



April 2016 OTAB Report Sales Report May 24, 2016

April 2016 Leads:

- 23 total leads requiring sleeping rooms (UP 7 leads compared to 2015)
- 8,824 total room nights sent via leads (UP 3,345 room night compared to 2015)
- 32 total SFCCC space only leads without sleeping rooms (DOWN 2 SFCCC leads from 2015)

April 2016 Confirmed Leads:

- 15 Definite Booking (UP 7 Confirmed booking to 2015)
- 3,430 Definite Room Nights (UP 2,169 room night over 2015)
- 27 Definite SFCCC space only leads (UP 7 SFCCC bookings from 2015)

April 2015 Leads:

- 16 total leads requiring sleeping rooms
- 5,479 total room nights sent via leads
- 34 total SFCCC space only leads without sleeping rooms

April 2015 Confirmed Leads:

- 8 Definite Booking
 - 1,261 Definite Room Nights
 - 20 Definite Groups without sleeping rooms
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2016 YTD Leads:

- 75 total leads requiring sleeping rooms (UP 24 leads compared to STLY 2015)
- 26,882 total room nights sent via leads (UP 5,347 room night compared to STLY 2015)
- 99 total SFCCC space only leads without sleeping rooms (Down 48 SFCCC leads STLY 2015)

2016 YTD Definite:

- 52 Definite Booking (Up 23 Confirmed booking to STLY 2015)
- 13,497 Definite Room Nights (UP 3,590 room night over STLY 2015)
- 94 Definite SFCCC space only leads (UP 22 SFCCC bookings STLY 2015)

2015 YTD Leads:

- 51 total leads requiring sleeping rooms
- 21,535 total room nights sent via leads
- 57 total SFCCC space only leads without sleeping rooms

2015 YTD Definite:

- 29 Definite Booking
- 9,907 Definite Room Nights
- 72 Definite SFCCC space only leads

Tradeshow updates:

April 28, 2016 | Springtime in the Park, Washington, D.C.

- Joellyn Baca attending on behalf of the City with the Drury Plaza Hotel and Eldorado Hotel & Spa.
- This was a one day tradeshow and meet with over 50 planners.
- We are currently working 2 leads.

April 27-29, 2016 | Connect California, Irvine, CA

- April Gallegos attended on behalf of the City.
- This is a reverse tradeshow and we had 25 appointments with meeting planners.
- We are currently working 1 lead.

May 15-18, 2016 | New Mexico Hospitality Association, Governor's Conference

- April Gallegos attended on behalf of the City.
- This is a reverse tradeshow and we had 25 appointments with meeting planners.
- We are currently working 1 lead.

June 7-8, 2016 | Luxury Meetings Summit, Boston, MA

- Joellyn Baca will be attending on behalf of the City, no hotel partners will be attending.
- We anticipate 35 appointments.

June 18-22, 2016 | Cvent, Las Vegas, NV

- April Gallegos will be attending on behalf of the City, no hotel partners will be joining.
- We have 30 scheduled appointments.
- Participating on the tradeshow floor.
- 1,200 planners will be attending.

Pace Report

FAM



Prepared On: 05/20/2016
Prepared By: David A. Carr

Leads By User

For Confirmed Status from Apr 1, 2016 to May 31, 2016

April Gallegos (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Lubbock Chamber of Commerce					
Board Retreat [3710]	07/28/2016	04/19/2016	25	74	24,050
Total for Manager			25	74	24,050
Convention Center Operations (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2017 [3697]	01/25/2017	04/28/2016	500	0	32,500
Total for Manager			500	0	32,500
David A. Carr (8)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Holy Trinity Orthodox Church					
Parish Life Convention [3520]	06/06/2018	05/02/2016	400	363	117,975
Los Alamos National Laboratory (LANL)					
Climate Conference [3747]	02/05/2017	05/05/2016	120	400	130,000
Immunology 2016 [3513]	09/26/2016	04/13/2016	60	120	39,000
Neutron Nuclear Data Directions Into the Next Half Century [3794]	08/04/2016	05/04/2016	0	15	4,875
Neutron Nuclear Data Directions Into the Next Half Century [3794]	08/04/2016	05/04/2016	45	15	4,875
Oneness University					
The Phenomenon & The Gift [3743]	05/19/2016	04/13/2016	300	100	32,500
Santa Fe Wine & Chile					
2016 Santa Fe Wine & Chile Fiesta [3511]	09/19/2016	04/22/2016	1,500	0	0
University of New Mexico UNM					
Magistrate Court Staff Regional Meeting [3766]	11/08/2016	05/19/2016	65	20	6,500
The 14th ISDCI Congress [3377]	06/17/2018	04/08/2016	400	1,700	552,500
Total for Manager			2,890	2,733	888,225
Erika Martinez (17)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Arts Commission Category D Review [3826]	05/23/2016	05/17/2016	10	0	0
Cultural Affairs Working Group [3812]	05/06/2016	05/04/2016	12	0	0
City Attorney's Office / City of Santa Fe					
City Council Meeting [3788]	04/13/2016	04/13/2016	8	0	0
City/County Mediation [3795]	05/27/2016	04/15/2016	22	0	0
City/County Mediation [3796]	06/03/2016	04/15/2016	22	0	0
Presentation by Mackie Meeting [3792]	05/09/2016	04/15/2016	10	0	0
Finance / City of Santa Fe					
Construction Management Meeting [3791]	05/05/2016	04/14/2016	50	0	0
Fire Department / City of Santa Fe					
Greater Santa Fe Fireshed Educational Fair [3756]	05/12/2016	04/06/2016	50	0	0
Housing & Community Development / City of Santa Fe					
Film and Digital Media Commission Meeting [3802]	05/03/2016	04/22/2016	18	0	0
RFP Informational Meeting [3810]	05/11/2016	05/04/2016	30	0	0
Keep Santa Fe Beautiful					
Recycle Santa Fe Art Festival 2016 [2637]	11/04/2016	04/11/2016	4,000	0	0
Mayor's Office / City of Santa Fe					
White House Regional Convening [3730]	05/25/2016	04/22/2016	60	0	0
Public Utilities Department / City of Santa Fe					

April Gallegos (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Customer Service Training [3772]	04/13/2016	04/04/2016	80	0	0
Water Division Mtg-Confidential Settlement Negotiations with OSE [3820]	05/11/2016	05/10/2016	4	0	0
Tourism Santa Fe CVB/City of Santa Fe					
FAM Reception [3793]	05/10/2016	04/14/2016	27	0	0
SF Margarita Trial- Information Meeting for Restaurants [3776]	04/28/2016	04/08/2016	50	0	0
Spring Break Promo Recap Meeting [3784]	04/21/2016	04/08/2016	50	0	0
Total for Manager			4,503	0	0
Joellyn Baca (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Anita Kay Archer					
Bank of Jackson Touring Group [3516]	09/28/2016	04/13/2016	30	60	11,940
Continuing Education Company					
Continuing Education Company [3625]	03/23/2017	04/22/2016	125	240	78,000
Just Lovely Weddings					
Cribb/Dillon Wedding [3643]	06/25/2016	04/12/2016	150	10	3,250
Total for Manager			305	310	93,190
Kim Harmon (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Bar Association					
2017 June Accreditation Committee Meeting [3761]	06/21/2017	04/29/2016	40	93	30,225
ABA NJC 13 Course Program 2017 [3688]	06/18/2017	05/19/2016	55	180	58,500
Valparaiso Kappa Reunion					
Kappa Reunion [3799]	09/11/2017	05/10/2016	35	40	13,000
Total for Manager			130	313	101,725
Melanie Moore (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Fire Department / City of Santa Fe					
Christus / Fire Department Family Fun Festival 2016 [3504]	06/17/2016	02/03/2016	0	0	0
Total for Manager			0	0	0
Rosalina Grace (10)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
An Ideal Home Productions LLC					
Ideal Home [3800]	05/11/2016	04/26/2016	0	0	0
Arts Commission / City of Santa Fe					
Mayor's Recognition For Excellence In The Arts 2016 [3653]	10/19/2016	04/12/2016	250	0	0
City of Santa Fe					
ITT Training/ITSM Cherwell Demonstration [3825]	05/24/2016	05/17/2016	50	0	0
Idalia Granillo					
Granillo Quinceanera [3499]	06/03/2016	10/16/2015	400	0	10,000
Monte del Sol Charter School					
Monte del Sol Graduation 2016 [3378]	05/25/2016	04/07/2016	800	0	20,000
QUINCEANERA					
Marcial Quinceanera [3797]	10/29/2016	04/27/2016	350	0	8,750
Rosan Quinceanera [3811]	03/18/2017	05/19/2016	0	0	0
Sangre de Christo Funeral Fund					
8th Annual Mariachi Extravaganza [3785]	10/22/2016	05/12/2016	1,500	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	09/03/2015	0	0	0
Santa Fe Public Schools					
Santa Fe & Capital High Awards Banquet 2016 [3728]	05/09/2016	05/02/2016	300	0	19,500
Total for Manager			3,650	0	58,250
Grand Total(44)			12,003	3,430	1,197,940



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Leads By User

For Lead Status from Apr 1, 2016 to May 31, 2016

April Gallegos (4)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Location Solvers					
Association of Attorney Mediators 2017 Annual Conference [3824]	04/06/2017	05/16/2016	100	115	37,375
Pacific Dermatological Association					
PDA2018 [3808]	08/07/2018	05/02/2016	250	520	169,000
USS Ajax Reunion Association					
USS Ajax Reunion [3798]	06/10/2018	04/18/2016	75	120	39,000
Utah State University - Conference Services					
Society for Freshwater Science Annual Meeting [3803]	05/17/2019	04/25/2016	1,000	2,276	739,700
Total for Manager			1,425	3,031	985,075
David A. Carr (5)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Center for Action and Contemplation					
CAC Intimacy: Lecture [3771]	03/29/2017	04/01/2016	0	1,600	520,000
CAC Intimacy: Lecture [3771]	03/29/2017	04/01/2016	2,000	0	0
LANL - Ultrafast Imaging Workshop					
LANL - Ultrafast Imaging Workshop [3773]	08/01/2016	04/04/2016	60	90	29,250
Light Harmonics Institute					
Light Harmonics 2016 [3749]	10/07/2016	04/22/2016	200	105	34,125
Los Alamos National Laboratory (LANL)					
Challenges of High Photon Energy, High-Repetition Rate XFELs [3790]	08/08/2016	04/13/2016	70	150	48,750
Neutron Nuclear Data Directions Into the Next Half Century [3794]	08/04/2016	04/14/2016	45	15	4,875
Total for Manager			2,375	1,960	637,000
Erika Martinez (4)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
City Attorney's Office / City of Santa Fe					
City Council Meeting [3788]	04/13/2016	04/11/2016	8	0	0
Martinez and Montoya Wedding					
Martinez and Montoya Wedding [3740]	04/08/2017	04/07/2016	400	0	10,000
Public Utilities Department / City of Santa Fe					
Customer Service Training [3772]	04/13/2016	04/04/2016	80	0	0
Tourism Santa Fe CVB/City of Santa Fe					
SF Margarita Trial- Information Meeting for Restaurants [3776]	04/28/2016	04/05/2016	0	0	0
SF Margarita Trial- Information Meeting for Restaurants [3776]	04/27/2016	04/05/2016	50	0	0
Total for Manager			538	0	10,000
Joellyn Baca (5)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Casualty Actuarial Society					
CAS Board & Executive Council Meeting [3809]	03/13/2017	05/02/2016	34	40	13,000
Energetics					
October EGRD Meeting [3781]	10/26/2016	04/07/2016	30	75	24,375
Greater Santa Fe Film Office					
Production Name - An Ideal Home [3775]	04/18/2016	04/05/2016	30	668	217,100
Society of Hospital Medicine					
SHM January 2017 Board Meeting [3777]	01/24/2017	04/06/2016	24	22	7,150
The American Academy of Psychotherapists					
AAP Annual Institute and Conference 2017 [3774]	10/15/2017	04/04/2016	300	670	217,750

April Gallegos (4)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Total for Manager			418	1,475	479,375
Kim Harmon (9)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Bar Association					
ABA NJC 13 Course Program 2017 [3688]	06/18/2017	02/17/2016	0	0	0
Young Lawyers Division Summer Cabinet Meeting [3778]	09/09/2016	04/07/2016	30	36	11,700
American Institute of Medical Education					
Creativity and Madness 2017 [2991]	07/29/2017	04/25/2016	500	1,075	349,375
American Society for Theatre Research (ASTR)					
ASTR Annual Conference 2018 [3804]	10/30/2018	04/25/2016	500	805	261,625
Drake Kappa Alpha Theta Reunion					
Kappa Alpha Theta Reunion [3819]	09/14/2017	05/06/2016	25	45	14,625
Krell Institute					
Krell Institute June 2017 [3823]	06/19/2017	05/16/2016	65	126	40,950
Stairbuilders and Manufacturers Association (SMA)					
SMA Annual Conference 2018 [3789]	04/03/2018	04/12/2016	90	231	75,075
Strategy US Meeting & Incentive Specialist					
AXA Financial Incentive [3769]	11/28/2018	03/30/2016	0	0	0
Valparaiso Kappa Reunion					
Kappa Reunion [3799]	09/11/2017	04/20/2016	35	40	13,000
Total for Manager			1,245	2,358	766,350
Rosalina Grace (28)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
ACCESS Destination Services					
Meeting [3822]	05/06/2017	05/12/2016	160	0	0
AMP Concerts Santa Fe					
Concert: Gipsy Kings [3783]	09/03/2016	04/08/2016	1,800	0	45,000
An Ideal Home Productions LLC					
Ideal Home [3800]	05/11/2016	04/20/2016	0	0	0
Arts Commission / City of Santa Fe					
Mayor's Recognition For Excellence in The Arts 2016 [3653]	10/19/2016	04/01/2016	250	0	0
Brenda Chavez					
Vega-Chavez Quinceanera [3702]	04/29/2017	02/26/2016	400	0	10,000
City of Santa Fe					
ITT Training/ITSM Cherwell Demonstration [3825]	05/24/2016	05/17/2016	50	0	0
CMRR Project					
CMRR Project Christmas Party [3806]	12/09/2016	04/28/2016	100	0	6,500
GRADUATION PARTIES					
Sena Graduation Party [3829]	07/29/2017	05/19/2016	150	0	3,750
Los Alamos Women In Science					
LAWIS/EYH 2017 [3713]	03/09/2017	03/03/2016	0	0	0
New Mexico Department of Cultural Affairs					
El Palacio Lowrider Summer Launch Party [3801]	06/03/2016	04/22/2016	1,000	0	25,000
New Mexico Music Review					
New Mexico Music Review [3648]	10/22/2016	04/01/2016	750	0	0
QUINCEANERA					
Marcial Quinceanera [3797]	10/29/2016	04/18/2016	350	0	8,750
Rosan Quinceanera [3811]	03/18/2017	05/04/2016	0	0	0
Sangre de Christo Funeral Fund					
10th Annual Mariachi Extravaganza [3787]	08/17/2018	04/11/2016	1,500	0	0
8th Annual Mariachi Extravaganza [3785]	10/22/2016	04/11/2016	0	0	0
8th Annual Mariachi Extravaganza [3785]	10/22/2016	04/11/2016	0	0	0
8th Annual Mariachi Extravaganza [3785]	10/22/2016	04/11/2016	1,500	0	0
9th Annual Mariachi Extravaganza [3786]	08/26/2017	04/11/2016	1,500	0	0
Santa Fe Fiesta, Inc					
Youth Mariache Workshops 2017 [942]	03/27/2017	04/18/2016	400	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]	04/13/2018	04/07/2016	2,000	0	0
Santa Fe Public Schools					
Capital High School Prom 2017 [3782]	04/08/2017	05/03/2016	350	0	0
Capital High School Prom 2018 [3817]	04/21/2018	05/06/2016	350	0	0

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (4)					
Santa Fe High School Prom 2017 [3814]	04/01/2017	05/05/2016	500	0	0
St. Micheals High School Foundation					
Blue Stamped/Calcuta 2017 [3341]	04/21/2017	05/03/2016	300	0	19,500
Blue Stamped/Calcuta 2018 [3818]	04/21/2018	05/06/2016	300	0	19,500
The Cancer Foundation For New Mexico					
12th Annual Sweetheart Auction [3006]	02/10/2017	02/15/2016	0	0	0
The Women's International Study Center					
Artists Workshop [3807]	06/25/2016	04/29/2016	50	0	500
WEDDINGS					
Houghton & Contreras Wedding Reception [3821]	06/10/2017	05/10/2016	200	0	5,000
Martinez & Sanchez Wedding Reception [3805]	09/23/2017	04/26/2016	300	0	7,500
William Trujillo					
Trujillo Confirmation Party [3828]	07/22/2011	05/18/2016	45	0	2,925
Total for Manager			14,305	0	153,925
Grand Total(55)			20,306	8,824	3,031,725



Prepared On: 05/20/2016
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Leads By User

For Tentative Status from May 1, 2016 to May 31, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (2)					
Location Solvers					
Assocaiton of Attorney Mediators 2017 Annual Conference [3824]	04/06/2017	05/16/2016	100	0	37,375
Pacific Dermatological Association					
PDA2018 [3808]	08/07/2018	05/02/2016	250	0	169,000
Total for Manager			350	0	206,375
Erika Martinez (6)					
American Institute of Architects - Santa Fe Chapter					
2017 AIA New Mexico Convention [3816]	10/05/2017	05/05/2016	100	0	0
Arts Commission / City of Santa Fe					
Arts Commission Category D Review [3826]	05/23/2016	05/17/2016	10	0	0
Cultural Affairs Working Group [3812]	05/06/2016	05/04/2016	12	0	0
Housing & Community Development / City of Santa Fe					
RFP Informational Meeting [3810]	05/11/2016	05/04/2016	30	0	0
Mayor's Office / City of Santa Fe					
2017 State of the City [3813]	02/21/2017	05/04/2016	400	0	0
Public Utilities Department / City of Santa Fe					
Water Division Mtg-Confidential Settlement Negotiations with OSE [3820]	05/11/2016	05/10/2016	4	0	0
Total for Manager			556	0	0
Rosalina Grace (11)					
ACCESS Destination Services					
Meeting [3822]	05/06/2017	05/12/2016	160	0	0
City of Santa Fe					
ITT Training/ITSM Cherwell Demonstration [3825]	05/24/2016	05/17/2016	50	0	0
GRADUATION PARTIES					
Sena Graduation Party [3829]	07/29/2017	05/19/2016	150	0	3,750
Northern New Mexico Quilt Guild					
Quilt Fiesta Santa Fe [3827]	10/04/2018	05/18/2016	500	0	5,000
QUINCEANERA					
Rosan Quinceanera [3811]	03/18/2017	05/04/2016	0	0	0
Santa Fe Public Schools					
Capital High School Prom 2018 [3817]	04/21/2018	05/06/2016	350	0	0
Santa Fe High School Prom 2017 [3814]	04/01/2017	05/05/2016	500	0	0
Santa Fe High School Prom 2018 [3815]	04/28/2018	05/05/2016	500	0	0
St. Micheals High School Foundation					
Blue Stamped/Calcuta 2018 [3818]	04/21/2018	05/06/2016	300	0	19,500
WEDDINGS					
Houghton & Contreras Wedding Reception [3821]	06/10/2017	05/10/2016	200	0	5,000
William Trujillo					
Trujillo Confirmation Party [3828]	07/22/2011	05/18/2016	45	0	2,925
Total for Manager			2,755	0	36,175
Grand Total(19)			3,661	0	242,550

TOURISM

SANTA FE

Prepared On: 05/20/2016
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Leads By User

For Confirmed Status from Jan 1, 2016 to Apr 30, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
Lubbock Chamber of Commerce					
Board Retreat [3710]	07/28/2016	04/19/2016	25	74	24,050
Pacific Educational Group					
Pacific Educational Group Seminar [3685]	05/05/2016	03/07/2016	160	105	34,125
Vistage Group					
Vistage Group [3620]	04/14/2016	02/04/2016	20	22	7,150
Total for Manager			205	201	65,325
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Convention Center Operations (2)					
Land Use Department / City of Santa Fe					
Planning Commission Meeting [3687]	03/03/2016	02/23/2016	62	0	0
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2017 [3697]	01/25/2017	04/28/2016	500	0	32,500
Total for Manager			562	0	32,500
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
David A. Carr (17)					
Big Mountain Enduro					
Big Mountain Enduro [3706]	05/18/2016	02/29/2016	300	760	247,000
Destinations, Meetings & Incentives Inc.					
National College of Probate Judges (NCPJ) Spring 2017 Conference [3604]	04/24/2017	03/24/2016	100	317	103,025
Greater Gallup Economic Development Corporation					
GGEDC Economic Roundtable [3554]	01/28/2016	01/06/2016	100	20	6,500
Jazz Pharmaceuticals					
Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting [3640]	11/15/2016	03/18/2016	30	60	19,500
Los Alamos National Laboratory (LANL)					
Advance Meso-Scale Materials Science [3669]	07/21/2016	03/23/2016	100	225	73,125
Data Science and Optimal Learning for Material Discovery and Design [3568]	05/15/2016	03/16/2016	80	120	39,000
Dynamic and Excited State Processes [3670]	07/25/2016	03/15/2016	85	150	48,750
Energy Landscapes: From Protein Folding to Molecular Assembly [3651]	05/08/2016	03/16/2016	75	250	81,250
ESP 2016: Excited State Processes in Electronics and Bio Nanomaterials [3665]	06/12/2016	03/16/2016	90	250	81,250
Immunology 2016 [3513]	09/26/2016	04/13/2016	60	120	39,000
International Free Electron Laser Conference [2999]	08/20/2017	02/22/2016	500	2,050	666,250
LANL Study Session [3707]	03/22/2016	03/14/2016	15	0	150
LHC Run 2 [3636]	07/03/2016	02/22/2016	40	150	48,750
Oneness University					
The Phenomenon & The Gift [3743]	05/19/2016	04/13/2016	300	100	32,500
Santa Fe Wine & Chile					
2016 Santa Fe Wine & Chile Fiesta [3511]	09/19/2016	04/22/2016	1,500	0	0
Society of American Travel Writers					
2016 SATW Western Chapter Meeting [3386]	04/03/2016	02/22/2016	50	210	41,790
University of New Mexico UNM					
The 14th JSDCI Congress [3377]	06/17/2018	04/08/2016	400	1,700	552,500
Total for Manager			3,825	6,482	2,080,340

	Meeting	Date	Delegates	Total Room	Econ
Erika Martinez (32)					

April Gallegos (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
	Date	Definite		Nights	Value
Arts Commission / City of Santa Fe					
Arts Commission Meeting [3711]	03/25/2016	03/07/2016	0	0	0
Arts Commission Meeting [3711]	03/11/2016	03/07/2016	20	0	0
Culture Connects Santa Fe [3737]	03/20/2016	03/15/2016	60	0	0
Data Driven Arts Marketing Workshop [3598]	04/04/2016	12/07/2015	0	0	0
New Community Visions [3729]	05/11/2016	03/10/2016	100	0	0
Sister Cities Meetings [3716]	03/16/2016	03/07/2016	0	0	0
Sister Cities Meetings [3716]	03/16/2016	03/07/2016	13	0	0
City Attorney's Office / City of Santa Fe					
City Council Meeting [3788]	04/13/2016	04/13/2016	8	0	0
City/County Mediation [3795]	05/27/2016	04/15/2016	22	0	0
City/County Mediation [3796]	06/03/2016	04/15/2016	22	0	0
Presentation by Mackie Meeting [3792]	05/09/2016	04/15/2016	10	0	0
City Wellness Program					
Fitness Class [3753]	04/05/2016	03/22/2016	15	0	0
Downtown Merchants Association					
Downtown Merchants Association Annual Meeting [3700]	03/08/2016	02/24/2016	20	0	200
Economic Development / City of Santa Fe					
City of Santa Fe Healthcare Study Group [3744]	04/28/2016	03/30/2016	30	0	0
Finance / City of Santa Fe					
Construction Management Meeting [3791]	05/05/2016	04/14/2016	50	0	0
Fire Department / City of Santa Fe					
Greater Santa Fe Fireshed Educational Fair [3756]	05/12/2016	04/06/2016	50	0	0
Greater Santa Fe Restaurant Association					
Greater Santa Fe Restaurant Association Meeting [3699]	03/17/2016	02/25/2016	0	0	0
Housing & Community Development / City of Santa Fe					
Film and Digital Media Commission Meeting [3802]	05/03/2016	04/22/2016	18	0	0
Santa Fe Film Commission [3752]	04/05/2016	03/23/2016	20	0	0
Human Resources / City of Santa Fe					
Customer Service Training [3738]	03/23/2016	03/16/2016	80	0	0
ITT / City of Santa Fe					
ERP Vendor Demonstrations [3758]	04/18/2016	03/30/2016	15	0	0
ERP Vendor Demonstrations [3759]	04/25/2016	03/30/2016	15	0	0
ITT Governance Committee [3755]	04/05/2016	03/24/2016	15	0	0
Keep Santa Fe Beautiful					
Recycle Santa Fe Art Festival 2016 [2637]	11/04/2016	04/11/2016	4,000	0	0
Mayor's Office / City of Santa Fe					
City Mayor/Darkness to Light Meeting [3718]	03/11/2016	03/07/2016	12	0	0
Mayor & the Regional Coalition of LANL Communities [3657]	03/11/2016	02/04/2016	0	0	0
Mayor & the Regional Coalition of LANL Communities [3657]	03/11/2016	02/04/2016	30	0	0
White House Regional Convening [3730]	05/25/2016	04/22/2016	60	0	0
Police Department / City of Santa Fe					
Police Sergeant Testing [3712]	04/19/2016	03/09/2016	20	0	0
Public Utilities Department / City of Santa Fe					
Customer Service Training [3772]	04/13/2016	04/04/2016	80	0	0
Santa Fe Watershed Association					
Santa Fe Watershed Association Meeting [3671]	03/02/2016	02/08/2016	75	0	750
Tourism Santa Fe CVB/City of Santa Fe					
FAM Reception [3793]	05/10/2016	04/14/2016	27	0	0
SF Margarita Trail- Information Meeting for Restaurants [3776]	04/28/2016	04/08/2016	50	0	0
Spring Break Promo Recap Meeting [3784]	04/21/2016	04/08/2016	50	0	0
Visitor's Survey Update Meeting [3724]	03/23/2016	03/09/2016	25	0	0
Total for Manager			5,012	0	950
Joellyn Baca (15)					
AHR Site Selection Solution					
Ironworkers Labor Management Meeting [3659]	06/27/2016	03/03/2016	16	31	10,075
American Society of Landscape Architects					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
2016 LAAB Summer Meeting [3673]	07/21/2016	02/12/2016	14	39	12,675
Anita Kay Archer					
Bank of Jackson Touring Group [3516]	09/28/2016	04/13/2016	30	60	11,940
Association of Structural Pest Control Regulatory Officials					
ASPCRO Annual Meeting [2605]	08/26/2016	02/09/2016	150	345	112,125
Chief Officers of State Library Agencies					
CE Forum [3540]	08/29/2016	02/18/2016	50	120	39,000
Continuing Education Company					
Continuing Education Company [3625]	03/23/2017	04/22/2016	125	240	78,000
CSR, Incorporated					
Topical Working Group Meeting State School Safety Issues [3583]	02/08/2016	02/04/2016	70	159	51,675
F + W Trade Show and Events					
Bead Fest 2017 [3369]	03/22/2017	02/24/2016	2,000	385	20,000
Intelligence Advance Research Projects Activity (IARPA)					
IARPA LogIQ Kickoff Meeting [3593]	02/22/2016	01/04/2016	100	90	29,250
John Hopkins University School of Medicine					
14th Annual Update in Pulmonary, Critical Care and Sleep Medicine [3582]	08/03/2016	03/17/2016	60	250	81,250
Just Lovely Weddings					
Cribb/Dillon Wedding [3643]	06/25/2016	04/12/2016	150	10	3,250
National Association of Government Defined Contribution Administrators					
NAGDCA Board Meeting [3585]	06/02/2016	01/13/2016	12	38	12,350
National Association of State Procurement Officials					
2016 NASPO ValuePoint Midyear Meeting [3584]	06/05/2016	01/28/2016	60	270	87,750
National District Attorneys Association					
Training on Forensic Evidence [3624]	12/04/2016	03/31/2016	75	350	113,750
WORLDCOM Public Relations Group					
WORLDCOM's America's Meeting [3541]	09/24/2016	01/14/2016	100	226	73,450
Total for Manager			3,012	2,613	736,540

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kim Harmon (17)					
American Bar Association					
2017 June Accreditation Committee Meeting [3761]	06/21/2017	04/29/2016	40	93	30,225
Standing Committee on Pro Bono and Public Service Summer Committee Meeting [3622]	07/07/2016	02/26/2016	16	34	11,050
Tort Trial & Insurance Practice Section FSLC Spring Meeting [3483]	05/08/2018	01/13/2016	225	404	131,300
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	10/16/2015	0	0	0
American Society of Plastic Surgeons					
ASPS Symposium 2016 [2511]	08/23/2016	02/02/2016	400	650	211,250
Biodynamic Association					
Biodynamic Conference [2492]	11/15/2016	12/20/2013	0	0	0
CEDAR-Coupling, Energetics and Dynamics of Atmospheric R					
CEDAR-GEM Joint Workshop 2016 [3017]	06/19/2016	10/16/2015	0	-135	-43,875
Colorado Defense Lawyers Association					
CDLA Annual Convention 2017 [3519]	07/26/2017	01/13/2016	450	525	170,625
Continuing Legal Education (CLE) International					
CLE 24th Annual New Mexico Water Law Conference [3486]	09/14/2016	01/29/2016	100	40	13,000
CLE Visual Arts & the Law [3666]	07/27/2016	01/29/2016	100	40	13,000
Haiku North America					
Haiku North America 2017 [3532]	09/13/2017	03/04/2016	150	588	191,100
National Coal Transportation Association					
NCTA Operations & Maintenance Conference [3683]	06/10/2017	02/11/2016	120	300	97,500
National Livestock Producers Association					
NLPA 2016 Board Meeting [3596]	08/03/2016	02/26/2016	50	63	20,475
Southwest Chemistry Workshop 2017					
Southwest Chemistry Workshop 2017 [3421]	06/19/2017	01/21/2016	200	300	97,500
University Corporation for Atmospheric Research (UCAR_					
GLOBE Partner and Diversity Training Workshops [3676]	05/22/2016	02/29/2016	50	0	0
GLOBE Partner and Diversity Training Workshops [3676]	05/22/2016	02/29/2016	0	132	42,900
Virginia Tech Continuing Professional Education					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
CEDAR - GEM Joint Workshop 2016 - GEM Room Request [3376]	06/18/2016	03/07/2016	600	950	308,750
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	05/23/2016	06/08/2015	0	217	70,525
Total for Manager			2,501	4,201	1,365,325

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Melanie Moore (18)					
Arts Commission / City of Santa Fe					
Arts Commission - Grantee Meeting [3650]	02/02/2016	01/15/2016	50	0	0
Arts Commission Meeting [3682]	02/12/2016	02/11/2016	20	0	0
Sister Cities Meetings [3629]	01/13/2015	01/04/2016	12	0	0
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2016 [3368]	12/15/2016	03/11/2016	1,200	0	78,000
City Clerks Office/City of Santa Fe					
Judge Yalman [3644]	03/03/2016	01/25/2016	150	0	0
City Manager's Office / City of Santa Fe					
City Manager Meeting [3645]	01/14/2016	01/13/2016	6	0	0
City Manager Meeting [3672]	02/09/2016	02/02/2016	6	0	0
Fire Department / City of Santa Fe					
Christus / Fire Department Family Fun Festival 2016 [3504]	06/17/2016	02/03/2016	0	0	0
Christus / Fire Department Family Fun Festival 2016 [3504]	06/17/2016	02/03/2016	2,500	0	0
Geronimo Restaurant					
Eric DiStefano Memorial [3681]	02/15/2016	02/10/2016	800	0	20,000
Housing & Community Development / City of Santa Fe					
Fair Housing Training [3637]	03/01/2016	01/07/2016	40	0	0
ITT / City of Santa Fe					
ERP Project Meeting [3592]	01/12/2016	12/04/2015	3	0	0
INFO Tech Service Desk Impl. [3667]	02/22/2016	01/29/2016	12	0	0
Land Use Department / City of Santa Fe					
H Board Meeting - 2/23/2016 [3606]	02/23/2016	01/06/2016	30	0	0
Mayor's Office / City of Santa Fe					
Mayor's Press Conference Public Banking [3631]	01/13/2016	01/06/2016	0	0	0
Mayor's Press Conference Public Banking [3631]	01/14/2016	01/06/2016	30	0	0
Mayor's Q + A w/ League of Women Voters [3647]	02/16/2016	01/13/2016	30	0	0
Public Utilities Department / City of Santa Fe					
Public Utilities Committee Meeting [3613]	03/02/2016	01/26/2016	40	0	0
Tourism Santa Fe CVB/City of Santa Fe					
Celebrate Santa Fe Tourism - Expo 2016 [3607]	04/28/2016	01/13/2016	300	0	0
Short Term Rental Meeting [3649]	01/28/2016	01/13/2016	0	0	0
Short Term Rental Meeting [3649]	01/21/2016	01/13/2016	150	0	0
Total for Manager			5,379	0	98,000

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Rosalina Grace (43)					
100th Bill Party					
2016 100th Bill Party [3668]	02/12/2016	02/02/2016	650	0	16,250
An Ideal Home Productions LLC					
Ideal Home [3800]	05/11/2016	04/26/2016	0	0	0
Angelica Murillo					
Murillo and Roybal Wedding Reception [3627]	01/28/2017	03/28/2016	350	0	22,750
Arts Commission / City of Santa Fe					
Mayor's Recognition For Excellence in The Arts 2016 [3653]	10/19/2016	04/12/2016	250	0	0
Brian F Egolf					
Rep. Egolf and Sen. Wirth Town Hall Mtg [3628]	01/13/2016	01/12/2016	125	0	1,250
Care Net Pregnancy Center of Santa Fe					
Care Net Annual Fundraiser Banquet [3270]	03/01/2016	01/15/2016	500	0	32,500
City of Santa Fe					
City Manager's Office/IT Training [3701]	04/25/2016	02/26/2016	15	0	0
CKI Events, LLC					
Speaking Panel/Reception [3632]	01/27/2016	01/20/2016	100	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
Connie Vigil					
Richelle Vigil Graduation [3492]	06/18/2016	01/15/2016	200	0	13,000
Contemporary Hispanic Market					
Contemporary Hispanic Market Preview 2016 [2993]	07/28/2016	03/24/2016	800	0	52,000
Defense Nuclear Facilities Safety Board					
DNFSB Over Site Board Meeting [3638]	03/21/2016	03/16/2016	150	0	1,500
Diana Sotelo					
Sotelo & Gardea Wedding Reception [3475]	06/25/2016	10/06/2015	0	0	0
Gaon Institute					
Passover Event [3690]	04/17/2016	03/25/2016	300	0	0
Gina Branch					
Gallegos and Branch Wedding Reception [3661]	09/24/2016	03/09/2016	250	0	6,250
Idalia Granillo					
Granillo Quinceanera [3499]	06/03/2016	10/16/2015	400	0	10,000
Lanell Tweddle					
Roybal and Archuleta Wedding [3679]	12/10/2016	02/10/2016	400	0	26,000
Los Alamos Women In Science					
LAWIS/EYH 2016 [2983]	03/04/2016	01/06/2016	250	0	0
Mayor's Office / City of Santa Fe					
Mayor's Senior Volunteer Recognition Celebration 2016 [3698]	04/04/2016	02/29/2016	400	0	26,000
Monte del Sol Charter School					
Monte del Sol Graduation 2016 [3378]	05/25/2016	04/07/2016	800	0	20,000
National Union of Hospital & Healthcare Workers					
40th Anniversary of the Nurses Union [3602]	03/19/2016	02/19/2016	400	0	26,000
New Mexico Department of Indian Affairs					
American Indian Day Reception [3136]	02/04/2016	01/06/2016	500	0	32,500
New Mexico School for the Arts					
NM School for the Arts Graduation 2016 [3379]	05/24/2016	03/24/2016	600	0	15,000
NM Municipal League					
2016 District Meeting [3635]	03/21/2016	01/25/2016	80	0	800
QUINCEANERA					
Marcial Quinceanera [3797]	10/29/2016	04/27/2016	350	0	8,750
Santa Fe Community Foundation					
35th Anniversary Birthday Party [3692]	07/16/2016	03/30/2016	250	0	16,250
Santa Fe Fiesta, Inc					
2016 Baile de Mayo [926]	05/07/2016	03/25/2016	500	0	0
2016 Fiesta Court Selection [2791]	05/05/2016	03/25/2016	500	0	0
2016 Offices for Fiestas [894]	09/01/2016	03/29/2016	0	0	0
2016 Royal Ball [2976]	08/06/2016	03/29/2016	400	0	0
Caballeos Breakfast 2016 [3765]	09/09/2016	03/29/2016	200	0	5,000
Fiestacita 2016 [906]	09/06/2016	03/29/2016	-1,500	0	0
Gran Baile 2016 [911]	09/10/2016	03/29/2016	800	0	52,000
New Years Eve Dinner/Dance 2016 [3733]	12/31/2016	03/29/2016	800	0	20,000
Santa Fe Habitat for Humanity					
Kentucky Derby Day 2016 [3365]	05/06/2016	02/23/2016	0	0	0
Kentucky Derby Day 2016 [3365]	05/07/2016	02/23/2016	350	0	8,750
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	09/03/2015	0	0	0
Santa Fe Preparatory Parents Association					
Dance With the Santa Fe Stars [3503]	04/29/2016	02/26/2016	400	0	10,000
Santa Fe Preventions Alliance					
Prescription Opioids and the Overdose Epidemic Conference [3569]	05/07/2016	02/01/2016	50	0	500
Prescription Opioids and the Overdose Epidemic Conference [3569]	05/07/2016	02/01/2016	150	0	1,500
Prescription Opioids and the Overdose Epidemic Conference [3569]	05/07/2016	02/01/2016	0	0	0
Santa Fe Public Schools					
Capital High School Prom 2016 [3322]	04/23/2016	03/22/2016	400	0	0
Santa Fe High School Robing 2016 [2914]	05/16/2016	03/22/2016	500	0	32,500
St. Elias The Prophet Greek Orthodox Church					
Greek Festival 2016 [3080]	06/11/2016	01/06/2016	1,000	0	65,000
Thomas X. Vigil					
Vigil & Wright Wedding Reception [3488]	10/29/2016	02/19/2016	300	0	7,500
Tierra Encantada Charter School @ Alvord					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
April Gallegos (3)					
<u>Tierra Encantada Charter School Graduation 2016</u> [3344]	05/13/2016	03/24/2016	250	0	0
United States District Court					
<u>Naturalization Swearing-In Ceremony 2016</u> [3360]	09/02/2016	01/29/2016	500	0	12,500
Total for Manager			13,720	0	542,050
Grand Total(147)			34,216	13,497	4,921,030

TOURISM

SANTA FE

Prepared On: 05/20/2016
Prepared By: David A. Carr

Leads By User

For Lead Status from Jan 1, 2016 to Apr 30, 2016

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (17)					
2017 WEG Conference					
2017 WEG Conference [3642]	09/07/2017	01/11/2016	245	743	241,475
Association for Child Psychoanalysis, Inc					
2018 Annual Meeting [3696]	05/02/2018	02/22/2016	120	202	65,650
Babcock & Wilcox					
X B&W Coal Combustion Residuals Conference 2016 [3621]	07/24/2016	12/28/2015	0	0	0
Event Lounge					
Zoes Kitchen Catering Sales Conference [3739]	06/27/2016	03/15/2016	60	106	34,450
Zoes Kitchen General Managers Conference [3767]	03/19/2017	03/30/2016	0	1,080	351,000
Zoes Kitchen Sales Conference [3768]	04/30/2017	03/30/2016	0	158	51,350
ExamSoft Worldwide					
ExamSoft Assessment Conference (EAC) 2017 [3684]	06/11/2017	02/12/2016	450	850	276,250
Lubbock Chamber of Commerce					
Board Retreat [3710]	07/28/2016	03/02/2016	25	61	19,825
MOTIF Sites, Meetings & Events					
Mercury Insurance Annual Sales Meeting [3727]	01/21/2018	03/09/2016	225	1,125	365,625
Mercury Insurance Managers' Retreat [3726]	04/09/2018	03/09/2016	80	320	104,000
Mercury Insurance Sales Managers' Meeting [3725]	11/06/2017	03/09/2016	20	80	26,000
Oregon State University					
Annual Meeting [3722]	11/01/2016	03/08/2016	0	-60	-19,500
Annual Meeting [3722]	11/01/2016	03/08/2016	0	-60	-19,500
Annual Meeting [3722]	11/01/2016	03/08/2016	90	240	78,000
Pacific Educational Group					
Pacific Educational Group Seminar [3685]	04/22/2016	02/17/2016	160	200	65,000
Radiation Research Society					
2018 Radiation Research Society Meeting [3558]	09/08/2018	01/06/2016	600	1,800	585,000
USS Ajax Reunion Association					
USS Ajax Reunion [3798]	06/10/2018	04/18/2016	75	120	39,000
USS Cogswell DD-651					
X USS Cogswell DD-51 Reunion [3611]	09/05/2017	12/18/2015	0	0	0
Utah State University - Conference Services					
Society for Freshwater Science Annual Meeting [3803]	05/17/2019	04/25/2016	1,000	2,276	739,700
Total for Manager			3,150	9,241	3,003,325
Convention Center Operations (1)					
Presbyterian Healthcare Services					
Governor's Prayer Breakfast 2017 [3697]	01/25/2017	02/23/2016	500	0	32,500
Total for Manager			500	0	32,500
David A. Carr (19)					
Center for Action and Contemplation					
CAC Intimacy: Lecture [3771]	03/29/2017	04/01/2016	0	1,600	520,000
CAC Intimacy: Lecture [3771]	03/29/2017	04/01/2016	2,000	0	0
Center for Emergent Diplomacy					
✓ ECOS [3526] NEW DATES	04/21/2017	10/06/2015	0	300	97,500
High Flyers Gymnastics					
2017 Pojoaque Invitational [3708]	02/23/2017	03/02/2016	1,800	665	216,125
Jazz Pharmaceuticals					
Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting [3640]	11/15/2016	01/08/2016	30	60	19,500

April Gallegos (17)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Kesselman-Jones Inc					
2016 NM Film & Media Industry Conference [3750]	08/05/2016	03/22/2016	450	80	26,000
LANL - Ultrafast Imaging Workshop					
LANL - Ultrafast Imaging Workshop [3773]	08/01/2016	04/04/2016	60	90	29,250
Light Harmonics Institute					
Light Harmonics 2016 [3749]	10/07/2016	04/22/2016	200	105	34,125
Los Alamos National Laboratory (LANL)					
Advance Meso-Scale Materials Science [3669]	07/21/2016	01/29/2016	100	225	73,125
Challenges of High Photon Energy, High-Repetition Rate XFELs [3790]	08/08/2016	04/13/2016	70	150	48,750
Climate Conference [3747]	02/05/2017	03/21/2016	120	400	130,000
Dynamic and Excited State Processes [3670]	07/25/2016	01/29/2016	85	150	48,750
Energy Landscapes: From Protein Folding to Molecular Assembly [3651]	05/08/2016	01/20/2016	75	250	81,250
ESP 2016: Excited State Processes in Electronics and Bio Nanomaterials [3665]	06/12/2016	01/29/2016	90	250	81,250
Immunology 2016 [3513]	09/26/2016	09/30/2015	0	0	0
Immunology 2016 [3513]	09/26/2016	09/30/2015	0	0	0
LANL Study Session [3707]	03/22/2016	02/29/2016	15	0	150
LHC Run 2 [3636]	07/03/2016	01/06/2016	40	150	48,750
Neutron Nuclear Data Directions Into the Next Half Century [3794]	08/04/2016	04/14/2016	45	15	4,875
Oneness University					
The Phenomenon & The Gift [3743]	05/19/2016	03/18/2016	300	110	35,750
University of New Mexico UNM					
Magistrate Court Staff Regional Meeting [3766]	11/08/2016	03/29/2016	65	20	6,500
Total for Manager			5,545	4,620	1,501,650

Erika Martinez (24)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Culture Connects Santa Fe [3731]	03/24/2016	03/11/2016	0	0	0
Culture Connects Santa Fe [3737]	03/20/2016	03/15/2016	60	0	0
New Community Visions [3729]	05/11/2016	03/10/2016	100	0	0
Sister Cities Meetings [3716]	03/16/2016	03/04/2016	13	0	0
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3746]	09/14/2016	03/21/2016	120	0	0
City Council Meeting [3788]	04/13/2016	04/11/2016	8	0	0
City Wellness Program					
Fitness Class [3753]	04/05/2016	03/22/2016	15	0	0
Downtown Merchants Association					
Downtown Merchants Association Annual Meeting [3700]	03/08/2016	02/23/2016	0	0	0
Economic Development / City of Santa Fe					
City of Santa Fe Healthcare Study Group [3744]	04/28/2016	03/21/2016	0	0	0
City of Santa Fe Healthcare Study Group [3744]	04/14/2016	03/21/2016	30	0	0
Fire Department / City of Santa Fe					
Greater Santa Fe Fireshed Educational Fair [3756]	05/12/2016	03/24/2016	50	0	0
Greater Santa Fe Restaurant Association					
Greater Santa Fe Restaurant Association Meeting [3699]	03/17/2016	02/23/2016	0	0	0
Housing & Community Development / City of Santa Fe					
Santa Fe Film Commission [3752]	04/05/2016	03/22/2016	20	0	0
Human Resources / City of Santa Fe					
Customer Service Training [3738]	03/23/2016	03/15/2016	80	0	0
ITT / City of Santa Fe					
ERP Vendor Demonstrations [3758]	04/18/2016	03/28/2016	15	0	0
ERP Vendor Demonstrations [3759]	04/25/2016	03/28/2016	15	0	0
ITT Governance Committee [3755]	04/05/2016	03/24/2016	15	0	0
Martinez and Montoya Wedding					
Martinez and Montoya Wedding [3740]	04/08/2017	04/07/2016	400	0	10,000
Mayor's Office / City of Santa Fe					
City Mayor/Darkness to Light Meeting [3718]	03/11/2016	03/07/2016	12	0	0
White House Regional Convening [3730]	05/25/2016	03/10/2016	60	0	0
Police Department / City of Santa Fe					
Police Sergeant Testing [3712]	04/19/2016	03/03/2016	20	0	0
Public Utilities Department / City of Santa Fe					
Customer Service Training [3772]	04/13/2016	04/04/2016	80	0	0

April Gallegos (17)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Jemez Y Sangre Regional Water Plan Meeting [3736]	05/23/2016	03/15/2016	40	0	0
Tourism Santa Fe CVB/City of Santa Fe					
SF Margarita Trail- Information Meeting for Restaurants [3776]	04/28/2016	04/05/2016	0	0	0
SF Margarita Trail- Information Meeting for Restaurants [3776]	04/27/2016	04/05/2016	50	0	0
Visitor's Survey Update Meeting [3724]	03/23/2016	03/09/2016	25	0	0
Total for Manager			1,228	0	10,000

Joellyn Baca (20)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Academic and Business Research Institute (AABRI)					
AABRI Fall 2016 Conference [3714]	09/28/2016	03/03/2016	25	60	19,500
AHR Site Selection Solution					
Ironworkers Labor Management Meeting [3659]	06/27/2016	01/25/2016	16	31	10,075
American Amateur Baseball Congress' Annual Meeting					
American Amateur Baseball Congress' Annual Meeting 2016 [3677]	11/02/2016	02/05/2016	40	155	50,375
American Society of Landscape Architects					
2016 LAAB Summer Meeting [3673]	07/21/2016	02/02/2016	14	42	13,650
Association of Administrative Law Judges					
2016 AALJ 25th National Annual Education Conference [3656]	10/15/2016	01/25/2016	200	625	203,125
Collegiate and Professional Sports Dietitians Association					
10th CPSDA Annual Meeting and Symposium [3664]	05/15/2018	01/27/2016	350	440	143,000
Energetics					
October EGRD Meeting [3781]	10/26/2016	04/07/2016	30	75	24,375
Global Mural Arts & Culture Tourism Association					
2017 Global Mural Seminar [3732]	09/17/2017	03/11/2016	50	95	30,875
2018 Annual Global Mural Conference [3734]	09/16/2018	03/11/2016	150	155	50,375
Greater Santa Fe Film Office					
Production Name - An Ideal Home [3775]	04/18/2016	04/05/2016	30	668	217,100
Just Lovely Weddings					
Cribb/Dillon Wedding [3643]	06/25/2016	01/11/2016	150	15	4,875
Legacy Grand Holdings, LLC					
Hotwire/Expedia Inc. May Retreat [3652]	05/10/2016	01/20/2016	12	36	11,700
London International / Art Santa Fe					
Art Santa Fe Contemporary and International Art Fair - 2016 [2475]	07/03/2016	03/17/2016	1,000	393	10,000
National Highway Traffic Safety Administration					
2016 System-Wide Training (SWT) [3680]	12/05/2016	02/08/2016	150	600	195,000
Optical Society of America					
International Conference on Ultrafast Phenomena [3686]	07/16/2016	02/12/2016	350	465	151,125
Society of Hospital Medicine					
SHM January 2017 Board Meeting [3777]	01/24/2017	04/06/2016	24	22	7,150
The American Academy of Psychotherapists					
AAP Annual Institute and Conference 2017 [3774]	10/15/2017	04/04/2016	300	670	217,750
The Mohawk Group					
Mohawk Group - FWD Trend Event [3705]	10/10/2016	02/29/2016	90	230	74,750
U.S. Department of Interior					
U.S. Dept. of Interior - Secretary's Indian Water Rights Office [3709]	10/18/2016	03/02/2016	60	100	32,500
United Methodist Higher Education Foundation					
UMHEF Annual Board of Trustees Meeting [3721]	09/13/2017	03/09/2016	50	148	48,100
Total for Manager			3,091	5,025	1,515,400

Kim Harmon (23)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
American Bar Association					
2017 June Accreditation Committee Meeting [3761]	06/21/2017	03/29/2016	40	93	30,225
ABA NJC 13 Course Program 2017 [3688]	03/05/2017	02/17/2016	55	160	52,000
LPM Spring Meeting 2018 [3717]	05/15/2018	03/04/2016	100	257	83,525
Rules and Calendar Committee Meeting May Meeting [3663]	05/20/2016	01/27/2016	0	-7	-2,275
Rules and Calendar Committee Meeting May Meeting [3663]	05/19/2016	01/27/2016	11	29	9,425
Young Lawyers Division Summer Cabinet Meeting [3778]	09/09/2016	04/07/2016	30	36	11,700
American Institute of Medical Education					
Creativity and Madness 2017 [2991]	07/29/2017	04/25/2016	500	1,075	349,375
American Society for Theatre Research (ASTR)					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (17)					
ASTR Annual Conference 2018 [3804]	10/30/2018	04/25/2016	500	805	261,625
American Society of Plastic Surgeons					
ASPS Symposium 2017 [3630]	07/11/2017	01/04/2016	400	650	211,250
ASPS Symposium 2017 [3634]	08/29/2017	01/06/2016	400	650	211,250
Antoinette M. Armijo					
Armijo Wedding Reception [3484]	07/29/2016	09/04/2015	150	15	3,750
Association of Corporate Patent Counsel					
ACPC 2017 Summer Meeting [3639]	06/23/2017	01/07/2016	100	252	81,900
Banco Bilbao Vizcaya (BBVA)					
BBVA DDRE 2019 [3641]	09/30/2019	01/08/2016	420	1,198	389,350
Continuing Legal Education (CLE) International					
CLE Visual Arts & the Law [3666]	07/27/2016	01/29/2016	100	40	13,000
Jolly Events					
40th Wedding Anniversary Celebration [3678]	07/22/2016	02/05/2016	60	20	3,900
National Academic Advising Association (NACADA)					
NACADA Summer Institute 2017 [3704]	06/23/2017	02/29/2016	150	500	162,500
National Coal Transportation Association					
NCTA Operations & Maintenance Conference [3683]	06/10/2017	02/11/2016	120	300	97,500
Stairbuilders and Manufacturers Association (SMA)					
SMA Annual Conference 2018 [3789]	04/03/2018	04/12/2016	90	231	75,075
Strategy US Meeting & Incentive Specialist					
AXA Financial Incentive [3769]	11/28/2018	03/30/2016	0	0	0
AXA Financial Incentive [3769]	11/28/2018	03/30/2016	0	656	213,200
U.S. Dept. of Justice					
U.S. Department of Justice [3660]	02/21/2016	01/25/2016	185	750	243,750
University Corporation for Atmospheric Research (UCAR_					
GLOBE Partner and Diversity Training Workshops [3676]	05/22/2016	02/05/2016	0	156	50,700
Valparaiso Kappa Reunion					
Kappa Reunion [3799]	09/11/2017	04/20/2016	35	40	13,000
Western Association of College & University Business Officers (WACUBO)					
WACUBO Board Meeting January 2017 [3764]	01/22/2017	03/29/2016	20	45	14,625
WACUBO Board Meeting June 2016 [3763]	06/05/2016	03/29/2016	20	45	14,625
Total for Manager			3,486	7,996	2,594,975

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Rosalina Grace (51)					
AMP Concerts Santa Fe					
Concert: Gipsy Kings [3783]	09/03/2016	04/08/2016	1,800	0	45,000
An Ideal Home Productions LLC					
Ideal Home [3800]	05/11/2016	04/20/2016	0	0	0
Angelica Murillo					
Murillo and Roybal Wedding Reception [3627]	01/28/2017	03/16/2016	350	0	22,750
Arts Commission / City of Santa Fe					
Mayor's Recognition For Excellence in The Arts 2016 [3653]	10/19/2016	04/01/2016	250	0	0
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2016 [3760]	01/24/2017	03/28/2016	120	0	3,000
Brenda Chavez					
Vega-Chavez Quinceanera [3702]	04/29/2017	02/26/2016	0	0	0
City of Santa Fe					
City Manager's Office/IT Training [3701]	04/25/2016	02/26/2016	15	0	0
CKI Events, LLC					
Speaking Panel/Reception [3632]	01/27/2016	01/07/2016	100	0	0
CMRR Project					
CMRR Project Christmas Party [3806]	12/09/2016	04/28/2016	100	0	6,500
CONCERTS					
Christian Concert [3754]	05/13/2017	03/23/2016	1,500	0	37,500
Congregation Beit Tikva					
Congregation Beit Tikva Concert/Dinner [3689]	08/28/2016	02/18/2016	0	0	0
Congregation Beit Tikva Concert/Dinner [3689]	09/25/2016	02/18/2016	200	0	13,000
Defense Nuclear Facilities Safety Board					
DNFSB Over Site Board Meeting [3638]	03/21/2016	02/02/2016	0	0	0
DNFSB Over Site Board Meeting [3638]	03/22/2016	02/02/2016	0	0	0

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
April Gallegos (17)					
DNFSB Over Site Board Meeting [3638]	02/22/2016	02/02/2016	150	0	1,500
Gaon Institute					
Passover Event [3690]	04/17/2016	02/18/2016	300	0	0
Gina Branch					
Gallegos and Branch Wedding Reception [3661]	09/24/2016	03/02/2016	250	0	6,250
Los Alamos Women In Science					
LAWIS/EYH 2017 [3713]	03/08/2017	03/03/2016	300	0	0
LAWIS/EYH 2018 [3715]	03/02/2018	03/03/2016	300	0	0
Mayor's Office / City of Santa Fe					
Mayor's Ball 2017 [3176]	02/03/2017	11/09/2015	0	0	0
Mayor's Senior Volunteer Recognition Celebration 2016 [3698]	04/05/2016	02/23/2016	400	0	26,000
Monte del Sol Charter School					
Monte del Sol Lunch [3745]	04/26/2016	03/21/2016	300	0	7,500
National Union of Hospital & Healthcare Workers					
40th Anniversary of the Nurses Union [3602]	03/19/2016	02/19/2016	400	0	4,000
New Energy Economy					
How to Let To Go of the World & Love All Things Climate Can't [3770]	05/06/2016	03/31/2016	400	0	4,000
New Mexico Department of Cultural Affairs					
El Palacio Lowrider Summer Launch Party [3801]	06/03/2016	04/22/2016	1,000	0	25,000
New Mexico Farm & Livestock Bureau					
New Mexico Farm & Livestock Bureau 2017 [3693]	02/07/2017	02/22/2016	0	0	0
New Mexico Farm & Livestock Bureau 2017 [3693]	02/07/2017	02/22/2016	1,000	0	25,000
New Mexico Farm & Livestock Bureau 2018 [3694]	01/23/2018	02/22/2016	0	0	0
New Mexico Farm & Livestock Bureau 2018 [3694]	01/23/2018	02/22/2016	1,000	0	25,000
New Mexico Music Review					
New Mexico Music Review [3648]	10/22/2016	04/01/2016	750	0	0
Noemi Jaquez					
Jaquez Wedding Ceremony & Reception [3674]	05/14/2016	02/03/2016	150	0	3,750
North Central New Mexico Econoic Development District Council of Governments					
ICIP Training [3720]	04/01/2016	03/08/2016	0	0	0
QUINCEANERA					
Marcial Quinceanera [3797]	10/29/2016	04/18/2016	350	0	8,750
Smith Quinceanera [3719]	06/17/2017	03/08/2016	200	0	5,000
Sangre de Christo Funeral Fund					
10th Annual Mariachi Extravaganza [3787]	08/17/2018	04/11/2016	1,500	0	0
8th Annual Mariachi Extravaganza [3748]	09/03/2016	03/22/2016	1,500	0	0
8th Annual Mariachi Extravaganza [3785]	10/22/2016	04/11/2016	1,500	0	0
9th Annual Mariachi Extravaganza [3786]	08/26/2017	04/11/2016	1,500	0	0
Santa Fe Chamber of Commerce					
Legislative Reception 2017 [3321]	01/23/2017	03/30/2016	1,000	0	25,000
Santa Fe Community Foundation					
35th Anniversary Birthday Party [3692]	07/16/2016	03/30/2016	250	0	16,250
Santa Fe Fiesta, Inc					
2016 Balle de Mayo [926]	05/07/2016	03/25/2016	500	0	0
2016 Fiesta Court Selection [2791]	05/05/2016	02/23/2016	500	0	0
2016 Offices for Fiestas [894]	09/01/2016	03/29/2016	200	0	0
2017 Balle de Mayo [927]	05/06/2017	02/25/2016	500	0	12,500
Caballeos Breakfast 2016 [3765]	09/09/2016	03/29/2016	200	0	5,000
New Years Eve Dinner/Dance 2016 [3733]	12/31/2016	03/25/2016	800	0	20,000
Youth Mariache Workshops 2017 [942]	03/27/2017	04/18/2016	400	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 14th Annual Santa Fe JIN 2018 [3780]	04/13/2018	04/07/2016	2,000	0	0
Santa Fe Public Schools					
Santa Fe & Capital High Awards Banquet 2016 [3728]	05/09/2016	03/15/2016	300	0	19,500
The Cancer Foundation For New Mexico					
12th Annual Sweetheart Auction [3006]	02/10/2017	02/15/2016	0	0	0
12th Annual Sweetheart Auction [3006]	02/10/2017	02/15/2016	1,000	0	65,000
The Food Depot					
Souper Bowl 2017 [2716]	01/21/2017	03/28/2016	1,000	0	25,000
The Women's International Study Center					
Artists Workshop [3807]	06/25/2016	04/29/2016	50	0	500
Tierra Encantada Charter School @ Alvord					

April Gallegos (17)[Tierra Encantada Charter School Graduation 2016](#) [3344]**Toni Ornelas**[Ornelas Wedding Reception](#) [3703]**WEDDINGS**[Burk Wedding Welcome Reception](#) [3741][Martinez & Sanchez Wedding Reception](#) [3805]

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
05/13/2016	05/11/2015	50	0	0
06/11/2016	02/26/2016	65	0	1,625
06/03/2016	03/17/2016	100	0	2,500
09/23/2017	04/26/2016	300	0	7,500
Total for Manager		26,900	0	469,875
Grand Total(155)		43,900	26,882	9,127,725

TOURISM

SANTA FE

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Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
Dow AgroSciences					
T&O Kickoff Meeting 2015 [3166]	07/20/2015	04/02/2015	50	180	58,500
Society of International Business Fellows					
SIBF Annual Summit [2555]	10/04/2015	09/26/2013	0	125	40,625
Total for Manager			50	305	99,125
David A. Carr (3)					
Land Trust Alliance					
Land Trust Alliance Annual Meeting [3211]	04/28/2015	04/01/2015	50	100	32,500
North American Society for the Sociology of Sport					
NASSS Conference 2015 [2087]	11/02/2015	03/28/2013	0	0	0
Sandia National Laboratory					
Sandia Labs Shale Science Conference Workshop [3213]	06/08/2015	04/16/2015	50	120	39,000
Total for Manager			100	220	71,500
Kim Harmon (5)					
Rocky Mountain Mineral Law Foundation					
RMML Oil and Gas Agreements [3286]	05/10/2016	04/15/2015	200	384	124,800
Simplified Technology Company					
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	11/15/2015	04/29/2015	50	87	28,275
The Wells Group of Durango, Inc.					
The Wells Group of Durango, Inc. Broker Retreat [3206]	10/23/2015	04/30/2015	80	80	26,000
Valdez Productions Inc. _ Santa Fe Comedy Festival					
Santa Fe Comedy Festival ~ Initial Inquiry [3164]	10/15/2015	04/29/2015	500	320	12,500
Women Writing the West					
Women Writing the West Conference 2016 [3288]	10/13/2016	04/13/2015	120	210	68,250
Total for Manager			950	1,081	259,825
Melanie Moore (8)					
Arts Commission / City of Santa Fe					
Art In Public Places - May 2015 [3300]	05/21/2015	04/29/2015	12	0	0
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3326]	09/02/2015	04/28/2015	130	0	0
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3328]	05/13/2015	04/28/2015	50	0	0
ITT / City of Santa Fe					
ITT Governance Committee [3312]	05/12/2015	04/15/2015	25	0	0
Public Utilities Department / City of Santa Fe					
Jemez Y Sangre Steering Committee Meeting [3280]	04/16/2015	04/01/2015	75	0	0
Public Works / City of Santa Fe					
ENN E. Alameda Improvements pt. 1.5 [3296]	04/30/2015	04/08/2015	100	0	0
Transportation / City of Santa Fe					
Transportation / Attorney Meeting [3324]	04/27/2015	04/24/2015	6	0	0
Whitehawk					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (2)					
2017 Whitehawk Show [2476]	08/07/2017	04/07/2015	3,000	0	75,000
Total for Manager			3,398	0	75,000
Rosalina Grace (14)					
Big Brothers Big Sisters Mountain Region					
Little Gala for a Big Cause 2015 [3207]	10/08/2015	04/01/2015	500	0	0
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	04/13/2015	500	0	0
Environmental New Mexico					
Environmental New Mexico [3150]	01/08/2015	04/23/2015	100	0	1,000
Georgia O'Keeffe Museum					
Lecture [3134]	05/08/2015	04/13/2015	250	0	2,500
M & J Boutique					
Wedding Reception Tania & Jose Tania Tavaréz [3199]	09/04/2015	04/24/2015	350	0	22,750
Monte del Sol Charter School					
Monte del Sol Graduation 2015 [3059]	05/19/2015	04/17/2015	500	0	12,500
New Mexico School for the Arts					
NM School for the Arts Graduation 2015 [2927]	06/01/2015	04/06/2015	600	0	15,000
Santa Fe Fiesta, Inc					
2015 Baile de Mayo [925]	05/09/2015	09/14/2010	0	0	0
2015 Fiesta Court Selection [2788]	05/07/2015	03/26/2014	0	0	0
Santa Fe Neighborhood Law Center					
Law & Policy for Neighborhoods Conference 2015 [2862]	12/03/2015	04/24/2015	175	0	0
Santa Fe Public Schools					
Capital High School Prom 2015 [880]	05/01/2015	04/14/2015	400	0	0
Santa Fe 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
Total for Manager			4,525	0	114,500
Grand Total(32)			9,023	1,606	619,950

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SANTA FE

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Leads By User

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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
David A. Carr <i>4</i>					
Lanell Tweddle					
Turner Lequeri Wedding [3325]	09/10/2015	04/27/2015	120	115	7,800
Los Alamos National Laboratory (LANL)					
International Free Electron Laser Conference [2999]	08/20/2017	07/27/2015	500	1,300	422,500
New Mexico Association of Counties					
<i>X</i> NMAC 2016 [2294]	01/18/2016	09/15/2014	0	0	0
<i>X</i> NMAC 2017 [2837]	01/16/2017	05/12/2014	0	0	0
<i>X</i> NMAC 2018 [2838]	01/15/2018	05/12/2014	0	0	0
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
Total for Manager			770	1,660	509,925
Joellyn Baca (2)					
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
Total for Manager			180	605	196,625
Kim Harmon (10)					
American Bar Association					
ABA Journal's September Board of Editors Meeting [3186]	09/27/2015	01/13/2015	0	0	0
American Massage Therapy Association (AMTA)					
AMTA June 2016 Board of Directors Meeting [3320]	06/08/2016	04/22/2015	50	150	48,750
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	200	247	80,275
American Society of Plastic Surgeons					
ASPS Symposium 2015 [2544]	08/25/2015	04/23/2015	400	775	251,875
Historical Novel Society (HNS)					
Historical Novel Society (HNS) Conference 2017 [3316]	06/29/2017	04/16/2015	600	1,275	414,375
IBM Corporation					
ASAP University 2016 [3179]	04/15/2016	01/06/2015	0	0	0
National Atmospheric Deposition Program					
NADP Fall Meeting and Symposium 2016 [3291]	10/23/2016	04/02/2015	150	465	151,125
Premier Rail Collection					
Pullman Rail Journeys - Santa Fe [3327]	10/02/2015	04/28/2015	20	20	3,980
Simplified Technology Company					
Wartsila Reciprocating Engine (WRE) Users Group Annual Conference 2015 [3330]	11/15/2015	04/29/2015	0	87	28,275
The Standard					
The Standard - Annual Service Conference [3323]	03/14/2016	04/23/2015	65	195	63,375
Total for Manager			1,485	3,214	1,042,030

David A. Carr (7)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (2)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Public Works / City of Santa Fe					
ENN E. Alameda Improvements pt. 1.5 [3296]	04/30/2015	04/08/2015	100	0	0
Transportation / City of Santa Fe					
Transportation / Attorney Meeting [3324]	04/27/2015	04/24/2015	6	0	0
Total for Manager			106	0	0
Rosalina Grace (12)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
Cherry Pie Social					
Cherry Pie Social Workshop [3315]	06/05/2015	04/16/2015	100	0	0
Miriam Cano					
Cano Quinceanera [3329]	04/30/2016	04/29/2015	300	0	7,500
New Mexico Farm & Livestock Bureau					
New Mexico Farm & Livestock Bureau 2016 [2634]	01/26/2016	11/20/2013	0	0	0
New Mexico Injury Provension Coalition					
NM Injury Provension [3294]	05/20/2015	04/07/2015	0	0	0
Presbyterian Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/08/2016	04/24/2015	2,000	0	0
Santa Fe Public Schools					
Capital High School Prom 2016 [3322]	04/30/2016	04/23/2015	400	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	04/14/2015	500	0	32,500
Southwest Regional Education Center #10					
SW Regional Education Workshop [3289]	06/01/2015	04/02/2015	0	0	0
SW Regional Education Workshop [3290]	06/25/2015	04/02/2015	0	0	0
Valerie Sandoval					
Sandoval Graduation [3319]	06/05/2015	04/21/2015	300	0	7,500
Total for Manager			4,000	0	56,250
Grand Total(33)			6,541	5,479	1,804,830

TOURISM

SANTA FE

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Leads By User

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

David A. Carr (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
American Institute of Medical Education					
AIME Winter Meeting 2016 [3297]	02/10/2016	04/09/2015	600	0	0
Los Alamos National Laboratory (LANL)					
International Free Electron Laser Conference [2999]	08/20/2017	04/23/2015	500	2,050	666,250
New Mexico Hospitality Association					
2016 Governor's Conference on Tourism [3298]	04/25/2016	04/09/2015	350	0	0
Total for Manager			1,450	2,050	666,250
Joellyn Baca (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Engineering Conferences International (ECI)					
ECI CO2 Summit (16AV) [3293]	04/10/2016	04/06/2015	90	0	86,125
Total for Manager			90	0	86,125
Kim Harmon (1)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Wilderness & Travel Medicine					
Wilderness & Travel Medicine 2016 [3091]	05/23/2016	04/24/2015	500	815	264,875
Total for Manager			500	815	264,875
Melanie Moore (14)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Arts Commission / City of Santa Fe					
Art In Public Places - DEC 2015 [3311]	12/17/2015	04/14/2015	12	0	0
Art In Public Places - July 2015 [3302]	07/16/2015	04/14/2015	12	0	0
Art In Public Places - June 2015 [3301]	06/18/2015	04/14/2015	12	0	0
Art In Public Places - May 2015 [3300]	05/21/2015	04/14/2015	12	0	0
Art In Public Places - NOV 2015 [3303]	11/19/2015	04/14/2015	12	0	0
City Attorney's Office / City of Santa Fe					
City Attorney's: Vehicle Forfeiture Conference [3326]	09/02/2015	04/27/2015	130	0	0
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3328]	05/28/2015	04/28/2015	50	0	0
ITT / City of Santa Fe					
ITT Governance Committee [3312]	05/12/2015	04/15/2015	25	0	0
Mayor's Office / City of Santa Fe					
City Council Meeting - JULY 3 [3309]	07/03/2015	04/14/2015	300	0	0
City Council Meeting - JUNE 10 [3307]	06/10/2015	04/14/2015	200	0	0
City Council Meeting - JUNE 24 [3308]	06/24/2015	04/14/2015	300	0	0
City Council Meeting - MAY 13 [3305]	05/13/2015	04/14/2015	200	0	0
City Council Meeting - MAY 27 [3306]	05/27/2015	04/14/2015	300	0	0
Election Day [3310]	03/01/2016	04/14/2015	300	0	0
Total for Manager			1,865	0	0
Rosalina Grace (17)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Celine Gonzales					
Gonzales Reception [3295]	03/27/2015	04/07/2015	350	0	8,750
Cherry Pie Social					
Cherry Pie Social Workshop [3315]	06/05/2015	04/16/2015	100	0	0
Department of Public Safety					

David A. Carr (3)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
NM State Police Banquet & Graduation [3304]	12/03/2015	04/14/2015	500	0	0
Miriam Cano					
Cano Quinceanera [3329]	04/30/2016	04/29/2015	300	0	7,500
New Mexico Injury Provension Coalition					
NM Injury Provension [3294]	05/20/2015	04/07/2015	0	0	0
Presbyterlan Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	0	0
Santa Fe Chamber of Commerce					
Legislative Reception 2016 [3317]	01/25/2016	04/17/2015	1,000	0	25,000
Legislative Reception 2017 [3321]	01/23/2017	04/23/2015	1,000	0	25,000
Santa Fe Fiesta, Inc					
2016 Baile de Mayo [926]	05/07/2016	04/23/2015	500	0	0
2016 Fiesta Court Selection [2791]	05/05/2016	04/22/2015	500	0	0
Youth Mariache Workshops 2016 [941]	03/28/2016	04/22/2015	400	0	0
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/15/2016	04/22/2015	2,000	0	0
Santa Fe Public Schools					
Capital High School Prom 2016 [3322]	04/23/2016	04/23/2015	400	0	0
Santa Fe & Capital High Awards Banquet 2015 [2905]	05/12/2015	04/14/2015	500	0	32,500
Southwest Regional Education Center #10					
SW Regional Education Workshop [3289]	06/01/2015	04/02/2015	0	0	0
SW Regional Education Workshop [3290]	06/25/2015	04/02/2015	0	0	0
Valerie Sandoval					
Sandoval Graduation [3319]	06/05/2015	04/21/2015	300	0	7,500
Total for Manager			7,900	0	106,250
Grand Total(36)			11,805	2,865	1,123,500

TOURISM

SANTA FE

Prepared On: 05/20/2016
Prepared By: David A. Carr

Leads By User

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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5) 4					
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
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					
X 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 (20) 15					
AECOM Technology Corporation					
AECOM - HPT Leadership Planning [3218]	03/10/2015	03/03/2015	40	124	40,300
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					
X 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
Heartland Financial					
Heartland Retail Conference [3217]	04/20/2015	03/03/2015	0	75	24,375
Land Trust Alliance					
Land Trust Alliance Annual Meeting [3211]	04/28/2015	04/01/2015	50	100	32,500
Los Alamos National Laboratory (LANL)					
Compensation Managers Meeting [3156]	05/03/2015	01/30/2015	35	105	34,125
X 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
INFO 2015 [3238]	07/12/2015	03/05/2015	40	150	48,750
Melissa G. Rael & Associates					
Boys at Risk: Indicators from Early Childhood [3185]	11/05/2015	01/30/2015	300	210	68,250
Migration 2015					
X Migration Conference 2015 [1055]	09/12/2015	02/09/2014	0	0	0
National Math Association/Imagine Education					
X 2015 MidSchool Math National Conference-Stop The Drop [2728]	02/25/2015	10/31/2014	0	291	94,575
New Mexico Consortium					
20 Years of Quantum Dots at Los Alamos [2901]	04/12/2015	02/04/2015	170	430	139,750
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 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					
X NASSS Conference 2015 [2087]	11/02/2015	03/28/2013	0	0	0
Sandia National Laboratory					
Sandia Labs Shale Science Conference Workshop [3213]	06/08/2015	04/16/2015	50	120	39,000
Southwest Airlines					
Claims Review Meeting [3228]	04/13/2015	03/19/2015	15	45	14,625

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
University of New Mexico UNM					
American Quaternary Association 2016 Biannual Meeting [3025]	06/23/2016	03/19/2015	250	225	73,125
Total for Manager			4,620	5,910	1,836,250

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Kim Harmon (4) 10					
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 Institute of Medical Education					
Creativity and Madness Winter 2016 [3131]	02/10/2016	01/24/2015	200	480	156,000
International Mountain Bicycling Association					
2012 IMBA World Summit [1569]	10/07/2012	11/01/2011	0	0	0
Large Urology Group Practice Association (LUGPA)					
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
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
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
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
Valdez Productions Inc. _ Santa Fe Comedy Festival					
Santa Fe Comedy Festival ~ Initial Inquiry [3164]	10/15/2015	04/29/2015	500	320	12,500
Women Writing the West					
Women Writing the West Conference 2016 [3288]	10/13/2016	04/13/2015	120	210	68,250
Total for Manager			1,930	3,582	1,064,900

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Melanie Moore (4) 39					
Arts Commission / City of Santa Fe					
Art In Public Places - May 2015 [3300]	05/21/2015	04/29/2015	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
Ben Rountree					
7th Grader Film Project - Ben Rountree [3222]	02/13/2015	02/12/2015	7	0	70
Christus St Vincent Regional Medical Center					
Christus Holiday Party 2015 [3173]	12/17/2015	02/12/2015	1,200	0	78,000
City Attorney's Office / City of Santa Fe					
Arbitration Hearing [3195]	04/13/2015	02/02/2015	12	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
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
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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
SFFD: Cadet Testing [3220]	03/05/2015	02/16/2015	200	0	0
Human Resources / City of Santa Fe					
HR Benefits Advisory Meeting [3328]	05/13/2015	04/28/2015	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					
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 - 5/26/2015 [3167]	05/26/2015	03/09/2015	30	0	0
Planning Commission Meeting [3262]	04/02/2015	03/16/2015	300	0	0
Mayor's Office / City of Santa Fe					
Mayor's Strategy Meeting with LANL [3254]	03/20/2015	03/05/2015	16	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
Police Department / City of Santa Fe					
SFPD Promotional Assessments [3231]	03/23/2015	02/18/2015	15	0	0
Public Utilities Department / City of Santa Fe					
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
Tourism Santa Fe CVB/City of Santa Fe					
X Celebrate Santa Fe Tourism - Expo 2015 [3020]	04/30/2015	08/22/2014	0	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]	04/07/2015	03/27/2015	30	0	0
SantaFe.org Training Part 1 [3226]	02/23/2015	02/10/2015	20	0	0
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
Transportation / City of Santa Fe					
ADA Sensitivity & Passenger Suspension Policies [3013]	05/14/2015	03/09/2015	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			12,599	0	153,070
	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 (42)					
Art Smart					
X 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
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	500	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
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
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	04/13/2015	500	0	0
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
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
Hotel Santa Fe					
Christus St. Vincent [3183]	01/15/2015	01/09/2015	150	0	3,750
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
La Sociedad Folklorica de Nuevo Mexico					
Baile 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 Tania & Jose Tania Tavaréz [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
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
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 School for the Arts					
NM School for the Arts Graduation 2015 [2927]	06/01/2015	04/06/2015	600	0	15,000
Representative Brain 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
Santa Fe Community Orchestra					
SF Community Orchestra Concert & Dance Gala 2015 [425]	02/14/2015	01/13/2015	500	0	0
Santa Fe Fiesta, Inc					
2015 Baile de Mayo [925]	05/09/2015	09/14/2010	0	0	0
2015 Fiesta Court Selection [2788]	05/07/2015	03/26/2014	0	0	0
Santa Fe 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 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

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
Camilla Mandler (5)					
St Michaels High School					
St. Mikes High School Prom 2015 [3011]	04/18/2015	03/25/2015	200	0	5,000
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					
X 10th Annual Sweetheart Auction [833]	02/06/2015	04/24/2014	0	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
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
Total for Manager			11,830	0	321,200
Grand Total(122)			31,624	10,032	3,576,920

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SANTA FE

Prepared On: 05/20/2016
Prepared By: David A. Carr

Leads By User

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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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 (27)					
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
Battle of the Books, New Mexico					
BOB, Battle of the Books [3256]	04/17/2015	03/05/2015	400	400	130,000
Economic Development / City of Santa Fe					
Model United Nations [3236]	11/02/2015	02/17/2015	500	500	162,500
Flow Science, Inc.					
2015 International Associates Meeting [3233]	10/12/2015	02/13/2015	50	45	14,625
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
Hope Lutheran Church					
Couple's Retreat [3208]	07/17/2015	01/26/2015	40	40	13,000
Institute of Electrical and Electronics Engineers					
IEEE LTSW 2016 [3239]	02/07/2016	02/17/2015	0	180	58,500
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
Lanell Tweddle					
Turner Legueri Wedding [3325]	09/10/2015	04/27/2015	120	115	7,800
Los Alamos National Laboratory (LANL)					
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
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	500	1,300	422,500
Lubbock Chamber of Commerce					
Board Retreat [3248]	07/30/2015	02/25/2015	0	-5	-1,625

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
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
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 School Board					
New Mexico School Board Association Annual Meeting [2973]	02/18/2015	08/05/2014	0	-60	0
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
Southwest Airlines					
Claims Review Meeting [3228]	04/13/2015	02/12/2015	15	45	14,625
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
Total for Manager			2,507	6,618	2,088,255
Joellyn Baca (2)					
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
Total for Manager			180	605	196,625
Kim Harmon (2)					
American Bar Association					
2017 RPTE 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
American Massage Therapy Association (AMTA)					
AMTA June 2016 Board of Directors Meeting [3320]	06/08/2016	04/22/2015	50	150	48,750
American Society of Plant Biologists (ASPB)					
5th Pan American Plants and Bioenergy Conference [3318]	08/03/2016	04/20/2015	200	247	80,275
American Society of Plastic Surgeons					
ASPS Symposium 2015 [2544]	08/25/2015	04/23/2015	400	775	251,875
Historical Novel Society (HNS)					
Historical Novel Society (HNS) Conference 2017 [3316]	06/29/2017	04/16/2015	600	1,275	414,375
IBM Corporation					
ASAP University 2016 [3179]	04/15/2016	01/06/2015	0	0	0
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
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
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
Simplified Technology Company					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
 2015 GE 7EA 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
Star Americas Software Solutions LLC					
Spring Conference 2016 [3257]	02/21/2016	03/06/2015	50	100	32,500
Surveillance Systems Integration (SSI)					
SSI Tech Show [3215]	08/05/2015	01/30/2015	0	10	0
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
Women Writing the West					
Women Writing the West Conference 2016 [3288]	10/13/2016	03/31/2015	120	180	58,500
Total for Manager			3,695	10,655	3,457,105
	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Melanie Moore (22)					
Arts Commission / City of Santa Fe					
Arts Commission/ Workshop for RFQs [3177]	01/29/2015	01/06/2015	40	0	0
City Attorney's Office / City of Santa Fe					
Attorney Meeting [3268]	03/18/2015	03/17/2015	12	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
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
H Board Meeting - 9/8/2015 [3168]	09/08/2015	03/02/2015	30	0	0
Mayor's Office / City of Santa Fe					
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]	02/26/2016	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
Transportation / City of Santa Fe					
ADA Sensitivity & Passenger Suspension Policies [3013]	05/14/2015	03/02/2015	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			11,857	0	365,000
	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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
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 (63)					
Academy for the Love of Learning					
For the Love of Learning [3285]	10/17/2015	03/30/2015	0	0	0
Amanda Lopez					
Lopez Graduation [2898]	07/25/2015	06/10/2014	0	0	0
Association of Commerce and Industry					
Association of Commerce & Industry Breakfast 2015 [2895]	02/03/2015	01/09/2015	100	0	2,500
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
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 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
Department of Public Safety					
New Mexico State Police Graduation [3260]	05/08/2015	03/10/2015	500	0	0
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
Florence Sena					
Sena Graduation [2894]	06/13/2015	06/10/2014	150	0	9,750
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
Hotel Santa Fe					
Christus St. Vincent [3183]	01/15/2015	01/09/2015	150	0	3,750
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
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
M & J Boutique					
Wedding Reception Tania & Jose Tania Tavarez [3199]	09/04/2015	01/23/2015	350	0	22,750
Mayor's Office / City of Santa Fe					
Mayor's Ball 2017 [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

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
Mayor's Senior Volunteer Recognition Celebration 2015 [2342]	05/05/2015	01/30/2015	400	0	26,000
Miriam Cano					
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
New Mexico Department of Indian Affairs					
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 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
Presbyterian Healthcare Services					
Annual Provider Education Conference [3299]	08/25/2015	04/13/2015	50	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
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
Santa Fe Japanese Inter-Cultural Network					
Japanese Cultural Festival 12th Annual Santa Fe JIN 2016 [3071]	04/08/2016	04/24/2015	2,000	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 Public Schools Volunteer Banquet 2015 [3189]	04/17/2015	01/15/2015	500	0	32,500
Southwest Regional Education Center #10					
SW Regional Education Workshop [3289]	06/01/2015	04/02/2015	0	0	0
SW Regional Education Workshop [3290]	06/25/2015	04/02/2015	0	0	0
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. Elizabeth Shelter					
St Elizabeth Shelter Gala [3175]	10/15/2016	01/05/2015	400	0	26,000
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
Tierra Encantada Charter School @ Alvord					
Tierra Encantada Charter School Graduation 2015 [3209]	05/15/2015	01/27/2015	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
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
YouthWorks					

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
Blake Jackson (1)					
Mayors Ball YouthWorks & Boys & Girls Club [3264]	11/14/2015	03/16/2015	550	0	35,750
Total for Manager			18,791	0	596,790
Grand Total(142)			39,740	21,633	7,976,150

Report: Simple Pace

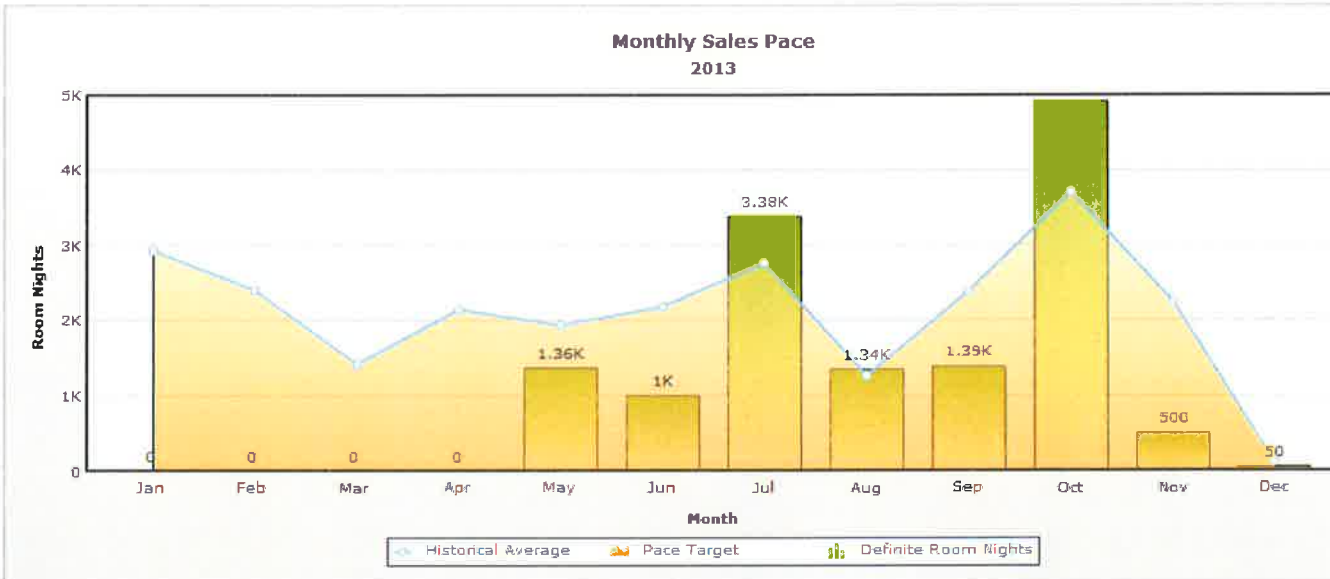
Years: 3



Annual Pace	2013	2014	2015	2016	2017	2018	Total
Consumption (Definite Room Nights)							
Definite Room Nights	13,939	25,954	29,072	32,689	15,185	2,104	118,943
Target	25,524	25,524	25,524	22,983	9,502	2,987	112,043
Variance	-11,585	430	3,548	9,706	5,683	-883	6,900
Historical Avg	25,524	25,524	25,524	25,524	25,524	25,524	153,144
Events	210	254	236	201	18	3	922
Pace Percentage	54.61%	101.68%	113.90%	142.23%	159.81%	70.45%	106%
Demand							
Total RNs	55,648	64,124	67,794	71,071	63,543	13,993	336,173
Target	68,827	68,827	68,827	47,199	21,628	4,610	279,917
Variance	-13,179	-4,703	-1,033	23,872	41,915	9,383	56,256
Historical Avg	68,827	68,827	68,827	68,827	68,827	68,827	412,962
Conversion Percentage	25.48%	40.67%	43.37%	50.59%	35.39%	63.68%	40%
Historical Avg	38	38	38	38	38	38	38

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Definite Room Nights	0	0	0	0	1,362	1,002	3,381	1,344	1,387	4,913	500	50	13,939
Target	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	-2,929	-2,402	-1,420	-2,148	-576	-1,184	617	79	-1,008	1,204	-1,754	-64	-11,585
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	0.00%	0.00%	0.00%	0.00%	70.28%	45.84%	122.32%	106.25%	57.91%	132.46%	22.18%	43.86%	55%
Demand													
Total RNs	0	0	0	0	3,444	11,376	8,806	2,864	10,865	11,507	6,736	50	55,648
Target	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	-5,427	-3,072	-4,333	-5,127	-1,066	4,017	1,649	-4,877	2,383	2,639	114	-79	-13,179
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
Conversion													
Tentative Room Nights	0	0	0	0	0	0	300	0	0	210	440	0	950
Lost Room Nights	0	0	0	0	2,082	10,374	5,125	1,520	9,478	6,384	5,796	0	40,759
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	39.50%	8.80%	39.70%	46.90%	12.80%	43.50%	7.90%	100.00%	25%



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	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	-359	390	1,094	-946	764	-8	26	368	-592	-1,670	1,281	82	430
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	87.74%	116.24%	177.04%	55.96%	139.42%	99.63%	100.94%	129.09%	75.28%	54.97%	156.83%	171.93%	102%
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	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	-11	-40	367	-1,210	2,240	-4,181	67	1,547	-66	-396	-3,087	67	-4,703
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
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	98	29,072
Target	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	1,720	-1,130	-21	536	-187	1,193	-642	-447	1,601	468	473	-16	3,548
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	158.72%	52.96%	98.52%	124.95%	90.35%	154.57%	76.77%	64.66%	166.85%	112.62%	120.98%	85.96%	114%
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	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Variance	1,540	-1,400	955	-1,163	-1,174	165	-1,716	3,330	-2,316	-2,242	2,974	14	-1,033
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
Conversion													
Tentative Room Nights	0	0	0	30	300	0	214	0	0	210	0	0	754
Lost Room Nights	2,318	400	3,889	1,250	1,285	4,145	3,105	10,253	2,170	2,239	6,869	45	37,968
Conversion Percentage	66.70%	76.10%	26.50%	68.20%	57.70%	44.90%	40.60%	7.40%	64.80%	65.10%	28.40%	68.50%	43%



2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	1,570	3,144	348	2,558	3,261	5,876	2,069	2,214	2,664	3,925	4,710	350	32,689
Target	2,929	2,402	1,420	2,148	1,894	2,087	2,467	1,069	1,957	2,881	1,651	78	22,983
Variance	-1,359	742	-1,072	410	1,367	3,789	-398	1,145	707	1,044	3,059	272	9,706
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	53.60%	130.89%	24.51%	119.09%	172.20%	281.58%	83.87%	207.19%	136.10%	136.23%	285.33%	447.59%	142%
Demand													

2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Total RNs	3,898	4,512	3,013	7,715	4,094	8,672	10,343	4,369	7,403	9,449	6,242	1,361	71,071
Target	2,929	2,402	1,420	2,148	1,894	2,087	2,467	1,069	1,957	2,881	1,651	78	22,983
Variance	-1,529	1,440	-1,320	2,588	1,347	4,236	6,077	-149	2,618	4,584	2,686	1,294	23,872
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
Conversion													
Tentative Room Nights	60	0	132	668	288	285	2,053	600	795	510	175	891	6,457
Lost Room Nights	2,268	1,368	2,533	4,489	545	2,511	6,221	1,555	3,944	5,014	1,357	120	31,925
Conversion Percentage	40.90%	69.70%	12.10%	36.30%	85.70%	70.10%	25.00%	58.70%	40.30%	43.90%	77.60%	74.50%	51%



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	0	2,568	317	0	693	8,969	2,050	588	0	0	0	15,185
Target	1,790	1,363	680	922	753	775	945	342	608	836	467	20	9,502
Variance	-1,790	-1,363	1,888	-605	-753	-82	8,024	1,708	-20	-836	-467	-20	5,683
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	0.00%	0.00%	377.60%	34.39%	0.00%	89.43%	948.67%	599.04%	96.68%	0.00%	0.00%	0.00%	160%
Demand													
Total RNs	1,882	2,925	8,095	5,200	255	7,236	14,596	2,756	2,650	16,747	1,201	0	63,543
Target	1,790	1,363	680	922	753	775	945	342	608	836	467	20	9,502
Variance	-823	1,425	6,142	3,042	-1,511	4,594	12,400	873	717	15,019	57	-20	41,915
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
Conversion													
Tentative Room Nights	1,332	2,925	2,470	4,423	0	2,428	1,075	706	1,912	2,518	848	0	20,637
Lost Room Nights	550	0	3,057	460	255	4,115	4,552	0	150	14,229	353	0	27,721
Conversion Percentage	0.00%	0.00%	45.70%	40.80%	0.00%	14.40%	66.30%	100.00%	79.70%	0.00%	0.00%	0.00%	35%



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	404	1,700	0	0	0	0	0	0	2,104
Target	517	404	188	274	221	233	294	128	228	312	180	7	2,987
Variance	-517	-404	-188	-274	183	1,467	-294	-128	-228	-312	-180	-7	-883
Historical Monthly Avg	2,929	2,402	1,420	2,148	1,938	2,186	2,764	1,265	2,395	3,709	2,254	114	25,524
Pace Percentage	0.00%	0.00%	0.00%	0.00%	182.73%	730.51%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	70%
Demand													
Total RNs	2,360	0	0	551	3,393	2,393	760	520	1,955	805	1,256	0	13,993
Target	517	404	188	274	221	233	294	128	228	312	180	7	2,987
Variance	1,569	-421	-527	22	3,005	1,930	391	180	1,675	520	1,043	-4	9,383
Historical Avg	5,427	3,072	4,333	5,127	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	68,827
Conversion													
Tentative Room Nights	2,360	0	0	551	2,549	693	0	520	1,955	805	1,256	0	10,689
Lost Room Nights	0	0	0	0	440	0	760	0	0	0	0	0	1,200
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	47.90%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	64%



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