Council - 300 Attendees
 September 2 | City Attorney's Office / Vehicle Forfeiture Conference - 130 Attendees
 September 26 | Nick Salazar Wedding - 150 Attendees
 September 26 | Noelle Maestas Wedding - 300 Attendees

2016

January 14 | Transportation / NMPTA Board of Directors - 13 Attendees
 February 12 | Mario Marcial Quincenera - 275 Attendees
 March 5-6 | Gisselle Ortega Quincenera - 350 Attendees
 May 21 | Alicia Montoya Reception - TBD
 May 25 | Monte del Sol Charter School Graduation - 500 Attendees
 May 24 | New Mexico School for the Arts Graduation - 600 Attendees
 June 3 | Naomi Marintez Reception - Attendees TBD
 August 27 | Southwestern College - 500 Attendees
 October 29 | Chandler Media Group - 300 Attendees
 December 15-16 | Christus St Vincent Regional Medical Center - 1200 Attendees

CONFIRMED BOOKINGS**Confirmed - Group Business With Sleeping Rooms****2015**

June 23 | Tourism Santa Fe CVB/FAM Welcome Reception - 30 Attendees
 September 16-18 | National Association of Attorneys General - 74 Attendees

2016

April 25-29 | Friends of SaddleBrooke Libraries - 50 Attendees at Hotel Santa Fe
 May 23-30 | Wilderness & Travel Medicine - 500 Attendees at Eldorado Hotel &

Spa

October 16-22 | Physician Insurers Association of America - 40 Attendees at La Posada de Santa Fe Resort and Spa

Confirmed - Community Convention Center**2015**

June 23 | Tourism Santa Fe CVB/FAM Welcome Reception - 30 Attendees

September 16-18 | National Association of Attorneys General - 74 Attendees at Hilton Santa Fe Historic Plaza

2016

April 25-29 | Friends of SaddleBrooke Libraries - 50 Attendees at Hotel Santa Fe

May 23-30 | Wilderness & Travel Medicine - 500 Attendees at Eldorado Hotel & Spa

October 16-22 | Physician Insurers Association of America - 40 Attendees at La Posada de Santa Fe Resort and Spa

TOURISM SANTA FE SALES TRAVEL**Upcoming Trips**

July 30 – August 2, 2015 | American Bar Association (ABA) Annual Conference: Chicago Illinois

- The city will be attending the tradeshow with the Drury, Eldorado Hotel & Spa and the Inn & Spa at Loretto.

August 1-4, 2015 | MPI Annual Meeting: San Francisco California

- The city will be attending the event

August 5, 2015 | Luxury Meeting Summit: Denver Colorado

- The city will be attending the tradeshow on the 5th representing the city of Santa Fe

August 8-11, 2015 | American Society of Association Executives (ASAE): Detroit Michigan

- The city will be attending the tradeshow with the Drury, Eldorado Hotel & Spa, Inn & Spa at Loretto and the La Fonda.

August 27-29, 2015 | Connect Marketplace: Pittsburgh Pennsylvania

- The city will be attending the tradeshow

September 8-10, 2015 | Hospitality Sales and Marketing Association International (HSMIA): Washington DC

- The city will be attending the tradeshow with the Drury, Inn & Spa at Loretto (TBD) and the La Fonda.

Familiarization Tour –

September 15-18, 2015 | FAM

October 13-16, 2015 | FAM

[View this email as a web page](#)

July	Name of Tradeshow/FAM	City, State	Est. Cost to Participate
07/29-08/03/2015	American Bar Association	Chicago, IL	\$1,950.00
August	Name of Tradeshow/FAM	City	Est. Cost to Participate
08/01-08/05/2015	MPI WEC	San Francisco, CA	\$3,000.00
08/04-08/07/2015	Luxury Meeting Summit & Sales Calls	Denver, CO	\$800.00
08/08-08/11/2015	ASAE	Detroit, MI	\$1,800.00
08/27-08/29/2015	CONNECT Marketplace	Pittsburgh, PA	\$3,500.00
September	Name of Tradeshow/FAM	City	Est. Cost to Participate
09/09-09/11/2015	HSMAI	Washington, DC	\$1,500.00
06/15-09/18/2015	September FAM	Santa Fe, NM	
October	Name of Tradeshow/FAM	City	Est. Cost to Participate
10/13-10/16/2015	Fall FAM	Santa Fe, NM	
November	Name of Tradeshow/FAM	City	Est. Cost to Participate
11/02-11/04/2015	Rejuvenate Marketplace	Dallas, TX	\$3,500.00
11/15-11/17/2015	Connect Texas	Dallas, TX	\$3,500.00
December	Name of Tradeshow/FAM	City	Est. Cost to Participate
12/13/2015	Smart Meeting - Texas	Dallas, TX	\$1,000.00

TOURISM SANTA FE

Travel & Tradeshow 2016

JANUARY

*American Bus Association
January 09-12, 2016*

Louisville, KY

Booth Cost: \$1,495.00

Name

TBD

Tourism Santa Fe

Name

*National Tour Association
January 31-February 04, 2016*

Atlanta, GA

Booth Cost: \$1,900.00

Name

TBD

Tourism Santa Fe

Name

FEBRUARY

***Luxury Meeting Summit – OK & TX
February 08-12, 2016*

*Oklahoma City, Dallas
Houston, San Antonio, Austin*

Cost per Show: \$800.00

Name

David Carr

Tourism Santa Fe

Name

***Luxury Meeting Summit
February 10, 2016*

Atlanta, GA

Show Cost: \$800.00

Name

Joellyn Baca

Tourism Santa Fe

Name

MARCH

**Meeting Industry Council of Colorado
March 16 -18, 2016**

Denver, CO

**Booth Cost: \$900.00 for (1) Attendee - \$150.00
For each additional person**

Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe

****Luxury Meeting Summit
March 31 – April 01, 2016**

Chicago, IL

Cost per Show: \$800.00

Name _____
Name _____

Tourism Santa Fe

APRIL

**Springtime in the Park
April 28, 2016
(Lottery took place...for 1 10x10 booth) 4 attendees allowed/3 free/1 extra @\$200.00/Booth Cost: \$4,300.00**

Washington, DC

**Estimated Cost: 1 hotel \$2,200; 2 hotels \$1,500.00; 3 hotels\$1,200.00
4 hotels \$1,800.00; 5 hotels \$1,500.00; 6 hotels \$1,300.00**

Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe

**ConferenceDirect
TBD**

TBD

**Estimated Cost: CVB \$4,050.00, Preferred Hotel
\$2,050.00**

Name _____
Name _____
Name _____

Tourism Santa Fe

MAY

FAM
May 17-20, 2016

Santa Fe, NM

Estimated Cost: \$500.00

Name _____
CVB Staff _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe _____

JUNE

MPI-WEC
June 11-14, 2016

Atlantic City, NJ

CVB Only

Name _____
Joellyn Baca _____
Name _____

Tourism Santa Fe _____

IPW
June 18-22, 2016

New Orleans, NO

CVB attending with NM Tourism Dept. (no hotel participation)

Name _____
David Carr _____
Name _____

Tourism Santa Fe _____
NM Dept. of Tourism _____

Collaborate Marketplace
TBD

TBD

CVB Only

Name _____
CVB Staff _____
Name _____

Tourism Santa Fe _____

JULY

Summer FAM
July 12-17, 2016

Santa Fe, NM

Estimated Cost: \$500.00

Name _____
CVB Staff _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe _____

AUGUST

ASAE
August 13-16, 2016

Salt Lake City, UT

Estimated Cost: with 3-6 hotels \$1,500.00; 4 hotels \$1,800.00
5 hotels \$1,650.00
10x10 booth: 3 free & 1 @ 595.00 (4 max) / booth cost: \$4300.00

Name _____
David Carr _____
Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe _____

****Luxury Meeting Summit & Sales Calls**
August 15-17, 2016

San Francisco & Silicon Valley, CA

Estimated Cost: \$800.00 per the show

Name _____
Kim Harmon _____
Name _____

Tourism Santa Fe _____

Connect Marketplace
Dates TBD

TBD

Estimated Cost: \$1,500.00

Name _____
CVB Staff _____
Name _____

Tourism Santa Fe _____

SEPTEMBER

HSM/ Nat'l
DATES - TBD

TBD

Estimated Cost: \$1,500.00

Note: no cost for all 4 badges per Victoria Ferrell-Hoehn

Name _____
CVB Staff _____
Name _____
Name _____
Name _____

Tourism Santa Fe _____

September FAM
September 13-16, 2016

Santa Fe, NM

Estimated Cost: \$500.00

Name _____
CVB Staff _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____
Name _____

Tourism Santa Fe _____

****Luxury Meetings Summit**
September 23, 2016

Phoenix, AZ

Estimated Cost: \$800.00

Name _____
Kim Harmon _____
Name _____

Tourism Santa Fe _____

NOVEMBER

**Rejuvenate Marketplace
TBD**

TBD

CVB Only

Name CVB Staff

Name

Tourism Santa Fe

Name

**Connect Marketplace Texas
TBD**

Dallas, TX

CVB Only

Name David Carr

Name

Tourism Santa Fe

DECEMBER

**Smart Meeting
Dates TBD**

Dallas, TX

CVB ONLY

Name David Carr

Name

Tourism Santa Fe

****Luxury Meeting Summits are reverse tradeshows and if interested in attending individual hotels must book directly through Collins Media.**



DOS Meeting Agenda

Wednesday, July 22, 2015 4:00PM

Nambe Room 2nd Floor

- Q2
- ✓ • Tourism Santa Fe Client Proposal
- Extranet
- Sales Manager
- Upcoming Travel
ABA; Luxury Summit Denver; Sales calls, ASAE
- Planned Travel/Tradeshows 2015/2016
- FAM
- Sales Newsletter
- Q&A
Incentive
12-15% commission
rebate to master account up to

Response Information

Pursuing this lead? ☐ Yes ☒ No

Comments:

Bureau-Only
Comments:

These comments will not
be seen by the client;
they will only be seen by
the staff of Tourism Santa
Fe.

Rate Range 0 to 0

Requested Rooms 0

Peak Night Rooms 0

Room Information

	Friday 10/28/2016	Saturday 10/29/2016	Sunday 10/30/2016	Monday 10/31/2016	Tuesday 11/01/2016	Wednesday 11/02/2016	Thursday 11/03/2016
Any	0	0					
Total	0	0	0	0	0	0	0
Requested	30	30	0	0	0	0	0

File Attachments

File Attachments: --None--

Additional Information

General

F&B Minimum \$

Concessions

Parking Overnight \$

Parking Daily \$

Resort Fee ☐ Yes ☒ No

Resort Fee Daily Charge if applicable \$

Internet	Included in Resort Fee Charge Complimentary	Internet Charge per person \$
Field 1		
Field 2		

Response Information

Pursuing this lead? ☐ Yes ☒ No

Comments:

Bureau-Only
Comments:

These comments will not
be seen by the client;
they will only be seen by
the staff of Tourism Santa
Fe.

Rate Range 0 to 0

Requested Rooms 0

Peak Night Rooms 0

Room Information

	Friday 10/28/2016	Saturday 10/29/2016	Sunday 10/30/2016	Monday 10/31/2016	Tuesday 11/01/2016	Wednesday 11/02/2016	Thursday 11/03/2016
Any	0	0					
Total	0	0	0	0	0	0	0
Requested	30	30	0	0	0	0	0

File Attachments

File Attachments: --None--

TOURISM

SANTA FE

Prepared On: 07/20/2015

Prepared By: David A. Carr

Leads By User

For Confirmed Status from Apr 1, 2015 to Jun 30, 2015

		Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)						
Dow AgroSciences		✓				
T&O Kickoff Meeting 2015 [3166]		07/20/2015	04/02/2015	50	180	58,500
Society of International Business Fellows						
SIBF Annual Summit [2555]		10/04/2015	09/26/2013	0	125	40,625
Total for Manager				50	305	99,125
David A. Carr (12)						
Heartland Financial		✓				
Heartland Retail Conference [3217]		04/20/2015	03/03/2015	30	0	0
Institute of Electrical and Electronics Engineers		✓				
IEEE LTSW 2016 [3239]		02/07/2016	05/21/2015	0	180	58,500
Land Trust Alliance		✓				
Land Trust Alliance Annual Meeting [3211]		04/28/2015	04/01/2015	50	100	32,500
Los Alamos National Laboratory		✓				
Emergent Paradigms in Nonlinear Complexity [3274]		06/07/2015	05/05/2015	50	120	0
Grand Challenges in Geological Fluid Mechanics [3276]		09/01/2015	05/05/2015	85	200	65,000
Lubbock Chamber of Commerce		✓				
Board Retreat [3248]		07/30/2015	05/12/2015	25	61	19,825
National Association of Attorneys General		✓				
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]		09/16/2015	06/22/2015	0	158	51,350
National Math Association/Imagine Education		✓				
Midschool Math 2016 [3187]		02/16/2016	05/14/2015	500	505	164,125
New Mexico Dental Foundation		✓				
New Mexico Mission of Mercy [3036]		04/06/2016	05/29/2015	0	50	16,250
New Mexico Mission of Mercy [3036]		04/06/2016	05/29/2015	1,500	275	89,375
New Mexico Hospitality Association		✓				
2015 Governor's Conference on Tourism [2755]		04/27/2015	02/06/2015	103	0	0
North American Society for the Sociology of Sport		✓				
NASSS Conference 2015 [2087]		11/02/2015	03/28/2013	0	0	0
Sandia National Laboratory		✓				
Sandia Labs Shale Science Conference Workshop [3213]		06/08/2015	04/16/2015	50	120	39,000
Total for Manager				2,393	1,769	535,925
Joellyn Baca (1)						
Physician Insurers Association of America		✓				
2016 PIAA Corporate Counsel Workshop [3366]		10/19/2016	06/22/2015	40	86	27,950
Total for Manager				40	86	27,950
Kim Harmon (10)						
American Bar Association		✓				
ABA Journal's September Board of Editors Meeting [3186]		09/27/2015	05/28/2015	25	60	19,500
American Institute of Medical Education						
Creativity and Madness 2015 [2015]		07/26/2015	11/26/2014	0	360	117,000
Friends of SaddleBrooke Libraries		✓				
Santa Fe Tour 2016 [3343]		04/25/2016	06/26/2015	50	108	21,492
Rocky Mountain Mineral Law Foundation		✓				
RMML Oil and Gas Agreements [3286]		05/10/2016	04/15/2015	200	384	124,800

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Simplified Technology Company					
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	✓ 11/15/2015	04/29/2015	50	87	28,275
The Wells Group of Durango, Inc.					
The Wells Group of Durango, Inc. Broker Retreat [3206]	✓ 10/23/2015	04/30/2015	80	80	26,000
Tourism Santa Fe CVB/City of Santa Fe					
FAM Welcome Reception [3332]	06/23/2015	06/01/2015	30	0	0
Valdez Productions Inc. - Santa Fe Comedy Festival					
Santa Fe Comedy Festival ~ Initial Inquiry [3164]	✓ 10/15/2015	04/29/2015	500	320	12,500
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	✓ 05/23/2016	06/08/2015	500	598	194,350
Women Writing the West					
Women Writing the West Conference 2016 [3288]	✓ 10/13/2016	04/13/2015	120	210	68,250
Total for Manager			1,555	2,207	612,167
Melanie Moore (22)					
Arts Commission / City of Santa Fe					
Art In Public Places - DEC 2015 [3311]	12/17/2015	05/07/2015	12	0	0
Art In Public Places - July 2015 [3302]	07/16/2015	05/07/2015	12	0	0
Art In Public Places - June 2015 [3301]	06/18/2015	05/07/2015	12	0	0
Art In Public Places - May 2015 [3300]	05/21/2015	04/29/2015	12	0	0
Art In Public Places - NOV 2015 [3303]	11/19/2015	05/07/2015	12	0	0
Blue Rooster					
Friends of Dorothy & Santa Fe Pride [2928]	06/26/2015	06/02/2015	0	0	0
Friends of Dorothy & Santa Fe Pride [2928]	06/27/2015	06/02/2015	200	0	5,000
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3326]	09/02/2015	04/28/2015	130	0	0
ICRC [3338]	05/14/2015	05/07/2015	40	0	0
Community Services / City of Santa Fe					
CPR / First Aid / AED [3359]	06/03/2015	05/20/2015	18	0	0
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3328]	05/28/2015	04/28/2015	0	0	0
HR Benefits Advisory Meeting [3328]	05/13/2015	04/28/2015	50	0	0
HR Open Enrollment [3345]	06/08/2015	05/11/2015	50	0	0
ITT / City of Santa Fe					
ITT Governance Committee [3312]	05/12/2015	04/15/2015	25	0	0
Mayor's Office / City of Santa Fe					
City Council Meeting - JULY 22 [3388]	07/22/2015	06/26/2015	500	0	0
City Council Meeting - JUNE 24 [3308]	06/24/2015	05/26/2015	300	0	0
Police Department / City of Santa Fe					
Lethality Assessment Program Training [3357]	08/06/2015	05/19/2015	30	0	0
Public Utilities Department / City of Santa Fe					
Children's Water Fiesta - FALL 2015 [3355]	09/29/2015	06/01/2015	600	0	0
Jemez Y Sangre Steering Committee Meeting [3280]	04/16/2015	04/01/2015	75	0	0
Public Works / City of Santa Fe					
ENN E. Alameda Improvements pt. 1.5 [3296]	04/30/2015	04/08/2015	100	0	0
Southwest Association of Indian Arts					
SWAIA 94th Summer Indian Market Preview 2015 [794]	08/21/2015	05/08/2015	2,000	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Randy's Meeting [3279]	06/26/2015	03/27/2015	-14	0	0
Transportation / City of Santa Fe					
Transportation / Attorney Meeting [3324]	04/27/2015	04/24/2015	6	0	0
Whitehawk					
2017 Whitehawk Show [2476]	08/07/2017	04/07/2015	3,000	0	75,000
Total for Manager			7,170	0	80,000
Rosalina Grace (26)					
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2016 [3364]	01/26/2016	05/28/2015	120	0	3,000
Bianca Zamora					
Zamora Wedding Reception [2876]	06/06/2015	09/18/2014	50	0	1,250

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Big Brothers Big Sisters Mountain Region					
Little Gala for a Big Cause 2015 [3207]	10/08/2015	04/01/2015	500	0	0
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
CENTER					
Photographic Exposition [3272]	06/12/2015	05/21/2015	500	0	12,500
Cumbre Court Reporting					
Cumbre Court Reporting Deposition [3356]	06/03/2015	05/19/2015	16	0	160
Cumbre Court Reporting Deposition [3356]	06/03/2015	05/19/2015	0	0	0
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	04/13/2015	500	0	0
Environmental New Mexico					
Environmental New Mexico [3150]	01/08/2015	04/23/2015	100	0	1,000
Georgia O'Keeffe Museum					
Lecture [3134]	05/08/2015	04/13/2015	250	0	2,500
Panel Discussion [3246]	07/17/2015	05/21/2015	30	0	300
M & J Boutique					
Tania & Jose Tania Tavaréz [3199]	09/04/2015	04/24/2015	350	0	22,750
Monte del Sol Charter School					
Monte del Sol Graduation 2015 [3059]	05/19/2015	04/17/2015	500	0	12,500
New Mexico Farm & Livestock Bureau					
New Mexico Farm & Livestock Bureau 2016 [2634]	01/26/2016	05/29/2015	400	0	10,000
New Mexico School for the Arts					
NM School for the Arts Graduation 2015 [2927]	06/01/2015	04/06/2015	600	0	15,000
Santa Fe Fiesta, Inc					
2015 Baile de Mayo [925]	05/09/2015	09/14/2010	0	0	0
2015 Fiesta Court Selection [2788]	05/07/2015	03/26/2014	0	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/08/2016	04/16/2015	2,000	0	0
Santa Fe Neighborhood Law Center					
Law & Policy for Neighborhoods Conference 2015 [2862]	12/03/2015	04/24/2015	175	0	0
Santa Fe Public Schools					
Capital High School Prom 2015 [880]	05/01/2015	04/14/2015	400	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	05/11/2015	500	0	32,500
Santa Fe High School Robing 2015 [525]	05/18/2015	04/15/2015	300	0	19,500
Santa Fe Public Schools Volunteer Banquet 2015 [3189]	04/17/2015	04/15/2015	500	0	32,500
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2015 [3209]	05/15/2015	05/06/2015	200	0	0
United States District Court					
Naturalization Swearing-in Ceremony 2015 [3198]	09/03/2015	06/30/2015	500	0	12,500
Valerie Sandoval					
Sandoval Graduation [3319]	06/05/2015	05/01/2015	300	0	7,500
YouthWorks					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	06/17/2015	550	0	35,750
Total for Manager			9,691	0	229,960
Grand Total(73)			20,899	4,367	1,585,127

TOURISM

SANTA FE

Prepared On: 07/20/2015

Prepared By: David A. Carr

Leads By User

For Lead Status from Apr 1, 2015 to Jun 30, 2015

Camilla Mandler (1)					
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Engineering Conferences International (ECI)					
ECI NSC (Non-Stoichiometric Compounds) [3292]	09/04/2016	04/06/2015	90	340	110,500
Total for Manager			90	340	110,500
David A. Carr (19)					
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Anthony J. Jannetti, Inc.					
(NNCC) Nephrology Nurses Certification Commission - Advance Practice Exam Board Mtg & Test Committee [3348]	05/20/2016	05/13/2015	0	42	13,650
NNCC - Clinical/Technical Exam Board & Test Committee [3349]	09/09/2016	05/13/2015	18	54	17,550
Kesselman-Jones Inc					
International Society for Aerosols in Medicine Congress 2017 [3383]	06/02/2017	06/23/2015	350	950	308,750
Las Cumbres Community Services					
Grandparents Raising Grandchildren Program [3275]	10/15/2015	05/04/2015	350	200	3,500
Los Alamos National Laboratory					
International Free Electron Laser Conference [2999]	08/20/2017	08/13/2014	500	0	0
National Association of Attorneys General					
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]	09/16/2015	05/05/2015	0	158	51,350
New Mexico Association of Counties					
NMAC 2016 [2294]	01/18/2016	09/15/2014	0	0	0
NMAC 2017 [2837]	01/16/2017	05/12/2014	0	0	0
NMAC 2018 [2838]	01/15/2018	05/12/2014	0	0	0
New Mexico Dental Foundation					
New Mexico Mission of Mercy [3036]	04/06/2016	05/05/2015	1,500	360	117,000
Retail Data Systems					
Sales Meeting 2016 [3313]	02/02/2016	04/15/2015	0	-60	-19,500
Sales Meeting 2016 [3313]	02/02/2016	04/15/2015	100	280	91,000
Sandia National Laboratory					
3D Printing and Digital Rocks Physics [3314]	08/03/2015	04/15/2015	50	25	8,125
Santa Fe Bridge Club					
Santa Fe Bridge Club [3335]	04/30/2017	05/01/2015	800	500	162,500
Santa Fe Wine & Chile					
2015 Santa Fe Wine & Chile Fiesta [3118]	09/23/2015	05/05/2015	1,500	1,500	487,500
Society of American Travel Writers					
2016 SATW Western Chapter Meeting [3386]	04/03/2016	06/24/2015	50	150	29,850
United States Martial Arts Hall of Fame					
The United States Martial Arts Hall of Fame - Annual Conference [3387]	06/21/2016	06/24/2015	150	285	92,625
University of New Mexico UNM					
Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347]	07/09/2017	05/13/2015	0	75	24,375
Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347]	07/09/2017	05/13/2015	150	375	121,875
The 14th ISDCI Congress [3377]	06/17/2018	06/18/2015	400	1,325	430,625
Wedding					
Turner Lequeri Wedding [3325]	09/10/2015	04/27/2015	120	115	7,800
Total for Manager			6,038	6,334	1,948,575
Joellyn Baca (8)					
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Association for Clinical Chemistry					
May 2016 BOD Meeting [3395]	05/16/2016	06/30/2015	22	79	25,675
Association of American Medical Colleges					
Council of Deans Spring Meeting 2017 [3342]	03/23/2017	05/08/2015	0	0	0

Camilla Mandler (1)					
Council of Deans Spring Meeting 2017 [3342]	03/23/2017	05/08/2015	135	407	132,275
Booz Allen Hamilton					
U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]	10/13/2015	06/30/2015	60	135	43,875
Engineering Conferences International (ECI)					
ECI CO2 Summit (16AV) [3293]	04/10/2016	04/06/2015	90	265	86,125
F + W Trade Show and Events					
Bead Fest 2017 [3369]	03/22/2017	06/08/2015	2,000	370	20,000
National Rural Electric Cooperative Association					
NRECA 2018 CONNECT Conference [3362]	05/12/2018	05/29/2015	700	2,090	679,250
Physician Insurers Association of America					
2016 PIAA Corporate Counsel Workshop [3366]	10/19/2016	05/29/2015	40	86	27,950
State Education Editors					
Annual Joint Meeting [3382]	06/05/2016	06/22/2015	100	280	91,000
Total for Manager			3,147	3,712	1,106,150
Kim Harmon (19)					
American Bar Association					
ABA Journal's September Board of Editors Meeting [3186]	09/27/2015	01/13/2015	0	0	0
American Massage Therapy Association (AMTA)					
AMTA June 2016 Board of Directors Meeting [3320]	06/08/2016	04/22/2015	50	150	48,750
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	200	247	80,275
American Society of Plastic Surgeons					
ASPS Symposium 2015 [2544]	08/25/2015	04/23/2015	400	775	251,875
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R					
CEDAR-GEM Joint Workshop 2016 [3017]	06/19/2016	08/21/2014	0	107	34,775
D Wave Systems					
D Wave Systems Sales Meeting [3353]	08/03/2015	05/15/2015	13	39	12,675
Friends of SaddleBrooke Libraries					
Santa Fe Tour 2016 [3343]	04/03/2016	05/08/2015	50	108	21,492
Historical Novel Society (HNS)					
Historical Novel Society (HNS) Conference 2017 [3316]	06/29/2017	04/16/2015	600	1,275	414,375
IBM Corporation					
ASAP University 2016 [3179]	04/15/2016	01/06/2015	0	0	0
National Atmospheric Deposition Program					
NADP Fall Meeting and Symposium 2016 [3291]	10/23/2016	04/02/2015	150	465	151,125
National Scholarship Providers Association (NSPA)					
NSPA Annual Conference 2016 [3393]	10/08/2016	06/26/2015	425	705	229,125
Opes Advisors					
President's Club 2016 [3340]	03/03/2016	05/07/2015	90	150	48,750
Premier Rail Collection					
Pullman Rail Journeys - Santa Fe [3327]	10/02/2015	04/28/2015	20	20	3,980
Simplified Technology Company					
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	11/15/2015	04/29/2015	0	87	28,275
Steel Founders Society of America (SFSa)					
Fall Leadership Meeting 2016 [3336]	09/09/2016	05/04/2015	100	155	50,375
The Standard					
The Standard - Annual Service Conference [3323]	03/14/2016	04/23/2015	65	195	63,375
Tourism Santa Fe CVB/City of Santa Fe					
FAM Welcome Reception [3332]	06/23/2015	05/01/2015	50	0	0
Virginia Tech Continuing Professional Education					
CEDAR - GEM Joint Workshop 2016 - GEM Room Request [3376]	06/18/2016	06/15/2015	600	677	220,025
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	05/30/2016	05/22/2015	500	907	294,775
Total for Manager			3,313	6,062	1,954,022
Melanie Moore (5)					
Hilton of Santa Fe					
LANL-IGGP Luncheon [3333]	06/02/2015	05/01/2015	16	0	400
Mayor's Office / City of Santa Fe					
City Council Meeting - JULY 22 [3388]	07/22/2015	06/26/2015	500	0	0

		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)						
Public Works / City of Santa Fe						
ENN E. Alameda Improvements pt. 1.5 [3296]		04/30/2015	04/08/2015	100	0	0
The Cancer Foundation For New Mexico						
11th Annual Sweetheart Auction [3005]		02/05/2016	08/19/2014	0	0	0
11th Annual Sweetheart Auction [3005]		02/26/2016	08/19/2014	0	0	0
Transportation / City of Santa Fe						
Transportation / Attorney Meeting [3324]		04/27/2015	04/24/2015	6	0	0
Total for Manager				622 5154	0	400
Rosalina Grace (38)						
Alicia Montoya						
Alicia & Mike Montoya Reception [3394]		05/21/2016	06/29/2015	0	0	0
Association of Commerce and Industry						
Association of Commerce & Industry Breakfast 2016 [3364]		01/26/2016	05/28/2015	120	0	3,000
Celine Gonzales						
Gonzales Reception [3295]		03/27/2015	04/07/2015	350	0	8,750
Chandler Media Group						
Chandler Media Group Concert/Dance [3380]		10/29/2016	06/18/2015	300	0	7,500
Cherry Pie Social						
Cherry Pie Social Workshop [3315]		06/05/2015	04/16/2015	100	0	0
City Attorney's Office / City of Santa Fe						
City Attorney's: Vehicle Forfeiture Conference [3375]		09/02/2015	06/11/2015	130	0	0
Contemporary Hispanic Market						
Contemporary Hispanic Market Preview 2015 [2992]		07/24/2015	06/05/2015	800	0	52,000
Cumbre Court Reporting						
Cumbre Court Reporting Deposition [3356]		06/03/2015	05/19/2015	0	0	0
Danette V. Trujillo						
Trujillo Graduation Party [3346]		06/18/2016	05/12/2015	300	0	7,500
Employee Benefit Committee / City of Santa Fe						
City of Santa Fe Holiday Party 2015 [2625]		12/11/2015	11/13/2013	0	30	0
First Presbyterian Church						
First Presbyterian Church [3352]		01/14/2017	05/19/2015	0	0	0
Georgia O'Keeffe Museum						
Panel Discussion [3246]		07/17/2015	05/21/2015	30	0	300
Gisselle Ortega						
Ortega Quinceanera [3372]		03/05/2016	06/09/2015	350	0	8,750
James Espinoza						
Juan Gabriel Concert [3358]		12/08/2015	05/20/2015	0	0	0
Justin Lee Law Firm						
Mediation [3374]		06/15/2015	06/11/2015	0	0	0
Mario Marcial						
Marcial Quinceanera [3370]		02/12/2016	06/08/2015	275	0	6,875
Masters Program						
Masters Program Prom 2016 [3334]		04/23/2016	05/06/2015	150	0	0
Mirlam Cano						
Cano Quinceanera [3329]		04/30/2016	04/29/2015	300	0	7,500
Naomi Marintez						
Martinez Reception [3381]		06/03/2016	06/19/2015	0	0	0
New Mexico Farm & Livestock Bureau						
New Mexico Farm & Livestock Bureau 2016 [2634]		01/26/2016	11/20/2013	0	0	0
New Mexico Injury Prevention Coalition						
NM Injury Prevention [3294]		05/20/2015	04/07/2015	0	0	0
Nick Salazar						
Salazar Wedding Reception [3384]		09/26/2015	06/24/2015	150	0	3,750
Noelle Maestas						
Maestas Wedding Reception [3373]		09/26/2015	06/09/2015	300	0	7,500
Presbyterian Healthcare Services						
Annual Provider Education Conference [3299]		08/25/2015	04/13/2015	50	0	0
Sandia National Laboratory						
Rattlesnake Handling Training [3361]		06/09/2015	05/27/2015	50	0	500
Santa Fe Chamber of Commerce						
Legislative Reception 2016 [3317]		01/25/2016	05/20/2015	1,000	0	25,000
Santa Fe Habitat for Humanity						

TOURISM

SANTA FE

Prepared On: 07/20/2015

Prepared By: David A. Carr

Leads By User

For Tentative Status from Apr 1, 2015 to Jun 30, 2015

David A. Carr (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Institute of Medical Education					
AIME Winter Meeting 2016 [3297]	02/10/2016	04/09/2015	600	0	0
Kesselman-Jones Inc					
International Society for Aerosols in Medicine Congress 2017 [3383]	06/02/2017	06/22/2015	350	0	308,750
Los Alamos National Laboratory					
International Free Electron Laser Conference [2999]	08/20/2017	04/23/2015	500	0	0
New Mexico Hospitality Association					
2016 Governor's Conference on Tourism [3298]	04/25/2016	04/09/2015	350	0	0
Santa Fe Bridge Club					
Santa Fe Bridge Club [3335]	04/30/2017	05/01/2015	800	0	162,500
University of New Mexico UNM					
The 14th ISDCI Congress [3377]	06/17/2018	06/17/2015	400	0	430,625
Total for Manager			3,000	0	901,875
Joellyn Baca (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Association for Clinical Chemistry					
May 2016 BOD Meeting [3395]	05/16/2016	06/30/2015	22	0	25,675
Engineering Conferences International (ECI)					
ECI CO2 Summit (16AV) [3293]	04/10/2016	04/06/2015	90	0	86,125
F + W Trade Show and Events					
Bead Fest 2017 [3369]	03/22/2017	06/08/2015	2,000	0	20,000
National Rural Electric Cooperative Association					
NRECA 2018 CONNECT Conference [3362]	05/12/2018	05/29/2015	700	0	679,250
Physician Insurers Association of America					
2016 PIAA Corporate Counsel Workshop [3366]	10/19/2016	05/29/2015	40	86	27,950
State Education Editors					
Annual Joint Meeting [3382]	06/05/2016	06/22/2015	100	0	91,000
Total for Manager			2,952	86	930,000
Kim Harmon (4)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Institute of Medical Education					
Creativity and Madness 2019 [3350]	08/04/2019	05/14/2015	600	0	0
Creativity and Madness 2020 [3351]	08/02/2020	05/14/2015	700	0	0
Virginia Tech Continuing Professional Education					
CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]	06/18/2016	06/11/2015	600	0	220,025
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	05/23/2016	04/24/2015	500	598	194,350
Total for Manager			2,400	598	414,375
Melanie Moore (27)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Art In Public Places - DEC 2015 [3311]	12/17/2015	04/14/2015	12	0	0
Art In Public Places - July 2015 [3302]	07/16/2015	04/14/2015	12	0	0
Art In Public Places - June 2015 [3301]	06/16/2015	04/14/2015	12	0	0
Art In Public Places - May 2015 [3300]	05/21/2015	04/14/2015	12	0	0
Art In Public Places - NOV 2015 [3303]	11/19/2015	04/14/2015	12	0	0
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2016 [3368]	12/15/2016	06/05/2015	1,200	0	78,000
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3326]	09/02/2015	04/27/2015	130	0	0

David A. Carr (6)		Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
ICRC [3338]		05/14/2015	05/06/2015	40	0	0
Community Services / City of Santa Fe						
CPR / First Aid / AED [3359]		06/03/2015	05/20/2015	18	0	0
Hilton of Santa Fe						
LANL-IGGP Luncheon [3333]		06/02/2015	05/01/2015	16	0	400
Human Resources / City of Santa Fe						
HR Benefits Advisory Meeting [3328]		05/28/2015	04/28/2015	50	0	0
HR Open Enrollment [3345]		06/08/2015	05/11/2015	50	0	0
ITT / City of Santa Fe						
ITT Governance Committee [3312]		05/12/2015	04/15/2015	25	0	0
Mayor's Office / City of Santa Fe						
City Council Meeting - AUG 5 [3390]		08/05/2015	06/26/2015	300	0	0
City Council Meeting - JULY 15 [3371]		07/15/2015	06/09/2015	300	0	0
City Council Meeting - JULY 3 [3309]		07/03/2015	04/14/2015	300	0	0
City Council Meeting - JUNE 10 [3307]		06/10/2015	04/14/2015	200	0	0
City Council Meeting - JUNE 24 [3308]		06/24/2015	04/14/2015	300	0	0
City Council Meeting - MAY 13 [3305]		05/13/2015	04/14/2015	200	0	0
City Council Meeting - MAY 27 [3306]		05/27/2015	04/14/2015	300	0	0
City Council Meeting - SEP 2 [3391]		09/02/2015	06/26/2015	300	0	0
Election Day [3310]		03/01/2016	04/14/2015	300	0	0
Police Department / City of Santa Fe						
Lethality Assessment Program Training [3357]		08/06/2015	05/19/2015	30	0	0
Public Utilities Department / City of Santa Fe						
Children's Water Fiesta - FALL 2015 [3355]		09/29/2015	05/18/2015	600	0	0
Santa Fe Fashion Week						
Santa Fe Fashion Week 2015 [3144]		10/16/2015	05/18/2015	400	0	10,000
The Kiwanis Club of Santa Fe						
Zozobra w/ Downtown Merchants [3397]		07/21/2015	06/30/2015	40	0	400
Transportation / City of Santa Fe						
NMPTA Board of Directors [3385]		01/14/2016	06/24/2015	13	0	0
Total for Manager				5,172 5156	0	88,800
Rosalina Grace (52)		Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Alicia Montoya						
Alicia & Mike Montoya Reception [3394]		05/21/2016	06/29/2015	0	0	0
Association of Commerce and Industry						
Association of Commerce & Industry Breakfast 2016 [3364]		01/26/2016	05/28/2015	120	0	3,000
Celine Gonzales						
Gonzales Reception [3295]		03/27/2015	04/07/2015	350	0	8,750
Chandler Media Group						
Chandler Media Group Concert/Dance [3380]		10/29/2016	06/18/2015	300	0	7,500
Cherry Pie Social						
Cherry Pie Social Workshop [3315]		06/05/2015	04/16/2015	100	0	0
City Attorney's Office / City of Santa Fe						
City Attorney's: Vehicle Forfeiture Conference [3375]		09/02/2015	06/11/2015	130	0	0
Contemporary Hispanic Market						
Contemporary Hispanic Market Preview 2015 [2992]		07/23/2015	06/05/2015	800	0	52,000
Cumbre Court Reporting						
Cumbre Court Reporting Deposition [3356]		06/03/2015	05/19/2015	16	0	160
Danette V. Trujillo						
Trujillo Graduation Party [3346]		06/18/2016	05/12/2015	300	0	7,500
Department of Public Safety						
New Mexico State Police Graduation [3304]		12/03/2015	04/14/2015	500	0	0
First Presbyterian Church						
First Presbyterian Church [3352]		01/14/2017	05/14/2015	0	0	0
Gisselle Ortega						
Ortega Quincenera [3372]		03/05/2016	06/09/2015	350	0	8,750
James Espinoza						
Juan Gabriel Concert [3358]		12/08/2015	05/20/2015	0	0	0
Jeanette Romero						
Romero Memorial Reception [3392]		07/14/2015	06/26/2015	80	0	2,000
Justin Lee Law Firm						
Mediation [3374]		06/15/2015	06/11/2015	0	0	0
Mario Marcial						

David A. Carr (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Marcial Quincenera [3370]	02/12/2016	06/08/2015	275	0	6,875
Masters Program					
Holiday Party [3331]	12/12/2015	05/01/2015	150	0	0
Masters Program Prom 2016 [3334]	04/23/2016	05/01/2015	150	0	0
Miriam Cano					
Cano Quinceanera [3329]	04/30/2016	04/29/2015	300	0	7,500
Molly Fields					
Fields & Martinez Wedding Reception [3069]	04/16/2016	05/29/2015	350	0	22,750
Monte del Sol Charter School					
Monte del Sol Graduation 2016 [3378]	05/25/2016	06/17/2015	500	0	12,500
Naomi Marintez					
Martinez Reception [3381]	06/03/2016	06/19/2015	0	0	0
New Mexico Injury Provension Coalition					
NM Injury Provension [3294]	05/20/2015	04/07/2015	0	0	0
New Mexico School for the Arts					
NM School for the Arts Graduation 2016 [3379]	05/24/2016	06/17/2015	600	0	15,000
Nick Salazar					
Salazar Wedding Reception [3384]	09/26/2015	06/24/2015	150	0	3,750
Noelle Maestas					
Maestas Wedding Reception [3373]	09/26/2015	06/09/2015	300	0	7,500
Presbyterian Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	0	0
Sandia National Laboratory					
Rattlesnake Handling Training [3361]	06/09/2015	05/27/2015	50	0	500
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	04/17/2015	1,000	0	25,000
Legislative Reception 2017 [3321]	01/23/2017	04/23/2015	1,000	0	25,000
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2017 [2855]	02/04/2017	05/29/2015	500	0	12,500
SF Community Orchestra Concert & Dance Gala 2018 [2856]	02/10/2018	05/29/2015	500	0	12,500
Santa Fe Fiesta, Inc					
2016 Balle de Mayo [926]	05/07/2016	04/23/2015	500	0	0
2016 Fiesta Court Selection [2791]	05/05/2016	04/22/2015	500	0	0
2016 Royal Ball [2976]	08/06/2016	04/23/2015	400	0	0
2017 Installation of Officers [918]	01/07/2017	05/29/2015	200	0	0
Youth Mariache Workshops 2016 [941]	03/28/2016	04/22/2015	400	0	0
Santa Fe Habitat for Humanity					
Durby Day 2016 [3365]	05/07/2016	05/29/2015	350	0	8,750
Santa Fe Institute					
BNet Symposium [3363]	11/05/2015	05/28/2015	120	0	3,000
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	04/22/2015	2,000	0	0
Santa Fe Public Schools					
Capital High School Prom 2016 [3322]	04/30/2016	04/23/2015	400	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	04/14/2015	500	0	32,500
Southwest Regional Education Center #10					
SW Regional Education Workshop [3289]	06/01/2015	04/02/2015	0	0	0
SW Regional Education Workshop [3290]	06/25/2015	04/02/2015	0	0	0
Southwestern College					
Annual Transformation & Healing Conference 2016 [3367]	08/27/2016	06/03/2015	500	0	0
St. Micheals Foundation					
Blue Stamped/Calcuta [3339]	04/30/2016	05/06/2015	300	0	19,500
Blue Stamped/Calcuta 2017 [3341]	04/15/2017	05/08/2015	350	0	22,750
The Cancer Foundation For New Mexico					
12th Annual Sweetheart Auction [3006]	02/10/2017	05/29/2015	1,000	0	65,000
13th Annual Sweetheart Auction [3007]	02/02/2018	05/29/2015	1,000	0	65,000
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2016 [3344]	05/11/2016	05/11/2015	200	0	0
United States District Court					
Naturalization Swearing-in Ceremony 2016 [3360]	09/02/2016	05/21/2015	500	0	12,500
Valerie Sandoval					
Sandoval Graduation [3319]	06/05/2015	04/21/2015	300	0	7,500
Total for Manager			18,441	0	477,535

17X

David A. Carr (6)

Meeting Date

Date Definite

Delegates

Total Room Nights

Econ Value

Grand Total(95)

31,965

684

2,812,585

TOURISM SANTA FE

Prepared On: 07/20/2015
Prepared By: David A. Carr

Leads By User

For Confirmed Status from Apr 1, 2014 to Jun 30, 2014

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
Animal Neurology & Imaging Center					
Southwest Veterinary Neurology Symposium [2817]	10/10/2014	04/28/2014	0	194	63,050
Southwest Veterinary Neurology Symposium [2817]	10/10/2014	04/28/2014	250	300	97,500
Association for Social Anthropology in Oceania					
Annual Conference 2015 [2459]	02/03/2015	04/03/2014	150	210	68,250
Association for Computing Machinery					
HotMobile 2015: International Workshop on Mobile Computing Systems and Applications [2825]	02/25/2015	06/17/2014	100	165	53,625
HPN Global					
Quality Matters-2014 Southwest Regional Conference [2679]	04/22/2014	04/30/2014	50	227	73,775
Quality Matters-2014 Southwest Regional Conference [2679]	04/22/2014	04/30/2014	200	0	0
TAAN Worldwide, Inc.					
Taan US National Conference 2015 [2811]	03/04/2015	05/12/2014	60	220	71,500
Total for Manager			810	1,316	427,700
Cynthia Delgado (1)					
Tourism Santa Fe CVB/City of Santa Fe					
Website RFP Interviews [2833]	05/05/2014	05/02/2014	10	0	0
Total for Manager			10	0	0
David A. Carr (2)					
LANL CMSO Workshop					
LANL CMSO Workshop [2667]	03/09/2014	12/24/2013	0	-17	-5,525
Migration 2015					
Migration Conference 2015 [1055]	09/12/2015	02/09/2014	0	0	0
Total for Manager			0	-17	-5,525
Kim Harmon (12)					
ESRI (Environmental Systems Research Institute, Inc.					
Esri Southwest User Conference [2670]	11/29/2014	06/19/2014	400	156	50,700
John E. Reid & Associates, Inc.					
Reid & Associates Training [2920]	02/24/2015	06/30/2014	50	30	9,750
Keystone Symposia					
Keystone 2015 - J3 & J4 [2449]	01/23/2015	10/31/2013	0	0	0
Missouri State University					
Curriculum Retreat for the VESTA Program [2701]	05/26/2014	04/11/2014	70	274	89,050
New Mexico EMS Region 1					
New Mexico EMS Region 1 [2370]	06/22/2014	02/19/2014	0	63	20,475
New Mexico EMS Region 1 Planning Meeting [2830]	05/05/2014	04/30/2014	15	0	150
Potential Gas Committee					
Potential Gas Committee Board of Directors Meeting [2806]	04/11/2015	06/09/2014	60	55	17,875
Rural Community Assistance Corporation					
RCAC August 2014 Board of Directors Meeting [2888]	08/06/2014	06/05/2014	22	48	15,600
Saint Bernard Club of America					
Saint Bernard Club of America National Dog Show & Conference [2207]	09/27/2015	06/05/2014	200	674	219,050
Santa Fe New Mexican / The Wall That Heals					
Special Memorial Wall Courtesy Room Rates [2748]	03/19/2014	05/29/2014	500	35	6,965

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
Tourism Santa Fe CVB/City of Santa Fe					
Conference Direct FAM Reception [2915]	07/28/2014	06/17/2014	50	0	0
UNM-COSIT International Conference					
COSIT International Conference-HOLD #1 [2648]	08/30/2015	05/29/2014	400	330	107,250
Total for Manager			1,767	1,665	536,865
Melanie Moore (29)					
Arts Commission / City of Santa Fe					
Arts Commission - Mayor Gonzales Meeting [2887]	06/11/2014	06/05/2014	20	0	0
Arts Commission - Mayor w/ Gallery Assoc [2802]	04/30/2014	04/02/2014	25	0	0
Arts Commission - Mayor w/ Gallery Assoc [2873]	06/06/2014	05/30/2014	20	0	0
Sister Cities Meetings [2932]	07/07/2014	06/30/2014	12	0	0
City Attorney's Office / City of Santa Fe					
Attorneys: Marcos Mediation [2858]	05/30/2014	05/23/2014	6	0	0
City Manager's Office / City of Santa Fe					
Audit Committee Meetings [2883]	09/03/2014	06/05/2014	12	0	0
Audit Committee Meetings [2884]	10/01/2014	06/05/2014	12	0	0
Audit Committee Meetings [2885]	11/05/2014	06/05/2014	12	0	0
Audit Committee Meetings [2886]	12/03/2014	06/05/2014	12	0	0
Emergency Training Class [2861]	07/09/2014	05/28/2014	0	0	0
Emergency Training Class [2861]	07/09/2014	05/28/2014	25	0	0
Special Task Force - Park Bond Audit [2880]	06/11/2014	06/04/2014	15	0	0
City of Santa Fe					
Risk Management Conference Call [2908]	06/17/2014	06/13/2014	4	0	0
Heath Concerts					
The Violent Femmes - Concert [2707]	09/11/2014	06/04/2014	1,800	0	45,000
Ziggy Marley - Concert [2797]	10/29/2014	06/04/2014	1,800	0	45,000
Housing & Community Development / City of Santa Fe					
New Mexico - ITS [2813]	05/08/2014	04/09/2014	50	0	0
SFE Business Export Workshop [2844]	06/19/2014	05/19/2014	30	0	0
Human Resources / City of Santa Fe					
HR - Open Enrollment [2820]	06/09/2014	04/18/2014	25	0	0
London International / Art Santa Fe					
Art Santa Fe Contemporary and International Art Fair - 2014 [2731]	07/07/2014	04/25/2014	1,000	0	10,000
Mayor's Office / City of Santa Fe					
Mayor's Meeting [2847]	05/23/2013	05/19/2014	12	0	0
Mayor's Meeting: Public Banking [2860]	06/10/2014	05/28/2014	15	0	0
Mayor's Meeting: Transition Team [2868]	06/03/2014	05/29/2014	20	0	0
Mayor's Office: Climate Action Event [2889]	07/10/2014	06/27/2014	-60	0	0
Mayor's Office: Climate Action Event [2889]	06/24/2014	06/27/2014	100	0	0
Museum of New Mexico Foundation / Native Treasures					
2012 Native Treasures Indian Arts Festival [76]	05/25/2012	12/09/2011	0	0	45,000
The Kiwanis Club of Santa Fe					
Zozobra w/ Downtown Merchants [2921]	06/30/2014	06/24/2014	30	0	300
Tourism Santa Fe CVB/City of Santa Fe					
CVB - Meeting [2818]	04/21/2014	04/18/2014	30	0	300
CVB - Travel Planner Kick Off [2809]	06/11/2014	04/04/2014	50	0	0
Green Chile Cheeseburger Smackdown Chef Meeting [2903]	06/19/2013	06/12/2014	0	0	0
Green Chile Cheeseburger Smackdown Chef Meeting [2903]	09/19/2013	06/12/2014	25	0	0
Sales DOS Meeting - JUN 2014 [2892]	06/18/2014	06/06/2014	20	0	0
Transportation / City of Santa Fe					
Public Transit Master Plan Meeting [2922]	07/08/2014	06/25/2014	50	0	0
Total for Manager			5,172	0	145,600
Phyllis Ortiz (2)					
Employee Benefit Committee / City of Santa Fe					
June Monthly Meeting [2918]	06/19/2014	06/18/2014	12	0	0
Housing & Community Development / City of Santa Fe					
People on the Plaza [2835]	05/12/2014	05/06/2014	50	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
Total for Manager			62	0	0
Rosalina Grace (29)					
Academy For Technology and the Classics					
ATC Graduation 2014 [2525]	05/21/2014	04/17/2014	800	0	0
Acequia Madre Elementary PTC					
Acequia Madre Elementary Fundraiser 2014 [2619]	11/01/2014	04/29/2014	400	0	26,000
Boys and Girls Club					
Boys and Girls Club Fundraiser 2014 [2656]	05/09/2014	04/08/2014	400	0	26,000
City of Santa Fe					
SF Boys & Girls Club Master Plan Interviews-RFP Meeting [291]	05/09/2014	12/09/2009	0	0	0
Dominic Silva					
Santa Fe Pride Dance [2819]	06/28/2014	06/18/2014	0	0	0
Gilda Montano					
Montano Wedding Reception [2289]	07/05/2014	10/15/2013	0	0	0
La Sociedad Folklorica de Nuevo Mexico					
Baile de los Cascarones 2017 [2869]	04/22/2017	05/29/2014	400	0	0
Baile de los Cascarones 2018 [2870]	04/07/2018	05/29/2014	400	0	0
Monte del Sol Charter School					
Monte del Sol Graduation 2014 [2413]	05/20/2014	04/28/2014	500	0	0
New Mexico Farm & Livestock Bureau					
AgFest 2015 [2243]	02/17/2015	04/29/2014	400	0	10,000
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2015 [2729]	02/11/2015	06/16/2014	500	0	32,500
Public Banking Institute - WeArePeopleHere!					
Banking on New Mexico - WeArePeopleHere.org [2711]	09/27/2014	06/13/2014	700	0	17,500
Public Utilities Department / City of Santa Fe					
Children's Water Fiesta 2012 [480]	04/11/2012	12/23/2011	0	0	0
Regional Coalition of LANL Communities					
Regional Coalition of LANL Communities [2829]	05/16/2014	05/12/2014	8	0	80
Rocky Mountain Association for College Admission Counseling (RMACAC)					
RMACAC Welcome Reception [2724]	05/01/2014	03/07/2014	0	0	0
Santa Fe Area Home Builders Association					
Santa Fe Home & Remodeling Show 2015 [2323]	03/13/2015	06/30/2014	2,000	0	130,000
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [2730]	12/03/2014	04/21/2014	150	0	1,500
Task Force Meeting on Affordable Housing [2821]	12/10/2014	06/26/2014	250	0	2,500
Santa Fe Community Convention Center					
Breakdown for Governor's Prayer Breakfast [2896]	02/03/2015	06/10/2014	0	0	0
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
Santa Fe County Board of County Commissioners					
Santa Fe County Board of County Commissioners Board Meeting [2842]	06/11/2014	06/06/2014	300	0	3,000
Santa Fe Fiesta, Inc					
2014 Royal Ball [2558]	08/02/2014	06/27/2014	400	0	0
Santa Fe Neighborhood Law Center					
Law & Policy for Neighborhoods Conference 2014 [2150]	12/11/2014	05/23/2014	175	0	0
Santa Fe Public Schools					
Santa Fe & Capital High Awards Banquet 2014 [2801]	05/13/2014	05/22/2014	500	0	32,500
Santa Fe High School Robing 2014 [885]	05/19/2014	03/20/2014	0	0	0
SFPS Volunteer Program 2014 [2827]	05/12/2014	04/29/2014	450	0	29,250
The Cancer Foundation For New Mexico					
10th Annual Sweetheart Auction [833]	02/06/2015	04/24/2014	1,000	0	65,000
Tierra Encantada Charter School @ Alford					
Tierra Encantada Charter School Graduation 2014 [2826]	05/16/2014	05/12/2014	200	0	0
Youth and Family Services Division					
Mayor's Connecting Data for Action: Santa Fe Workshop [2805]	04/22/2014	04/02/2014	0	0	0
Total for Manager			9,943	0	375,830
Grand Total(80)			17,764	2,964	1,480,470

TOURISM SANTA FE

Prepared On: 07/20/2015

Prepared By: David A. Carr

Leads By User

For Lead Status from Apr 1, 2014 to Jun 30, 2014

Camilla Mandler (17)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Land Title Association					
Board of Governors Meeting [2897]	02/18/2015	06/10/2014	15	38	12,350
American Osteopathic Academy of Sports Medicine					
AOASM Clinical Conference 2016 [2923]	04/03/2016	06/24/2014	250	545	177,125
American Society of Mechanical Engineers					
IGTI Board Meeting [2924]	09/18/2014	06/25/2014	0	105	34,125
Animal Neurology & Imaging Center					
Southwest Veterinary Neurology Symposium [2817]	10/10/2014	04/17/2014	250	200	65,000
Association for Computing Machinery					
HotMobile 2015: International Workshop on Mobile Computing Systems and Applications [2825]	02/25/2015	04/28/2014	100	165	53,625
Association for Psychological Type International					
Biennial Conference 2015 [2840]	07/15/2015	05/14/2014	200	870	282,750
Council of State Speech, Language, Hearing Association Presidents (CSAP)					
Spring CSAP Meeting 2016 [2899]	05/11/2016	06/10/2014	65	0	0
Spring CSAP Meeting 2016 [2899]	04/27/2016	06/10/2014	0	103	33,475
Engineering Conferences International (ECI)					
ECI Cell Culture 2016 [2925]	04/17/2016	06/25/2014	450	1,946	632,450
FPS Gold - Financial Software & Services					
"Directions" Annual User Conference [2823]	06/10/2015	04/23/2014	150	385	125,125
Greeting Card Association					
GCA 2015 Annual Convention [2834]	09/30/2015	05/06/2014	80	207	67,275
Inmex - Informed Meetings Exchange					
Veterans' Affairs Management Training [2836]	10/27/2014	05/08/2014	100	400	130,000
Meeting Insites					
NAFSA-Association of International Educators, Region II [2832]	10/16/2016	04/30/2014	120	435	141,375
Property Casualty Insurers Assn of America					
2016 Investment Seminar [2822]	09/10/2016	04/23/2014	100	310	100,750
Soros Justice Fellowship					
Soros Justice Fellowship [2816]	07/26/2014	04/15/2014	200	370	120,250
TAAN Worldwide, Inc.					
Ta'an US National Conference 2015 [2811]	03/04/2015	04/07/2014	60	0	0
Ta'an US National Conference 2015 [2811]	03/04/2015	04/07/2014	0	220	71,500
The Hotel Network					
Southwest Border Conference 2014 [2831]	11/10/2014	04/30/2014	0	115	37,375
XMI Meetings					
AAV/AEMV/ARAV Trilateral Conference 2015 [2843]	08/27/2015	05/15/2014	750	2,028	659,100
Total for Manager			2,890	8,442	2,743,650
Cynthia Delgado (1)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Tourism Santa Fe CVB/City of Santa Fe					
Website RFP Interviews [2833]	05/05/2014	05/02/2014	10	0	0
Total for Manager			10	0	0
David A. Carr (3)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Breton Wood 3.0					
Breton Wood 3.0 [2912]	11/09/2015	06/16/2014	750	4,200	1,365,000
New Mexico Association of Counties					
NMAC 2017 [2837]	01/16/2017	05/12/2014	900	1,265	411,125
NMAC 2018 [2838]	01/15/2018	05/12/2014	900	1,235	401,375

		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (17)						
Total for Manager				2,550	6,700	2,177,500
		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Kim Harmon (11)						
American Institute of Medical Education						
Creativity and Madness 2015 [2015]		07/26/2015	09/25/2014	600	1,500	487,500
American Institute of Professional Geologists						
AIPG 2016 Annual Conference [2891]		09/09/2016	06/05/2014	200	425	138,125
American Society of Farm Managers & Rural Appraisers						
American Society of Farm Managers & Rural Appraisers Annual Conference 2016 [2803]		11/05/2016	04/02/2014	0	1,237	402,025
Association for Business Communication						
ABC 81st Annual International Convention [2879]		10/23/2016	06/03/2014	275	792	257,400
John E. Reid & Associates, Inc.						
Reid & Associates Training [2920]		02/24/2015	06/20/2014	50	30	9,750
New Mexico EMS Region 1						
New Mexico EMS Region 1 Planning Meeting [2830]		05/05/2014	04/30/2014	15	0	150
PATH International						
PATH Annual Conference 2017 [2694]		10/29/2017	01/17/2014	0	0	0
Potential Gas Committee						
Potential Gas Committee Board of Directors Meeting [2806]		04/11/2015	04/03/2014	60	120	39,000
Rural Community Assistance Corporation						
RCAC August 2014 Board of Directors Meeting [2888]		08/06/2014	06/05/2014	22	48	15,600
Western Association of Convention & Visitors Bureaus						
WACVB at Albuquerque CVB [2911]		09/19/2014	06/16/2014	100	40	7,960
Young Presidents' Organization ~ Iowa						
Iowa YPO Retreat [2890]		10/22/2014	06/05/2014	17	18	5,850
Total for Manager				1,339	4,210	1,363,360
		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (7)						
Blue Rooster						
Friends of Dorothy & Santa Fe Pride [2928]		06/27/2015	06/30/2014	0	0	0
City Manager's Office / City of Santa Fe						
Grievance Hearings [2853]		10/02/2014	05/22/2014	25	0	0
Heath Concerts						
Foster the People - Concert [2807]		09/29/2014	04/03/2014	1,800	0	45,000
• Ziggy Marley - Concert [2797]		10/29/2014	03/28/2014	0	0	0
Housing & Community Development / City of Santa Fe						
SFE Business Export Workshop [2844]		06/19/2014	05/19/2014	30	0	0
Public Utilities Department / City of Santa Fe						
Children's Water Fiesta 2015 [2841]		04/09/2015	05/14/2014	150	0	0
Tourism Santa Fe CVB/City of Santa Fe						
Green Chile Cheeseburger Smackdown Chef Meeting [2903]		09/19/2013	06/12/2014	25	0	0
Total for Manager				2,030	0	45,000
		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Rosalina Grace (56)						
Academy For Technology and the Classics						
ATC Graduation 2015 [2902]		05/20/2015	06/12/2014	800	0	0
Amanda Lopez						
Lopez Graduation [2898]		07/25/2015	06/10/2014	0	0	0
Art of Celebration						
Liss Wedding Reception [2907]		09/27/2014	06/13/2014	0	0	0
Blue Rooster						
Santa Fe Pride Dance 2016 [2929]		06/25/2016	06/30/2014	400	0	10,000
Santa Fe Pride Dance 2017 [2930]		06/24/2017	06/30/2014	400	0	10,000
Santa Fe Pride Dance 2018 [2931]		06/30/2018	06/30/2014	400	0	10,000
Diana Capshaw						
Di Palma Wedding Reception [2799]		06/13/2015	03/31/2014	0	0	0
Di Palma Wedding Reception [2799]		06/13/2015	03/31/2014	0	0	0
Dominic Silva						

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (17)					
Santa Fe Pride Dance [2819]	06/28/2014	04/18/2014	0	0	0
Elena Vargas					
Vargas Wedding Reception [2859]	01/17/2015	05/23/2014	70	0	1,750
Felicia Gonzales					
Gonzales Wedding Reception [2910]	08/15/2015	06/16/2014	0	0	0
Florence Sena					
Sena Graduation [2894]	06/13/2015	06/10/2014	0	0	0
Sena Graduation [2894]	06/06/2015	06/10/2014	0	0	0
Gene Valencia					
Valencia Birthday Party [2810]	07/26/2014	04/07/2014	150	0	3,750
Georgia O'Keeffe Museum					
Discussion for Modern Art Collectors [2850]	07/24/2014	05/20/2014	20	0	200
Grow Marketing					
Technology Company [2808]	05/01/2014	04/03/2014	75	0	750
Guermo Solis					
Solis Quincenera [2926]	07/04/2015	06/26/2014	0	0	0
Jose Ortega					
Ortega Quincenera [2878]	05/16/2015	06/02/2014	0	0	0
Judicial Conference					
Judicial conference Meet & Greet [2848]	05/18/2015	05/19/2014	0	0	0
Judicial conference Meet & Greet [2848]	05/14/2015	05/19/2014	0	0	0
Katelyn Williams					
Williams Wedding Ceremony [2933]	05/16/2015	06/30/2014	0	0	0
Kitchen Angels					
Kitchen Angels Collectable Box Auction 2015/Mayors Ball 2015 [2871]	10/03/2015	05/30/2014	0	0	0
La Sociedad Folklorica de Nuevo Mexico					
Baile de los Cascarones 2017 [2869]	04/22/2017	05/29/2014	400	0	0
Baile de los Cascarones 2018 [2870]	04/07/2018	05/29/2014	400	0	0
Landle Romero					
Romero & Valdez Reception [2812]	07/26/2014	04/07/2014	0	0	0
Los Alamos Women In Science					
LAWIS/EYH 2015 [2872]	03/06/2015	05/30/2014	250	0	0
M & J Boutique					
Wedding Reception [2814]	04/18/2015	04/11/2014	400	0	26,000
Michell Corrales					
Corrales and Leehuga Reception [2874]	02/21/2015	05/30/2014	500	0	12,500
National Alliance for Mental Illness Santa Fe Chapter					
NAMI Santa Fe Chapter [2824]	05/21/2014	04/24/2014	200	0	2,000
New Mexico Indian Affairs Department					
NM Indian Affairs Department [2906]	07/17/2014	06/13/2014	0	0	0
New Mexico MEP					
New Mexico MEP Staff Retreat [2815]	07/24/2014	04/15/2014	0	0	0
Nu Star					
OSHA VVP Safety Banquet [2852]	06/12/2014	05/22/2014	100	0	6,500
QiGong					
Qi Gong [2828]	06/12/2015	04/29/2014	400	0	0
Regional Coalition of LANL Communities					
Regional Coalition of LANL Communities [2829]	05/16/2014	04/29/2014	8	0	80
Renee Borrego					
Borrego & Valerio Wedding Reception [2780]	09/20/2014	03/21/2014	0	0	0
Samuel Lechuga					
Lechuga Wedding Reception [2877]	06/20/2015	06/02/2014	0	0	0
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [2821]	12/10/2014	04/21/2014	250	0	2,500
Santa Fe Community Convention Center					
Breakdown for Governor's Prayer Breakfast [2896]	02/03/2015	06/10/2014	0	0	0
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2016 [2854]	02/13/2016	05/22/2014	500	0	12,500
SF Community Orchestra Concert & Dance Gala 2017 [2855]	02/11/2017	05/22/2014	500	0	12,500
SF Community Orchestra Concert & Dance Gala 2018 [2856]	02/10/2018	05/22/2014	500	0	12,500
SF Community Orchestra Concert & Dance Gala 2019 [2857]	02/23/2019	05/22/2014	0	0	0
SF Community Orchestra Concert & Dance Gala 2019 [2857]	02/09/2019	05/22/2014	500	0	12,500
Santa Fe High School Class Reunion '94					
Santa Fe High 1904 Class Reunion [2804]	07/05/2014	06/27/2014	0	0	0

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (17)					
Santa Fe High 1904 Class Reunion [2804]	07/05/2014	06/27/2014	0	0	0
Santa Fe Neighborhood Law Center					
Law & Policy for Neighborhoods Conference 2015 [2862]	12/03/2015	05/28/2014	175	0	0
Law & Policy for Neighborhoods Conference 2016 [2863]	12/01/2016	05/28/2014	175	0	0
Law & Policy for Neighborhoods Conference 2017 [2864]	12/07/2017	05/28/2014	175	0	0
Law & Policy for Neighborhoods Conference 2018 [2865]	12/06/2018	05/28/2014	175	0	0
Law & Policy for Neighborhoods Conference 2019 [2866]	12/05/2019	05/28/2014	175	0	0
Law & Policy for Neighborhoods Conference 2020 [2867]	12/03/2020	05/28/2014	175	0	0
Santa Fe Public Schools					
Santa Fe & Capital High Awards Banquet 2014 [2801]	05/13/2014	04/01/2014	500	0	32,500
Santa Fe High School Robing 2016 [2914]	05/23/2016	06/17/2014	500	0	32,500
St Michaels 50th Class Reunion					
50th Class Reunion [2904]	10/25/2014	06/12/2014	100	0	2,500
St Michaels High School					
St. Mikes High School Prom 2015 [2839]	04/18/2015	05/14/2014	300	0	7,500
The Kiwanis Club of Santa Fe					
Kiwanis Club Dinner & Reception [2913]	08/29/2014	06/16/2014	50	0	3,250
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2014 [2826]	05/16/2014	04/28/2014	0	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Manhattan Reception & Dinner [2851]	06/21/2014	05/20/2014	200	0	0
WESST					
WESST Santa Fe [2909]	12/05/2015	06/13/2014	300	0	19,500
Youth and Family Services Division					
Mayor's Connecting Data for Action: Santa Fe Workshop [2805]	04/22/2014	04/02/2014	0	0	0
Total for Manager			10,233	0	233,780
Grand Total(95)			19,052	19,352	6,563,290

TOURISM

SANTA FE

Prepared On: 07/20/2015
Prepared By: David A. Carr

Leads By User

For Tentative Status from Apr 1, 2014 to Jun 30, 2014

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Association for Computing Machinery					
✓ HotMobile 2015: International Workshop on Mobile Computing Systems and Applications [2825]	02/25/2015	05/27/2014	100	165	53,625
National Neurotrauma Society					
Neurotrauma National Symposium 2015 [2919]	06/26/2015	06/19/2014	600	1,354	440,050
Total for Manager			700	1,519	493,675
David A. Carr (1)					
New Mexico Hospitality Association					
2015 Governor's Conference on Tourism [2755]	04/27/2015	06/04/2014	353	550	178,750
Total for Manager			353	550	178,750
Kim Harmon (3)					
New Mexico EMS Region 1					
New Mexico EMS Region 1 Planning Meeting [2830]	05/05/2014	04/30/2014	15	0	150
South West Transit Association					
SWTA Annual Conference & EXPO [2740]	03/01/2015	06/04/2014	350	595	193,375
Tourism Santa Fe CVB/City of Santa Fe					
Conference Direct FAM Reception [2915]	07/28/2014	06/17/2014	50	0	0
Total for Manager			415	595	193,525
Melanie Moore (28) 35					
Arts Commission / City of Santa Fe					
Arts Commission - Mayor Gonzales Meeting [2887]	06/11/2014	06/05/2014	20	0	0
Arts Commission - Mayor w/ Gallery Assoc [2802]	04/30/2014	04/02/2014	25	0	0
Arts Commission - Mayor w/ Gallery Assoc [2873]	06/06/2014	05/30/2014	20	0	0
Sister Cities Meetings [2932]	07/07/2014	06/30/2014	12	0	0
City Attorney's Office / City of Santa Fe					
Attorneys: Marcos Mediation [2858]	05/30/2014	05/23/2014	6	0	0
City Clerks Office/City of Santa Fe					
Inauguration Councilors & Judge [2845]	03/07/2016	05/19/2014	500	0	0
Mayor's Inauguration [2846]	03/12/2018	05/19/2014	800	0	0
City Manager's Office / City of Santa Fe					
Audit Committee Meetings [2881]	07/09/2014	06/05/2014	12	0	0
Audit Committee Meetings [2882]	08/06/2014	06/05/2014	12	0	0
Audit Committee Meetings [2883]	09/03/2014	06/05/2014	12	0	0
Audit Committee Meetings [2884]	10/08/2014	06/05/2014	12	0	0
Audit Committee Meetings [2885]	11/05/2014	06/05/2014	12	0	0
Audit Committee Meetings [2886]	12/03/2014	06/05/2014	12	0	0
Emergency Training Class [2861]	07/09/2014	05/28/2014	25	0	0
Special Task Force - Park Bond Audit [2880]	06/11/2014	06/04/2014	15	0	0
City of Santa Fe					
Risk Management Conference Call [2908]	06/17/2014	06/13/2014	4	0	0
Heath Concerts					
Ziggy Marley - Concert [2797]	10/29/2014	05/29/2014	1,800	0	45,000
Housing & Community Development / City of Santa Fe					
New Mexico - ITS [2813]	05/08/2014	04/09/2014	50	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Human Resources / City of Santa Fe					
HR - Open Enrollment [2820]	06/09/2014	04/18/2014	25	0	0
Mayor's Office / City of Santa Fe					
Mayor's Meeting [2847]	05/23/2013	05/19/2014	12	0	0
Mayor's Meeting: Public Banking [2860]	06/10/2014	05/28/2014	15	0	0
Mayor's Meeting: Transition Team [2868]	06/03/2014	05/29/2014	20	0	0
Mayor's Office: Climate Action Event [2889]	07/10/2014	06/05/2014	40	0	0
The Kiwanis Club of Santa Fe					
Zozobra w/ Downtown Merchants [2921]	06/30/2014	06/24/2014	30	0	300
Tourism Santa Fe CVB/City of Santa Fe					
CVB - Meeting [2818]	04/21/2014	04/18/2014	30	0	300
CVB - Travel Planner Kick Off [2809]	06/11/2014	04/04/2014	50	0	0
Sales DOS Meeting - JUN 2014 [2892]	06/18/2014	06/06/2014	20	0	0
Transportation / City of Santa Fe					
Public, Transit Master Plan Meeting [2922]	07/08/2014	06/24/2014	50	0	0
Total for Manager			3,641	0	45,600
Rosalina Grace (15)					
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	06/11/2014	100	0	2,500
Care Net Pregnancy Center of Santa Fe					
Care Net Annual Fundraiser Banquet [2875]	02/24/2015	06/30/2014	500	0	32,500
Dominic Silva					
Santa Fe Pride Dance [2819]	06/28/2014	04/18/2014	0	0	0
Jose Ortega					
Ortega Quincienara [2878]	05/16/2015	06/25/2014	400	0	10,000
Marsha Martinez					
Martinez Wedding Reception [2775]	06/27/2015	04/14/2014	230	0	5,750
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [2821]	12/10/2014	04/21/2014	250	0	2,500
Santa Fe Chamber of Commerce					
Legislative Reception 2015 [2916]	02/02/2015	06/18/2014	1,000	0	25,000
Santa Fe Community Convention Center					
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
Santa Fe County Board of County Commissioners					
Santa Fe County Board of County Commissioners Board Meeting [2842]	06/11/2014	05/15/2014	300	0	3,000
Santa Fe Public Schools					
Santa Fe & Capital High Awards Banquet 2014 [2801]	05/13/2014	04/25/2014	500	0	32,500
SFPS Volunteer Program 2014 [2827]	05/12/2014	04/29/2014	450	0	29,250
Spanish Colonial Arts Society					
2014 Judging and Preview for Spanish Market [570]	07/23/2014	05/23/2014	1,000	0	65,000
The Cancer Foundation For New Mexico					
10th Annual Sweetheart Auction [833]	02/06/2015	04/11/2014	1,000	0	65,000
The Kiwanis Club of Santa Fe					
Kiwanis Club Dinner & Reception [2913]	08/29/2014	06/16/2014	50	0	3,250
Tierra Encantada Charter School @ Alford					
Tierra Encantada Charter School Graduation 2014 [2826]	05/16/2014	04/28/2014	200	0	0
Total for Manager			5,990	0	276,250
Grand Total(49)			11,099	2,664	1,187,800

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Prepared On: 07/20/2015

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Leads By User

For Confirmed Status from Jun 1, 2015 to Jun 30, 2015

David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
National Association of Attorneys General					
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]	09/16/2015	06/22/2015	0	158	51,350
New Mexico Dental Foundation					
New Mexico Mission of Mercy [3036]	04/06/2016	05/29/2015	0	50	16,250
Total for Manager			0	208	67,600
Joellyn Baca (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Physician Insurers Association of America					
2016 PIAA Corporate Counsel Workshop [3366]	10/19/2016	06/22/2015	40	86	27,950
Total for Manager			40	86	27,950
Kim Harmon (4)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Institute of Medical Education					
Creativity and Madness 2015 [2015]	07/26/2015	11/26/2014	0	360	117,000
Friends of SaddleBrooke Libraries					
Santa Fe Tour 2016 [3343]	04/25/2016	06/26/2015	50	108	21,492
Tourism Santa Fe CVB/City of Santa Fe					
FAM Welcome Reception [3332]	06/23/2015	06/01/2015	30	0	0
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	05/23/2016	06/08/2015	500	598	194,350
Total for Manager			580	1,066	332,842
Melanie Moore (4)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Blue Rooster					
Friends of Dorothy & Santa Fe Pride [2928]	06/26/2015	06/02/2015	0	0	0
Friends of Dorothy & Santa Fe Pride [2928]	06/27/2015	06/02/2015	200	0	5,000
Mayor's Office / City of Santa Fe					
City Council Meeting - JULY 22 [3388]	07/22/2015	06/26/2015	500	0	0
Public Utilities Department / City of Santa Fe					
Children's Water Fiesta - FALL 2015 [3355]	09/29/2015	06/01/2015	600	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Randy's Meeting [3279]	06/26/2015	03/27/2015	-14	0	0
Total for Manager			1,286	0	5,000
Rosalina Grace (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
United States District Court					
Naturalization Swearing-In Ceremony 2015 [3198]	09/03/2015	06/30/2015	500	0	12,500
YouthWorks					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	06/17/2015	550	0	35,750
Total for Manager			1,050	0	48,250
Grand Total(13)			2,956	1,360	481,642

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For **Tentative Status from Jun 1, 2015 to Jun 30, 2015**

David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kesselman-Jones Inc					
International Society for Aerosols in Medicine Congress 2017 [3383]	06/02/2017	06/22/2015	350	0	308,750
University of New Mexico UNM					
The 14th ISDCI Congress [3377]	06/17/2018	06/17/2015	400	0	430,625
Total for Manager			750	0	739,375
Joellyn Baca (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Association for Clinical Chemistry					
May 2016 BOD Meeting [3395]	05/16/2016	06/30/2015	22	0	25,675
F + W Trade Show and Events					
Bead Fest 2017 [3369]	03/22/2017	06/08/2015	2,000	0	20,000
State Education Editors					
Annual Joint Meeting [3382]	06/05/2016	06/22/2015	100	0	91,000
Total for Manager			2,122	0	136,675
Kim Harmon (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Virginia Tech Continuing Professional Education					
CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]	06/18/2016	06/11/2015	600	0	220,025
Total for Manager			600	0	220,025
Melanie Moore (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2016 [3368]	12/15/2016	06/05/2015	1,200	0	78,000
Mayor's Office / City of Santa Fe					
City Council Meeting - AUG 5 [3390]	08/05/2015	06/26/2015	300	0	0
City Council Meeting - JULY 15 [3371]	07/15/2015	06/09/2015	300	0	0
City Council Meeting - SEP 2 [3391]	09/02/2015	06/26/2015	300	0	0
The Kiwanis Club of Santa Fe					
Zozobra w/ Downtown Merchants [3397]	07/21/2015	06/30/2015	40	0	400
Transportation / City of Santa Fe					
NMPTA Board of Directors [3385]	01/14/2016	06/24/2015	13	0	0
Total for Manager			2,153	0	78,400
Rosalina Grace (14)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Alicia Montoya					
Alicia & Mike Montoya Reception [3394]	05/21/2016	06/29/2015	0	0	0
Chandler Media Group					
Chandler Media Group Concert/Dance [3380]	10/29/2016	06/18/2015	300	0	7,500
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3375]	09/02/2015	06/11/2015	130	0	0
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2015 [2992]	07/23/2015	06/05/2015	800	0	52,000
Gisselle Ortega					
Ortega Quincenera [3372]	03/05/2016	06/09/2015	350	0	8,750
Jeanette Romero					
Romero Memorial Reception [3392]	07/14/2015	06/26/2015	80	0	2,000
Justin Lee Law Firm					
Mediation [3374]	06/15/2015	06/11/2015	0	0	0
Marlo Marcial					

David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Marcial Quincenera [3370]	02/12/2016	06/08/2015	275	0	6,875
Monte del Sol Charter School					
Monte del Sol Graduation 2016 [3378]	05/25/2016	06/17/2015	500	0	12,500
Naomi Marintez					
Martinez Reception [3381]	06/03/2016	06/19/2015	0	0	0
New Mexico School for the Arts					
NM School for the Arts Graduation 2016 [3379]	05/24/2016	06/17/2015	600	0	15,000
Nick Salazar					
Salazar Wedding Reception [3384]	09/26/2015	06/24/2015	150	0	3,750
Noelle Maestas					
Maestas Wedding Reception [3373]	09/26/2015	06/09/2015	300	0	7,500
Southwestern College					
Annual Transformation & Healing Conference 2016 [3367]	08/27/2016	06/03/2015	500	0	0
Total for Manager			3,985	0	115,875
Grand Total(26)			9,610	0	1,290,350

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For Lead Status from Jun 1, 2015 to Jun 30, 2015

David A. Carr (5)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Kesselman-Jones Inc						
International Society for Aerosols in Medicine Congress 2017 [3383]		06/02/2017	06/23/2015	350	950	308,750
Society of American Travel Writers						
2016 SATW Western Chapter Meeting [3386]		04/03/2016	06/24/2015	50	150	29,850
United States Martial Arts Hall of Fame						
The United States Martial Arts Hall of Fame - Annual Conference [3387]		06/21/2016	06/24/2015	150	285	92,625
University of New Mexico UNM						
Consortium for Materials Properties Research in Earth Sciences - COMPRES [3347]		07/09/2017	05/13/2015	0	75	24,375
The 14th ISDCI Congress [3377]		06/17/2018	06/18/2015	400	1,325	430,625
Total for Manager				950	2,785	886,225
Joellyn Baca (4)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Association for Clinical Chemistry						
May 2016 BOD Meeting [3395]		05/16/2016	06/30/2015	22	79	25,675
Booz Allen Hamilton						
U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]		10/13/2015	06/30/2015	60	135	43,875
F + W Trade Show and Events						
Bead Fest 2017 [3369]		03/22/2017	06/08/2015	2,000	370	20,000
State Education Editors						
Annual Joint Meeting [3382]		06/05/2016	06/22/2015	100	280	91,000
Total for Manager				2,182	864	180,550
Kim Harmon (3)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R						
CEDAR-GEM Joint Workshop 2016 [3017]		06/19/2016	08/21/2014	0	107	34,775
National Scholarship Providers Association (NSPA)						
NSPA Annual Conference 2016 [3393]		10/08/2016	06/26/2015	425	705	229,125
Virginia Tech Continuing Professional Education						
CEDAR - GEM Joint Workshop 2016 GEM Room Request [3376]		06/18/2016	06/15/2015	600	677	220,025
Total for Manager				1,025	1,489	483,925
Melanie Moore (1)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Mayor's Office / City of Santa Fe						
City Council Meeting - JULY 22 [3388]		07/22/2015	06/26/2015	500	0	0
Total for Manager				500	0	0
Rosalina Grace (12)		Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Alicia Montoya						
Alicia & Mike Montoya Reception [3394]		05/21/2016	06/29/2015	0	0	0
Chandler Media Group						
Chandler Media Group Concert/Dance [3380]		10/29/2016	06/18/2015	300	0	7,500
City Attorney's Office / City of Santa Fe						
City Attorney's: Vehicle Forfeiture Conference [3375]		09/02/2015	06/11/2015	130	0	0
Contemporary Hispanic Market						

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Camilla Mandler (5)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Land Title Association					
Board of Governors Meeting [2897]	02/18/2015	06/10/2014	15	38	12,350
American Osteopathic Academy of Sports Medicine					
AOASM Clinical Conference 2016 [2923]	04/03/2016	06/24/2014	250	545	177,125
American Society of Mechanical Engineers					
IGTI Board Meeting [2924]	09/18/2014	06/25/2014	0	105	34,125
Council of State Speech, Language, Hearing Association Presidents (CSAP)					
Spring CSAP Meeting 2016 [2899]	05/11/2016	06/10/2014	65	0	0
Spring CSAP Meeting 2016 [2899]	04/27/2016	06/10/2014	0	103	33,475
Engineering Conferences International (ECI)					
ECI Cell Culture 2016 [2925]	04/17/2016	06/25/2014	450	1,946	632,450
Total for Manager			780	2,737	889,525
David A. Carr (1)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Breton Wood 3.0					
Breton Wood 3.0 [2912]	11/09/2015	06/16/2014	750	4,200	1,365,000
Total for Manager			750	4,200	1,365,000
Kim Harmon (8)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Institute of Medical Education					
Creativity and Madness 2015 [2015]	07/26/2015	09/25/2014	600	1,500	487,500
American Institute of Professional Geologists					
AIPG 2016 Annual Conference [2891]	09/09/2016	06/05/2014	200	425	138,125
Association for Business Communication					
ABC 81st Annual International Convention [2879]	10/23/2016	06/03/2014	275	792	257,400
John E. Reid & Associates, Inc.					
Reid & Associates Training [2920]	02/24/2015	06/20/2014	50	30	9,750
PATH International					
PATH Annual Conference 2017 [2694]	10/29/2017	01/17/2014	0	1212	0
Rural Community Assistance Corporation					
RCAC August 2014 Board of Directors Meeting [2888]	08/06/2014	06/05/2014	22	48	15,600
Western Association of Convention & Visitors Bureaus					
WACVB at Albuquerque CVB [2911]	09/19/2014	06/16/2014	100	40	7,960
Young Presidents' Organization ~ Iowa					
Iowa YPO Retreat [2890]	10/22/2014	06/05/2014	17	18	5,850
Total for Manager			1,264	2,853	922,185
Melanie Moore (2)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blue Rooster					
Friends of Dorothy & Santa Fe Pride [2928]	06/27/2015	06/30/2014	0	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Green Chile Cheeseburger Smackdown Chef Meeting [2903]	09/19/2013	06/12/2014	25	0	0
Total for Manager			25	0	0
Rosalina Grace (21)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Academy For Technology and the Classics					
ATC Graduation 2015 [2902]	05/20/2015	06/12/2014	800	0	0
Amanda Lopez					
Lopez Graduation [2898]	07/25/2015	06/10/2014	0	0	0

Camilla Mandler (5)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Art of Celebration					
Liss Wedding Reception [2907]	09/27/2014	06/13/2014	0	0	0
Blue Rooster					
Santa Fe Pride Dance 2016 [2929]	06/25/2016	06/30/2014	400	0	10,000
Santa Fe Pride Dance 2017 [2930]	06/24/2017	06/30/2014	400	0	10,000
Santa Fe Pride Dance 2018 [2931]	06/30/2018	06/30/2014	400	0	10,000
Diana Capshaw					
Di Palma Wedding Reception [2799]	06/13/2015	03/31/2014	0	0	0
Felicia Gonzales					
Gonzales Wedding Reception [2910]	08/15/2015	06/16/2014	0	0	0
Florence Sena					
Sena Graduation [2894]	06/13/2015	06/10/2014	0	0	0
Sena Graduation [2894]	06/06/2015	06/10/2014	0	0	0
Guermo Solis					
Solis Quincenera [2926]	07/04/2015	06/26/2014	0	0	0
Jose Ortega					
Ortega Quincenera [2878]	05/16/2015	06/02/2014	0	0	0
Katelyn Williams					
Williams Wedding Ceremony [2933]	05/16/2015	06/30/2014	0	0	0
New Mexico Indian Affairs Department					
NM Indian Affairs Department [2906]	07/17/2014	06/13/2014	0	0	0
Samuel Lechuga					
Lechuga Wedding Reception [2877]	06/20/2015	06/02/2014	0	0	0
Santa Fe Community Convention Center					
Breakdown for Governor's Prayer Breakfast [2896]	02/03/2015	06/10/2014	0	0	0
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
Santa Fe High School Class Reunion '94					
Santa Fe High 1904 Class Reunion [2804]	07/05/2014	06/27/2014	0	0	0
Santa Fe High 1904 Class Reunion [2804]	07/05/2014	06/27/2014	0	0	0
Santa Fe Public Schools					
Santa Fe High School Robing 2016 [2914]	05/23/2016	06/17/2014	500	0	32,500
St Michaels 50th Class Reunion					
50th Class Reunion [2904]	10/25/2014	06/12/2014	100	0	2,500
The Kiwanis Club of Santa Fe					
Kiwanis Club Dinner & Reception [2913]	08/29/2014	06/16/2014	50	0	3,250
WESST					
WESST Santa Fe [2909]	12/05/2015	06/13/2014	300	0	19,500
Total for Manager			2,960	0	87,750
Grand Total(37)			5,779	9,790	3,264,460

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Leads By User

For Confirmed Status from Jun 1, 2014 to Jun 30, 2014

		Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)						
Association for Computing Machinery						
HotMobile 2015: International Workshop on Mobile Computing Systems and Applications [2825]		02/25/2015	06/17/2014	100	165	53,625
Total for Manager				100	165	53,625
David A. Carr (1)						
Migration 2015						
Migration Conference 2015 [1055] <i>Confirmed 2/9/14</i>		09/12/2015	02/09/2014	0	0	0
Total for Manager				0	0	0
Kim Harmon (6)						
ESRI (Environmental Systems Research Institute, Inc.)						
Esri Southwest User Conference [2670]		11/29/2014	06/19/2014	400	156	50,700
John E. Reid & Associates, Inc.						
Reid & Associates Training [2920]		02/24/2015	06/30/2014	50	30	9,750
Potential Gas Committee						
Potential Gas Committee Board of Directors Meeting [2806]		04/11/2015	06/09/2014	60	55	17,875
Rural Community Assistance Corporation						
RCAC August 2014 Board of Directors Meeting [2888]		08/06/2014	06/05/2014	22	48	15,600
Saint Bernard Club of America						
Saint Bernard Club of America National Dog Show & Conference [2207]		09/27/2015	06/05/2014	200	674	219,050
Tourism Santa Fe CVB/City of Santa Fe						
Conference Direct FAM Reception [2915]		07/28/2014	06/17/2014	50	0	0
Total for Manager				782	963	312,975
Melanle Moore (16)						
Arts Commission / City of Santa Fe						
Arts Commission - Mayor Gonzales Meeting [2887]		06/11/2014	06/05/2014	20	0	0
Sister Cities Meetings [2932]		07/07/2014	06/30/2014	12	0	0
City Manager's Office / City of Santa Fe						
Audit Committee Meetings [2883]		09/03/2014	06/05/2014	12	0	0
Audit Committee Meetings [2884]		10/01/2014	06/05/2014	12	0	0
Audit Committee Meetings [2885]		11/05/2014	06/05/2014	12	0	0
Audit Committee Meetings [2886]		12/03/2014	06/05/2014	12	0	0
Emergency Training Class [2861]		07/09/2014	5/28/2014	0	0	0
Special Task Force - Park Bond Audit [2880]		06/11/2014	06/04/2014	15	0	0
City of Santa Fe						
Risk Management Conference Call [2908]		06/17/2014	06/13/2014	4	0	0
Heath Concerts						
The Violent Femmes - Concert [2707]		09/11/2014	06/04/2014	1,800	0	45,000
Ziggy Marley - Concert [2797]		10/29/2014	06/04/2014	1,800	0	45,000
Mayor's Office / City of Santa Fe						
Mayor's Office: Climate Action Event [2889]		07/10/2014	06/27/2014	-60	0	0
Mayor's Office: Climate Action Event [2889]		06/24/2014	06/27/2014	100	0	0
The Kiwanis Club of Santa Fe						
Zozobra w/ Downtown Merchants [2921]		06/30/2014	06/24/2014	30	0	300
Tourism Santa Fe CVB/City of Santa Fe						

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)					
Green Chile Cheeseburger Smackdown Chef Meeting [2903]	06/19/2013	06/12/2014	0	0	0
Green Chile Cheeseburger Smackdown Chef Meeting [2903]	09/19/2013	06/12/2014	25	0	0
Sales DOS Meeting - JUN 2014 [2892]	06/18/2014	06/06/2014	20	0	0
Transportation / City of Santa Fe					
Public, Transit Master Plan Meeting [2922]	07/08/2014	06/25/2014	50	0	0
Total for Manager			3,864	0	90,300
Phyllis Ortiz (1)					
Employee Benefit Committee / City of Santa Fe					
June Monthly Meeting [2918]	06/19/2014	06/18/2014	12	0	0
Total for Manager			12	0	0
Rosalina Grace (9)					
Dominic Silva					
Santa Fe Pride Dance [2819]	06/28/2014	06/18/2014	0	0	0
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2015 [2729]	02/11/2015	06/16/2014	500	0	32,500
Public Banking Institute - WeArePeopleHere!					
Banking on New Mexico - WeArePeopleHere.org [2711]	09/27/2014	06/13/2014	700	0	17,500
Santa Fe Area Home Builders Association					
Santa Fe Home & Remodeling Show 2015 [2323]	03/13/2015	06/30/2014	2,000	0	130,000
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [2821]	12/10/2014	06/26/2014	250	0	2,500
Santa Fe Community Convention Center					
Breakdown for Governor's Prayer Breakfast [2896]	02/03/2015	06/10/2014	0	0	0
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
Santa Fe County Board of County Commissioners					
Santa Fe County Board of County Commissioners Board Meeting [2842]	06/11/2014	06/06/2014	300	0	3,000
Santa Fe Fiesta, Inc					
2014 Royal Ball [2558]	08/02/2014	06/27/2014	400	0	0
Total for Manager			4,160	0	185,500
Grand Total(34)			8,918	1,128	642,400

TOURISM SANTA FE

Prepared On: 07/20/2015
Prepared By: David A. Carr

Leads By User

For Tentative Status from Jun 1, 2014 to Jun 30, 2014

Camilla Mandler (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
National Neurotrauma Society					
Neurotrauma National Symposium 2015 [2919]	06/26/2015	06/19/2014	600	1,354	440,050
Total for Manager			600	1,354	440,050
David A. Carr (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
New Mexico Hospitality Association					
2015 Governor's Conference on Tourism [2755]	04/27/2015	06/04/2014	353	550	178,750
Total for Manager			353	550	178,750
Kim Harmon (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
South West Transit Association					
SWTA Annual Conference & EXPO [2740]	03/01/2015	06/04/2014	350	595	193,375
Tourism Santa Fe CVB/City of Santa Fe					
Conference Direct FAM Reception [2915]	07/28/2014	06/17/2014	50	0	0
Total for Manager			400	595	193,375
Melanie Moore (14)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Arts Commission - Mayor Gonzales Meeting [2887]	06/11/2014	06/05/2014	20	0	0
Sister Cities Meetings [2932]	07/07/2014	06/30/2014	12	0	0
City Manager's Office / City of Santa Fe					
Audit Committee Meetings [2881]	07/09/2014	06/05/2014	12	0	0
Audit Committee Meetings [2882]	08/06/2014	06/05/2014	12	0	0
Audit Committee Meetings [2883]	09/03/2014	06/05/2014	12	0	0
Audit Committee Meetings [2884]	10/08/2014	06/05/2014	12	0	0
Audit Committee Meetings [2885]	11/05/2014	06/05/2014	12	0	0
Audit Committee Meetings [2886]	12/03/2014	06/05/2014	12	0	0
Special Task Force - Park Bond Audit [2880]	06/11/2014	06/04/2014	15	0	0
City of Santa Fe					
Risk Management Conference Call [2908]	06/17/2014	06/13/2014	4	0	0
Mayor's Office / City of Santa Fe					
Mayor's Office: Climate Action Event [2889]	07/10/2014	06/05/2014	40	0	0
The Kiwanis Club of Santa Fe					
Zozobra w/ Downtown Merchants [2921]	06/30/2014	06/24/2014	30	0	300
Tourism Santa Fe CVB/City of Santa Fe					
Sales DOS Meeting - JUN 2014 [2892]	06/18/2014	06/06/2014	20	0	0
Transportation / City of Santa Fe					
Public, Transit Master Plan Meeting [2922]	07/08/2014	06/24/2014	50	0	0
Total for Manager			263	0	300
Rosalina Grace (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	06/11/2014	100	0	2,500
Care Net Pregnancy Center of Santa Fe					
Care Net Annual Fundraiser Banquet [2875]	02/24/2015	06/30/2014	500	0	32,500
Jose Ortega					
Ortega Quincienara [2878]	05/16/2015	06/25/2014	400	0	10,000
Santa Fe Chamber of Commerce					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (1)					
Legislative Reception 2015 [2916]	02/02/2015	06/18/2014	1,000	0	25,000
Santa Fe Community Convention Center					
Cleaning & Set up for Montano Wedding [2893]	07/03/2014	06/09/2014	10	0	0
The Kiwanis Club of Santa Fe					
Kiwanis Club Dinner & Reception [2913]	08/29/2014	06/16/2014	50	0	3,250
Total for Manager			2,060	0	73,250
Grand Total(24)			3,676	2,499	885,725