



December 2015 OTAB Report Sales Report January 26, 2016

December 2015 Leads:

- 20 total leads requiring sleeping rooms (UP 10 leads compared to 2014)
- 5,226 total room nights sent via leads (UP 3,248 room night compared to 2014)
- 16 total SFCCC space only leads without sleeping rooms (DOWN 1 SFCCC leads form 2014)

December 2015 Confirmed Leads:

- 2 Definite Booking (DOWN 1 Confirmed booking to 2014)
- 651 Definite Room Nights (DOWN 231 room night over 2014)
- 7 Definite SFCCC space only leads (DOWN 3 SFCCC bookings from 2014)

December 2014 Leads:

- 10 total leads requiring sleeping rooms
- 1,978 total room nights sent via leads
- 17 total SFCCC space only leads without sleeping rooms

December 2014 Confirmed Leads:

- 3 Definite Booking
 - 882 Definite Room Nights
 - 10 Definite Groups without sleeping rooms
-

2015 Leads:

- 181 total leads requiring sleeping rooms (Up 64 leads compared to STLY 2014)
- 65,041 total room nights sent via leads (UP 7,165 room night compared to STLY 2014)
- 185 total SFCCC space only leads without sleeping rooms (Down 33 SFCCC leads STLY 2014)

2015 Definite:

- 92 Definite Booking (Up 26 Confirmed booking to STLY 2014)
- 30,659 Definite Room Nights (UP 9,928 room night over STLY 2014)
- 183 Definite SFCCC space only leads (DOWN 42 SFCCC bookings STLY 2014)

2014 Leads:

- 120 total leads requiring sleeping rooms
- 57,876 total room nights sent via leads
- 218 total SFCCC space only leads without sleeping rooms

2014 Definite:

- 66 Definite Booking
- 20,731 Definite Room Nights
- 225 Definite SFCCC space only leads

Tradeshow updates:

January 8-13, 2016 | American Bus Association (ABA), Louisville, KY

- David Carr attended on behalf of the City, only the Sage hotel was in attendance.
- We had 38 appointments.
 - Came back with 3 new prospective tours.
 - 4 tours had confirmed new bookings this year with several Santa Fe hotels.

January 31 – February 4, 2016 | National Tour Association (NTA), Atlanta, GA

- David Carr will be attending on behalf of the City, Sage will be attending.
- We anticipate 25-35 appointments over the 2 days.

February 8, 2016 | Luxury Meeting Summit, Oklahoma City, OK

- Kim Harmon will be attending on behalf of the City, no hotel partners are attending.
- We anticipate 30 appointments that day.

February 9-12, 2016 | Luxury Meeting Summit, Dallas, Houston, Austin and San Antonio

- April Gallegos will be attending on behalf of the City, no hotel partners are attending.
- We anticipate 120 appointments over the 4 days.

March 8-9, 2016 | ConferenceDirect, San Antonio, TX

- April Gallegos will be attending on behalf of the City, no hotel partners are attending.
- We anticipate 40 appointments over the 2 days.

Pace Report



Prepared On: 01/22/2016
 Prepared By: David A. Carr

Leads By User

For Confirmed Status from Dec 1, 2015 to Dec 31, 2015

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Joellyn Baca (1)					
Phenom Jet Association					
PHENOMENAL 2016 [3530]	05/17/2016	12/30/2015	200	595	193,375
Total for Manager			200	595	193,375
Kim Harmon (3)					
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	10/16/2015	0	24	7,800
Scentsy					
Scentsy Santa Fe 2016 [3535]	02/04/2016	12/03/2015	250	30	9,750
The Linux Foundation					
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/28/2016	10/16/2015	0	2	650
Total for Manager			250	56	18,200
Melanie Moore (7)					
Arts Commission / City of Santa Fe					
NAMP Workshop [3598]	04/04/2016	12/07/2015	50	0	0
Housing & Community Development / City of Santa Fe					
Hospital Study Group [3615]	01/12/2016	12/22/2015	50	0	0
ITT / City of Santa Fe					
ERP Project Meeting [3592]	01/12/2016	12/04/2015	12	0	0
Mayor's Office / City of Santa Fe					
Legislative Breakfast [3594]	12/21/2015	12/01/2015	30	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Beth Kerpon Celebration of Life [3588]	12/06/2015	12/01/2015	300	0	3,000
Short Term Rental Meeting [3601]	01/07/2016	12/10/2015	100	0	0
Transportation / City of Santa Fe					
Transit Board Meeting [3600]	01/08/2016	12/10/2015	35	0	0
Total for Manager			577	0	3,000
Grand Total(11)			1,027	651	214,575

TOURISM

SANTA FE

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Leads By User

For Lead Status from Dec 1, 2015 to Dec 31, 2015

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (6)					
Babcock & Wilcox					
B&W Coal Combustion Residuals Conference 2016 [3621]	07/24/2016	12/28/2015	100	220	71,500
National Association of Pediatric Nurse Practitioners Mental Health					
National Association of Pediatric Nurse Practitioners Mental Health [3623]	09/16/2016	12/30/2015	150	25	8,125
Organic Girl					
Organic Girl Sales Meeting [3609]	05/09/2016	12/17/2015	40	130	42,250
US Navy Destroyer Escorts Joint Reunion					
US Navy Destroyer Escorts Joint Reunion [3614]	09/18/2016	12/21/2015	50	100	32,500
USS Cogswell DD-651					
USS Cogswell DD-51 Reunion [3611]	09/06/2016	12/18/2015	125	150	48,750
Vistage Group					
Vistage Group [3620]	04/14/2016	12/28/2015	20	20	6,500
Total for Manager			485	645	209,625

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
David A. Carr (6)					
Agentur KONSENS GmbH					
International Society for Aerosols in Medicine [3616]	06/02/2017	12/23/2015	250	670	217,750
Destinations, Meetings & Incentives Inc.					
National College of Probate Judges (NCPJ) Fall 2017 Conference [3605]	11/06/2017	12/11/2015	100	353	114,725
National College of Probate Judges (NCPJ) Spring 2017 Conference [3604]	04/24/2017	12/11/2015	100	317	103,025
Fraser & Hoyt Incentives					
Fraser & Hoyt Incentives [3595]	02/12/2017	12/03/2015	300	600	195,000
Los Alamos National Laboratory					
Physics and Astrophysics of Multi-Messenger Sources [3603]	03/13/2016	12/11/2015	30	100	32,500
The Club at Las Campanas					
USGA Ladies Golf Event [3617]	09/16/2017	12/23/2015	0	0	0
USGA Ladies Golf Event [3617]	09/16/2017	12/23/2015	1,000	841	273,325
Total for Manager			1,780	2,881	936,325

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Joellyn Baca (4)					
Continuing Education Company					
TBD - Continuing Education Course [3625]	03/23/2017	12/30/2015	125	255	82,875
Grassroots Outdoor Alliance					
Board Retreat [3612]	03/07/2016	12/21/2015	17	12	3,900
Intelligence Advance Research Projects Activity (IARPA)					
IARPA LogiQ Kickoff Meeting [3593]	02/22/2016	12/01/2015	100	90	29,250
National District Attorneys Association					
Training on Forensic Evidence [3624]	12/04/2016	12/30/2015	75	350	113,750
Total for Manager			317	707	229,775

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Kim Harmon (4)					
American Bar Association					
Standing Committee on Pro Bono and Public Service Summer Committee Meeting [3622]	07/07/2016	12/29/2015	16	34	11,050
Association of Tourist Railroads & Railway Museums					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (6)					
ATRRM Annual Conference 2018 [3597]	11/07/2018	12/03/2015	200	600	195,000
National Livestock Producers Association					
NLPA 2016 Board Meeting [3596]	08/03/2016	12/03/2015	50	68	22,100
Service Employees International Union					
SEIU BOLD-Rockwood Leadership [3608]	12/04/2016	12/15/2015	60	291	94,575
Total for Manager			326	993	322,725
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (2)					
Arts Commission / City of Santa Fe					
NAMP Workshop [3598]	04/04/2016	12/07/2015	50	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Short Term Rental Meeting [3601]	01/07/2016	12/10/2015	90	0	0
Total for Manager			140	0	0
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Rosalina Grace (3)					
High Desert Broadcasting Communications					
Home Show [3493]	10/22/2016	09/16/2015	0	0	0
Jennie Montoya					
Montoya Wedding Reception [3550]	08/27/2016	10/22/2015	0	0	0
Santa Fe Preparatory Parents Association					
Dance With the Santa Fe Stars [3503]	04/29/2016	09/22/2015	0	0	0
Total for Manager			0	0	0
Grand Total(25)			3,048	5,226	1,698,450

TOURISM

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Leads By User

For Tentative Status from Dec 1, 2015 to Dec 31, 2015

April Gallegos (4)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
National Association of Pediatric Nurse Practitioners Mental Health					
National Association of Pediatric Nurse Practitioners Mental Health [3623]	09/16/2016	12/30/2015	150	0	8,125
Organic Girl					
Organic Girl Sales Meeting [3609]	05/09/2016	12/17/2015	40	0	42,250
USS Cogswell DD-651					
USS Cogswell DD-51 Reunion [3611]	09/05/2017	12/18/2015	125	0	48,750
Vistage Group					
Vistage Group [3620]	04/14/2016	12/28/2015	20	0	6,500
Total for Manager			335	0	105,625
David A. Carr (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Agentur KONSENS GmbH					
International Society for Aerosols in Medicine [3616]	06/02/2017	12/23/2015	250	0	217,750
Total for Manager			250	0	217,750
Joellyn Baca (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Continuing Education Company					
TBD - Continuing Education Course [3625]	03/23/2017	12/30/2015	125	0	82,875
Grassroots Outdoor Alliance					
Board Retreat [3612]	03/07/2016	12/21/2015	17	0	3,900
Intelligence Advance Research Projects Activity (IARPA)					
IARPA LogIQ Kickoff Meeting [3593]	02/22/2016	12/01/2015	100	90	29,250
Total for Manager			242	90	116,025
Kim Harmon (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Service Employees International Union					
SEIU BOLD-Rockwood Leadership [3608]	12/04/2016	12/15/2015	60	0	94,575
Total for Manager			60	0	94,575
Melanie Moore (8)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Housing & Community Development / City of Santa Fe					
Hospital Study Group [3615]	01/12/2016	12/22/2015	50	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - 2/23/2016 [3606]	02/23/2016	12/14/2015	30	0	0
Mayor's Office / City of Santa Fe					
Legislative Breakfast [3594]	12/21/2015	12/01/2015	30	0	0
National Union of Hospital & Healthcare Workers					
40th Anniversary of the Nurses Union [3602]	03/19/2016	12/10/2015	400	0	4,000
Public Utilities Department / City of Santa Fe					
Public Utilities Committee Meeting [3613]	03/02/2016	12/21/2015	40	0	0
St. Vincent Hospital Foundation					
Bike and Brew 2016 [3610]	05/20/2016	12/18/2015	500	0	12,500
Tourism Santa Fe CVB/City of Santa Fe					
Celebrate Santa Fe Tourism - Expo 2016 [3607]	04/28/2016	12/14/2015	300	0	0
Transportation / City of Santa Fe					
Transit Board Meeting [3600]	01/08/2016	12/10/2015	35	0	0

April Gallegos (4)

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
		1,385	0	16,500

Rosalina Grace (3)

Gary Chavez

[Gabaldon and Chavez Wedding](#) [3618]

Krystal Guivara

[Guivara and Griego Wedding](#) [3619]

Wedding

[Roybal and Archuleta Wedding](#) [3599]

Total for Manager

Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
06/24/2017	12/28/2015	600	0	15,000
09/03/2016	12/28/2015	250	0	6,250
12/10/2016	12/08/2015	400	0	0
		1,250	0	21,250

Grand Total(20)

3,522 90 571,725

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Camilla Mandler (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Optical Society of America					
International Conference on Ultrafast Phenomena [3052]	07/15/2016	12/24/2014	350	0	0
International Conference on Ultrafast Phenomena [3052]	07/15/2016	12/24/2014	0	662	215,150
Retired Officers and Staff Association (ROSA)					
ROSA 2015 Reunion [3121]	10/18/2015	12/24/2014	65	120	39,000
Total for Manager			415	782	254,150
David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Priscilla Carr Memorial Reception					
Priscilla Carr Memorial Reception [3153]	12/12/2014	12/08/2014	150	0	3,750
Western Bat Working Group					
Western Bat Working Group 2013 [1695]	04/01/2013	05/14/2012	0	0	0
Total for Manager			150	0	3,750
Kim Harmon (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Affinity Group Tours					
The Autry Group [2624]	08/20/2014	12/04/2013	0	100	19,900
New Mexico Association of Counties					
NMAC BIPO From Eldorado Hotel [3035]	12/09/2014	11/24/2014	0	196	63,700
NMAC BIPO From Eldorado Hotel [3035]	12/09/2014	11/24/2014	0	0	0
Total for Manager			0	296	83,600
Melanie Moore (7)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Arts Commission / Culinary Arts Program [3152]	12/11/2014	12/05/2014	5	0	0
City Manager's Office / City of Santa Fe					
Legislative Breakfast [3149]	12/19/2014	12/03/2014	30	0	0
Hilton of Santa Fe					
Hilton /Aeras /Keystone Meeting [3084]	01/23/2015	12/10/2014	16	0	400
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3155]	12/18/2014	12/10/2014	15	0	0
London International / Art Santa Fe					
Art Santa Fe Contemporary and International Art Fair - 2015 [652]	07/06/2015	12/10/2014	1,000	0	10,000
Tourism Santa Fe CVB/City of Santa Fe					
Marketing/Advertising RFP [3162]	01/15/2015	12/18/2014	-285	0	0
Marketing/Advertising RFP [3162]	01/15/2015	12/18/2014	300	0	0
Tourism / TravelClick Meeting [3157]	01/14/2015	12/10/2014	25	0	0
Total for Manager			1,106	0	10,400
Rosalina Grace (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David Thomson					
Reception for Judge David Thomson [3165]	01/09/2015	12/23/2014	300	0	7,500
Fire Department / City of Santa Fe					
Fire Department Workshop [3159]	12/22/2014	12/15/2014	0	0	0
New Mexico Department of Indian Affairs					
Indian Day at the Round House Banquet [2994]	02/05/2015	12/05/2014	0	0	0

Camilla Mandler (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Total for Manager			300	0	7,500
Grand Total(16)			1,971	1,078	359,400



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Leads By User

For Lead Status from Dec 1, 2014 to Dec 31, 2014

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Dow AgroSciences					
T&O Kickoff Meeting 2015 [3166]	07/20/2015	12/23/2014	50	180	58,500
Professional Association of Innkeepers International (PAII)					
Innkeeping Conference & Tradeshow 2015 [2465]	02/23/2015	07/16/2013	0	0	0
Total for Manager			50	180	58,500
David A. Carr (4)					
IEEE Computer Society					
IEEE VIS 2017 [2550]	10/14/2017	12/18/2014	0	0	0
LANL Foundation					
17th Annual Conference in Education [3161]	10/11/2015	12/16/2014	500	100	32,500
Los Alamos National Laboratory					
Compensation Managers Meeting [3156]	05/03/2015	12/10/2014	35	105	34,125
Priscilla Carr Memorial Reception					
Priscilla Carr Memorial Reception [3153]	12/12/2014	12/08/2014	150	0	3,750
Total for Manager			685	205	70,375
Kim Harmon (5)					
Keystone Symposia					
Keystone Symposia 2016 Q5 & Q6 [3075]	02/21/2016	12/11/2014	425	1,200	390,000
Large Urology Group Practice Association (LUGPA)					
LUGPA 2015 August Strategic Meeting [3148]	08/19/2015	12/02/2014	0	43	13,975
The Word & Brown Companies					
The Word & Brown Companies Incentive Program [3151]	05/14/2015	12/05/2014	60	75	24,375
University of Illinois at Chicago (UIC) College of Pharmacy					
Annual Infectious Diseases Pharmacotherapy Fellowship Forum [3172]	05/19/2016	12/30/2014	50	75	24,375
Valdez Productions Inc. _ Santa Fe Comedy Festival					
Santa Fe Comedy Festival ~ Initial Inquiry [3164]	06/11/2015	12/22/2014	500	200	12,500
Total for Manager			1,035	1,593	465,225
Melanie Moore (5)					
Arts Commission / City of Santa Fe					
Arts Commission / Culinary Arts Program [3152]	12/11/2014	12/05/2014	5	0	0
City Manager's Office / City of Santa Fe					
Legislative Breakfast [3149]	12/19/2014	12/03/2014	30	0	0
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3155]	12/18/2014	12/10/2014	15	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Marketing/Advertising RFP [3162]	01/15/2015	12/18/2014	300	0	0
Tourism / TravelClick Meeting [3157]	01/14/2015	12/10/2014	25	0	0
Total for Manager			375	0	0
Rosalina Grace (5)					
Acequia Madre Elementary PTC					
Acequia Madre Elementary Fundraiser 2015 [3056]	12/12/2015	09/18/2014	0	0	0
David Thomson					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Reception for Judge David Thomson [3165]	01/09/2015	12/23/2014	300	0	7,500
Environmental New Mexico					
Environmental New Mexico [3150]	01/08/2015	12/04/2014	100	0	1,000
Fire Department / City of Santa Fe					
Fire Department Workshop [3159]	12/22/2014	12/15/2014	0	0	0
New Mexico Manufacturing Extension Partnership					
NM MEP Job Shop [3163]	03/12/2015	12/22/2014	40	0	400
Total for Manager			440	0	8,900
Grand Total(21)			2,585	1,978	603,000



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Leads By User

For Tentative Status from Dec 1, 2014 to Dec 31, 2014

Camilla Mandler (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Dow AgroSciences					
T&Q Kickoff Meeting 2015 [3166]	07/20/2015	12/23/2014	50	180	58,500
Total for Manager			50	180	58,500
David A. Carr (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Los Alamos National Laboratory					
17th Annual Conference in Education [3160]	10/11/2015	12/16/2014	500	0	0
Compensation Managers Meeting [3156]	05/03/2015	12/10/2014	35	105	34,125
Total for Manager			535	105	34,125
Kim Harmon (4)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Law Seminars International					
Natruel Resource Damages [3154]	07/09/2015	12/10/2014	70	0	0
The Word & Brown Companies					
The Word & Brown Companies Incentive Program [3151]	05/14/2015	12/05/2014	60	0	24,375
University of Illinois at Chicago (UIC) College of Pharmacy					
Annual Infectious Diseases Pharmacotherapy Fellowship Forum [3172]	05/19/2016	12/29/2014	50	0	24,375
Valdez Productions Inc. _ Santa Fe Comedy Festival					
Santa Fe Comedy Festival ~ Initial Inquiry [3164]	10/15/2015	12/22/2014	500	417	12,500
Total for Manager			680	417	61,250
Melanie Moore (7)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2015 [3173]	12/17/2015	12/31/2014	1,200	0	78,000
Land Use Department / City of Santa Fe					
H Board Meeting - 10/13/2015 [3170]	10/13/2015	12/29/2014	30	0	0
H Board Meeting - 11/10/2015 [3171]	11/10/2015	12/29/2014	30	0	0
H Board Meeting - 5/26/2015 [3167]	05/26/2015	12/29/2014	30	0	0
H Board Meeting - 9/22/2015 [3169]	09/22/2015	12/29/2014	30	0	0
H Board Meeting - 9/8/2015 [3168]	09/08/2015	12/29/2014	30	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Marketing/Advertising RFP [3162]	01/15/2015	12/18/2014	15	0	0
Total for Manager			1,365	0	78,000
Rosalina Grace (5)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David Thomson					
Reception for Judge David Thomson [3165]	01/09/2015	12/23/2014	300	0	7,500
Environmental New Mexico					
Environmental New Mexico [3150]	01/08/2015	12/04/2014	100	0	1,000
Fire Department / City of Santa Fe					
Fire Department Workshop [3159]	12/22/2014	12/15/2014	0	0	0
New Mexico Manufacturing Extension Partnership					
NM MEP Job Shop [3163]	03/12/2015	12/22/2014	40	0	400
Zeke Perea					
Perea Wedding Reception [3158]	09/05/2015	12/15/2014	300	0	7,500

Camilla Mandler (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Total for Manager			740	0	16,400
Grand Total(19)			3,370	702	248,275



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Leads By User

For Lead Status from Jan 1, 2015 to Dec 31, 2015

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
AMC Network					
The Society for the Psychological Study of Social Issues (SPSSI) 2017 [3586]	06/20/2017	11/24/2015	0	610	198,250
Babcock & Wilcox					
B&W Coal Combustion Residuals Conference 2016 [3621]	07/24/2016	12/28/2015	100	220	71,500
Military Reunions					
USS Hamul AD-20 [3553]	10/04/2016	10/26/2015	30	100	32,500
National Association of Pediatric Nurse Practitioners Mental Health					
National Association of Pediatric Nurse Practitioners Mental Health [3623]	09/16/2016	12/30/2015	150	25	8,125
Organic Girl					
Organic Girl Sales Meeting [3609]	05/09/2016	12/17/2015	40	130	42,250
US Navy Destroyer Escorts Joint Reunion					
US Navy Destroyer Escorts Joint Reunion [3614]	09/18/2016	12/21/2015	50	100	32,500
USS Cogswell DD-651					
USS Cogswell DD-51 Reunion [3611]	09/06/2016	12/18/2015	125	150	48,750
Vistage Group					
Vistage Group [3620]	04/14/2016	12/28/2015	20	20	6,500
Wilkinson School					
Wilkinson School Culture Tour [3546]	04/27/2016	10/20/2015	55	50	16,250
Total for Manager			570	1,405	456,625
Blake Jackson (1)					
Travelzoo Inc.					
Travelzoo Destination Campaign [3277]	03/26/2015	03/26/2015	0	0	0
Total for Manager			0	0	0
Camilla Mandler (4)					
Association for Performing Arts & Entertainment Professionals					
Theatre Designers & Technicians Education Program [3191]	08/16/2015	01/15/2015	55	270	87,750
Carnegie Learning					
Math Leadership Summit [3178]	03/18/2015	01/07/2015	85	160	52,000
Rug Hooking Organization					
Rug Hooking Workshop [3196]	04/24/2016	01/21/2015	70	175	56,875
The International Council of Shopping Centers					
Law Conference 2017 [3182]	10/24/2017	01/09/2015	1,700	3,150	1,023,750
Total for Manager			1,910	3,755	1,220,375
David A. Carr (82)					
AECOM Technology Corporation					
AECOM - HPT Leadership Planning [3218]	03/10/2015	02/03/2015	0	90	29,250
AECOM - HPT Leadership Planning [3218]	03/10/2015	02/03/2015	40	34	11,050
Agentur KONSENS GmbH					
International Society for Aerosols in Medicine [3616]	06/02/2017	12/23/2015	250	670	217,750
American Massage Therapy Association (AMTA)					
American Massage Therapy Association, New Mexico Chapter (AMTA-NM) [3438]	03/18/2016	08/03/2015	100	120	39,000
Anthony J. Jannetti, Inc.					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
(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
Association Of Pedestrian and Bicycle Professionals (APBP)					
Association of Pedestrian and Bicycle Professionals 2017 Conference [3536]	06/04/2017	10/15/2015	350	1,200	390,000
Battle of the Books, New Mexico					
BOB, Battle of the Books [3256]	04/17/2015	03/05/2015	400	400	130,000
Center for Emergent Diplomacy					
ECOS [3526]	10/07/2016	10/06/2015	400	1,550	503,750
Corporate Information Travel Sdn. Bhd.					
AIG Elite Conference [3574]	05/17/2017	11/10/2015	0	255	82,875
Destinations, Meetings & Incentives Inc.					
National College of Probate Judges (NCPJ) Fall 2017 Conference [3605]	11/06/2017	12/11/2015	100	353	114,725
National College of Probate Judges (NCPJ) Spring 2017 Conference [3604]	04/24/2017	12/11/2015	100	317	103,025
DivaFlva International					
"DivaFlva" Ladies Night-out Overnight-Out Slumber Party S.P.A. [3414]	09/25/2015	07/15/2015	200	70	22,750
Economic Development / City of Santa Fe					
Model United Nations [3236]	11/02/2015	02/17/2015	500	500	162,500
Family Reunion					
Blackletter - Wolfe Family Reunion [3403]	07/14/2016	07/07/2015	50	60	19,500
Flow Science, Inc.					
2015 International Associates Meeting [3233]	10/12/2015	02/13/2015	50	45	14,625
Fraser & Hoyt Incentives					
Fraser & Hoyt Incentives [3595]	02/12/2017	12/03/2015	300	600	195,000
Genoveva Chavez Community Center					
Cactus Cup [3435]	07/07/2016	07/30/2015	60	100	32,500
Go West Summit					
Go West Summit 2017 [3431]	02/19/2017	07/29/2015	500	1,260	409,500
Greater Gallup Economic Development Corporation					
GGEDC Economic Roundtable [3554]	01/28/2016	10/27/2015	100	20	6,500
Harley Owners Group (HOG)					
2016 Open Road West [3412]	09/07/2016	07/13/2015	750	840	273,000
Heartland Financial					
Heartland Retail Conference [3217]	04/20/2015	02/03/2015	0	75	24,375
HelmsBriscoe - Central					
Siblings Reunion [3184]	08/06/2015	01/13/2015	22	46	1,430
Holy Trinity Orthodox Church					
Parish Life Convention [3520]	06/06/2018	10/02/2015	400	350	113,750
Hope Lutheran Church					
Couple's Retreat [3208]	07/17/2015	01/26/2015	40	40	13,000
Independent Petroleum Association of New Mexico					
Annual Meeting 2016 [3476]	08/02/2016	09/01/2015	150	199	64,675
Institute of Electrical and Electronics Engineers					
IEEE LTSW 2016 [3239]	02/07/2016	02/17/2015	0	180	58,500
International Federation of Automatic Control					
Networked & Autonomous Air & Space Systems (NAASS) 2018 Workshop [3505]	06/12/2018	09/24/2015	100	210	68,250
Kairos Productions					
Bringing the Overview Effect Down to Earth [3452]	12/04/2015	08/14/2015	20	45	14,625
Kesselman-Jones Inc					
International Society for Aerosols in Medicine Congress 2017 [3383]	06/02/2017	06/23/2015	350	950	308,750
Krell Institute					
Board Meeting [3235]	03/02/2016	02/17/2015	0	32	10,400
Land Trust Alliance					
Land Trust Alliance Annual Meeting [3211]	04/28/2015	01/28/2015	50	100	32,500
Las Cumbres Community Sevices					
Grandparents Raising Grandchildren Program [3275]	10/15/2015	05/04/2015	350	200	3,500
Los Alamos National Laboratory					
Addressing Common Challenges [3501]	06/20/2016	09/17/2015	60	150	48,750
Data Science and Optimal Learning for Material Discovery and Design [3568]	05/15/2016	11/06/2015	80	120	39,000
Electronic Structure Approaches and Applications to Quantum Matter [3253]	05/17/2015	03/05/2015	70	175	56,875
Emergent Paradigms in Nonlinear Complexity [3274]	06/07/2015	03/24/2015	50	120	0
Grand Challenges in Geological Fluid Mechanics [3276]	09/01/2015	03/24/2015	85	200	65,000

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Immunology 2016 [3513]	09/22/2016	09/30/2015	60	120	39,000
INFO 2015 [3238]	07/12/2015	02/17/2015	40	150	48,750
International Free Electron Laser Conference [2999]	08/20/2017	07/27/2015	0	0	0
International Free Electron Laser Conference [2999]	08/20/2017	07/27/2015	500	1,300	422,500
NHMFL Users Committee Meeting [3466]	10/27/2015	08/20/2015	100	255	82,875
Physics and Astrophysics of Multi-Messenger Sources [3603]	03/13/2016	12/11/2015	30	100	32,500
Physics Informed Machine Learning [3463]	01/18/2016	08/19/2015	100	250	81,250
Santa Fe Jets and Heavy Flavor Workshop [3498]	01/10/2016	09/17/2015	50	105	34,125
SHIELDS [3544]	04/03/2016	10/19/2015	50	150	48,750
Workshop on Inelastic Neutrons Scattering 2016 [3543]	04/12/2016	10/19/2015	40	60	19,500
Lubbock Chamber of Commerce					
Board Retreat [3248]	07/30/2015	02/25/2015	0	-5	-1,625
Board Retreat [3248]	07/30/2015	02/25/2015	25	60	19,500
Melissa G. Rael & Associates					
Boys at Risk: Indicators from Early Childhood [3185]	11/05/2015	01/30/2015	0	0	0
Boys at Risk: Indicators from Early Childhood [3185]	11/05/2015	01/30/2015	300	210	68,250
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 Academy of Nutrition and Dietetics					
NMAND Annual Conference [3427]	04/21/2016	07/27/2015	120	80	26,000
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
New Mexico Finance Authority					
State Revolving Fund State to State Meeting Region 6 [3428]	09/20/2015	07/27/2015	50	50	16,250
New Mexico Jewish Historical Society					
2016 Fall Conference [3411]	10/28/2016	07/13/2015	30	60	19,500
New Mexico School Board					
New Mexico School Board Association Annual Meeting [2973]	02/18/2015	08/05/2014	0	-60	0
New Mexico State University					
Foster Parent Program 2016 [3538]	09/08/2016	10/15/2015	400	200	65,000
International Symposium for Personal and Commercial Spaceflight [3424]	10/10/2016	07/22/2015	300	206	66,950
North Plains Electric Cooperative, Inc.					
2016 Strategic Planning Session [3459]	01/17/2016	08/18/2015	60	0	0
2016 Strategic Planning Session [3459]	01/17/2016	08/18/2015	0	60	19,500
Retail Confectioners International					
2016 RCI Fall Regional Conference [3457]	09/18/2016	08/17/2015	120	185	60,125
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
Sandia Labs Shale Science Conference Workshop [3213]	06/08/2015	01/29/2015	0	0	0
Sandia Labs Shale Science Conference Workshop [3213]	05/12/2015	01/29/2015	50	45	14,625
Santa Fe Bridge Club					
Santa Fe Bridge Club [3335]	04/30/2017	05/01/2015	800	500	162,500
Santa Fe Public Schools					
Choir Overnight Camp [3461]	10/02/2015	08/19/2015	62	17	5,525
Santa Fe Wine & Chile					
2015 Santa Fe Wine & Chile Fiesta [3118]	09/23/2015	05/05/2015	1,500	1,500	487,500
Shores Destinations					
National Park Service [3413]	09/20/2015	07/14/2015	25	106	34,450
Society of American Travel Writers					
2016 SATW Western Chapter Meeting [3386]	04/03/2016	06/24/2015	50	150	29,850
Southwest Airlines					
Claims Review Meeting [3228]	04/13/2015	02/12/2015	15	45	14,625
Texas Society of Architects					
Past President Parley/Palaver/Soiree/Shindig [3455]	09/23/2016	08/17/2015	25	50	16,250
The Club at Las Campanas					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
USGA Ladies Golf Event [3617]	09/16/2017	12/23/2015	0	0	0
USGA Ladies Golf Event [3617]	09/16/2017	12/23/2015	1,000	841	273,325
Tourism Santa Fe CVB/City of Santa Fe					
Mayor's Conference on Entrepreneurship [3480]	10/09/2015	09/01/2015	10	20	0
True Blue, Inc.					
Wild West Regional Sales Meeting [3533]	11/29/2015	10/13/2015	22	72	23,400
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
National Association of College & University Food Services (NACUFS) [3432]	03/12/2017	07/29/2015	600	1,350	438,750
The 14th ISDCI Congress [3377]	06/17/2018	06/18/2015	400	1,325	430,625
Wedding					
Lanell & Burk Wedding [3439]	05/20/2016	08/03/2015	100	50	16,250
Turner Legueri Wedding [3325]	09/10/2015	04/27/2015	120	115	7,800
Western Association of Veterans Education Specialists (WAVES)					
Western Association of Veterans Education Specialists Annual Conference [3229]	07/22/2016	02/10/2015	0	2,476	804,700
Western Medicaid Pharmacy Administrators Association (WMPAA)					
WMPAA 2016 [3545]	09/21/2016	10/19/2015	175	480	156,000
Total for Manager			15,374	25,948	8,283,605

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Joellyn Baca (39)					
Administrative Office of the US Courts					
Criminal Justice Act Program - Public Hearing [3416]	11/15/2015	07/15/2015	100	24	7,800
American Association for Clinical Chemistry					
May 2016 BOD Meeting [3395]	05/16/2016	06/30/2015	22	79	25,675
American Public Transportation Association					
2016 Legal Affairs Seminar [3415]	02/19/2016	07/15/2015	125	210	68,250
Anita Kay Archer					
Bank of Jackson Touring Group [3516]	09/28/2016	10/01/2015	30	60	11,940
Anthony J. Jannetti, Inc.					
AMSN Winter Board Meeting [3506]	02/10/2016	09/28/2015	10	44	14,300
Appelrouth Family Reunion					
Family Reunion [3481]	08/04/2017	09/01/2015	50	56	18,200
Association of American Medical Colleges					
2016 APPD Fall Roundtable [3425]	09/14/2016	07/22/2015	40	85	27,625
Council of Deans Spring Meeting 2017 [3342]	03/23/2017	05/08/2015	0	0	0
Council of Deans Spring Meeting 2017 [3342]	03/23/2017	05/08/2015	135	407	132,275
Association of Structural Pest Control Regulatory Officials					
ASPCRO Annual Meeting [2605]	08/26/2016	11/03/2013	0	0	0
Booz Allen Hamilton					
U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]	10/13/2015	06/30/2015	60	135	43,875
Chief Officers of State Library Agencies					
CE Forum [3540]	08/29/2016	10/16/2015	50	150	48,750
Continuing Education Company					
TBD - Continuing Education Course [3625]	03/23/2017	12/30/2015	125	255	82,875
CSR, Incorporated					
Topical Working Group Meeting State School Safety Issues [3583]	02/08/2016	11/19/2015	70	136	44,200
Engineering Conferences International (ECI)					
ECI CO2 Summit (16AV) [3293]	04/10/2016	04/06/2015	90	265	86,125
ECI NSC (Non-Stoichiometric Compounds) [3292]	09/04/2016	04/06/2015	90	340	110,500
Excellence in Meetings & Incentives					
TBD - Excellence in Meetings & Incentives [3471]	01/21/2016	08/25/2015	100	444	144,300
F + W Trade Show and Events					
Bead Fest 2017 [3369]	03/22/2017	06/08/2015	2,000	370	20,000
Garcia Street Club					
Garcia Street Club 70th Anniversary Celebration & Christmas Concert [3443]	12/02/2015	08/06/2015	150	0	3,750
Garcia Street Club 70th Anniversary Celebration & Christmas Concert [3443]	12/02/2015	08/06/2015	0	0	0
Goodwin Procter LLP					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
PREI Law Conference [3590]	02/24/2016	11/30/2015	85	184	59,800
Grassroots Outdoor Alliance					
Board Retreat [3612]	03/07/2016	12/21/2015	17	12	3,900
Intelligence Advance Research Projects Activity (IARPA)					
IARPA LogIQ Kickoff Meeting [3593]	02/22/2016	12/01/2015	100	90	29,250
John Hopkins University School of Medicine					
14th Annual Update in Pulmonary, Critical Care and Sleep Medicine [3582]	08/03/2016	11/19/2015	60	240	78,000
National Association of Government Defined Contribution Administrators					
NAGDCA Board Meeting [3585]	06/02/2016	11/20/2015	12	30	9,750
National Association of State Procurement Officials					
2016 NASPO ValuePoint Midyear Meeting [3584]	06/05/2016	11/24/2015	60	270	87,750
National Automatic Sprinkler Industry					
2016 Seminar/Trustees Meeting [3561]	10/08/2016	11/02/2015	89	341	110,825
National Council of State Boards of Examiners for Speech-Language Pathology and Audiology					
29th Annual NCSB 2016 Conference [3479]	10/12/2016	09/01/2015	60	125	40,625
National District Attorneys Association					
Training on Forensic Evidence [3624]	12/04/2016	12/30/2015	75	350	113,750
National Rural Electric Cooperative Association					
NRECA 2018 CONNECT Conference [3362]	05/12/2018	05/29/2015	700	2,090	679,250
Offering Envelope Association					
Offering Envelope Association [3399]	05/03/2016	07/01/2015	18	30	9,750
Physician Insurers Association of America					
2016 PIAA Corporate Counsel Workshop [3366]	10/19/2016	05/29/2015	40	86	27,950
Southwest Regional Health Equality Council					
Regional VI ARPS for the RHEC [3559]	12/15/2015	11/02/2015	32	68	22,100
State Education Editors					
Annual Joint Meeting [3382]	06/05/2016	06/22/2015	100	280	91,000
StrategicHealthSolutions, LLC					
Annual Division Director/Program Management Meeting [3460]	11/18/2015	08/18/2015	20	60	19,500
The Arc of New Mexico					
2016 Disability Rights Awareness Day [3525]	01/24/2016	10/06/2015	200	125	40,625
The Group Travel Family					
Agritourism World Summit/Boomers in Groups Conference [3436]	11/01/2017	07/30/2015	180	368	119,600
Going on Faith Conference [3437]	08/25/2019	07/30/2015	300	407	132,275
The National Association of College & University Food Services (NACUFS)					
Board Meeting [3474]	04/17/2016	08/26/2015	25	90	29,250
Walker Information, Inc.					
Walker's 2017 B-to-B CX Summit [3531]	04/21/2017	10/08/2015	200	460	149,500
WORLD.COM Public Relations Group					
WORLD.COM's America's Meeting [3541]	09/24/2016	10/19/2015	100	226	73,450
Total for Manager			5,720	8,992	2,818,340

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Kim Harmon (55)					
American Bar Association					
2017 RPTF Fall Leadership Meeting [3245]	10/04/2017	02/24/2015	200	573	186,225
ABA Journal's September Board of Editors Meeting [3186]	09/27/2015	01/13/2015	0	0	0
ABA Journal's September Board of Editors Meeting [3186]	09/24/2015	01/13/2015	25	60	19,500
Standing Committee on Pro Bono and Public Service - Summer Committee Meeting [3622]	07/07/2016	12/29/2015	16	34	11,050
Tort Trial & Insurance Practice Section - FSLC Spring Meeting [3483]	05/15/2018	09/03/2015	225	404	131,300
American Institute of Medical Education					
Creativity and Madness 2016 [2990]	07/31/2016	10/16/2015	500	1,075	349,375
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	0	20	6,500
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	0	285	92,625
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	100	0	0
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	200	247	80,275
American Society of Plastic Surgeons					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
ASPS Symposium 2015 [2544]	08/25/2015	04/23/2015	400	775	251,875
ASPS Symposium 2016 [2511]	08/23/2016	09/02/2015	400	775	251,875
Antoinette M. Armijo					
Armijo Wedding Reception [3484]	07/30/2016	09/04/2015	0	0	0
Association of Tourist Railroads & Railway Museums					
ATRRM Annual Conference 2018 [3597]	11/07/2018	12/03/2015	200	600	195,000
Attorneys' Title Guaranty Fund, Inc. (ATGF)					
Fall Board of Directors 2016 [3422]	09/21/2016	07/21/2015	40	51	16,575
BMW Car Club of America					
BMWCCA Oktoberfest Annual Convention 2019 [3472]	09/13/2019	08/25/2015	600	1,380	448,500
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R					
CEDAR-GEM Joint Workshop 2016 [3017]	06/19/2016	08/21/2014	0	107	34,775
Colorado Defense Lawyers Association					
CDLA Annual Convention 2017 [3519]	07/26/2017	10/02/2015	250	500	162,500
Continuing Legal Education (CLE) International					
CLE 24th Annual New Mexico Water Law Conference [3486]	09/14/2016	09/08/2015	100	30	9,750
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
Haiku North America					
Haiku North America 2017 [3532]	09/13/2017	10/09/2015	150	400	130,000
Health Agencies of the West, Inc.					
The Competitive Edge - Lawyer's Risk Management Seminar [3478]	11/10/2015	09/01/2015	100	1	1,000
Historical Novel Society (HNS)					
Historical Novel Society (HNS) Conference 2017 [3316]	10/26/2017	04/16/2015	0	0	0
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
ASAP University 2016 [3179]	04/15/2016	01/06/2015	110	540	175,500
Interstate Technology & Regulatory Council (ITRC)					
ITRC Annual Kick Off Meeting 2016 [3242]	02/01/2016	02/19/2015	25	70	22,750
Keystone Symposia					
Keystone R5 and R6 April 2017 [3528]	04/02/2017	10/16/2015	550	1,800	585,000
LISI					
Leading Producers 2016 [3401]	05/09/2016	07/07/2015	50	104	33,800
Molecular Biology Consortium					
BLAST (Bacterial Locomotion and Signal Transduction) [3548]	01/15/2017	10/21/2015	150	550	178,750
Motor Maids					
Motor Maids Conference 2016 [3190]	07/02/2016	01/15/2015	300	695	225,875
National Atmospheric Deposition Program					
NADP Fall Meeting and Symposium 2016 [3291]	10/23/2016	04/02/2015	150	465	151,125
National Audubon Society					
National Audubon Society Convention 2017 [3267]	07/12/2017	03/16/2015	500	1,055	342,875
National Council on Problem Gambling (NCPG)					
31st National Conference on Problem Gambling [3477]	06/05/2017	09/01/2015	500	1,205	391,625
National Livestock Producers Association					
NLPA 2016 Board Meeting [3596]	08/03/2016	12/03/2015	50	68	22,100
National Onion Association					
National Onion Association Annual Conference 2017 [3402]	11/26/2017	07/07/2015	175	400	130,000
National Scholarship Providers Association (NSPA)					
NSPA Annual Conference 2016 [3393]	10/08/2016	06/26/2015	425	705	229,125
New Mexico Broadband Conference					
NM Broadband Conference [3580]	08/07/2016	11/17/2015	200	250	81,250
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
Rocky Mountain Mineral Law Foundation					
RMML Oil and Gas Agreements [3286]	05/10/2016	03/30/2015	200	380	123,500
Scentsy					
Scentsy Santa Fe 2016 [3535]	02/05/2016	10/14/2015	250	10	3,250

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Service Employees International Union					
SEIU BOLD-Rockwood Leadership [3608]	12/04/2016	12/15/2015	60	291	94,575
Seven & I Holdings Co., Ltd.					
Seven & Holdings BI Annual Meeting [3591]	07/03/2017	11/30/2015	70	497	161,525
Sigma Nu					
Sigma Nu 50th Reunion [3523]	09/08/2016	10/05/2015	75	60	19,500
Simplified Technology Company					
2015 GE 7FA Users Group Annual Conference [2995]	11/09/2015	08/13/2014	0	98	31,850
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	11/15/2015	04/29/2015	0	87	28,275
Southwest Chemistry Workshop 2017					
Southwest Chemistry Workshop 2017 [3421]	06/19/2017	07/17/2015	200	225	73,125
Star Americas Software Solutions LLC					
Spring Conference 2016 [3257]	02/21/2016	03/06/2015	50	100	32,500
Steel Founders Society of America (SFSa)					
Fall Leadership Meeting 2016 [3336]	09/09/2016	05/04/2015	100	155	50,375
Surveillance Systems Integration (SSI)					
SSI Tech Show [3215]	08/05/2015	01/30/2015	0	10	0
The Linux Foundation					
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/28/2016	07/15/2015	0	-437	-142,025
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/28/2016	07/15/2015	0	0	0
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/14/2016	07/15/2015	400	1,530	497,250
The Meteoritical Society					
Meteoritical Society Annual Conference 2017 [3079]	07/22/2017	02/19/2015	600	3,600	1,170,000
The Standard					
The Standard - Annual Service Conference [3323]	03/14/2016	04/23/2015	65	195	63,375
The Wells Group of Durango, Inc.					
The Wells Group of Durango, Inc. Broker Retreat [3206]	10/23/2015	01/26/2015	80	80	26,000
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
Women Writing the West					
Women Writing the West Conference 2016 [3288]	10/13/2016	03/31/2015	120	180	58,500
Total for Manager			10,934	25,611	8,304,872

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (31)					
Arts Commission / City of Santa Fe					
Arts Commission/ Workshop for RFQs [3177]	01/29/2015	01/06/2015	40	0	0
NAMP Workshop [3598]	04/04/2016	12/07/2015	50	0	0
Sister Cities Meetings [3589]	12/15/2015	11/25/2015	13	0	0
City Attorney's Office / City of Santa Fe					
Attorney Meeting [3268]	03/18/2015	03/17/2015	12	0	0
City of Santa Fe					
Matt Ross [3417]	08/12/2015	07/15/2015	100	0	0
Economic Development / City of Santa Fe					
Santa Fe Export Seminar - Workshop to Mexico [3225]	04/22/2015	03/02/2015	20	0	0
Fire Department / City of Santa Fe					
Fire Dept/Mitigation Awards Review [3572]	12/01/2015	11/10/2015	12	0	0
SFFD Cadet Graduation - Class 30 [3408]	09/10/2015	07/09/2015	150	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					
RFP Interviews [3255]	03/12/2015	03/05/2015	20	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - 10/13/2015 [3170]	10/13/2015	03/02/2015	30	0	0
H Board Meeting - 11/10/2015 [3171]	11/10/2015	03/02/2015	30	0	0
H Board Meeting - 5/26/2015 [3167]	05/26/2015	03/02/2015	30	0	0
H Board Meeting - 9/22/2015 [3169]	09/22/2015	03/02/2015	30	0	0

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
H Board Meeting - 9/8/2015 [3168]	09/08/2015	03/02/2015	30	0	0
Mayor's Office / City of Santa Fe					
City Council Meeting - JULY 22 [3388]	07/22/2015	06/26/2015	500	0	0
Mayor's Strategy Meeting with LANL [3254]	05/05/2015	03/05/2015	16	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
Santa Fe Fashion Week					
Santa Fe Fashion Week 2015 [3144]	10/16/2015	03/02/2015	400	0	10,000
Southwest Association of Indian Arts					
SWAIA 94th Summer Indian Market Preview 2015 [794]	08/21/2015	03/02/2015	2,000	0	0
SWAIA 95th Summer Indian Market Preview 2016 [1559]	08/19/2016	03/02/2015	2,000	0	20,000
SWAIA Winter Indian Market 2015 [806]	11/25/2015	03/02/2015	2,000	0	130,000
SWAIA Winter Indian Market 2016 [1483]	11/23/2016	03/02/2015	2,000	0	130,000
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
11th Annual Sweetheart Auction [3005]	02/26/2016	08/19/2014	0	0	0
Tourism Santa Fe CVB/City of Santa Fe					
OTAB Meeting (Special) [3269]	04/01/2015	03/17/2015	18	0	0
Randy's Meeting [3279]	04/07/2015	03/27/2015	30	0	0
Short Term Rental Meeting [3601]	01/07/2016	12/10/2015	90	0	0
Transportation / City of Santa Fe					
ADA Sensitivity & Passenger Suspension Policies [3013]	05/14/2015	03/02/2015	45	0	0
Transit Supervisors for Rural Agencies [3458]	01/07/2016	08/18/2015	45	0	0
Transportation / Attorney Meeting [3324]	04/27/2015	04/24/2015	6	0	0
Whitehawk					
2017 Whitehawk Show [2476]	08/07/2017	03/02/2015	3,000	0	75,000
Total for Manager			12,833	0	365,400
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Randy Randall (2)					
Great Race					
Great Race [3240]	06/23/2015	02/18/2015	400	0	26,000
Great Race - Backup Plan [3251]	06/23/2015	03/04/2015	400	0	26,000
Total for Manager			800	0	52,000
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Rosalina Grace (149)					
Academy At Larragoite					
Academy At Larragoite Graduation 2016 [3522]	05/17/2016	10/05/2015	0	0	0
Academy At Larragoite Graduation 2016 [3522]	05/20/2016	10/05/2015	700	0	17,500
Academy For Technology and the Classics					
ATC Graduation 2016 [3405]	05/23/2016	07/10/2015	0	0	0
ATC Graduation 2016 [3405]	05/20/2016	07/10/2015	800	0	0
ATC Prom 2016 [3507]	05/14/2016	09/24/2015	150	0	3,750
Academy for the Love of Learning					
Academy for the Love of Learning [3400]	07/08/2015	07/02/2015	25	0	250
For the Love of Learning [3285]	10/17/2015	03/30/2015	0	0	0
Adam Araiza					
Araiza Wedding Anniversary [3482]	01/28/2017	09/02/2015	200	0	5,000
Alicia Montoya					
Wedding Reception Alicia & Mike Montoya [3394]	05/21/2016	06/29/2015	250	0	6,250
Wedding Reception Alicia & Mike Montoya [3394]	05/21/2016	06/29/2015	0	0	0
Amanda Lopez					
Lopez Graduation [2898]	07/25/2015	06/10/2014	0	0	0
Amanda Maes & Jon Cordova					
Maes & Cordova Wedding Reception [3398]	07/02/2016	07/01/2015	450	0	11,250
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	01/09/2015	100	0	2,500

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Association of Commerce & Industry Breakfast 2016 [3364]	01/26/2016	05/28/2015	120	0	3,000
Big Brothers Big Sisters Mountain Region					
Big Brothers Big Sisters Staff Meeting [3266]	03/27/2015	03/16/2015	30	0	0
Little Gala for a Big Cause [3193]	09/28/2016	01/20/2015	500	0	0
Little Gala for a Big Cause 2015 [3207]	10/08/2015	01/26/2015	500	0	0
Cardenas Marketing Network, Inc					
Juan Gabriel Concert [3358]	12/08/2015	05/20/2015	0	0	0
Care Net Pregnancy Center of Santa Fe					
Care Net Annual Fundraiser Banquet [3270]	03/01/2016	03/23/2015	500	0	32,500
Carmela Aldeis					
Aldeis Retirement Reception [3205]	03/07/2015	01/26/2015	0	0	0
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
CENTER					
Photographic Exposition [3272]	06/12/2015	03/19/2015	500	0	12,500
Cherry Pie Social					
Cherry Pie Social Workshop [3315]	06/05/2015	04/16/2015	100	0	0
Chris Lopez					
Lopez Wedding Reception [3564]	10/15/2016	11/03/2015	0	0	0
Chris Rivera					
Rivera Graduation Party [3287]	05/23/2015	03/30/2015	0	0	0
Christus St Vincent Regional Medical Center					
Christus [3181]	01/15/2015	01/08/2015	1,200	0	78,000
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
Contemporary Hispanic Market Preview 2016 [2993]	07/28/2016	08/12/2014	0	0	0
Contemporary Hispanic Market Preview 2018 [3578]	07/26/2018	11/12/2015	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
David Suazo					
Pacheco & Suazo Reception [3587]	12/10/2016	11/24/2015	300	0	7,500
Democratic Party of New Mexico					
Democratic Party of New Mexico [3487]	01/22/2016	09/09/2015	500	0	0
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	03/10/2015	500	0	0
NM State Police Banquet & Graduation [3304]	12/03/2015	09/15/2015	500	0	0
Diana Sotelo					
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	08/31/2015	0	0	0
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	08/31/2015	300	0	7,500
Donna Ruddy					
Ruddy & Franco Wedding Reception [3249]	10/03/2015	02/25/2015	300	0	7,500
Doris Rivera					
Trujillo & Flores Wedding Reception [3278]	10/24/2015	03/26/2015	400	0	10,000
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
Florence Sena					
Sena Graduation [2894]	06/13/2015	06/10/2014	150	0	9,750
Fraemar Brieto					
Brieto Quincinera [3571]	07/01/2017	11/09/2015	350	0	8,750
Georgia O'Keeffe Museum					
Panel Discussion [3246]	07/17/2015	05/21/2015	30	0	300
Glisselle Ortega					
Ortega Quincenera [3372]	03/05/2016	06/09/2015	350	0	8,750
Greater Gallup Economic Development Corporation					
GGEDC Economic Roundtable [3494]	01/29/2016	09/17/2015	50	0	0
Guadalupe Sanchez					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Sanchez Quincinera [3495]	07/30/2016	09/17/2015	300	0	7,500
Heritage Productions					
Santa Fe Foodie Classic [3407]	01/16/2016	07/10/2015	300	0	7,500
Santa Fe Foodie Classic [3407]	01/16/2016	07/10/2015	0	0	0
High Desert Broadcasting Communications					
Home Show [3493]	10/22/2016	09/16/2015	0	0	0
Home Show [3493]	10/21/2016	09/16/2015	2,000	0	50,000
Hilton of Santa Fe					
Hilton /Martinez Wedding Reception [3192]	10/17/2015	01/20/2015	0	0	0
Hilton /Martinez Wedding Reception [3192]	10/03/2015	01/20/2015	0	0	640
Hilton /Martinez Wedding Reception [3192]	10/03/2015	01/20/2015	16	0	400
Hospice Compassus					
Memorial Services [3551]	05/07/2016	10/22/2015	0	0	0
Hotel Santa Fe					
Christus St. Vincent [3183]	01/15/2015	01/09/2015	150	0	3,750
Housing & Community Development / City of Santa Fe					
18th Community Summit [3450]	11/18/2015	09/16/2015	300	0	0
Idalia Granillo					
Granillo Quincenera [3499]	06/03/2016	09/17/2015	0	0	0
Granillo Quincenera [3499]	06/03/2016	09/17/2015	0	0	0
Idalia Granillo					
Granillo Quincinera [3500]	07/01/2016	09/17/2015	300	0	7,500
Javier Fernandez					
Fernandez Graduation Party [3444]	06/03/2016	08/20/2015	100	0	2,500
Jennie Montoya					
Montoya Wedding Reception [3550]	08/27/2016	10/22/2015	0	0	0
Montoya Wedding Reception [3550]	09/17/2016	10/22/2015	200	0	5,000
John Rael					
Rael Wedding Reception [3202]	04/23/2016	01/23/2015	0	0	0
Rael Wedding Reception [3202]	06/11/2016	01/23/2015	0	0	0
Judicial Conference					
Judicial conference Meet & Greet [2848]	05/18/2015	05/19/2014	200	0	5,000
Justin Lee Law Firm					
Mediation [3374]	06/15/2015	06/11/2015	0	0	0
Karen Padilla					
Padilla Wedding Reception [3142]	09/05/2015	03/19/2015	0	0	0
Kitchen Angels					
Kitchen Angels Collectable Box Auction 2015 [2871]	10/02/2015	05/30/2014	350	0	8,750
Kitchen Angels Collectable Box Auction 2015 [2871]	10/16/2015	05/30/2014	0	0	0
Kitchen Angels Collectable Box Auction 2015 [2871]	11/14/2015	05/30/2014	0	0	0
La Sociedad Folklorica de Nuevo Mexico					
Baile de los Cascarones 2018 [3230]	04/27/2019	02/11/2015	400	0	0
Local 1199 Health Care Workers of the World					
Holiday Party Local 1199 [3547]	12/12/2015	10/21/2015	0	0	0
M & J Boutique					
Wedding Reception Tania & Jose Tania Tavarez [3199]	09/04/2015	01/23/2015	350	0	22,750
Marilyn Fitzgerald					
Fitzgerald Birthday Party [3518]	05/07/2016	10/02/2015	60	0	3,900
Mario Marcial					
Marcial Quincenera [3370]	02/12/2016	06/08/2015	275	0	6,875
Marna & Alex Rivera					
Rivera Wedding Reception [3555]	12/06/2015	10/28/2015	0	0	0
Masters Program					
Masters Program Prom 2016 [3334]	04/23/2016	05/06/2015	150	0	0
Mayor's Office / City of Santa Fe					
Mayor's Ball 2016 [3176]	02/04/2017	11/09/2015	0	0	0
Mayor's Ball 2016 [3176]	10/22/2016	11/09/2015	400	0	26,000
Mayor's Ball 2017 [3180]	10/21/2017	01/06/2015	400	0	26,000
Mayor's Senior Volunteer Recognition Celebration 2015 [2342]	05/05/2015	01/30/2015	400	0	26,000
Melinda Monquino					
Richelle Vigil Graduation [3492]	06/18/2016	09/15/2015	200	0	13,000
Miriam Cano					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Cano Quinceanera [3329]	04/30/2016	04/29/2015	300	0	7,500
Molly Fields					
Fields & Martinez Wedding Reception [3069]	04/23/2016	02/17/2015	0	0	0
Fields & Martinez Wedding Reception [3069]	04/16/2016	02/17/2015	0	0	0
Monte del Sol Charter School					
Monte del Sol Graduation 2016 [3378]	05/25/2016	10/23/2015	800	0	20,000
Naomi Marintez					
Martinez Reception [3381]	06/03/2016	06/19/2015	0	0	0
Nelly Burrola					
Burrola Quince [3563]	07/30/2016	11/03/2015	0	0	0
New Mexico Department of Indian Affairs					
American Indian Day Reception [3136]	02/04/2016	11/14/2014	0	0	0
American Indian Day Reception [3136]	02/05/2016	11/14/2014	200	0	13,000
Indian Day at the Round House Banquet [3201]	02/02/2017	01/23/2015	300	0	19,500
New Mexico Farm & Livestock Bureau					
New Mexico Farm & Livestock Bureau 2016 [2634]	01/26/2016	11/20/2013	0	0	0
New Mexico Highlands					
Alumni Event [3562]	12/02/2015	11/02/2015	0	0	0
New Mexico Injury Provention Coalition					
NM Injury Provention [3294]	05/20/2015	04/07/2015	0	0	0
New Mexico School for the Arts					
NM School for the Arts Graduation 2015 [2927]	06/01/2015	02/19/2015	600	0	15,000
NM School for the Arts Graduation 2016 [3379]	05/24/2016	10/23/2015	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
Northern New Mexico Quilt Guild					
Quilt Guild Show 2016 [3447]	10/06/2016	08/12/2015	500	0	5,000
Pojoaque Valley High School					
Pojoaque Valley High School Prom 2016 [3464]	04/30/2016	08/20/2015	350	0	22,750
Presbyterian Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	0	0
Governor's Prayer Breakfast 2016 [3232]	01/27/2016	07/06/2015	500	0	32,500
Pueblo of Tesuque					
Pueblo of Tesuque 19th Annual Foot Race 2016 [3015]	08/06/2016	08/21/2014	0	0	0
Representative Brian Ego					
Town Hall Meeting [3247]	02/21/2015	02/25/2015	100	0	1,000
Rivera Family Funerals & Cremations					
Charlie Maxwell Funeral Services [3243]	02/22/2015	02/19/2015	500	0	0
Rosalina Grace Pre-cons					
Nick Salazar [3406]	09/19/2015	07/08/2015	1	0	25
Sandia National Laboratory					
Rattlesnake Handling Training [3361]	06/09/2015	05/27/2015	50	0	500
Santa Fe Animal Shelter & Humane Society					
Barkin' Ball 2016 [3497]	09/23/2016	09/17/2015	450	0	29,250
Santa Fe Association of Realtors					
Summer Social [3200]	06/05/2015	01/23/2015	250	0	6,250
Task Force Meeting on Affordable Housing [3174]	12/03/2015	01/22/2015	250	0	2,500
Task Force Meeting on Affordable Housing [3581]	12/08/2016	11/18/2015	250	0	2,500
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	05/20/2015	1,000	0	25,000
Santa Fe Community Convention Center					
Back up for New Years Eve Event on Plaza [3556]	12/31/2015	10/28/2015	10	0	0
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2016 [2854]	02/27/2016	05/22/2014	0	0	0
Santa Fe Desert Corale					
Desert Corale Community Sings [3524]	05/21/2016	10/05/2015	0	0	0
Santa Fe Fiesta, Inc					
2016 Royal Ball [2976]	08/06/2016	10/02/2015	400	0	0
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	0	0	0
Caballeos Breakfast [3570]	09/11/2015	11/08/2015	250	0	6,250

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Fiestacita 2016 [906]	09/06/2016	11/08/2015	500	0	0
Gran Baile 2016 [911]	09/10/2016	11/08/2015	800	0	52,000
New Years Eve Party [3521]	12/31/2015	10/02/2015	700	0	45,500
Youth Mariache Workshops 2016 [941]	03/28/2016	11/08/2015	400	0	0
Santa Fe Habitat for Humanity					
Kentucky 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	04/24/2015	0	0	0
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	04/24/2015	0	0	0
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/08/2016	04/24/2015	2,000	0	0
Santa Fe Preparatory Parents Association					
Dance With the Santa Fe Stars [3503]	04/29/2016	09/22/2015	0	0	0
Dance With the Santa Fe Stars [3503]	04/29/2016	09/22/2015	0	0	0
Dance With the Santa Fe Stars [3503]	04/22/2016	09/22/2015	0	0	0
Santa Fe Preventions Alliance					
Prescription Opioids and the Overdose Epidemic Conference [3569]	05/07/2016	11/08/2015	0	0	0
Santa Fe Public Schools					
Capital High School Prom 2015 [880]	05/01/2015	01/26/2015	400	0	0
Capital High School Prom 2016 [3322]	04/30/2016	04/23/2015	400	0	0
Parent Academy Winter Class Banquet [3212]	02/03/2015	01/29/2015	0	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	04/14/2015	500	0	32,500
Santa Fe High School Robing 2015 [525]	05/18/2015	03/11/2015	300	0	19,500
Santa Fe High School Robing 2016 [2914]	05/16/2016	06/17/2014	0	0	0
Santa Fe Public Schools Volunteer Banquet 2015 [3189]	04/17/2015	01/15/2015	500	0	32,500
State of the School Address [3534]	12/10/2015	10/14/2015	0	0	0
State of the School Address [3534]	12/20/2015	10/14/2015	175	0	0
Santa Fe Wisdom Healing Qigong					
Awaken Vitality [3560]	01/30/2016	11/02/2015	0	0	0
Awaken Vitality [3560]	01/31/2016	11/02/2015	50	0	500
Somos Un Pueblo Unido					
20th Anniversary Banquet [3420]	12/04/2015	07/15/2015	0	0	0
20th Anniversary Banquet [3420]	12/05/2015	07/15/2015	300	0	19,500
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
Spanish Colonial Arts Society					
2015 Judging and Preview for Spanish Market [571]	07/21/2015	01/21/2015	1,000	0	65,000
St Michaels High School					
St. Mikes High School Prom 2015 [3011]	04/18/2015	03/24/2015	0	0	0
St. Elias The Prophet Greek Orthodox Church					
Greek Festival 2016 [3080]	06/11/2016	07/10/2015	0	0	0
Greek Festival 2016 [3080]	06/11/2016	07/10/2015	0	0	0
Greek Festival 2016 [3080]	06/17/2016	07/10/2015	1,000	0	65,000
Greek Festival 2017 [3081]	06/09/2017	09/01/2015	1,000	0	65,000
Greek Festival 2018 [3082]	06/15/2018	09/01/2015	1,000	0	65,000
St. Elizabeth Shelter					
St Elizabeth Shelter Gala [3175]	10/15/2016	01/05/2015	400	0	26,000
St. Micheals Foundation					
Blue Stampede Fundraiser [3339]	04/30/2016	05/06/2015	300	0	19,500
State of New Mexico					
Children Youth & Family Dept [3210]	02/23/2015	01/27/2015	400	0	0
Stein & Brockmann					
Deposition [3250]	03/11/2015	02/27/2015	20	0	200
The Food Depot					
Souper Bowl 2016 [2715]	01/30/2016	02/20/2015	1,000	0	25,000
Thomas X. Vigil					
Vigil & Wright Wedding Reception [3488]	10/28/2016	09/09/2015	300	0	7,500

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (9)					
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2015 [3209]	05/15/2015	01/27/2015	200	0	0
Tierra Encantada Charter School Graduation 2016 [3344]	05/11/2016	05/11/2015	200	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Randy Randall/SF Lodgers Association Luncheon [3197]	04/08/2015	01/22/2015	30	0	0
Tourism / TravelClick Meeting [3188]	02/03/2015	01/14/2015	25	0	0
United States District Court					
Naturalization Swearing-In Ceremony 2015 [3198]	09/03/2015	01/22/2015	500	0	12,500
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
Wendy Katzman Wedding					
Wendy Katzman Wedding [3078]	10/11/2015	01/28/2015	100	0	6,500
WESST					
WESST Santa Fe [2909]	12/05/2015	06/13/2014	0	0	0
WESST Santa Fe [3281]	04/23/2015	03/30/2015	20	0	1,300
William Trujillo					
Anaya and Gallegos Wedding Reception [3409]	07/23/2016	07/10/2015	300	0	19,500
YouthWorks					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	03/16/2015	550	0	35,750
Total for Manager			44,387	30	1,458,140
Grand Total(372)			92,528	65,741	22,959,357

TOURISM

SANTA FE

Prepared On: 01/22/2016

Prepared By: David A. Carr

Leads By User

For Confirmed Status from Jan 1, 2015 to Dec 31, 2015

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Wilkinson School					
Wilkinson School Culture Tour [3546]	04/27/2016	11/04/2015	55	50	16,250
Total for Manager			55	50	16,250
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (7)					
Carnegie Learning					
Math Leadership Summit [3178]	03/18/2015	01/13/2015	85	0	0
Dow AgroSciences					
T&O Kickoff Meeting 2015 [3166]	07/20/2015	04/02/2015	50	180	58,500
National School Boards Association					
NSBA Executive Directors Summer Institute 2015 [2131]	07/31/2015	08/16/2013	0	0	0
Outdoor Power Equipment Institute					
OPEI Annual Meeting 2015 [2126]	06/21/2015	12/31/2012	0	0	0
Plumbing-Heating-Cooling Contractors Association					
Construction Contractors' Alliance Winter Meeting [3113]	02/24/2015	01/12/2015	40	60	19,500
Rug Hooking Organization					
Rug Hooking Workshop [3196]	04/24/2016	03/30/2015	70	175	56,875
Society of International Business Fellows					
SIBF Annual Summit [2555]	10/04/2015	09/26/2013	0	125	40,625
Total for Manager			245	540	175,500
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David A. Carr (56)					
AECOM Technology Corporation					
AECOM - HPT Leadership Planning [3218]	03/10/2015	03/03/2015	40	124	40,300
American Educational Research Association (AERA)					
AERA Scholar Retreat [3485]	10/02/2015	09/21/2015	50	184	59,800
American Express Meetings & Incentives					
UnitedHealthcare Medicare & Retirement 2016 Champions Club West [3575]	04/30/2016	11/10/2015	100	213	69,225
American Massage Therapy Association (AMTA)					
American Massage Therapy Association, New Mexico Chapter (AMTA-NM) [3438]	03/18/2016	09/04/2015	100	120	39,000
Battle of the Books, New Mexico					
BOB, Battle of the Books [3256]	04/17/2015	03/31/2015	400	160	52,000
Center for Action and Contemplation					
CAC -The Next 25 [753]	10/28/2012	11/02/2011	0	0	0
Dual Language of New Mexico					
La Cosecha 2016 [2006]	11/08/2016	02/10/2015	2,600	2,800	910,000
Flow Science, Inc.					
2015 International Associates Meeting [3233]	11/10/2015	07/13/2015	50	45	14,625
Harley Owners Group (HOG)					
2016 Open Road West [3412]	09/07/2016	10/30/2015	750	855	277,875
Heartland Financial					
Heartland Retail Conference [3217]	04/20/2015	03/03/2015	0	75	24,375
Independent Petroleum Association of New Mexico					
Annual Meeting 2016 [3476]	08/02/2016	11/30/2015	150	210	68,250
Institute of Electrical and Electronics Engineers					
IEEE LTSW 2016 [3239]	02/07/2016	05/21/2015	0	180	58,500

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Kairos Productions					
Bringing the Overview Effect Down to Earth [3452]	12/04/2015	09/08/2015	20	45	14,625
Land Trust Alliance					
Land Trust Alliance Annual Meeting [3211]	04/28/2015	04/01/2015	50	100	32,500
Las Cumbres Community Services					
Grandparents Raising Grandchildren Program [3275]	10/15/2015	07/17/2015	350	0	3,500
Los Alamos National Laboratory					
Addressing Common Challenges [3501]	06/20/2016	11/18/2015	60	150	48,750
Compensation Managers Meeting [3156]	05/03/2015	01/30/2015	35	105	34,125
E1039/E906 Collaborative Meeting [3116]	02/10/2015	11/19/2014	0	90	29,250
Electronic Structure Approaches and Applications to Quantum Matter [3253]	05/17/2015	03/24/2015	70	175	56,875
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
INFO 2015 [3238]	07/12/2015	03/05/2015	40	150	48,750
NHMFL Users Committee Meeting [3466]	10/27/2015	08/31/2015	100	255	82,875
Physics Informed Machine Learning [3463]	01/18/2016	09/09/2015	100	250	81,250
Santa Fe Jets and Heavy Flavor Workshop [3498]	01/10/2016	11/03/2015	50	105	34,125
Sensitivity Analysis of Model Output (SAMO) [3565]	10/30/2016	11/03/2015	100	540	175,500
SHIELDS [3544]	04/03/2016	11/10/2015	50	150	48,750
Workshop on Inelastic Neutrons Scattering 2016 [3543]	04/12/2016	11/10/2015	40	60	19,500
Lubbock Chamber of Commerce					
Board Retreat [3248]	07/30/2015	05/12/2015	25	61	19,825
Melissa G. Rael & Associates					
Boys at Risk: Indicators from Early Childhood [3185]	11/05/2015	01/30/2015	300	210	68,250
Migration 2015					
Migration Conference 2015 [1055]	09/12/2015	02/09/2014	0	0	0
National Association of Attorneys General					
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]	09/16/2015	06/22/2015	100	0	0
NAGTRI Negotiations Skills and Depositions Skills Trainings [3337]	09/16/2015	06/22/2015	0	158	51,350
National Math Association/Imagine Education					
2015 MidSchool Math National Conference-Stop The Drop [2728]	02/25/2015	10/31/2014	0	291	94,575
Midschool Math 2016 [3187]	02/16/2016	05/14/2015	500	505	164,125
New Mexico Academy of Nutrition and Dietetics					
NMAND Annual Conference [3427]	04/21/2016	11/03/2015	120	80	26,000
New Mexico Association of Counties					
NMAC 2016 [2294]	01/18/2016	08/31/2015	900	1,070	347,750
New Mexico Consortium					
20 Years of Quantum Dots at Los Alamos [2901]	04/12/2015	02/04/2015	170	430	139,750
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 Finance Authority					
State Revolving Fund State to State Meeting Region 6 [3428]	09/20/2015	08/27/2015	50	50	16,250
New Mexico Hospitality Association					
2015 Governor's Conference on Tourism [2755]	04/27/2015	02/06/2015	-103	0	0
2015 Governor's Conference on Tourism [2755]	04/27/2015	02/06/2015	353	550	178,750
New Mexico Jewish Historical Society					
2016 Fall Conference [3411]	10/28/2016	09/21/2015	30	30	9,750
New Mexico School Board					
New Mexico School Board Association Annual Meeting [2973]	02/18/2015	02/04/2015	350	260	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					
3D Printing and Digital Rocks Physics [3314]	08/03/2015	08/03/2015	50	25	8,125
Sandia Labs Shale Science Conference Workshop [3213]	06/08/2015	04/16/2015	50	120	39,000
Santa Fe Public Schools					
Choir Overnight Camp [3461]	10/02/2015	09/14/2015	62	17	5,525
Santa Fe Wine & Chile					
2015 Santa Fe Wine & Chile Fiesta [3118]	09/23/2015	07/17/2015	1,500	0	0
Shores Destinations					
National Park Service [3413]	09/20/2015	07/28/2015	25	105	34,125
Society for Applied Anthropology					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
77th Annual Meeting [2965]	03/13/2017	11/30/2015	1,400	1,943	631,475
Southwest Airlines					
Claims Review Meeting [3228]	04/13/2015	03/19/2015	15	45	14,625
Texas Society of Architects					
Past President Parley/Palaver/Soiree/Shindig [3455]	10/12/2016	09/14/2015	25	100	32,500
Tourism Santa Fe CVB/City of Santa Fe					
DOS Meeting [3423]	07/22/2015	07/22/2015	22	0	0
Mayor's Conference on Entrepreneurship [3480]	10/09/2015	09/14/2015	10	20	0
True Blue, Inc.					
Wild West Regional Sales Meeting [3533]	11/29/2015	11/03/2015	22	63	20,475
University of New Mexico UNM					
American Quaternary Association 2016 Biannual Meeting [3025]	06/23/2016	03/19/2015	0	-225	-73,125
American Quaternary Association 2016 Biannual Meeting [3025]	06/23/2016	03/19/2015	250	225	73,125
Wedding					
Turner Legueri Wedding [3325]	09/10/2015	08/03/2015	120	60	7,800
Total for Manager			13,286	13,979	4,404,975

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Joellyn Baca (11)					
American Public Transportation Association					
2016 Legal Affairs Seminar [3415]	02/19/2016	08/25/2015	125	240	78,000
Booz Allen Hamilton					
U.S. Dept. of Energy - ARPA-E ALPHA Program Kickoff [3396]	10/13/2015	07/21/2015	60	135	43,875
Engineering Conferences International (ECI)					
ECI NSC (Non-Stoichiometric Compounds) [3292]	09/04/2016	10/26/2015	90	340	110,500
Garcia Street Club					
Garcia Street Club 70th Anniversary Celebration & Christmas Concert [3443]	12/02/2015	10/05/2015	150	0	3,750
National Council of State Boards of Examiners for Speech-Language Pathology and Audiology					
29th Annual NCSB 2016 Conference [3479]	10/12/2016	11/13/2015	60	129	41,925
NCSB 2016 Board Meeting [3579]	03/04/2016	11/13/2015	10	20	6,500
Phenom Jet Association					
PHENOMENAL 2016 [3530]	05/17/2016	12/30/2015	200	595	193,375
Physician Insurers Association of America					
2016 PIAA Corporate Counsel Workshop [3366]	10/19/2016	06/22/2015	40	86	27,950
Southwest Regional Health Equality Council					
Regional VI ARPS for the RHEC [3559]	12/15/2015	11/30/2015	32	68	22,100
The Arc of New Mexico					
2016 Disability Rights Awareness Day [3525]	01/24/2016	11/05/2015	200	125	40,625
The National Association of College & University Food Services (NACUFS)					
Board Meeting [3474]	04/17/2016	11/03/2015	25	65	21,125
Total for Manager			992	1,803	589,725

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kim Harmon (30)					
90th Birthday Celebration _ Jennifer Prather					
90th Birthday Celebration [3145]	03/20/2015	01/08/2015	80	30	2,000
American Academy of Pediatrics					
American Academy of Pediatrics 2015 [561]	04/23/2015	11/19/2013	0	0	0
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
Creativity and Madness Winter 2016 [3131]	02/10/2016	01/24/2015	0	100	32,500
Creativity and Madness Winter 2016 [3131]	02/10/2016	01/24/2015	200	480	156,000
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	10/16/2015	0	24	7,800
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	10/16/2015	300	552	179,400
American Society of Plastic Surgeons					
ASPS Symposium 2015 [2544]	08/25/2015	08/06/2015	400	775	251,875
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
CEDAR-GEM Joint Workshop 2016 [3017]	06/19/2016	10/16/2015	600	1,292	419,900
Friends of SaddleBrooke Libraries					
Santa Fe Tour 2016 [3343]	04/25/2016	06/26/2015	50	108	21,492
Health Agencies of the West, Inc.					
The Competitive Edge - Lawyer's Risk Management Seminar [3478]	11/10/2015	09/30/2015	100	1	1,000
International Mountain Bicycling Association					
2012 IMBA World Summit [1569]	10/07/2012	11/01/2011	0	0	0
Keystone Symposia					
Keystone Symposia 2016 - Q5 & Q6 [3075]	02/21/2016	07/28/2015	0	80	26,000
Keystone Symposia 2016 - Q5 & Q6 [3075]	02/21/2016	07/28/2015	0	80	26,000
Keystone Symposia 2016 - Q5 & Q6 [3075]	02/21/2016	07/28/2015	0	-400	-130,000
Keystone Symposia 2016 - Q5 & Q6 [3075]	02/21/2016	07/28/2015	425	1,600	520,000
Large Urology Group Practice Association (LUGPA)					
LUGPA 2015 August Strategic Meeting [3148]	08/19/2015	01/12/2015	34	0	0
LUGPA 2015 August Strategic Meeting [3148]	08/19/2015	01/12/2015	0	43	13,975
Motor Maids					
Motor Maids Conference 2016 [3190]	07/02/2016	01/27/2015	300	695	225,875
National Atmospheric Deposition Program					
NADP Fall Meeting and Symposium 2016 [3291]	10/23/2016	11/18/2015	150	465	151,125
Rocky Mountain Mineral Law Foundation					
RMML Oil and Gas Agreements [3286]	05/10/2016	04/15/2015	200	384	124,800
Santa Fe Trail Association					
Santa Fe Trail Association 2015 Annual Meeting [1403]	09/17/2015	05/14/2013	0	330	107,250
Scentsy					
Scentsy Santa Fe 2016 [3535]	02/04/2016	12/03/2015	250	30	9,750
Simplified Technology Company					
2015 GE 7EA Users Group Annual Conference [2995]	11/09/2015	03/25/2015	400	923	299,975
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	11/15/2015	04/29/2015	50	87	28,275
South West Transit Association					
SWTA Annual Conference & EXPO [2740]	03/01/2015	09/22/2014	0	0	0
Steel Founders Society of America (SFSa)					
Fall Leadership Meeting 2016 [3336]	09/09/2016	10/01/2015	100	155	50,375
The Linux Foundation					
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/28/2016	10/16/2015	0	2	650
Linux Plumbers Conference & Linux Kernel Summit 2016 [3418]	10/28/2016	10/16/2015	400	1,093	355,225
The Meteoritical Society					
Meteoritical Society Annual Conference 2017 [3079]	07/22/2017	07/28/2015	0	340	110,500
Meteoritical Society Annual Conference 2017 [3079]	07/22/2017	07/28/2015	600	3,050	991,250
The Standard					
The Standard - Annual Service Conference [3323]	03/14/2016	08/19/2015	65	208	67,600
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	0	97	0
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			5,959	14,252	4,488,192

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Melanie Moore (96)					
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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Art In Public Places - NOV 2015 [3303]	11/19/2015	05/07/2015	12	0	0
Arts Commission - Grant Panel [3224]	04/29/2015	02/10/2015	30	0	0
Arts Commission Meeting [3261]	10/13/2015	03/16/2015	13	0	0
Arts Commission Strategic Organization Gathering [3244]	03/05/2015	02/20/2015	70	0	0
Arts Commission Strategic Organization Gathering [3244]	03/05/2015	02/20/2015	5	0	0
Arts Commission/ Workshop for RFQs [3177]	01/26/2015	01/06/2015	40	0	0
Mayor's Recognition For Excellence in The Arts 2015 [3002]	10/14/2015	03/11/2015	250	0	0
NAMP Workshop [3598]	04/04/2016	12/07/2015	50	0	0
New Mexico Arts Public Art [3552]	11/17/2015	10/26/2015	20	0	0
Sister Cities Meetings [3589]	12/15/2015	11/25/2015	13	0	0
Ben Rountree					
7th Grader Film Project - Ben Rountree [3222]	02/13/2015	02/12/2015	7	0	70
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
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2015 [3173]	12/17/2015	02/12/2015	1,200	0	78,000
Christus St. Vincent Ethic Conference [3502]	12/05/2015	11/11/2015	200	0	2,000
City Attorney's Office / City of Santa Fe					
Arbitration Hearing [3195]	04/13/2015	02/02/2015	12	0	0
Arbitration Hearing [3441]	11/09/2015	08/05/2015	10	0	0
Attorney Meeting [3268]	03/18/2015	03/17/2015	12	0	0
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
Strength Based Leadership Training [3489]	11/13/2015	09/11/2015	4	0	0
Strength Based Leadership Training [3489]	11/13/2015	09/11/2015	10	0	0
City Clerks Office/City of Santa Fe					
Inauguration Councilors & Judge [2845]	03/07/2016	11/16/2015	500	0	0
Community Services / City of Santa Fe					
CPR / First Aid / AED [3359]	06/03/2015	05/20/2015	18	0	0
Economic Development / City of Santa Fe					
Santa Fe Export Seminar - Workshop to Mexico [3225]	04/22/2015	03/09/2015	20	0	0
Fire Department / City of Santa Fe					
Christus / Fire Department Family Fun Festival 2015 [3135]	08/07/2015	02/12/2015	2,500	0	0
Fire Dept/Mitigation Awards Review [3572]	12/01/2015	11/10/2015	12	0	0
SFFD Cadet Graduation - Class 30 [3408]	09/10/2015	07/10/2015	150	0	0
SFFD: Cadet Testing [3220]	03/05/2015	02/16/2015	12	0	0
SFFD: Cadet Testing [3220]	03/05/2015	02/16/2015	-20	0	0
SFFD: Cadet Testing [3220]	03/05/2015	02/16/2015	200	0	0
Hilton of Santa Fe					
Hilton Meeting / Michelin North America [3410]	09/01/2015	08/10/2015	16	0	400
Housing & Community Development / City of Santa Fe					
Broadband Summit [3449]	11/19/2015	08/17/2015	0	0	0
Broadband Summit [3449]	10/21/2015	08/17/2015	50	0	0
Film Summit [3434]	09/22/2015	07/30/2015	0	0	0
Film Summit [3434]	09/22/2015	07/30/2015	20	0	0
Hospital Study Group [3615]	01/12/2016	12/22/2015	50	0	0
Small Business Summit [3465]	10/02/2015	08/20/2015	50	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
RFP Interviews [3255]	03/12/2015	03/05/2015	20	0	0
Union Negotiations [3219]	02/04/2015	02/04/2015	8	0	0
Union Negotiations [3221]	02/11/2015	02/05/2015	8	0	0
ITT / City of Santa Fe					
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	0	0	0
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	25	0	0
ERP Project Kick Off Meetings & Interviews [3456]	09/22/2015	08/17/2015	40	0	0
ERP Project Meeting [3592]	01/12/2016	12/04/2015	12	0	0
ERP Strategy Presentation [3573]	12/01/2015	11/16/2015	30	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
ITT Governance Committee [3312]	05/12/2015	04/15/2015	25	0	0
ITT Process Improvement Training [3216]	02/09/2015	02/02/2015	15	0	0
ITT Strategy Workshop [3263]	03/23/2015	03/16/2015	20	0	0
Keep Santa Fe Beautiful					
Recycle Santa Fe Art Festival 2015 [2636]	11/20/2015	01/21/2015	4,000	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - 10/13/2015 [3170]	10/13/2015	08/24/2015	30	0	0
H Board Meeting - 11/10/2015 [3171]	11/10/2015	08/25/2015	30	0	0
H Board Meeting - 5/26/2015 [3167]	05/26/2015	03/09/2015	30	0	0
H Board Meeting - 9/22/2015 [3169]	09/22/2015	08/24/2015	30	0	0
H Board Meeting - 9/8/2015 [3168]	09/08/2015	08/24/2015	30	0	0
Planning Commission Meeting [3262]	04/02/2015	03/16/2015	300	0	0
Planning Commission Study Session [3566]	11/19/2015	11/04/2015	50	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
Councilor's Bushee + Lindell Meeting [3433]	08/11/2015	07/30/2015	50	0	0
Legislative Breakfast [3594]	12/21/2015	12/01/2015	30	0	0
Mayor's Strategy Meeting with LANL [3254]	03/20/2015	03/05/2015	16	0	0
New Year's Eve Celebration Meeting [3576]	11/17/2015	11/16/2015	50	0	0
State Of The City Address 2015 [3143]	02/03/2015	01/05/2015	0	0	0
State Of The City Address 2015 [3143]	02/03/2015	01/05/2015	0	0	0
State Of The City Address 2015 [3143]	02/04/2015	01/05/2015	200	0	0
State Of The City Address 2016 [3259]	02/09/2016	11/16/2015	200	0	0
Museum of New Mexico Foundation / Native Treasures					
2016 Native Treasures Indian Arts Festival [2477]	05/26/2016	09/09/2015	4,500	0	0
Police Department / City of Santa Fe					
Lethality Assessment Program Training [3357]	08/06/2015	05/19/2015	30	0	0
SFPD Promotional Assessments [3231]	03/23/2015	02/18/2015	15	0	0
Public Utilities Department / City of Santa Fe					
BOR - Water Division Meeting [3440]	08/28/2015	08/05/2015	10	0	0
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 [3237]	03/09/2015	02/17/2015	50	0	0
ENN E. Alameda Improvements pt. 1.5 [3296]	04/30/2015	04/08/2015	100	0	0
Santa Fe Fashion Week					
Santa Fe Fashion Week 2015 [3144]	10/16/2015	08/06/2015	400	0	10,000
Santa Fe Restaurant Association					
Santa Fe Restaurant Assoc. Meeting [3557]	12/01/2015	10/29/2015	50	0	500
Southwest Association of Indian Arts					
SWAIA 94th Summer Indian Market Preview 2015 [794]	08/21/2015	05/08/2015	2,000	0	0
SWAIA Winter Indian Market 2015 [806]	11/25/2015	11/04/2015	2,000	0	130,000
The Cancer Foundation For New Mexico					
11th Annual Sweetheart Auction [3005]	02/05/2016	07/02/2015	1,000	0	65,000
The Kiwanis Club of Santa Fe					
Zozobra w/ Downtown Merchants [3397]	07/21/2015	07/01/2015	40	0	400
Tourism Santa Fe CVB/City of Santa Fe					
Beth Kerpon Celebration of Life [3588]	12/06/2015	12/01/2015	300	0	3,000
Celebrate Santa Fe Tourism - Expo 2015 [3020]	04/30/2015	08/22/2014	0	0	0
Hearing Assessments [3527]	11/18/2015	10/06/2015	12	0	0
Internal Gathering for Mary [3508]	10/02/2015	09/30/2015	12	0	0
March Family Promotion [3529]	10/14/2015	10/06/2015	0	0	0
March Family Promotion [3529]	10/13/2015	10/06/2015	50	0	0
Marketing/Advertising RFP [3204]	02/05/2015	01/26/2015	12	0	0
OTAB Meeting (Special) [3269]	04/01/2015	03/17/2015	6	0	0
OTAB Meeting (Special) [3269]	04/01/2015	03/17/2015	18	0	0
OTAB Meetings [3258]	04/30/2015	03/09/2015	25	0	0
Randy's Meeting [3279]	06/26/2015	03/27/2015	-14	0	0
Randy's Meeting [3279]	04/07/2015	03/27/2015	30	0	0
SantaFe.org Training Part 1 [3226]	02/23/2015	02/10/2015	20	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
SantaFe.org Training Part 2 [3227]	03/09/2015	02/10/2015	-8	0	0
SantaFe.org Training Part 2 [3227]	03/09/2015	02/10/2015	20	0	0
Short Term Rental Meeting [3601]	01/07/2016	12/10/2015	100	0	0
Summer Tourism Update [3445]	09/02/2015	08/07/2015	0	0	0
Summer Tourism Update [3445]	08/26/2015	08/07/2015	50	0	0
Transportation / City of Santa Fe					
ADA Sensitivity & Passenger Suspension Policies [3013]	05/14/2015	03/09/2015	45	0	0
Airport Manager Interviews [3462]	08/21/2015	08/19/2015	3	0	0
NMPTA Board of Directors [3385]	01/14/2016	11/16/2015	13	0	0
Transit Board Meeting [3600]	01/08/2016	12/10/2015	35	0	0
Transit Supervisors for Rural Agencies [3458]	01/07/2016	11/16/2015	45	0	0
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			26,753	0	369,370
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Randy Randall (1)					
Great Race					
Great Race [3240]	06/23/2015	03/02/2015	400	0	26,000
Total for Manager			400	0	26,000
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Rosalina Grace (86)					
Academy for the Love of Learning					
Academy for the Love of Learning [3400]	07/08/2015	07/02/2015	475	0	4,750
Academy for the Love of Learning [3400]	07/08/2015	07/02/2015	25	0	250
For the Love of Learning [3285]	10/17/2015	07/17/2015	0	0	0
Amanda Maes & Jon Cordova					
Maes & Cordova Wedding Reception [3398]	07/02/2016	09/16/2015	450	0	11,250
Art Smart					
ArtFeast [2986]	02/20/2015	09/08/2014	350	0	8,750
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	01/09/2015	100	0	2,500
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
Big Brothers Big Sisters Mountain Region					
Big Brothers Big Sisters Staff Meeting [3266]	03/27/2015	03/27/2015	30	0	0
Little Gala for a Big Cause 2015 [3207]	10/08/2015	04/01/2015	100	0	0
Little Gala for a Big Cause 2015 [3207]	10/08/2015	04/01/2015	500	0	0
Cardenas Marketing Network, Inc					
Juan Gabriel Concert [3358]	12/08/2015	11/16/2015	0	0	0
Carmela Aldeis					
Aldeis Retirement Reception [3205]	03/07/2015	02/13/2015	300	0	7,500
Aldeis Retirement Reception [3205]	03/07/2015	02/13/2015	0	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
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3375]	09/02/2015	08/18/2015	130	0	0
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2015 [2992]	07/23/2015	07/01/2015	0	0	0
Contemporary Hispanic Market Preview 2015 [2992]	07/24/2015	07/01/2015	800	0	52,000
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
Danette V. Trujillo					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Trujillo Graduation Party [3346]	06/18/2016	10/16/2015	300	0	7,500
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	04/13/2015	500	0	0
NM State Police Banquet & Graduation [3304]	12/03/2015	11/17/2015	500	0	0
Diana Sotelo					
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	10/06/2015	300	0	7,500
Donna Ruddy					
Ruddy & Franco Wedding Reception [3249]	10/03/2015	02/25/2015	300	0	7,500
Elida Varela					
Quincinera Varela [2998]	07/03/2015	09/24/2014	400	0	10,000
Employee Benefit Committee / City of Santa Fe					
City of Santa Fe Holiday Party 2015 [2625]	12/11/2015	10/09/2015	700	0	45,500
Environmental New Mexico					
Environmental New Mexico [3150]	01/08/2015	04/23/2015	100	0	1,000
Florence Sena					
Sena Graduation [2894]	06/13/2015	03/18/2015	150	0	9,750
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
Heritage Productions					
Santa Fe Foodie Classic [3407]	01/16/2016	11/02/2015	300	0	7,500
Hotel Santa Fe					
Christus St. Vincent [3183]	01/15/2015	01/09/2015	150	0	3,750
Housing & Community Development / City of Santa Fe					
18th Community Summit [3450]	11/18/2015	09/16/2015	300	0	0
Idalia Granillo					
Granillo Quincenera [3499]	06/03/2016	10/16/2015	0	0	0
Isaac Pino					
Pino Graduation Party [3138]	06/06/2015	01/21/2015	80	0	2,000
Pino Graduation Party [3138]	06/06/2015	01/21/2015	0	0	0
Jose Ortega					
Ortega Quincinera [2878]	05/16/2015	08/12/2014	400	0	10,000
Karen Padilla					
Padilla Wedding Reception [3142]	09/05/2015	03/19/2015	300	0	19,500
Kitchen Angels					
Kitchen Angels Collectable Box Auction 2015 [2871]	10/02/2015	07/20/2015	350	0	8,750
La Sociedad Folklorica de Nuevo Mexico					
Balle de los Cascarones 2018 [3230]	04/27/2019	02/11/2015	400	0	0
Los Alamos Women In Science					
LAWIS/EYH 2015 [2872]	03/06/2015	01/26/2015	250	0	0
M & J Boutique					
Wedding Reception Tanla & Jose Tania Tavarez [3199]	09/04/2015	04/24/2015	350	0	22,750
Mario Salbidrez					
Salbidrez Quincinera [2968]	04/18/2015	09/12/2014	350	0	8,750
Marna & Alex Rivera					
Rivera Wedding Reception [3555]	12/06/2015	11/18/2015	0	0	0
Mata Lazaro					
Lazaro Quincinera [3053]	05/02/2015	10/01/2014	450	0	29,250
Mayor's Office / City of Santa Fe					
Mayor's Senior Volunteer Recognition Celebration 2015 [2342]	05/05/2015	03/23/2015	400	0	26,000
Monte del Sol Charter School					
Monte del Sol Graduation 2015 [3059]	05/19/2015	04/17/2015	500	0	12,500
Nelly Burrola					
Burrola Quince [3563]	07/30/2016	11/23/2015	0	0	0
New Mexico Department of Indian Affairs					
Indian Day at the Round House Banquet [2994]	02/05/2015	12/05/2014	500	0	32,500
Indian Day at the Round House Banquet [2994]	02/05/2015	12/05/2014	0	0	0
NM Department of Indian Affairs [2227]	01/31/2013	01/24/2013	250	0	16,250
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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Nick Salazar					
Salazar Wedding Reception [3384]	09/26/2015	07/08/2015	150	0	3,750
Northern New Mexico Quilt Guild					
Quilt Guild Show 2016 [3447]	10/06/2016	10/22/2015	500	0	5,000
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2016 [3232]	01/27/2016	07/06/2015	500	0	32,500
Representative Brian Ego					
Town Hall Meeting [3247]	02/21/2015	02/25/2015	100	0	1,000
Rivera Family Funerals & Cremations					
Charlie Maxwell Funeral Services [3243]	02/22/2015	02/19/2015	500	0	0
Rosalina Grace Pre-cons					
Nick Salazar [3406]	09/19/2015	07/08/2015	1	0	25
Sandia National Laboratory					
Rattlesnake Handling Training [3361]	06/09/2015	08/03/2015	50	0	500
Santa Fe Area Home Builders Association					
Santa Fe Home & Remodeling Show 2016 [2778]	03/11/2016	11/30/2015	2,000	0	130,000
Santa Fe Association of Realtors					
Task Force Meeting on Affordable Housing [3174]	12/03/2015	07/28/2015	250	0	2,500
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	07/01/2015	1,000	0	25,000
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2015 [425]	02/14/2015	01/13/2015	0	0	0
SF Community Orchestra Concert & Dance Gala 2015 [425]	02/14/2015	01/13/2015	500	0	0
SF Community Orchestra Concert & Dance Gala 2016 [2854]	02/27/2016	10/23/2015	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
2016 Offices for Fiestas [894]	08/31/2016	09/14/2010	0	0	0
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	50	0	1,250
Caballeos Breakfast [3454]	09/11/2015	08/17/2015	0	0	0
Fiestacita 2015 [905]	09/08/2015	09/14/2010	-1,200	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	09/03/2015	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
Parent Academy Winter Class Banquet [3212]	02/03/2015	03/17/2015	300	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
Somos Un Pueblo Unido					
20th Anniversary Banquet [3420]	12/04/2015	09/21/2015	300	0	19,500
St Michaels High School					
St. Mikes High School Prom 2015 [3011]	04/18/2015	03/25/2015	200	0	5,000
St. Micheals Foundation					
Blue Stampede Fundraiser [3339]	04/30/2016	09/21/2015	300	0	19,500
State of New Mexico					
Children Youth & Family Dept [3210]	02/23/2015	02/10/2015	400	0	0
Stein & Brockmann					
Deposition [3250]	03/11/2015	03/12/2015	20	0	200
The Cancer Foundation For New Mexico					
10th Annual Sweetheart Auction [833]	02/06/2015	04/24/2014	0	0	0
The Food Depot					
Souper Bowl 2016 [2715]	01/30/2016	11/02/2015	1,000	0	25,000
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2015 [3209]	05/15/2015	05/06/2015	200	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Tourism / TravelClick Meeting [3188]	02/03/2015	01/14/2015	0	0	0
Tourism / TravelClick Meeting [3188]	02/03/2015	01/14/2015	25	0	0
United States District Court					
Naturalization Swearing-in Ceremony 2015 [3198]	09/03/2015	06/30/2015	500	0	12,500

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (1)					
Valerie Sandoval					
Sandoval Graduation [3319]	06/05/2015	05/01/2015	300	0	7,500
Wendy Katzman Wedding					
Wendy Katzman Wedding [3078]	10/11/2015	02/18/2015	0	0	0
Wendy Katzman Wedding [3078]	10/11/2015	02/18/2015	100	0	6,500
William Trujillo					
Anaya and Gallegos Wedding Reception [3409]	07/23/2016	10/15/2015	300	0	19,500
YouthWorks					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	02/13/2016	06/17/2015	0	0	0
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	06/17/2015	0	0	0
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	06/17/2015	550	0	35,750
Total for Manager			27,527	0	880,685
Grand Total(288)			75,217	30,624	10,950,697

TOURISM

SANTA FE

Prepared On: 01/22/2016
Prepared By: David A. Carr

Report: Simple Pace



Annual Pace	2013	2014	2015	2016	2017	2018	Total
Consumption (Definite Room Nights)							
Definite Room Nights	22,179	25,954	29,117	26,416	10,387	0	114,053
Target	25,746	25,746	25,746	19,828	6,188	1,625	104,879
Variance	-3,567	208	3,371	6,588	4,199	-1,625	9,174
Historical Avg	25,746	25,746	25,746	25,746	25,746	25,746	154,476
Events	311	254	237	84	6	1	893
Pace Percentage	86.15%	100.81%	113.09%	133.22%	167.87%	0.00%	109%
Demand							
Total RNs	78,435	64,124	67,794	65,712	52,428	8,774	337,267
Target	70,114	70,114	70,114	34,040	12,650	2,265	259,297
Variance	8,321	-5,990	-2,320	31,672	39,778	6,509	77,970
Historical Avg	70,114	70,114	70,114	70,114	70,114	70,114	420,684
Conversion Percentage	28.62%	40.67%	43.48%	47.23%	32.83%	0.00%	38%
Historical Avg	37	37	37	37	37	37	37

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	3,060	2,200	513	2,467	1,362	1,002	3,381	1,344	1,387	4,913	500	50	22,179
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	-366	112	-962	350	-576	-1,184	617	79	-1,008	1,204	-1,754	-79	-3,567
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	89.32%	105.36%	34.78%	116.53%	70.28%	45.84%	122.32%	106.25%	57.91%	132.46%	22.18%	38.76%	86%
Demand													
Total RNs	7,725	3,075	5,247	6,740	3,444	11,376	8,806	2,864	10,865	11,507	6,736	50	78,435
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	1,023	482	169	1,867	-1,066	4,017	1,649	-4,877	2,383	2,639	114	-79	8,321
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	0	0	0	0	0	0	300	0	0	210	440	0	950
Lost Room Nights	4,665	875	4,734	4,273	2,082	10,374	5,125	1,520	9,478	6,384	5,796	0	55,306
Conversion Percentage	39.60%	71.50%	9.80%	36.60%	39.50%	8.80%	39.70%	46.90%	12.80%	43.50%	7.90%	100.00%	29%



2014	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	2,570	2,792	2,514	1,202	2,702	2,178	2,790	1,633	1,803	2,039	3,535	196	25,954
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	-856	704	1,039	-915	764	-8	26	368	-592	-1,670	1,281	67	208
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	75.01%	133.72%	170.44%	56.78%	139.42%	99.63%	100.94%	129.09%	75.28%	54.97%	156.83%	151.94%	101%
Demand													
Total RNs	5,416	3,032	4,700	3,917	6,750	3,178	7,224	9,288	8,416	8,472	3,535	196	64,124
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	-1,286	439	-378	-956	2,240	-4,181	67	1,547	-66	-396	-3,087	67	-5,990
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	0	0	0	0	0	0	0	0	310	0	0	0	310
Lost Room Nights	2,846	240	2,186	2,715	4,048	1,000	4,434	7,655	6,303	6,433	0	0	37,860
Conversion Percentage	47.50%	92.10%	53.50%	30.70%	40.00%	68.50%	38.60%	17.60%	22.20%	24.10%	100.00%	100.00%	41%



2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	4,649	1,272	1,399	2,684	1,751	3,379	2,122	818	3,996	4,177	2,727	143	29,117
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	1,223	-816	-76	567	-187	1,193	-642	-447	1,601	468	473	14	3,371
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	135.70%	60.92%	94.85%	126.78%	90.35%	154.57%	76.77%	64.66%	166.85%	112.62%	120.98%	110.85%	113%
Demand													
Total RNs	6,967	1,672	5,288	3,964	3,336	7,524	5,441	11,071	6,166	6,626	9,596	143	67,794
Target	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Variance	265	-921	210	-909	-1,174	165	-1,716	3,330	-2,316	-2,242	2,974	14	-2,320
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	0	0	0	30	300	0	214	0	70	210	0	0	824
Lost Room Nights	2,318	400	3,889	1,250	1,285	4,145	3,105	10,253	2,100	2,239	6,869	0	37,853
Conversion Percentage	66.70%	76.10%	26.50%	68.20%	57.70%	44.90%	40.60%	7.40%	65.60%	65.10%	28.40%	100.00%	43%



2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	1,550	2,895	348	2,326	1,899	4,462	1,357	786	2,218	3,925	4,650	0	26,416
Target	3,353	1,999	1,329	1,796	1,596	1,759	2,111	910	1,526	2,233	1,156	60	19,828
Variance	-1,803	896	-981	530	303	2,703	-754	-124	692	1,692	3,494	-60	6,588
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	46.22%	144.81%	26.19%	129.51%	119.00%	253.62%	64.27%	86.37%	145.36%	175.81%	402.24%	0.00%	133%
Demand													
Total RNs	3,898	3,739	3,013	6,985	2,975	8,107	8,937	4,189	7,297	9,864	5,947	761	65,712

2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Target	3,353	1,999	1,329	1,796	1,596	1,759	2,111	910	1,526	2,233	1,156	60	19,828
Variance	137	2,291	210	4,345	618	4,430	5,473	570	3,528	6,035	3,323	714	31,672
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	80	226	144	170	788	1,285	1,594	1,848	1,295	1,650	60	641	9,781
Lost Room Nights	2,268	618	2,521	4,489	288	2,360	5,986	1,555	3,784	4,289	1,237	120	29,515
Conversion Percentage	40.60%	82.40%	12.10%	34.10%	86.80%	65.40%	18.50%	33.60%	37.00%	47.80%	79.00%	0.00%	47%



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	0	1,943	0	0	0	8,444	0	0	0	0	0	10,387
Target	1,457	769	488	545	467	465	538	208	393	579	264	14	6,188
Variance	-1,457	-769	1,455	-545	-467	-465	7,906	-208	-393	-579	-264	-14	4,199
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	0.00%	0.00%	398.05%	0.00%	0.00%	0.00%	1,569.76%	0.00%	0.00%	0.00%	0.00%	0.00%	168%
Demand													
Total RNs	1,815	1,860	5,375	3,077	255	5,187	13,521	2,006	2,134	16,077	1,121	0	52,428
Target	1,457	769	488	545	467	465	538	208	393	579	264	14	6,188
Variance	-463	1,061	4,038	2,069	-633	3,956	12,413	939	1,045	15,015	350	-13	39,778
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	1,815	1,860	1,975	2,617	255	3,982	1,175	2,006	2,134	1,848	1,121	0	20,788
Lost Room Nights	0	0	1,457	460	0	1,205	3,902	0	0	14,229	0	0	21,253
Conversion Percentage	0.00%	0.00%	57.10%	0.00%	0.00%	0.00%	68.40%	0.00%	0.00%	0.00%	0.00%	0.00%	33%



2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	0	0	0	0	0	0	0	0	0	0	0	0
Target	339	191	135	183	155	151	180	62	75	116	40	0	1,625
Variance	-339	-191	-135	-183	-155	-151	-180	-62	-75	-116	-40	0	-1,625
Historical Monthly Avg	3,426	2,088	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,746
Pace Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0%
Demand													
Total RNs	1,235	0	0	0	2,494	1,885	760	0	1,800	0	600	0	8,774
Target	339	191	135	183	155	151	180	62	75	116	40	0	1,625
Variance	689	-152	-241	-195	2,362	1,675	556	-209	1,609	-120	535	0	6,509
Historical Avg	6,702	2,593	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	70,114
Conversion													
Tentative Room Nights	1,235	0	0	0	2,494	1,885	0	0	1,800	0	600	0	8,014
Lost Room Nights	0	0	0	0	0	0	760	0	0	0	0	0	760
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0%



Legend

Conversion

- Variance** Difference Between The Booked Room Nights And Your Pace Target.
- Pace Percentage** Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.
- Historical Avg** Average Total Demand Per Year Based On An Analysis Of The Previous 3 Years Of Meetings
- Tentative** Total Room Nights Requested For Events Beginning In The Given Month Or Year
- Demand**
- Variance** Difference Between Current Demand Figures And Your Demand Target
- Pace Percentage** Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.
- Historical Avg** Average Total Demand Per Year Based On An Analysis Of The Previous 36 Months Of Meetings.
- Definite** Total Room Nights Requested For Events Beginning In The Given Month Or Year
- Target** Total Room Nights Requested, Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Issues An Rfp That Far In Advance. For Example, If 28% Of Your Business Is Typically In The System 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month

Consumption

- Variance** Difference Between The Actual Room Nights Booked And Your Pace Target
- Pace Percentage** Percent Of Your Target Met For The Given Period. A Number Over 100% Implies You Are Currently Pacing Ahead. A Number Under 100% Means That You Are Currently Behind Your Pace For That Period
- Historical Avg** For The Annual Figures, This Is The Average Room Nights Booked Per 12 Month Period Based On An Analysis Of The Previous X Months Of Events. For The Monthly Figures, It Is The Average Room Nights Booked During That Month Over The Past 3 Years.
- Definite** Booked Room Nights Associated With Events That Are Beginning In The Given Year/month
- Target** Booked Room Nights Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Books That Far In Advance. For Example, If 28% Of Your Business Typically Books 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month